

09.12.2014

Number: MIP.0101-370-52/2575

Subject: Laden Container Discount Scale

Ref: MIP.0101-370-6/396 numbered and 27/02/2013 dated announcement

MIP has decided to update the referenced Laden Container Discount Scale for 2015 and 2016, in order to support the lines that are targeting to increase their commercial volumes. With the condition of fulfilling the obligations of a 2 year agreement, valid from 01.01.2015 to 31.12.2016 a sliding scale will be applicable as given on below table for the laden containers that are loaded and discharged from the vessel (transshipment and domestic are excluded)

All conditions stated below should be met for applying the discount scale mentioned in this announcement.

- 1- 2-year agreements (with volume commitments) will be signed with Shipping Lines / Owners and Agencies (for each Line separately if represented by the same Agency).
- 2- Below stated discounts are valid per year and subject to the fulfillment of the obligations of the 2-year agreement. +/- %10 of the volume commitment can be transferred between the contractual years in order to fulfill the commitment in the agreement.
- 3- Due amount related with 2015 will be credit to the contract party company's account in equal installments on January and July 2016. Said amount will be deducted from subsequent service requests. Due amount related with 2016 will be paid lump sum on January 2017. A letter of guarantee should be provided by the company that wants to receive 2015 due amount in cash. The amount and other conditions of the letter of guarantee will be stated in the contract.
- 4- Discount will be applicable as a sliding scale over the laden container numbers mentioned in the scale. For example discount for 33.000 boxes will be calculated as below.

Laden Container Number (Transshipment and Domestic excluded)	Discount Calculation	Discount Amount
0 - 5.000	\$ 0	\$ 0
5.001 - 15.000	\$ 4 x 10.000	\$ 40.000
15.001 - 25.000	\$ 6 x 10.000	\$ 60.000
25.001 -33.000	\$ 8 x 8.000	\$ 64.000
Total		\$ 164.000

- 5- While calculating the container numbers, the laden containers which are loaded or discharged (Transshipment and Domestic excluded) during the contract period are going to be considered.
- 6- The deadline for signing the contract in relation to the subject announcement is 02.01.2015.
- 7- The laden loading and discharging tariff (Transshipment & Domestic excluded) within the MIP Price List and Specific Conditions dated 31st December 2014 will be fixed for contracting companies; companies which have met the contract conditions will not be affected by any tariff increases which may occur within the laden loading and discharging tariff after this date.

You are kindly requested to make the announcement of the application to your members.

Laden Container Number (Transshipment and Domestic excluded)	Discount Amount (Based on Loading and Discharging Rate)
5.001 – 15.000	\$ 4
15.001 – 25.000	\$ 6
25.001 -35.000	\$ 8
35.001 – 45.000	\$ 10
45.001 – 60.000	\$ 12
60.001 -75.000	\$ 14
75.001 – 100.000	\$ 16
100.001 – 125.000	\$ 18
125.001 – 150.000	\$ 20
150.001 175.000	\$ 22
175.001 – 200.000	\$ 24
200.000 & Above	\$ 26



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