

**BoxTradeIntelligence provides a range of reports on container shipping which directly benefit Container Lines.**

## **1. Manage through the business cycles**

Container shipping is a cyclical industry, with boom and bust periods swinging more violently in recent years. The challenge is to manage the industry's supply with the forecasted demand in order to keep freight rates at an acceptable level to attract continued investment.

- Increase your visibility into container business cycle volatility with **BoxTradeIntelligence's** [Trade Lane Performance](#) reports, where we provide supply, demand and utilisation levels for 20 global trade lanes
- Inform your capacity planning with **BoxTradeIntelligence's** containerised [demand forecasts](#) available for over [240 countries](#)
- Keep well abreast of [actual and forecasted Demand](#), aiding both fleet deployments and allocation management
- Monitor trade lane business cycles and shifts in profitability through **BoxTradeIntelligence's** [Trade Lane Profitability](#) reports.

## **2. Benchmark operating and financial performance**

Through your internal measures you have a very good understanding of your business mix and highest yield sectors. You are able to do some moderate benchmarking with those competitors who release financials – however their results often include other services and modalities.

- Understand your competitive position in all 20 global trade lanes through independent insight delivered by **BoxTradeIntelligence's** [Trade Lane reports](#).
- Not only benchmark operational metrics such as [utilisation and imbalance ratios](#), but also your vessel network provision costs.
- Identify your profitability performance drivers compared to an [industry-wide benchmark](#) for Volumes, Revenues, Direct Costs, Vessel Costs, Overheads and of course Profits.
- Identify shipping capacity developments to develop your forward contracting and capacity programme.
- Open your books with your customers using **BoxTradeIntelligence's** [Trade Lane reports](#) without having to expose your financial position.

### 3. Identify growth markets

Expanding your customer base and growing your business are crucial to your long term prospects and sustainable profitability. Capital expenditures on vessels and containers need to be informed by demand prospects. Additionally, identifying alternative cargo when your vessel utilisation begins to drop is imperative for filling the ships.

- Forecasted growth for all 3,000 [commodities](#) for each of the world-wide [240 countries](#) will provide meaningful insights into emerging opportunities for both short and long term planning.
- Combined with **BoxTradeIntelligence's** [Trade Lane Performance](#) reports, you will be able to identify prospects for new services and vessel deployments.
- Establish contingency plans for increasing volumes by targeting the sales force on the market opportunities with the greatest potential.

### Our unique edge

- Only **BoxTradeIntelligence** provides container demand forecasts for all 3,000 [commodities](#) and [240 countries](#) – the most detailed and credible forecasting process available.
- By matching container shipping supply and demand for [20 global trade lanes](#), we deliver utilisation levels to an unmatched level of detail from a single information source. This saves valuable time and costs by avoiding any further analysis caused by using different information sources.
- With our unique container business model, we are providing [Trade Lane Profitability](#) information that is unavailable elsewhere.
- Our agenda is to increase transparency into container shipping, by ensuring the greatest level of impartiality in our reporting.
- While we offer subscriptions and package services, all of our reports are available for one-off purchases ensuring we can meet all budgets.
- Over 20 years of experience in both analysing and managing the complexities of global container shipping.

**For more  
information**



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