

**BoxTradeIntelligence provides a range of reports on container shipping which directly benefit Freight Forwarders and NVOCCs.**

## **1. Secure your shipping services**

Your customers are counting on you to deliver, but you are only as good as your suppliers. In times of severe market turmoil and capacity constraints you work even harder for your customers. In many cases your costs rise and your revenue does not in order to keep your customers satisfied.

- Increase your visibility into international supply chain volatility with **BoxTradeIntelligence's** [Trade Lane Performance](#) reports, where we provide supply, demand and utilisation levels for 20 global trade lanes
- Inform your shipping forecasts with **BoxTradeIntelligence's** containerised [demand forecasts](#) available for over [240 countries](#)
- Challenge your container shipping suppliers with in-depth, impartial market information to build forward plans for peak season constraints as well as multi-year commitments.

## **2. Negotiate better container freight contracts**

While you make a margin on your ocean shipping product, the volatility that the last 24 months have shown has made your costs and onward prices unpredictable. By protecting your customers you have not been able to adjust your onward prices with the same speed as the carriers – impacting your profitability.

- Engage your container shipping lines with independent insight into shipping costs and profitability with **BoxTradeIntelligence's** 20 global [trade lane profitability](#) reports.
- Negotiate commitments informed by detailed [demand, supply, freight rate and cost development](#) information.
- Identify shipping capacity developments by container carrier to develop your forward contracting and capacity programme.
- Understanding your suppliers' cost structures delivers a significant advantage in contract negotiations.
- Benchmarking your business against BoxTradeIntelligence's [Trade Lane reports](#) will provide for an 'open book' dialogue with your carriers – promoting greater collaboration.

### 3. Identify growth markets


Expanding your customer base and growing your business are crucial to your long term prospects and sustainable profitability. Equally you must focus your development time and money on those areas of greatest potential.

- By tracking and reporting [3,000 different commodities](#), **BoxTradeIntelligence's** commodity focus reports enable you to gauge your penetration in a given sector
- Forecasted growth for all [3,000 commodities](#) for each of the world-wide [240 countries](#) will provide meaningful insights into emerging opportunities.
- Combined with **BoxTradeIntelligence's** [Trade Lane Performance](#) reports, you will be able to match new business with available container shipping services.

### 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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