

Few Container Lines Provide Instant Quotes

The world's top container lines are largely lagging when it comes to providing shippers with an e-commerce interface to look up instant ocean freight rates.

	Instant Quote Tool	Quote For Available	Shipping Schedules Available*
Maersk Line	✓	✓	✓
MSC		✓	✓
COSCO		✓	✓
CMA CGM		✓	✓
Hapag-Lloyd	✓	✓	✓
ONE			✓
Evergreen Line			✓
Yang Ming			✓
PIL			✓
HMM			✓
ZIM		✓	✓
Wan Hai Lines		✓	✓

Only two of the Top 12

container lines in the world allow shippers to get instant quotes, although more than half allow shippers to submit electronic rate requests.

Five of the Top 12 carriers

offer no electronic quoting capability or any functionality to accept electronic rate requests.

Most of the Top 12 carriers

require shippers to contact them electronically or via email for rate inquiries.

The Path to Dynamic Pricing



Dynamic Pricing Considerations

- **Carriers:** Do you know your available capacity in real-time? Should you expose rates publicly and instantly?
- **Forwarders/NVOs:** How does instant pricing affect your value proposition? Reduce cost of sales? Open new markets?
- **BCOs:** Is dynamic pricing used to replace spot or would some current contract volume migrate to it? Price discovery tool?