



Fos June 2016 the 14th,

Container Weighing starting on 1st of July 2016

Dear Customer,

July 1st is now a couple weeks away. Eurofos terminal has already broadly communicated on the organization which will be implemented in order to comply with the SOLAS and the French regulations on container weighing.

Please find below (as well as in the PowerPoint presentation attached) a reminder and update on the Eurofos offer to its customers for container weighing.

The new Solas regulations give the shippers the responsibility to provide the VGM (verified gross mass).

It is the shipper's responsibility to send the information to the shipping line.

The shipping line, then makes the decision to load or not load a container.

The terminal operator loads the vessels according to the load list sent by the shipping.

These new regulations do not change the role of the terminal operator.

However, Eurofos terminal has adapted its IT systems to allow the transfer of the VGM information to the terminal operating system and the community system.

In addition, Eurofos terminal has been contacted by many of its partners in the industry, concerned about the implementation of these new regulations and worried that the industry in general will not be ready for the 1st of July 2016.

In order to avoid a bottle neck, Eurofos has decided to provide an additional weighing solution to the shippers. Eurofos terminal has invested in a weighing solution directly on the terminal. This solution will give exporters using Eurofos terminal an advantage over ports which do not offer this service. The system has been designed to be quick and fluid. Eurofos straddle carriers have been equipped with a weighing system. This represents substantial investments in order to provide a reliable weighing system, which has been designed not to impact the efficiency of our operational process.

Accordingly, after having worked closely with the French Government and after having discussed this with many of our customers, as well as with the Marseille-Fos Port community, the following offer has been put in place for Eurofos terminal.

3 scenarios have been designed:

1. Container arriving on the terminal with no VGM & having checked the AP+ community system offer “please weigh my container on the terminal”
2. Container arriving on the terminal with no VGM & NOT having checked the AP+ community system offer “please weigh my container on the terminal”
3. Container arriving on the terminal with a VGM

1- Container arriving on the terminal with no VGM & having checked the AP+ community system offer “please weigh my container on the terminal”

- Terminal will weigh the container ; checking the “please weigh my container on the terminal” means accepting the Eurofos “terms and conditions”
- Terminal will put the Terminal VGM in the system
- Terminal will send the Terminal VGM to the Forwarding Agent (for the Shipper)
- Terminal will charge the Forwarding Agent (for the Shipper) for weighing fees (45€)

2- Container arriving on the terminal with no VGM & NOT having checked the AP+ community system offer “please weigh my container on the terminal”

- Container will be accepted on the terminal
- Terminal will put container on “hold” in the Terminal Operating System
- Terminal will send information to the forwarding agent (for the Shipper) (via AP+ community system) and to the shipping line (via CODECO)
- Terminal will expect instruction from the forwarding agent (for the shipper) via EDI and before closing date. The closing date is the limit date and time for the reception of the final load-list (coprar list).

Reminder of Eurofos closing dates:

- ✓ *For vessels starting operations at 8 PM, closing date is 4 PM on the same day*
- ✓ *For vessels starting operations at 6 AM, closing date is 4 PM the day before*
- ✓ *For vessels starting operations at 1 PM, closing date is 10 AM on the same day*

- Shipper can decide to:
 - ✓ Send its own VGM : Terminal will charge “ Renomination charge / Late VGM ” (35€)
 - ✓ Ask terminal to weigh with its straddle carrier system : Terminal will charge weighing fees (45€) + “ Renomination charge / Late VGM ” (35€)
- If no instruction is received before closing date :
 - ✓ If the container is not on the load list, the container will not be charged on the vessel. Costs linked to this will be charged to the forwarding agent (for the shipper), except for export storage which are charged to the vessel operator as per contract.
 - ✓ If the container is on the load list, it means that the captain has received the VGM, then the terminal will charge “ Renomination charge / Late VGM ” (35€) to the forwarding agent (for the shipper).

3- Container arriving with a VGM on the terminal

- No charge to the shipper
- Terminal can inform the Shipping Line via CAP if Terminal weight is different from the VGM : rules will be defined by Shipping Line (f.i. 1 000 Kg difference or 8% difference or any other rules decides by the Shipping Line)
- Shipping can decide to use :
 - ✓ Initial VGM : no charge
 - ✓ Terminal VGM: weighing fees (45€) + “ Renomination charge / Late VGM (35€) ”. This service will be charged to the shipping line.

Flat fees

For our services applying to all laden export containers loaded on a vessel on or after the 1st of July 2016, Eurofos we will charge a flat fee to shipping lines in order to recover investments and additional administrative recurring costs linked to the implementation of the new legislation.

Note:

- “The earlier the better”: Eurofos terminal provides an additional solution for shippers who are not able to anticipate the weighing operations. Though, Eurofos terminal recommends that the VGM, or this instruction “please weigh my container on the terminal” is sent through the system as earlier as possible in order to ease operations.

- The terminal will use the VGM of each container for the stowage planning of the vessels. These new processes will allow accurate weight information for the stowage. This will lead to better vessel utilization and improved safety.
- The terminal will need to provide relevant information to the Government for auditing and examination of its weighing system.
- The terminal will not be providing VGM for the cargo or containers which cannot be handled by a Straddle carrier and for direct deliveries to the vessel. Such cargo often comes in with a lifting plan which includes the gross weight. If needed, such cargo should look to be weighed on another facility.
- The community system will be modified to include relevant field for the VGM to be provided. The terminal will not accept other means of communication of the VGM than the community system.
- Our prices and public tariffs are subject to annual changes and / or anytime with 3 months' notice.

We remain at your disposal and are happy to provide further clarification if needed.

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Best regards,