

## Refrigerated containers 101

If you have never used Shipper Owned Containers (SOC) for your refrigerated cargo, but could think about doing so there are number of questions that you could be facing such as:

- How old can a reefer container be ? does age affect efficiency ?
- What reefer machinery should I buy ? what Model ?
- Will the shipping line accept any machinery brand ?
- What steps should I take to ensure the container is suitable for the cargo ?
- What voltage are these units ? Will they be operable at destination ?
- What is a PTI ?
- Can we get manuals for these machines ?
- Do we need to lease a Genset for the trucking?
- How do I get the reefer where I need it ?



## Getting the answers

These are all legitimate questions which you would want answered before engaging in a Shipper Owned shipment. Shipping lines are not geared towards offering answers to all of these questions. They have all the answers and the expertise to do so in house, but their sales systems are not set up to provide the answers.

As a result, most of the time, the line's sales executive will do all he can to dissuade the use of shipper owned containers... even if it can make a lot of sense.

While it may seem complicated, there are people like us whose job it is to supply answers to all these questions, and who for having done it numerous times, will do it fairly easily.



## Should you be using Shipper Owned Containers ? \*

Determining whether using a SOC is worth your time can be done fairly easily. The following questions might serve as a guideline:

- How far inland is the cargo going at destination ?
- Is detention a recurrent problem with our shipments ?
- Could storage at destination be of value to the customer ?
- Could an SOC avoid having to use a cold storage facility ?
- Would the shipping line save repositioning if we used our own container ?
- What is the cost of a reefer versus the value of our cargo ?
- Would an SOC have some resale value at destination ?

\* Shipper Owned reefers are not for every shipment. If you are shipping from Savannah to Netherlands or the UK... SOCs will not be a value proposition. If on the other hand your cargo is destined to Angola, South America, one of the former CIS countries or Afghanistan or inland China... you may want to look at the figures.

## Sending refrigerated Cargo overseas ?

### Have you ever considered the SOC – Shipper Owned Container Option ?

We have dealt with a number of companies that unfortunately contacted us in last resort, because the line is out of equipment, or just won't send reefers to.... , or the rate quoted by the line was just astronomical once they factored in the empty return.

When well planned for the use of shipper owned containers is a great tool that can make your shipment of frozen foods simpler and more cost effective.

Look at these simple points and decide for yourself:

- pick-up the container closer to your loading point, don't get stuck with line chassis having to make return trips from 1500 miles away
- negotiate a SOC rate with your line, that is not providing the equipment, and that will not need to move it back empty
- isolate yourself from detention charges

With detention rates on reefers starting at USD120.- and quickly escalating to USD250.- /300.- a day or more... detention risk can on its own sometimes justify the use of SOCs. We unfortunately have all heard stories of a container stuck in customs because of PSI, or on the dock because of a strike... or that 2 weeks with consignee that turned out to last 6 weeks because logistics in certain places is just unpredictable



More info on using SOCs @  
[http://www.csiu.co/?page\\_id=309](http://www.csiu.co/?page_id=309)



## Are you dealing with project cargo ? Or Shipper Owned containers ?

At CSI our goal is not to just supply you with containers. Our goal is to assist you throughout the various steps of your project, in devising it and delivering it, wherever our experience and contacts can make a difference.

Services we can provide include:

- Supply of second hand or new containers
- Surveys
- Trucking to loading / stuffing point
- Storage of loaded containers
- Trucking of loaded containers

### Comments or Questions ?

Please do not hesitate to contact us by phone or fax or on our email:  
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