



15 February 2018

To all our Valued Customers

## Change of Terminal Operator in Lae

On 1 February 2018 SPICTL commenced operations in Lae as the new terminal operator. The advice of that change was given to us just 4 days prior to commencement, and SPICTL's new tariff was provided shortly thereafter. We have been reviewing SPICTL's tariff since receiving and have tried to engage in negotiations with SPICTL to reduce the cost increases in their tariffs however so far have been unsuccessful. Consequently we are left with no option but to increase our local charges in Lae to cover these increased costs. With immediate effect we will apply the following 2 changes:

- 1) **Emergency THC.** This will be applied at a level of Kina169 / 20' FCL and Kina 338 / 40'
- 2) **Equipment Charge.** An increase of Kina50 / 20' and Kina100 / 40' with revised levels being Kina 435 / 20' and Kina 716 / 40'.

In addition to the above SPICTL have advised us that from 1 March 2018 they plan to charge importers and exporters directly for cargo handling costs. We are currently reviewing the impact of this and the mechanisms for this new process and will update further once we have greater clarity.

Yours Sincerely

Trade Management

MBf Carpenters Shipping Ltd