



SILVERBACK
CONTAINER MANAGEMENT

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One Way Repositioning



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Repositioning Costs - Yes It Does!

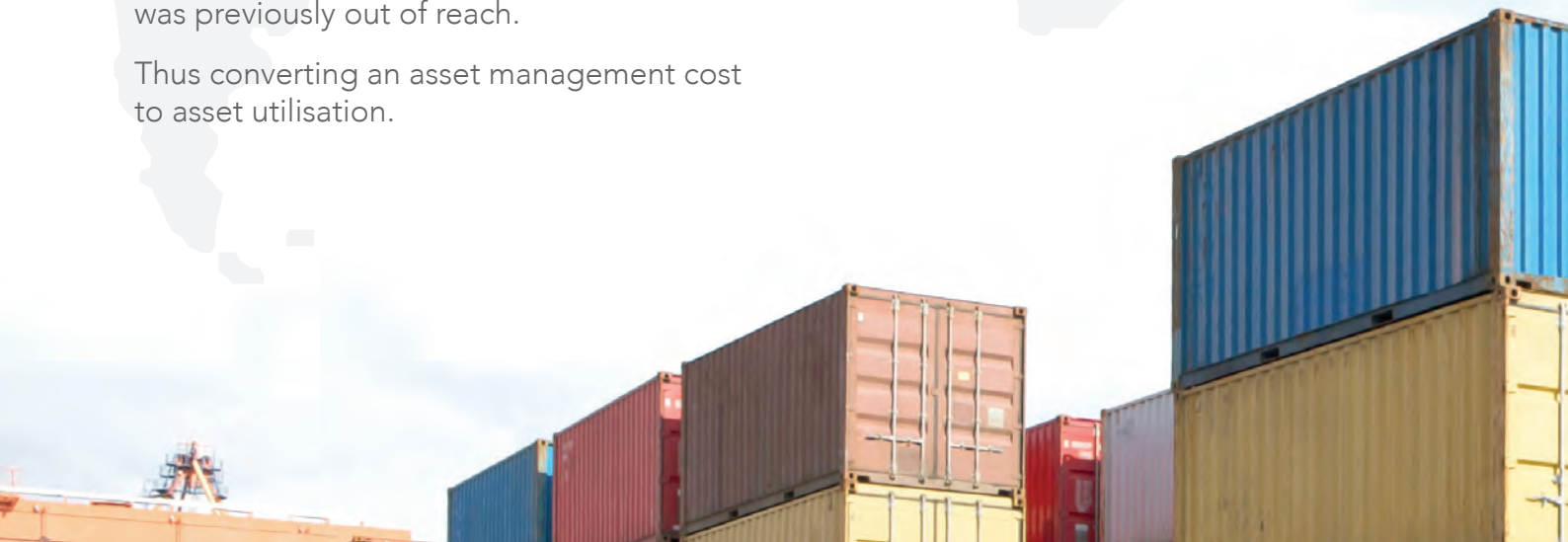
No matter which major shipping line you talk to, the conservative view is that globally at least USD \$15 billion annually is being spent to reposition empty containers.

About two thirds of this cost results from imbalances where cargo loads are simply one way centric. The other one third is carrier-specific, where the cargo can by definition only be sent one way.

All carriers understand these issues but may not have the available resource to readily acquire new business back-load cargo. This is where Silverback can assist your company. Many major shipping lines, leasing companies and freight forwarders are currently dealing with Silverback Container Management. For over 20 years Silverback have been successfully reducing repositioning costs for its customers by providing a neutral container interchange network with monitoring systems.

If your organisation is interested in further reducing its empty container repositioning costs talk to Silverback. Our integrated system opens up domestic as well as global possibilities to reposition your equipment efficiently and cost effectively as well as providing you with one way equipment that was previously out of reach.

Thus converting an asset management cost to asset utilisation.



Old Options

Consultants - Don't know more about your business than you do, regardless of their fees.

Grey Box - One party always ends up paying.

Selling Reverse Legs - Commercial teams struggle to do this efficiently.

Open Sharing - Exposes your repositioning needs to your competitors and customers.



The Silverback System

Reposition your equipment through Silverback's secure clearing system.

One Way

Secure

Confidential

Efficient

Real Time Access

Global



Silverback Benefits

- Reposition your equipment through the Silverback system and gain access to millions of container movements around the world.
- Environment - reduce your carbon footprint.
- Suppliers of containers can also be users of containers.
- Cuts repositioning costs for all involved.
- Opens up markets that were previously unprofitable due to equipment costing shortfalls.

