



TOMAX
NEWS

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PLUS:

MARKET SUMMARY

• Shipping lines have now further complicated moving containers on the Asia-Australia trade-lanes by quoting rates valid only for one week at a time. Rates for the first week of November have been released, but rates for the second week are being held over to be released early next week. Demand on Asian origin services continues to skyrocket with volumes in stark contrast

with market expectations in what many see as a diminishing economic climate. Expectations of a huge Black Friday sale period seem to be fuelling a lot of recent imports, and speculation of 30-40% year on year increases in sales in the late November sale are commonplace.

TARIFF CONCESSIONS GAZETTE (TC)

Tariff Concession Orders (TCOs) are an Australian Government revenue concession that exists where there are no known Australian manufacturers of goods that are substitutable for imported goods. The weekly Tomax Client Newsletter will contain a link to the latest Gazette document so that you can stay updated.

[CLICK TO VIEW LATEST GAZETTE](#)





CHINA-AUSTRALIA SHIPPING RATES RISE IN OCTOBER

In the third week of October, spot rates for shipping between China and Australia (specifically from Shanghai to Melbourne) experienced a slight rise after a prolonged period of declines. The Shanghai Containerised Freight Index rose to USD 4,052 per FEU, compared to USD 3,932 per FEU the previous week, though it remains below the peak of USD 4,536 per FEU reached in mid-September.

Conversely, Drewry's composite World Container Index, primarily influenced by east-west trade routes, fell by 4% last week to USD 3,095 per FEU. This suggests that the China-Australia route is becoming a positive development for shipping carriers.

Despite this minor recovery, notifications for rate increases have significantly decreased, and the last of the extra-loaders from North East Asia and South-East Asia are currently transiting through Australian ports. Only a few vessels returning from drydocking in China are being repurposed for other services.

Effective November 1, 2024, ANL will introduce a General Rate Increase (GRI) of USD 300 per TEU for dry and refrigerated containers, and USD 600 per FEU for the same categories on shipments from North East Asia to the East Coast of Australia, Fremantle, Adelaide, and New Zealand. This increase will be applied in addition to the existing Spot and FAK rates, along with all relevant surcharges at the time of shipment.

Sofrana ANL will also implement a Peak Season Surcharge (PSS) for shipments bound for Papeete, Tahiti, from Auckland via the NZPF service. This will take effect with the sailing of the Southern Pearl v1532, departing Auckland on November 26.

The PSS will be as follows:

- USD 300 per TEU for Dry/Open Top/Flat Rack containers
- USD 600 per FEU for Dry/Open Top/Flat Rack containers
- USD 500 per TEU for Refrigerated containers
- USD 1,000 per FEU for Refrigerated containers

Maersk Line is adjusting its PSS for shipments from China, Japan, South Korea, Hong Kong, Cambodia, Laos, Myanmar, Thailand, Vietnam, Brunei, Indonesia, Malaysia, the Philippines, Singapore, Timor Leste, and Taiwan to New Zealand, Fiji Islands, and French Polynesia, effective November 9. For shipments from these regions to American Samoa, the PSS will take effect on November 24. The surcharge for these shipments will be USD 750 per TEU for dry and refrigerated containers, and USD 1,500 per FEU for refrigerated, dry, heavy-duty, and 45' dry containers.



\$3.9 MILLION BOOST FOR AUS HEAVY VEHICLE ROAD SAFETY

The Australian Government, alongside the National Heavy Vehicle Regulator (NHVR), is intensifying efforts to enhance road safety and minimise road trauma by funding 16 essential industry-led projects through the latest Round of the Heavy Vehicle Safety Initiative (HVSI). With a total investment of \$3.9 million in this round, these projects aim to bolster safety within Australia’s heavy vehicle sector, benefiting all road users. Notable recipients include:

- Deakin University’s Truckwise Roadshow: This initiative will utilise virtual reality to raise awareness of safe practices when interacting with heavy vehicles.
- St John Ambulance’s Defibs in Trucks Program: This program will equip 50 heavy vehicles with high-quality Automated External Defibrillators (AEDs) and offer First Aid training to drivers, aiming to reduce fatalities in regional, rural, and remote areas.
- GM Cartage and Contracting’s Accelerating Ambitions Program: Focused on young drivers, this project seeks to highlight career opportunities in the trucking industry while promoting diversity through innovative solutions.

These initiatives are designed to foster significant advancements in the transport and logistics sector, enhancing productivity and improving safety on the road through vital training, educational campaigns, and cutting-edge technology.

Since its inception in 2016, the Australian Government has invested over \$41 million

into 169 HVSI projects. More details about the successful applicants and the HVSI program are available for those interested.

Anthony Chisholm, Assistant Minister for Regional Development says, “the trucking industry is the backbone of our nation’s economy and that’s why our government is continuing to invest in road safety programs that will keep truckies safe and keep Australia’s economy moving. These 16 successful projects provide solutions to challenges that we’re currently seeing throughout the industry, such as removing barriers for young people entering the sector, increasing awareness of how to drive safely around heavy vehicles and boosting safety within the industry itself. This includes the excellent initiative by St John Ambulance to equip 50 trucks with new, high-quality Automated External Defibrillators, and training truck drivers to provide first aid, reducing roadside deaths in regional, rural, and remote communities in the process.”

“The NHVR’s HVSI program continues to support safety initiatives that benefit the heavy vehicle industry and the wider community, says Sal Petrocetto OAM, NHVR CEO, “there is still plenty of work to do to reduce road trauma in Australia, which is why I am looking forward to seeing these 16 new initiatives get underway, and the positive impact they are sure to have on heavy vehicle safety right across the country.”

Chawla, M. (2024). New funding to boost heavy vehicle road safety. Retrieved from <https://mhdsupplychain.com.au/2024/10/28/new-funding-to-boost-heavy-vehicle-road-safety/> on 31st October, 2024.



FLEXITANK SAFETY GUIDELINES

TT Club, a global freight insurance provider, has unveiled its latest publication focusing on the rising use of flexitanks for transporting bulk liquid cargo. In partnership with the Container Owners Association (COA), the new report, titled *Flexitanks in the Supply Chain - Defining Safe Operations*, aims to identify risks, promote best practices and offer practical guidance for those involved in the supply chain.

With a steady increase in flexitank usage worldwide, TT Club reinforces the need for safety guidelines to help shippers, forwarders, carriers, and terminals manage the associated risks effectively. The organisation encourages users to consult this guidance alongside the IMO/ILO/UNECE code of practice for packing cargo transport units and the COA's flexitank code of practice.

Mike Yarwood, TT Club's Managing Director of Loss Prevention, noted that more shippers are recognising the benefits of flexitanks for bulk liquid transportation. "The demand continues to grow globally and both TT and the COA consider our publishing of these guidelines timely in order to maintain the safety of the process," Mr Yarwood said.

Flexitanks are essentially large, single-use bladders equipped with valves that fit into standard freight containers. While they offer advantages for transporting liquids, TT Club stresses that the entire system—including the

container, fittings, and restraint equipment—must be carefully considered at every stage of the supply chain. This includes evaluating cargo compatibility and transit conditions.

Flexitanks are commonly used for various liquids, from fruit juices and molasses to edible oils and pharmaceuticals. Each type of cargo necessitates specific considerations regarding the materials of the flexitank, the design of valves and pipework, and the potential risks associated with leaks.

Additionally, the flexibility of multi-modal transport via containers raises concerns about intermodal terminal awareness and expertise in flexitank operations, especially regarding varying movement and temperature conditions.

TT Club acknowledges the invaluable role of the COA in developing these guidelines, drawing on the extensive experience of its members in safely operating flexitanks and implementing best practices across the supply chain.

[VIEW FLEXITANK GUIDELINES](#)

Murday, H. (2024). TT CLUB ISSUES GUIDELINES FOR FLEXITANK SAFETY. Retrieved from <https://www.thedcn.com.au/region/australia/tt-club-issues-guidelines-for-flexitank-safety/> on 31st October, 2024.



AUSTRALIA POST EARNS TOP GLOBAL POSTAL RATING

Australia Post is now ranked among the world’s best postal systems, according to the Universal Postal Union’s (UPU) flagship index, which assesses postal performance globally.

In the 2024 review of 174 countries, Australia Post was one of just seven postal organisations to achieve a ‘Level 10’ rating—the highest score on the UPU’s Integrated Index for Postal Development (2IPD). Other top-ranked postal services included those from Switzerland, Germany, and France. This Level 10 score signifies that Australia Post has reached the highest standards of postal excellence, as measured by the 2IPD, which evaluates reliability, reach, relevance, and resilience.

“Underpinned by our Post26 strategy and our strategic imperatives of supporting each other, delighting our customers and creating a sustainable future, this acknowledgement highlights the work of every single team member and the positive impact it is having across every area of our business,” says Paul Graham, Group Chief Executive Officer and Managing Director.

“Australia Post is more than mail and parcels; it supports jobs, small business and offers vital community services, especially in rural and regional Australia where the local Post Office may also be the banking service, newsagent and retailer,” says Hon Michelle Rowland MP, Minister for Communications.

The 2IPD not only measures global postal development but also serves as a valuable resource for policymakers, regulators, postal operators, and stakeholders to understand the importance of postal services in eCommerce.

The UPU, a specialised agency of the United Nations, acts as the primary forum for international cooperation in the postal sector.

Chawla, M. (2024). Australia Post achieves top ‘Level 10’ postal excellence. Retrieved from <https://mhdsupplychain.com.au/2024/10/30/australia-post-achieves-top-level-10-postal-excellence/> on 31st October, 2024.

EMBRACING GENDER-NEUTRAL LANGUAGE IN MARITIME

The maritime industry, steeped in tradition, has historically reflected a male-dominated language, using terms like “seaman,” “helmsman,” and “master.” However, as society progresses towards inclusivity and diversity, the sector is poised for a significant linguistic transformation.

Maritime is one of the oldest industries, with a language shaped over centuries that carries deep historical and cultural significance. Yet, this tradition presents a challenge as the industry confronts the need for gender-neutral language. While traditional terms symbolise the industry’s past, they also reinforce outdated norms. As inclusivity becomes a priority, the maritime sector must adapt its language to resonate with a diverse workforce. This shift goes beyond political correctness; it is essential for fostering a respectful environment for all.

Language is a powerful influencer of perception and behavior. In a field where women have been underrepresented, gender-specific language can reinforce stereotypes. For example, “seaman” might imply that such roles are exclusively male, potentially deterring women from entering the industry. Adopting terms like “seafarer” can help convey that these roles are open to all. However, this change requires a shift in mindset—recognising that language can either include or exclude and that careful word choice fosters a more welcoming environment.

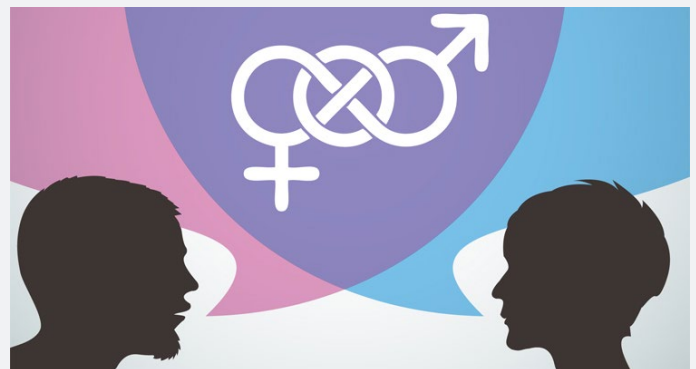
The transition to gender-neutral language also involves balancing inclusivity with practicality. While it is vital for creating a respectful workplace, the language must remain clear and effective. For instance, replacing “man overboard” with “person overboard” could introduce ambiguity in urgent situations. Finding this balance requires thoughtful re-evaluation of terminology while ensuring clarity in communication.

To effectively adopt gender-neutral language in the maritime sector, a strategic approach is necessary:

- **Engage Stakeholders:** Involve all parties—employees, unions, and industry organisations—in discussions about language changes to ensure broad acceptance.
- **Review Terminology:** Conduct a thorough review to identify gender-specific terms

and replace them with inclusive alternatives, incorporating diverse perspectives.

- **Provide Training:** Educate industry members on the importance and usage of gender-neutral language to foster understanding and acceptance.
- **Balance Tradition and Innovation:** While embracing new language, respect historical terms that hold cultural significance, ensuring a blend of tradition and inclusivity.
- **Monitor Progress:** Continuously evaluate the effectiveness of language changes through feedback and adapt as needed.



Here are some case studies from other sectors

- **Aviation:** The shift from “stewardess” to “flight attendant” has made the industry more inclusive, encouraging women to pursue aviation careers.
- **Military:** Replacing “infantryman” with “infantry soldier” reflects a commitment to inclusivity.
- **Corporate:** organisations have adopted gender-neutral titles like “chair” instead of “chairman,” promoting diversity in leadership.

Adopting gender-neutral language in maritime is more than a trend; it’s a necessary evolution for creating a diverse and inclusive industry. Balancing tradition with progress and inclusivity with practicality will require ongoing dialogue, education, and adaptability. By recognising that language must evolve alongside the workforce, the maritime sector can create an environment that welcomes all. This transformation is not just about changing terminology; it’s about shifting the industry’s mindset to be more inclusive. While the journey may require time and effort, the resulting diversity and innovation will be invaluable for the industry’s future.

Zeller, J. (2024). Understanding gender-neutral language in maritime through a paradoxical mindset. Retrieved from <https://www.thedcn.com.au/magazine-issues/industry-opinion-understanding-gender-neutral-language-in-maritime-through-a-paradoxical-mindset/> on 31st October, 2024.



STAFF SPOTLIGHT

MARTIN ZHAO

SALES SUPPORT
TOMAX LOGISTICS AUSTRALIA

What is your role at Tomax?
Sales Support.

Name your hobbies and interests?
Playing soccer, running and reading.

A quote that inspires you?
“Whatever we do, we do better than others.”

Describe your ideal holiday?
Eating delicious food, running a half marathon and spending quality time with the family.

What puts a smile on your face?
Seeing my wife and kid smile.

If you won the lottery what is the first thing you would spend it on?
Haha...no ideas, I would like to share half with God first.

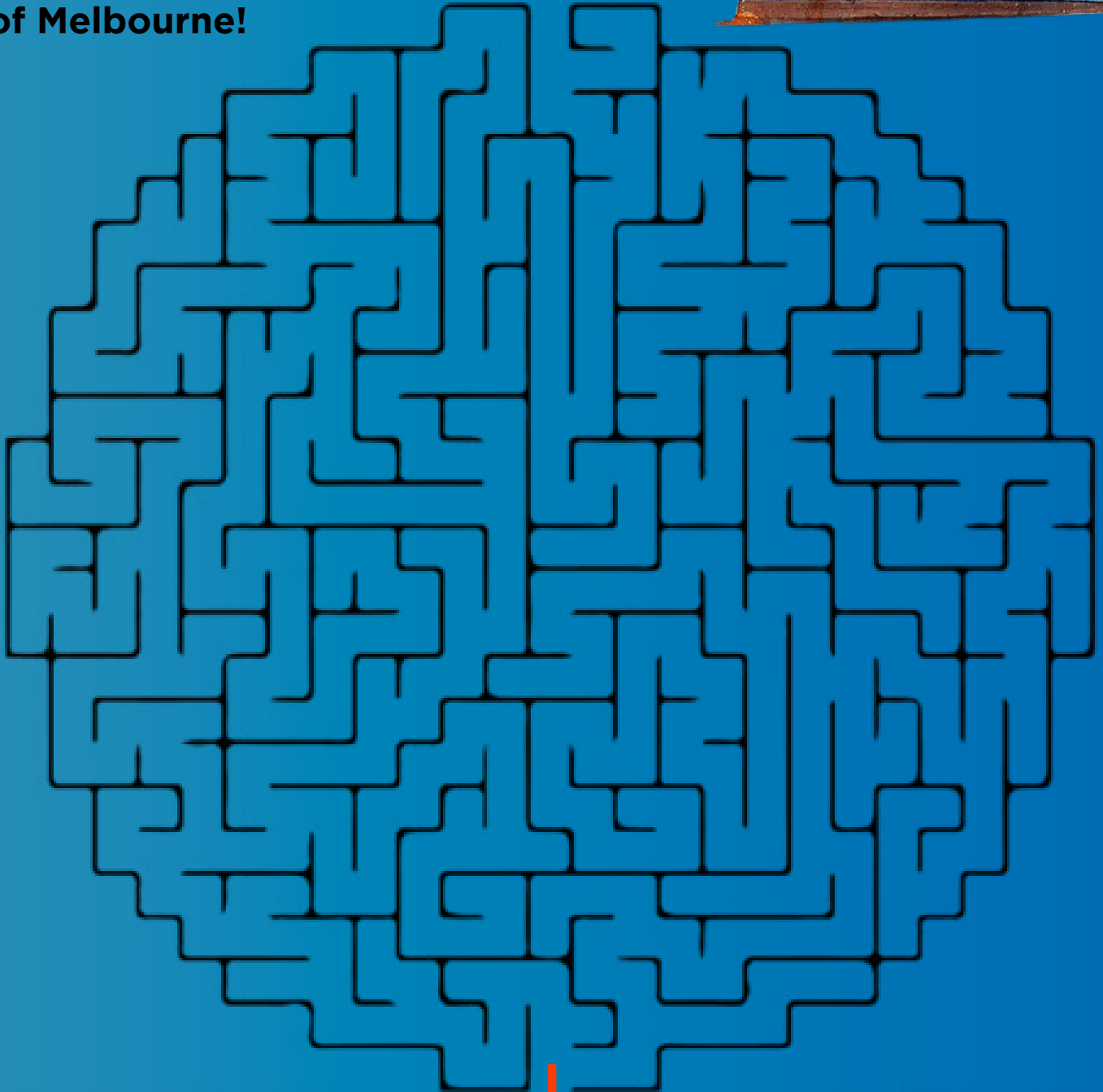
Do you have any fears?
Parents' health.

A goal you wish to achieve?
Running a marathon in Melbourne next year.



MAZE CRAZE!!

Help the cargo ship
navigate to the Port
of Melbourne!



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