

PRICING

TOGETHER WE CAN  
DO SO MUCH MORE



# ABOUT **NPRC**

## ▶ **COOPERATION WITH APPROX. 150 MEMBERS**

Daily > 200 barges sailing

## ▶ **DRY BULK, CONTAINERS & PROJECT CARGO**

Approx. 14 million tonnes transported on European inland waterways

## ▶ **A TURNOVER OF MORE THAN €125 MILLION; 50 EMPLOYEES**

With teams in Rotterdam, Antwerp, Duisburg, Mannheim & Doornik

## ▶ **FRONTRUNNER IN DIGITALIZATION & SUSTAINABILITY**

‘Data Driven’ company and transition to cleaner fuels



**JAAR**

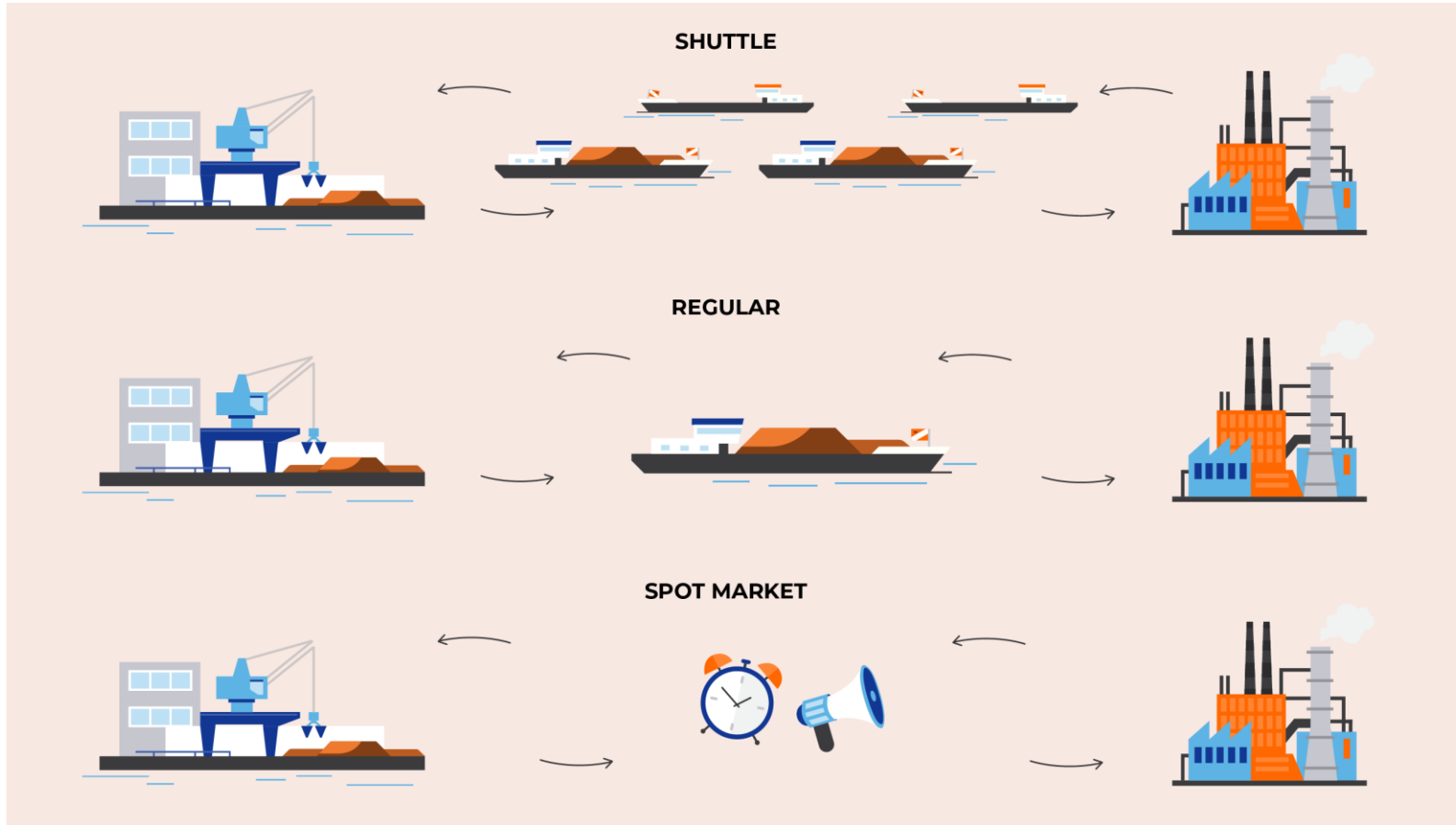
EST. 1935



# COOPERATION STRUCTURE



# TYPE OF CONTRACTS



◀ **SHUTTLE** agreement, constant transport, most intensive type of contract

◀ **REGULAR** agreement, reliability from A to B for constant cargo flow

◀ **SPOT MARKET**, on-call basis, irregular agreement

# COMPONENTS IN OUR REVENUE



## TONNES \* RATE

Regular way of producing revenue



## LOW WATER SURCHARGE

When the water level of a river is too low, it affects the loading capacity of a ship. This means higher price per ton



## GAS OIL SURCHARGE

Extra fee added to the current rate of oil, when fuel costs exceed a specific level



## DEMURRAGE

Fee as a result of failure to load or discharge the ship within an agreed time period





### SPITS

38,5 x 5,05m  
350 ton = 14 trucks



### EUROPESHIP

85 x 9,50m  
1350 ton = 54 trucks



### LARGE RHINESHIP

135 x 11,40m  
4000 ton = 160 trucks



### PUSHCOMBINATION (Set of 2)

172 x 11,40m  
5500ton = 220 trucks



### RORO

110 x 11,40m  
72 trucks



# INLAND WATERWAY NETWORK

51.700 KM canals, rivers and lakes in the EU

DRY BULK (STANDARD), CONTAINERS, TANKERS, PUSH BARGES

- CEMT-classes
- I – Spits
  - II – Kempenaar
  - III – Dortmunder
  - IV – Europeship
  - Va – Large Rineship (2750t)
  - Va – Standard containership
  - Va – Roro
  - Vb – Large Rineship (4000t)
  - Vb – Large containership
  - Vla – Pushcombination
  - Vlb – Koppelverband

# COST COMPONENTS

€105

€5

FUEL

€20

STAFF

€20

OWN WORKING HOURS

€15

INSURANCE, MAINTENANCE, etc.

€10

INTEREST

€15

DEPRECIATION

€20

# COST COMPONENTS

€105

€5

PROFIT

FUEL

€20

VARIABLE COSTS

STAFF

€20

OWN WORKING HOURS

€15

INSURANCE, MAINTENANCE, etc.

€10

FIXED COSTS

INTEREST

€15

DEPRECIATION

€20



# FACTORS INFLUENCING CARGO SUPPLY

- ▶ ECONOMIC CONDITIONS
- ▶ ENERGY PRICES
- ▶ COVID-19
- ▶ OTHER MODALITIES (driver shortage)
- ▶ SUSTAINABILITY
- ▶ REGULATORY FACTORS



# 'RED OCEAN' VS 'BLUE OCEAN'

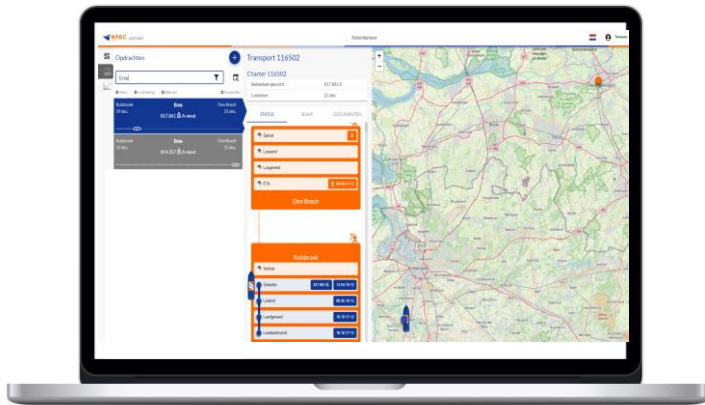
Constant battle for the lowest price  
in the market

Focus on added value instead  
of price



# DELIVERING UNIQUE VALUE

Enjoying the benefits of cooperation and digitization



Supply Chain Management

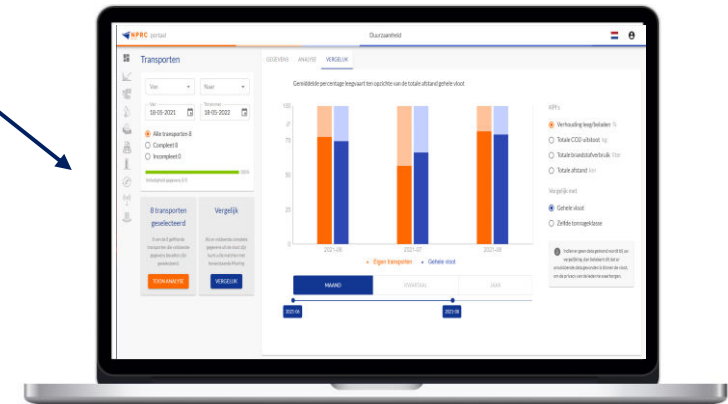


Stock Management

iBarge app



Management Information



Sustainability Monitor

# DATA-DRIVEN LOGISTICS



# CONCLUSION: ALL ABOUT CUSTOMER VALUE



**PRICE**



**SECURITY OF SUPPLY**



**SERVICE VIA INSIGHTS**



**SERVICE VIA TAKING CARE**

For example: Stock Control



**SUSTAINABILITY**



# THANK YOU FOR YOUR ATTENTION

Any questions?



**WANT TO KNOW MORE?**

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