

28.12.2020

**Number:** MIP – 100033-723-E.38/4569  
**Subject:** Laden Container Discount Scale

**Ref:** MIP.0101-370-52/2575 numbered and 09.12.2014 dated announcement

MIP has updated the conditions of the existing “Laden Container Discount Scale” as specified below, entering into effect as of 01.01.2021 and valid until 31.12.2021.

The deadline for signing the contract in relation to the subject announcement is the 31.01.2021 for customers willing to sign new contracts.

- 1) Contracts will be applied on a 1-year basis.
- 2) The contract will be signed with Shipping Lines / Owners and Agencies (for each Line separately if represented by the same Agency).
- 3) While calculating the yearly committed container numbers, the laden containers which are loaded or discharged (Transshipment and Domestic excluded) during the contract period are going to be considered.
- 4) Discount will be applicable as a sliding scale over the laden container numbers mentioned in the scale. For example, discount for 33.000 boxes will be calculated as below.

Laden Container Number (Transshipment and Domestic excluded)	Discount Calculation	Discount Amount
0 – 5.000	\$ 0	\$ 0
5.001 – 15.000	\$ 4 x 10.000	\$ 40.000
15.001 – 25.000	\$ 6 x 10.000	\$ 60.000
25.001 – 33.000	\$ 8 x 8.000	\$ 64.000
Total		\$ 164.000

You are kindly requested to make the announcement of the application to your members.

Best regards,

Laden Container Number (Transshipment and Domestic excluded)	Discount Amount
5.001 – 15.000	\$ 4
15.001 – 25.000	\$ 6
25.001 – 35.000	\$ 8
35.001 – 45.000	\$10
45.001 – 60.000	\$ 12
60.001 – 75.000	\$ 14
75.001 – 100.000	\$ 16
100.001 – 125.000	\$ 18
125.001 – 150.000	\$ 20
150.001 – 175.000	\$ 22
175.001 – 200.000	\$ 24
200.001 & Above	\$ 26