ComPair Data Beginners Guide

What is ComPair Data?

The idea behind ComPair Data is fairly simple, to create a global database that will allow a user to quickly evaluate and compare ocean carrier services between two or more ports in two trade regions.

There is a great deal more information built into ComPair than just schedules, as you will see, but the ability to evaluate all services between two or more points is the key.

What separates ComPair from other schedule services?

ComPair is liner service oriented – not carrier/vessel/voyage oriented. By being serviced based, the user can see the actual services operating between two ports and quickly compare transit times, days of arrival and departure, frequency and see the carriers that are sharing space on that service.

To see why this approach is valuable, look as the liner services offered between New York and Bremerhaven. In ComPair you can see all the details of the 8 container services operating on that route and the 3 Ro/Ro services in a simple table. A carrier based schedule would show 30 individual services for each week.

Tracking services rather than carriers/vessel/voyage schedules, enables ComPair Data to assure users that the information is comprehensive and allows us to provide information on a global scale. ComPair Data does not show a trade route in its system until we are certain we can maintain accurate and comprehensive information on all liner services operating on the trade route. Today, we cover 80 separate trade routes in ComPair.

How reliable is the information?

ComPair Data has research staffs in London and Jacksonville, Florida that constantly track changes in services by carriers, port news and websites. In addition all service and vessel data is audited on a regular schedule to make sure we do not miss any changes. East-West services are audited quarterly and North-South services twice a year. We also have a wide range of users around the world who notify us when they find error in the data.

Since we actively track service changes and follow all services, carriers often find we do a more reliable job of tracking service changes than they are able to do in there own systems. In today's world with complex vessel sharing arrangements it is easy for a carrier to miss changes in a schedule made by a partner on a particular service.

Getting started

Getting logged in:
ComPair Data is configured to recognize your company's server so that you do not have to log in each time you visit ComPair Data.

From your computer at work, open your Internet browser and go to www.compairdata.com. The schedule query page should automatically open. It looks like this:

Use the following fields to query the schedules database:
Select origin region, wait until page has downloaded completely, then select destination region.

	Origin	Destination
Region	North America ⌄	Africa (excluding Mediterranean) ⌄

Select Ports, Alliances and Carriers to Display.

Available Ports for Origin Region	Available Ports for Destination Region
All Ports in this Region ☑	All Ports in this Region ☑

Eastern Canada	☐ Galveston TX	**Morocco/Canary**	☐ Port Gentil
☐ St Anthony, Newfoundland	☐ Freeport TX	☐ Tanger, Morocco	☐ Mayoumba, Gabon
☐ St John's, Newfoundland	☐ Corpus Christi TX	☐ Casablanca, Morocco	☐ Pointe Noire
☐ Argentia, Newfoundland	**Mexico**	☐ Agadir, Morocco	☐ Cabinda
☐ Halifax, Nova Scotia	☐ Altamira, MEX	☐ Arrecife, Can Is	☐ Boma
☐ Shelburne, Nova Scotia	☐ Tampico, MEX	☐ Puerto del Rosario, Can Is	☐ Matadi

If you go to the ComPair Data home page instead, then ComPair is not recognizing your server, but we can easily fix that. Go now to http://www.compairdata.com/compair/Portal/PortalLP.htm and complete the form on that page. We will notify you when the problem is fixed – usually within a matter of hours.

You can also create a login name and password for immediate access and to use when working away from the company server. You do this by completing the form at https://www.compairdata.com/compair/secure/RegisterCorp.asp.

Problems Logging In:
If you are still having problems, it is probably the result of one of two errors:

1.) If you keep returning to the login or query page, your internet browser is probably configured to reject session cookies. These are small text files that are stored on your computer and hold your credentials to use the ComPair site. These session cookies, they are automatically deleted when you close your browser. If you are unsure how to enable session cookies, check with your IT department.

2.) If pages refuse to load or load very slowly, it is generally a firewall issues. Check with your IT department and ask them to list the following three websites as trusted:
   a. www.compairdata.com
   b. www.shipers.com
   c. www.americanshipper.com

Where to get started:
ComPair Data has created a portal page for you that provides access to most of the areas you will want to use in ComPair Data as well as the American Shipper website. There is also information on the different service available to you. We will look at the portal page in a moment but we recommend you bookmark three pages on your computer because sometimes you want to skip the portal page:

      1.) The portal page: www.compairdata.com/compair/portal
      2.) The ComPair Data website: www.compairdata.com
      3.) The American Shipper web site: www.americanshipper.com

The Portal Page:
Spend a few minutes on the portal page clicking on news items and through the different tabs and get familiar with what is included in the ComPair Data service.

ComPair Data **Information Portal**

Home Portal Services Service Intelligence Reports News &Analysis Data Extracts Demonstrations

Hot Links!
Service Query Page
Today's News
AmericanShipper.com
Print Schedules
Using ComPair Data
Off Network Registration
Log-in Problems

ComPair Data

User Guide For Beginners

News From American Shipper

Transport/Ocean

- Ahern envisions limited role for CSDs
- APL profits surge 123% in 3rd quarter
- APL offering 53-foot boxes on transpacific service
- Koch: 100% screening law impractical
- FEFC westbound volume up 16.6% in September
- ESPMC-WITASS raising bunker surcharges
- OSG reports earnings drop
- Tropical Storm Noel heads for Bahamas
- Groups sue to force feds to remove "ghost fleet" from Suisan Bay
- Witte elected president of ISU for second time
- Japanese three profits soar on bulk, container gains
- Winter capacity cuts on the way, say MOL, "K" Line
- Maersk CEO explains rate increases, asks shippers' help on congestion
- Maersk denies express Far East/New York service again
- Matson's operating profit up 13% in 3rd quarter
- U.S. Supreme Court will hear *Exxon Valdez* case
- Somali hijackers capture chemical tanker
- Maersk outlines green credentials

Service Tracker
ComPair's Service Tracker allows shippers to track changes in ocean carrier services.
(Login Required)
Recent Changes

- Grand Alliance - Central China Express-CCX (revised)
- Atlanta Befriends Freight

Running a Simple Schedule Query

The best way to learn how to use ComPair is to jump in and start using the system. The more you use the system to more you will learn about the depth of information in ComPair and some of tricks to finding the data you need. To get you started I will walk you through a couple of simple queries.

Senario: You have a customer who needs to get a shipment from Southern China to a DC in Philadelphia. The customer wants to use an all water service and can ship from any of the Southern China ports to New York or Baltimore. Their preferred carriers are Maersk, NYK, OOCL and COSCO. Let's set up a query.

1.) Go to www.compairdata.com and if necessary, log in.

2.) ComPair will show results for both inbound and outbound services but go ahead and select an origin region of *Asia: Taiwan, China Hong Kong.* Then select a destination region of *North America.*

3.) Under the origin posts select the ports of Yantian, Shekou, Chiwan and Hong Kong. Under the destination ports select New York and Baltimore.

4.) Scroll down pass the alliance selection criteria and in the carrier section select Maersk, NYK, OOCL and COSCO. Hit the submit button.

Look at the Results

For simplicity sake I am only showing part of the resulting table

ServiceTracker	Service [Refine] [Reset] [Update ServiceTracker]	Freq.	EB WB	News	New York NY/NJ ☐	Baltimore MD ☐
	Yantian ☐				New York NY/NJ	Baltimore MD
☐	COSCO/"k" Line/YML/Hanjin - AWE-2 (Asia-USEC)	Weekly	Th *We*		25 Mo *28 We*	34 We *35 We* **F**
☐	COSCO/"k" Line/YML/Hanjin - AWE-3 (Asia-USEC)	Weekly	We *Tu*		25 Su *29 Mo*	32 Su *43 Mo* **F**
☐	COSCO/"k" Line/YML/Hanjin - AWE-4 (Asia-USEC)	Weekly	Su *Sa*	Υ	23 Tu *31 We*	
☐	COSCO/"k" Line/YML/Hanjin - PSW-1/CALCO-C (transpacific)	Weekly	Mo *Su*	Υ	19 Sa *29 Sa* **F**	20 Su *29 Sa* **F**
☐	COSCO/"k" Line/YML/Hanjin - PSW-2/CALCO-Y (transpacific)	Weekly	Sa *Sa*		20 Fr *23 Th* **F**	23 Mo *24 We* **F**
☐	COSCO/"k" Line/YML/Hanjin - PSW-3/CALCO-A (transpacific)	Weekly	- *Su*		Click for details	Click for details
☐	COSCO/"k" Line/YML/Hanjin/UASC - AWE-1 (Asia-USEC)	Weekly	Su *Sa*		24 We *30 Th*	31 We *36 Fr* **F**

1.) Any service with a green **F** involves a feeder connection. 'Click for details' indicates there is more than one feeder connection. Since your client has specified direct services only, you can ignore these services.

2.) All the services have a weekly frequency. Looking at the first service you see TH/WE This shows the <u>departure day of the week</u> in black for the origin port and in red for the destination port. The AWE-2 service departs on Thursday from Hong Kong and arrives 25 days later on a Monday in New York. The service then departs on We from New York arriving 28 days later in Yantian on a Wednesday (28 We)

3.) Looking at the COSCO services, the fastest all water service is the AWE-4 service with a 23 day transit.

Let's look as more detail:
1.) Click on a couple of the service names and you can get detail on the service's port rotation, vessels utilized for the service, average TEU and Reefer capacities and much more

2.) Now go back to the query results and click on the ![19 Sa / 29 Sa F] adjacent to the PSW-1 service. You can see that we are reporting the fastest transit time offered by any of the carriers on the service but by clicking for more detail you can also see the transit times for the carriers individually.

3.) Now go back to the query results again this time click on the ![Y] next to the AWE-4 service or another service if the Y is no longer showing adjacent to this service. Because of the connection between ComPair Data and American Shipper, we are able to tie in news relevant to services into the system. The news item connected to this service referred to an increase in capacity on the service with an upgrading of some of the vessels on the service.

Running a Port Query

Port queries are important because they allow you to get at information you may not be able to find otherwise. ComPair does not yet track intra-regional services.

Since both the U.S. and Mexico are in North America, you cannot run a query that would show services running from, say Houston to Veracruz. However, by running a port query, you can find several services calling both ports.

Go the Port Information query page: http://www.compairdata.com/compair/Scripts/PortInfo.asp

Using the port drop down box select Houston for selection 1 and Veracruz for selection 2. You do not need to select any additional criteria so hit the submit button.

You can now compare service calling the two ports:

By finding services that appear on both list, you can review services calling between the ports. Click on the service name to see the detail and rotation data for the service.

You can also get information about the ports and their terminals through this query tool. Take a minute to explore other information that is available.

Explore on your own

There is a lot of other data in the system. When you have a few minutes, explore some of the other menus and queries built into the system. Much of it is detailed under the Service Intelligence tab on the portal page.

Some other Treasures

We are always adding new features to ComPair Data. Here are a few items you may want to explore:

1.) <u>American Shipper magazine:</u> Your license to ComPair Data includes access to all areas of the American Shipper news site. You can read the current issue of the magazine; review today's news or search the over 25,000 news stories in our 0n-line archives going back to December 1999.

2.) <u>World Liner Supply Report:</u> ComPair Data prepares quarterly capacity reports on the major east-west trades and on the north-south trades twice a year. Your license includes access to these reports.

3.) <u>Service Tracker Report:</u> When major service changes are announced, they will appear on the Service Tracker column on your portal page.

4.) <u>Designate your own services to track:</u> If you are a regular user of a particular service and want us to notify you when a change is made in that service, sign up for the service tracker. To learn how, click on the service tracker banner on the Schedule query page.

5.) <u>Data Extracts:</u> ComPair can offer customized data extracts for users that allow them to import data into there internal systems for further analysis of the data, to create a presentation on a specific trade, or to generate marketing materials for your sales people. We have two data extract that corporate clients can use immediately. Check out the Data Extract tab on the portal page.

6.) <u>Contact Us</u>: We want to hear about your problems related to the system, your suggestions for improvements, or your corrections if you come across inaccurate data.

Thank you for your interest in ComPair Data.

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