

ICMA 2017

**INSERTIONS IN BILLS OF
LADING REQUESTED BY
THE SHIPPER**

THE CASE



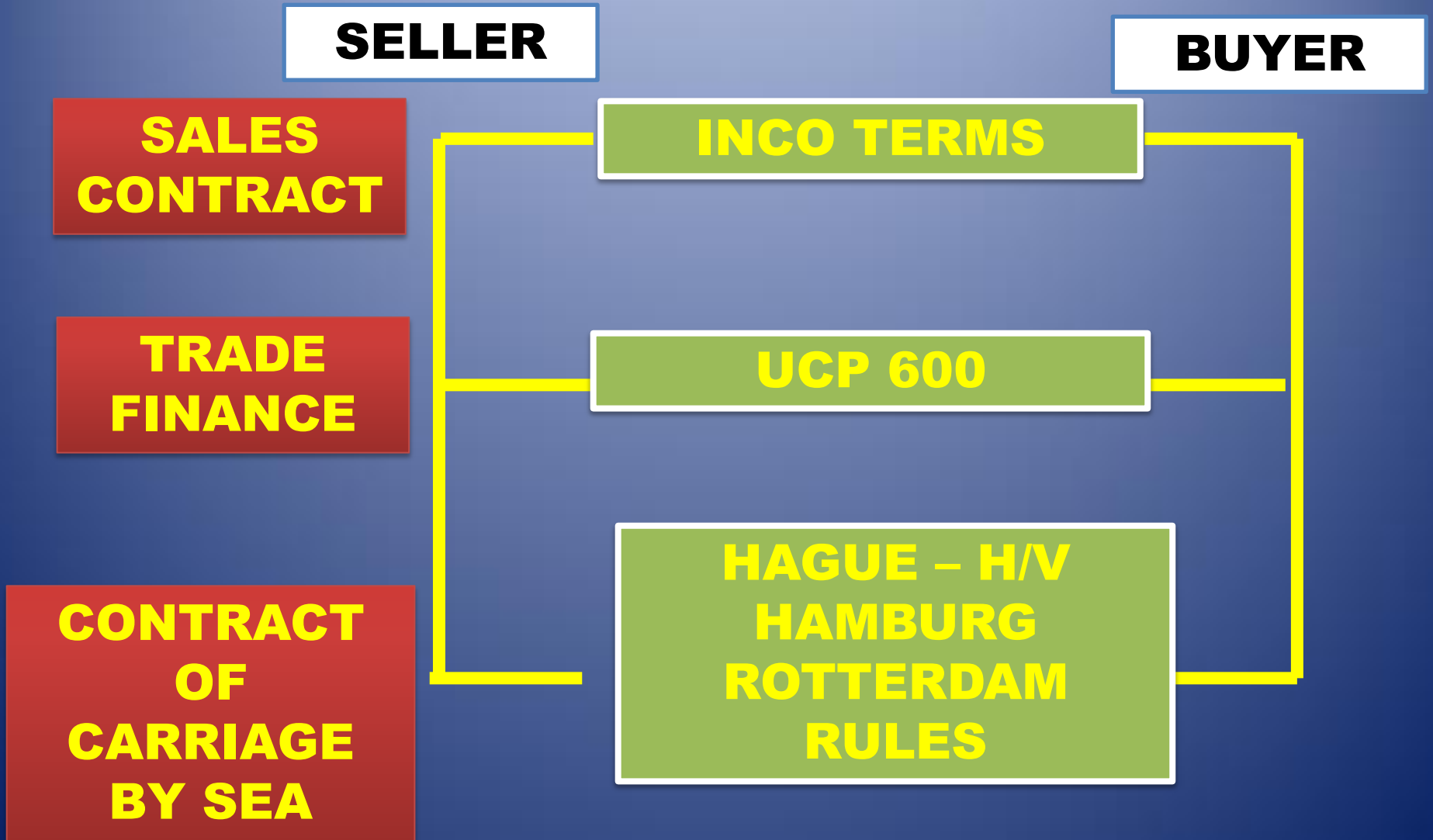
**NAMED
DISCHARGE PORT**



FINAL DESTINATION



THE ROOT OF THE PROBLEM



GLOBAL TRADE

2016

USD 15.8 TRILLION

THE SCALE OF THE PROBLEM

SEABORNE TRADE

2015 – MAIN BULK 2951 MILLION MT

**29510 SHIPMENTS @ 100,000 MT =
ABOUT 80 PER DAY**

A POSSIBLE SOLUTION

- **A GENERALLY ACCEPTED NOTATION**
- **THAT CLEARLY STATES THAT THE SOLE PURPOSE IS TO FACILITATE TRADE & TRADE FINANCE REQUIREMENTS**
- **IS SUPPORTED BY BIMCO & THE P&I CLUBS**

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