

Please find here a news release issued today by SEKO Logistics:

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SEKO Logistics teams up with INTTRA to protect customer supply chains as SOLAS changes come into force

SEKO Logistics is to partner with INTTRA, the world's ocean shipping electronic marketplace, to submit verified gross mass (VGM) information to shipping lines in compliance with the International Maritime Organization's (IMO) amendments to The Safety of Life at Sea Convention (SOLAS), which come into force on 1 July 2016.

The IMO mandate is being introduced to enhance maritime safety and reduce dangers throughout ocean freight transportation. The new rule requires a verified weight to be submitted for any packed export container before it can be loaded onto a ship.

SEKO continues to see significant growth in its ocean product, boosted by its ability to combine global shipping services with bundled software solutions. It is now conducting training and webinars in the U.S., Asia and Europe for its staff to submit VGM data through the INTTRA portal in order to make the transition for its customers as seamless as possible.



Jose Quesada, SEKO's Vice President, Ocean Services, says the changes will have an impact on operational practices globally and continue to cause confusion for shippers. "The

VGM is required in order to prepare the stowage plan of the ship prior to loading



and, without exception, it remains the responsibility of the shipper to provide this information to the carrier and terminal operator in reasonable time. SOLAS imposes an obligation on the carrier and the terminal operator not to load a packed container aboard a ship without the VGM for that container. Non-compliance may result in commercial and operational penalties, such as delayed shipments and additional costs. The penalties may involve repacking costs, administration fees for amending documents, demurrage charges, and delayed or cancelled shipments. We are taking a proactive approach to ensure SEKO'S ocean customers understand the full implications of this change, that they can talk to us about how it effects their logistics, and – most importantly – that we deliver a solution that protects the integrity of their

supply chains. Partnering with INTTRA will help us to do this." he said.

"SEKO understands that, while selecting the right technology is a vital part of the SOLAS VGM compliance process, communication, education and training are also indispensable," says INTTRA's President and Chief Operating Officer Inna Kuznetsova. "We support SEKO's approach, and we are pleased to provide the company with a solution that is easy to learn and to use under a wide range of container weighing and packing scenarios and via multiple formats."

INTTRA eVGM customers can transact via EDI, web service, web online or mobile formats.

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News Release

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About SEKO Logistics

We provide a suite of logistics services which enable you to use your supply chain as a competitive differentiator. As a customer centric organization, we are powered by the expertise of our people and our in-house-developed, best in class, customizable technology. It is this combination which gives SEKO its strength. With over 120 offices in 40 countries worldwide, SEKO's unique shareholder management model enables you to benefit from our specific industry sector expertise, coupled with vital in-country knowledge and unparalleled service at the local level. This unique model provides you with:

- Hands-on service and support
- Personal relationships
- Creative, customized solutions
- Responsiveness and reliability
- Flexibility and consistence

We have a flat management structure, with just three layers between you and the CEO, making us 'fast on our feet' in delivering solutions that can meet your exact requirements. This lean and nimble structure increases our decision-making speed and gives us an ability to implement customized solutions which far exceed those of our competitors. For more information visit our website www.sekologistics.com

About INTTRA

INTTRA is the world's ocean shipping electronic marketplace, information and service provider. INTTRA's innovative transaction and information products, combined with the scale of our network, empower our customers to trade with multiple parties and leverage ocean industry information to improve their business. We work with over 50 leading Carriers and NVOCCs, over 110,000 freight forwarders and shippers, and more than 100 software alliance partners to streamline and standardize the shipping process. Over 650,000 container orders are initiated on the INTTRA platform each week, representing 24 percent of global ocean container trade.