Brussels,
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IV-D-2

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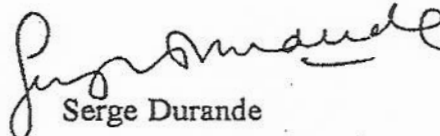
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Subject:
Your ref: 101/1193.11/gb459

Dear Ms Holmes

Thank you for your letter dated 7 December 1995 addressed to David Wood.

I confirm that on the basis of the information supplied in your letter (as summarised below), the . . Consortium has a trade share of 19.4% and accordingly appears to satisfy the trade share condition of Article 6 (1) of Regulation No 870/95.

Yours sincerely

Serge Durande

TRADE SHARE ESTIMATE 1995-1996

	SB	NB	SB + NB
. %	15.3%	27.3%	19.4%
Total Vol. (TEU)	3,078,345	1,601,894	4,680,239

EUROPEAN COMMISSION

DIRECTORATE-GENERAL IV - COMPETITION

|

Directorate D
Transport

FAX COVER SHEET

DATE   :   20 February 1996

TO   :   Mr K. Gorsler

ADDRESS   :

FAX NUMBER: 00.49.30.01.28.09

FROM   :   Torben Toft

IF THE TRANSMISSION OF THIS FAX IS INCOMPLETE, PLEASE, TELEPHONE +32-2-295.77.89 OR FAX +32-2-295.36.15

NUMBER OF PAGES: THIS PAGE + 2

Something about the calculation of trade shares.

Yours sincerely

Torben Toft

Annex 1

REFLECTIONS ON THE TRADE SHARE CALCULATION
FOR CONSORTIA

Test: trade share in respect of the ranges of ports calculated by reference to the volume of goods carried

Calculation: take a weighted average of the port pair percentages involved

Steps:

(i) calculate EB and WB total volumes carried on the basis of each port pair included in the range of ports served; (eg Boston/NY/Norfolk - Bremerhaven/R'dam/Le Havre = 9 port pairs) - 全

(ii) calculate, for each port pair, the volume carried by the members of the consortium - 全

eg Boston/NY/Norfolk - Bremerhaven/R'dam/Le Havre

Eastbound

Port Pair	Total Volume	Consortium Volume
Boston/Bremerhaven	A	X
Boston/R'dam	B	Y
Boston/Le Havre	C	Z
etc		
Total	全(E)	全(E)

Westbound

Port Pair	Total Volume	Consortium Volume
Bremerhaven/Boston	A	X
etc		
Total	全(W)	全(W)

(iii) calculate the percentage carried EB and WB by the consortium members -

(i) 全(E)/全(E) = ◇%EB
(ii) 全(W)/全(W) = ◇%WB

(iv)   calculate the overall trade share (EB and WB) by adding the consortium's EB and WB volumes and dividing by total EB and WB volumes -

$$\frac{(\spadesuit\%EB \times \clubsuit(E)) + (\blacktriangledown\%WB \times \clubsuit(W))}{\clubsuit(E) + \clubsuit(W)}$$

- or -

$$\frac{(\% \text{ share of trade EB} \times \text{total volume EB}) + (\% \text{ share of trade WB} \times \text{total volume WB})}{\text{total volume EB} + \text{WB}}$$

This may also be summarised as -

$$\frac{\text{Consortium Volume EB} + \text{Consortium Volume WB}}{\text{Total volume EB} + \text{WB}}$$