

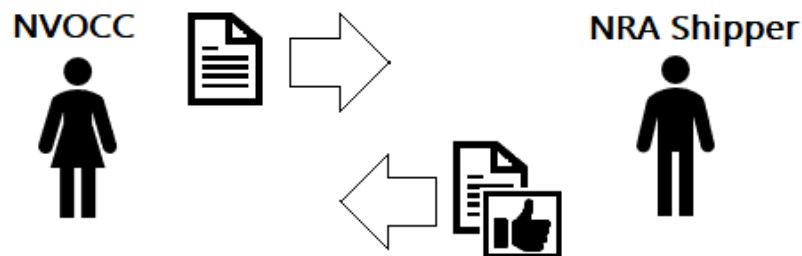


## What is a Negotiated Rate Arrangement (NRA)?

A **Negotiated Rate Arrangement (NRA)** is a written arrangement between an NVOCC and an NRA Shipper to provide specific transportation service for a stated cargo quantity.

NRAs may act as a substitute for tariff rate filings – this means rates in NRAs do not need to be filed into FMC tariffs as tariff rates. This offers an exemption for qualified NVOCCs from filing and publishing tariff rates in their FMC tariffs.

The FMC authorized this option for all NVOCCs in July 2013 and updated the regulations in August 2018 to allow more flexibility for NVOCCs to use NRAs. For more details please visit [DPI's NRA Information Page](#).



## What is required to use NRAs?

NRAs are available only to NVOCCs that are **licensed** (NVOCCs in the USA) or **registered** (NVOCCs outside of the USA), with a **posted notice** in a publicly accessible FMC tariff indicating your company's use of the NRA filing option. DPI's suggested [NRA Rule](#) helps many of our customers quickly satisfy this notice requirement. NVOCCs must also **end all tariff access charges** to their FMC rules tariff. DPI's standard tariff publishing services help satisfy many of these requirements.

NRAs are not simply rate quotes, just like a freight tariff is not simply a list of freight rates. Compliance with FMC's regulations governing NRAs **is a process** that requires the NVOCC to carefully document its selling rate for ocean freight and all related charges for a specific customer and cargo movement. In its NRA the NVOCC must document these details just as accurately, completely and timely as it would in a tariff rate filing. Additionally, the NRA must be "accepted" by the customer prior to cargo receipt and the NVOCC must retain this for five years to satisfy FMC's audit record keeping requirements.

To start using NRAs, NVOCCs who satisfy these requirements must:

- Create NRA offers which clearly specify rates and terms, as well as shipment(s) to which such rates will apply
- Ensure that the terms of the NRA are agreed to by both parties with a written acceptance or with booking of shipment by the NRA Shipper as specified in [e-CFR 532.5](#).
- Maintain NRAs on file for 5 years for FMC review and audit

If NRAs are not 'all inclusive', the NRA must specify whether additional charges, including pass-through charges, will apply. See [Code of Federal Regulations, Title 46, Part 532 – NVOCC NEGOTIATED RATE ARRANGEMENTS](#) or [DPI's NRA Information Page](#) for full details.

## How can DPI help with these requirements?

DPI developed an **NRA Management System (NRAMS)** to assist our Members with these requirements. NRAMS provides a menu driven procedure for creating new NRAs via a web browser, offering these to shippers, obtaining shipper acceptance, and updating status. It maintains NRA history in a secure database with appropriate data security. It works together with your tariff rules to provide you with everything required to satisfy the FMC requirements.

NRAMS is a paperless, all-inclusive NRA solution in full compliance with FMC regulations. It provides all the necessary tools to complete the NRA process efficiently and with confidence.

### NRAMS features:

- Create and manage NRAs on a user-friendly web-based platform.
- Create NRAs with multiple commodities, port pairs and rates in a single NRA document.
- Offer and confirm NRAs to clients via automated emails.
- Maintain correspondence and NRA history automatically on our secure servers. No paper records are required with NRAMS.
- Automated email reminders for pending and expiring NRAs and NRA offers.
- NRA Shipper management system for easy storage and retrieval of shipper customer information.

All the features of NRAMS help you manage your NRA procedures efficiently while satisfying FMC regulations. Several of our members have fully satisfied FMC's "OTI Review" and/or audits by providing FMC with reports and data provided by NRAMS.

**Cost Savings:** Traditional tariff rate filing is charged per commodity item filed, while NRAMS provides unlimited use for a fixed annual fee. NVOCCs who normally file more than a few commodity items per month will enjoy significant cost savings by switching to NRAMS.



180 GRAND AVENUE, SUITE 350, OAKLAND, CA 94612-3772

TEL: 1-800-204-3622 • 510-273-8933 • FAX: 510-273-8959 • EMAIL: [gustavo@dpiusa.com](mailto:gustavo@dpiusa.com) • WEB: <https://www.dpiusa.com/>

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