

# THE SHIPPING STANDARD

OUR EXPERTISE YOUR ADVANTAGE

**2022 CONTRACT NEGOTIATIONS:  
ANOTHER YEAR OF HISTORIC CHANGE**

---

**INTERVIEW WITH AN EXPERT**

---

COMIC STRIP

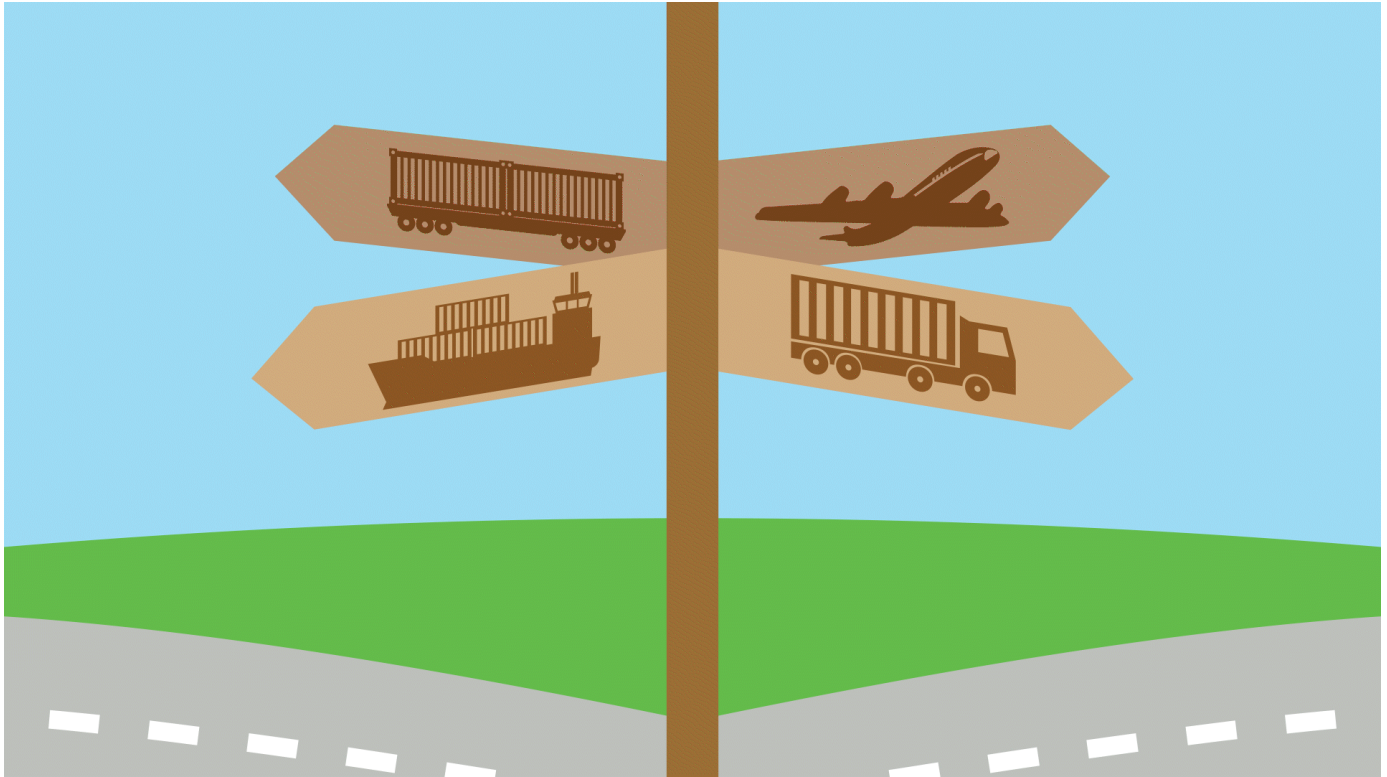
**I AM KAI**

---

PI  
**FUN FACTS**

ABOUT  
OEC GROUP

# 2022 CONTRACT NEGOTIATIONS: ANOTHER YEAR OF HISTORIC CHANGE



With contract season upon us shippers need to accept that the pre-pandemic way of trying to negotiate the best possible deal with the most incentives is now a thing of the past. Space and equipment are now key.

In the long-gone market of 2018, many high-volume shippers would generally sign fixed rate contracts with carriers and use NVOs to take advantage of lower spot rates when prices dropped. However, in this market's current evolution, carriers are no longer offering a significant amount of contracted space with fixed prices and are instead favoring the spot market with the majority of their space as strong demand far exceeds supply.

This separates 2022 from negotiations that took place at the heart of the pandemic. For your average shipper, organizing an end-to-end supply chain strategy on the spot market with a carrier as the year unfolds can be costly and unreliable.

Therefore, importers need to be able to adapt to these new conditions and adjust their supply chain strategies accordingly.

*“The new market is forcing shippers to understand the additional burdens of guaranteed space and equipment, congestion and blanked sailings, and how leveraging the spot market is different when working with a forwarder versus working with a carrier,” said Anthony Fullbrook, president of OEC Group’s North American region. “Consulting with supply chain experts and planning in advance with a forwarder can be helpful for shippers with limited transportation options. Those shippers with more offline port pairings and more pressing deadlines must plan further in advance and work with proven specialists.”*

One unique characteristic of freight forwarders on the spot market is agility. If a forwarder has established allocation and equipment with multiple carriers, they will have access to a wide range of shipping options and guaranteed space. By partnering with a forwarder, the available shipping options increase exponentially rather than signing with a limited number of direct fixed carrier contracts. If you’re open to considering nontraditional routings using secondary port pairings and land transportation routes, your number of alternatives with a forwarder will grow even further.

*“By collaborating with a freight forwarder, planning well in advance, and keeping an open mind to different routing strategies, shippers can use the spot market to ensure that properly organized orders will be delivered in a reasonable timeframe, and when possible, ahead of the congestion delays currently plaguing our industry,” said Peter Hsieh, Vice President of Sales and Marketing for OEC Group’s North American Region. “Identifying new transportation routes for your products, prioritizing delivery windows, and developing a deeper understanding of the congestion and blanked sailings, you will undoubtedly help businesses remain healthy and viable for the foreseeable future.”*





**CLINT SANDRIDGE**

Global Technical Director with OEC  
Group Liquid Logistics Solutions

## INTERVIEW WITH AN EXPERT

---

*Clint Sandridge, OEC Group's head of Technical Services (OTS), is currently focusing on bulk liquid transport as well as loss adjustment and clean-up. He gives his insight on how OEC Group can help customers plan for an unexpected incident.*

**Q: Why do unexpected incidents occur?**

A: The combination of peak season demand, low ocean carrier reliability, issues with low-quality equipment, and a continued upward trend of containers damaged in transshipment has helped create an environment in which more unexpected incidents occur.

**Q: What are some of the helpful services that OEC Group offers clients?**

A: We provide incident management assistance by guiding clients through the safest first steps and immediately dispatching technicians if an incident ever occurs. Every one of our professionals is highly trained and has years of experience providing technical assistance loading and unloading liquid and dry products, configuring equipment properly, and working in emergency situations. We are more than capable of handling dry freight, but OTS was built around bulk liquid shipping and our LLS division, so we specialize in that area. We are well-equipped to deal with any leakage, bulging containers, spills, and clean-up after the fact.

**Q: What makes this service so unique?**

A: Every team we send out to assist our customers is specially trained and practically accomplished in the field. If you have any technical issues, our collection of experts will respond with effective solutions. This service adds value to your supply chain because OEC is dedicated to safeguarding every client’s shipment throughout the entire process. This service will give clients peace of mind that their cargo is safe from any known problem that could occur. With shipping costs continuing to be at historic highs, peace of mind and professional coverage provided by OTS could be the most important investment a client can make right now.

**Q: Do you have to be a current client to get OEC Group to help you plan for potential incidents?**

A: No. We offer a consulting services for non-clients. Specifically, we provide third party surveying services for dual suppliers, shipment auditing services, and training for workers on the ground. We are also always available to answer any questions—anytime, anyplace, and anywhere.

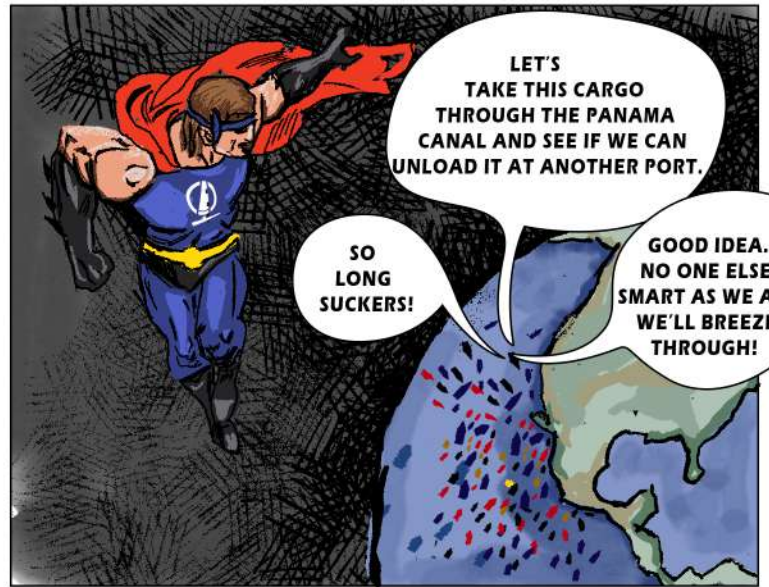






**PREVIOUSLY**

WHEN WE LAST SAW KAI, HE HAD JUST ARRIVED IN A DOOMSDAY VERSION OF OUR FUTURE AND WHAT HE SAW WAS NOT GOOD. WHAT HE DID NOT KNOW IS THAT THE EVIL PAYDAY IS BEHIND ALL THE CHAOS THAT COULD CRIPPLE THE SUPPLY CHAIN FOR YEARS...



LET'S TAKE THIS CARGO THROUGH THE PANAMA CANAL AND SEE IF WE CAN UNLOAD IT AT ANOTHER PORT.

SO LONG SUCKERS!

GOOD IDEA. NO ONE ELSE IS AS SMART AS WE ARE. WE'LL BREEZE THROUGH!



**PANAMA CANAL**

THIS IS HOPELESS! ARE ANY GOODS ACTUALLY GETTING THROUGH?!

WELL, THERE GOES THAT IDEA!

LET'S UNLOAD THE CARGO HERE AND LET THE SHIPPERS FIGURE IT OUT.

BETTER DO IT FAST! SOMETHING FROM THIS REEFER CONTAINER WENT ROTTEN A WEEK AGO!



HMMM...IT'S A LITTLE BETTER HERE. I BET WITH PROPER PLANNING THIS COULD WORK. LET ME GET SOME MORE INSIGHT FROM ONE OF THE CAPTAINS.



IT'S LIKE I SAID. ONLY THOSE WHO PLANNED AHEAD TO BRING GOODS INTO THE GULF AND EAST COASTS ARE GOING TO SURVIVE. THE REST SHOULD HAVE LISTENED TO THE WARNINGS.

I GUESS IT PAYS TO WORK WITH AN EXPERT AND PLAN AHEAD. LET'S SEE HOW THIS IS IMPACTING REGULAR PEOPLE.

**OEC GROUP**



THIS IS REALLY BAD! I NEED TO GET ADVICE FROM A HIGHER POWER.

**TO BE CONTINUED ...**



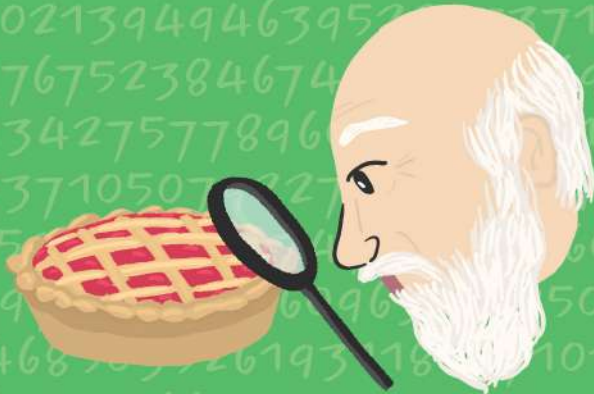
# Pi $\pi$ FUN FACTS



Rajveer Meena recited 70,000 decimal places for Pi, a world record which he did blindfolded and took ten hours to complete



Albert Einstein was born on "Pi Day" (March 14th)



The value of the Pi was first calculated by Archimedes



Before Welsh mathematician William Jones began using the symbol for pi in 1706, most people referred to it as "the quantity which when the diameter is multiplied by it, yields the circumference"



There are no zeros in the first 31 digits of Pi



It has been suggested that the Egyptian Pyramids were built using the principles of Pi



The U.S. House of Representatives officially designated March 14 as "Pi Day" in 2009



# ABOUT OEC GROUP

At OEC Group, we have demonstrated our commitment to customer service in trans-Pacific trade for more than 35 years. Founded in 1981, OEC Group had a vision to provide comprehensive logistics services to clients. Today OEC Group serves destinations throughout the world and has grown into one of the leading logistics providers in North America. With over fifty offices worldwide, we take pride in being close to your cargo at all times.

OEC Group is monitoring and adapting to the changing market. We are well positioned to make continuous improvements to your supply chain using the fastest, most efficient and cost-effective services available. We work tirelessly to stay on top of the ever-changing logistics industry with the goal of delivering the most current information and services to you, our customer.

Our business is making our logistics expertise, your competitive advantage.



# THE SHIPPING STANDARD

OUR EXPERTISE YOUR ADVANTAGE

**2022 CONTRACT NEGOTIATIONS: ANOTHER  
YEAR OF HISTORIC CHANGE**

**INTERVIEW WITH AN EXPERT**

**COMIC STRIP: I AM KAI**

**PI FUN FACTS**

