

# OEC NEWS

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CHAIN OF THE FUTURE

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FOR CARRIER SPACE

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# ENVISIONING A SUPPLY CHAIN OF THE FUTURE

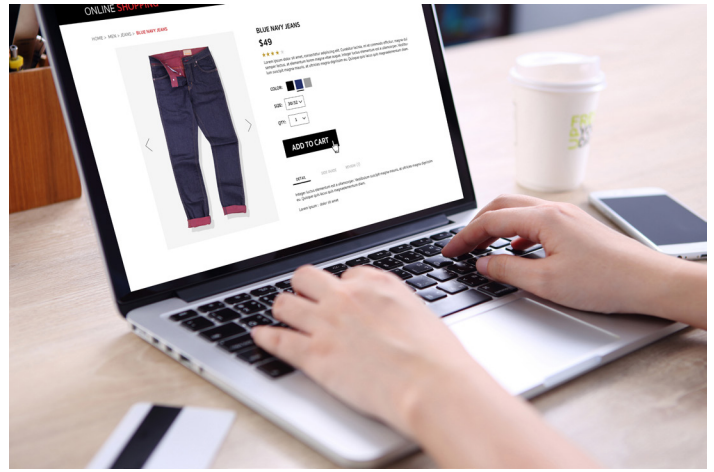


*As the country slowly comes back to the workplace, there are lasting impacts on society and a view of the Next Norm has started to emerge. Specifically, it is becoming increasingly clear that the biggest winner is e-commerce, home delivery is here to stay and some products will be more sought after than others.*



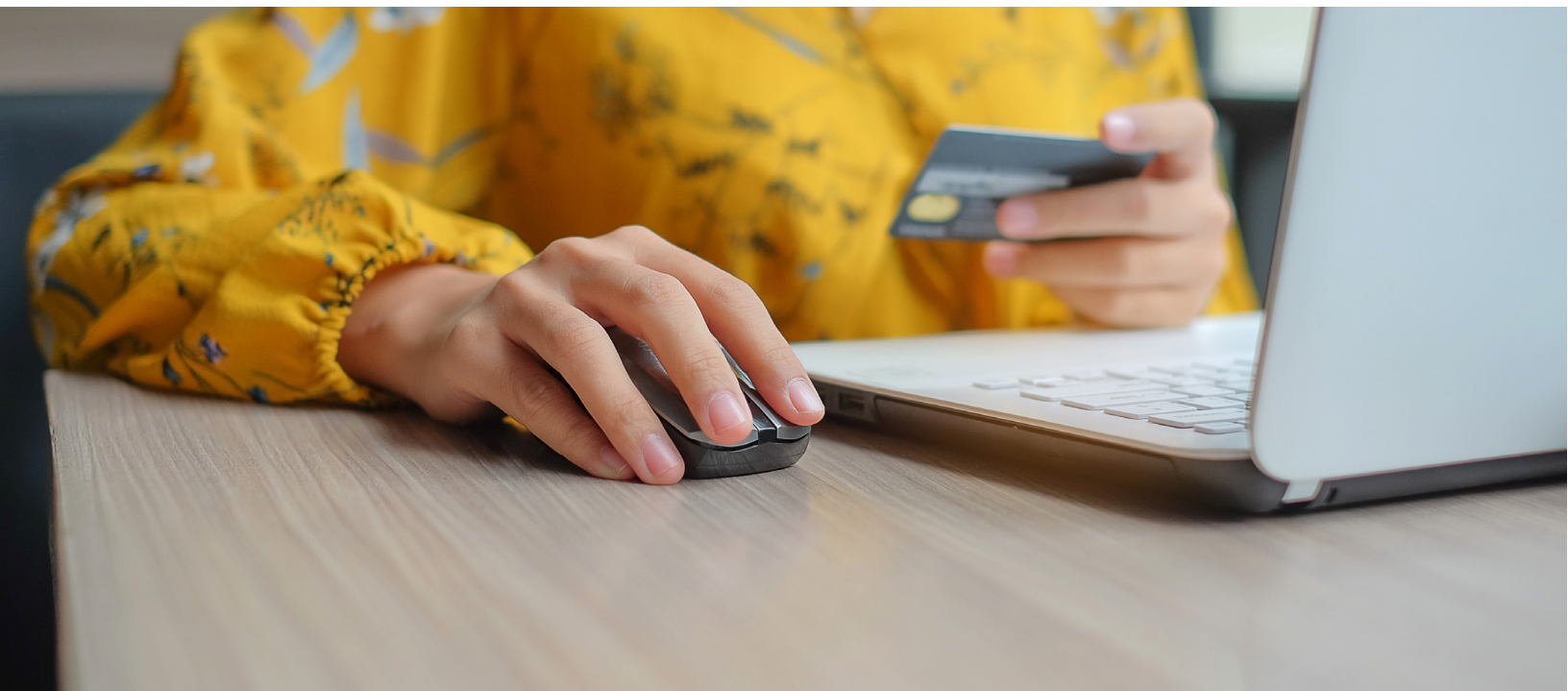
Recently, traditional importers have been reevaluating their markets, determining who the long-term winners and losers of the coronavirus crisis are and adjusting their orders based on those determinations. Early indications show that anything used in the home or garden are absolute winners, while businesses specializing in holiday and travel have experienced declines.

“ Keeping track of consumer trends has become critical for us to understand where the markets are going,” said Anthony Fullbrook, U.S. East Region President here at OEC Group. “This allows us to adequately prepare for any significant or rush shipments and ensure that the supply chain is clear for these products to be transported.”



However, the trend that shows the most significant growth is e-commerce as the long-term trajectory of its ascendance has been accelerated and shows no sign of slowing down. OEC expects its new gains will be permanent, as many consumers have learned to shop more effectively online and are willing to give up the immediate satisfaction of buying a product for safety and convenience.

“While e-commerce’s recent rise may have been caused by stay-at-home orders, its new gains will likely be lasting,” said Mr. Fullbrook. “This is an area that bears close watching as it has the ability to completely alter how business is done. Nevertheless, the increasing power of e-commerce and the new spike in factory orders are already showing us that the last quarter will be extremely busy.”



# NAVIGATING THE SEARCH FOR CARRIER SPACE



*After more than two months of stay-at-home orders, American states are starting to reopen their economies and goods are back to being produced and transported.*

Although things are looking up, challenges remain as carrier space is severely limited and some companies are in danger of literally missing the boat to transport their goods – a potential problem OEC Group warned its customers of months ago. A variety of factors have brought us to this point. Specifically, companies are resupplying empty inventories, nonessential businesses are operating again, and importers are getting a late start on the holiday season.

“We were planning transportation strategies months ago when the Coronavirus was beginning to wreak havoc in Asia first,” said Peter Hsieh, Regional Vice President of Sales and Marketing here at OEC Group. “We recognized that the most overall cost-effective solution is to secure carrier space and using expedited services is a good way to avoid serious risks until activity starts to return to normal.”



Another advantage of expedited services is to avoid congestion at major ports, particularly, Los Angeles and Long Beach. Driving the congestion issue is a large volume of early shipments by importers as well as languishing containers ordered by companies that have not been able to deliver their goods due to lockdown measures. One carrier, Zim, has already started offering express service from Yantian, China to Los Angeles to help expedite goods and solve some of these problems.

“The new supply and demand disparity will ease up as the economy improves, and capacity has returned to the market,” said OEC Group U.S. East Region President Anthony Fullbrook. “Until then, the goal is to ensure that shipments enter and are processed as smoothly as possible. Expedited service will help accomplish this now.”



More than **400 million** M&M's are produced every day.



Americans over 18 years of age consume **65%** of the candy produced each year.



Originally called "chicken feed," candy corn is the top selling candy in the US!



Irony or good business? Cotton candy was invented by a dentist.



**2.8 billion** pounds of chocolate are consumed in America each year, which amounts to over 11 pounds per person.



Americans consume an average of **22 pounds** of candy each year.



The Snickers bar was named after one of Frank Mars' horses.



The melting point of cocoa butter is just below the body temperature, which is why chocolate melts when you put it in your mouth.



Tootsie Rolls were added to soldiers' rations during WWII due to their durability in all weather conditions.



The ancient Aztecs believed that chocolate was an aphrodisiac.

An aerial photograph of a large industrial ship, possibly a container ship or a specialized cargo vessel, docked at a port. The ship is blue and white, with a prominent white superstructure. The port area is filled with yellow cranes and various pieces of equipment. The water is visible in the background, and the sky is a soft, hazy blue. The overall scene is industrial and busy.

# 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.