

OEC NEWS

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SOUTHEAST ASIA'S PPE OUTPUT — A BOON WORTH WATCHING

As public health experts predict COVID-19 continuing to be a factor into 2021, companies and government bodies in the United States are looking to stock up on personal protective equipment (PPE) to protect their people and keep society “open for business.”

In an important development to watch, Southeast Asian countries like Malaysia, Thailand and Vietnam are becoming more prominent in the PPE production sector. These countries offer relatively simple customs export systems, which are not plagued by excessive delays – a significant advantage. As a result, production in rubber-based goods like gloves and gowns has increased dramatically there in order to meet the increased demand.

“ We believe the demand will be so significant that customers are urged to make PPE orders as early as possible, given how prices have skyrocketed in anticipation of a second wave,” said Anthony Fullbrook, U.S. East Region President here at OEC Group. “We also recommend that our customers purchase cargo insurance to protect shipments, given the recent trend of PPE freight theft and damage from an overly stressed supply chain.”



PPE manufacturing in this market is reaching a fevered pitch. Surgical masks, which [research](#) has shown are more effective at COVID-19 protection than cloth masks, are among the wide variety of products made and sold by vendors in the region. But with cargo space being sold at a premium, importing the products in the most cost-efficient means possible has

become a significant challenge. Therefore, customers need to work with someone who understands the terrain, offers significant connections in the region, and has access to highly competitive pricing. Those traits will be the difference between companies that either thrive or dive in this environment.

“As demand for PPE continues to intensify, Southeast Asia will be playing a more important role in PPE exports,” Fullbrook added. “As we survey the global market to make sure our customers get the best deals on PPE, we will be closely watching Malaysia, Vietnam and Thailand for more opportunities to pursue.”

THE END OF AN ERA LEADS TO NEW OPPORTUNITIES



In a historic change for the industry, CMA CGM Group has announced plans to take direct control of its subsidiary company APL, consolidating the business under its own brand. The restructuring should be completed by Oct. 1.

The decision marks the end of an era for APL, which was acquired by CMA in 2016 and has operated for 172 years. Under the reorganization, the APL brand will now focus solely on U.S. flag services for the federal government.

“While we’ll miss working closely with our friends at APL, we look forward to a new chapter beginning in our rich partnership with CMA,” said Peter Hsieh, Regional Vice President of Sales and Marketing here at OEC Group. “Under the new change, customers can expect the exact same level of stellar service that they are accustomed to with APL.”

OEC also has a decades-long and remarkably strong bond with CMA and is one of the carrier’s largest clients in America, which gives the company a unique position that many of its competitors lack. Compared to other NVOs, OEC has an advantageous relationship with CMA that gets it the fastest possible solutions to any shipment issues.

“OEC and CMA have a long history of working together to provide customers with on-time shipments and top-notch service,” said Anthony Fullbrook, U.S. East Region President at OEC Group. “For our customers who rely on APL and CMA, the new organization will be a much larger company that ensures an even higher level of service.”



Four of the last six U.S. presidents are or were left-handed.



Da Vinci, Einstein, Darwin, and Newton were all left-handed.



Lefties tend to be highly independent, flexible, adaptive and creative.



Only 10 percent of the world's population is left-handed.



In sports that involve two opponents facing each other, like tennis, fencing, boxing, and baseball, lefties have the advantage.



It literally pays to be a lefty! Left-handed college graduates on average become 26% richer than right-handed graduates.



Lefties that injure their dominant hand have an easier time learning to use the other hand than righties.

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.