

# 2018 IN REARVIEW

# LOOKING AHEAD TO 2019

**NATURAL DISASTERS**  
49% INCREASE IN DELIVERY DISRUPTIONS DUE TO HURRICANE FLORENCE ALONE

**ELD MANDATE**  
83% OF TRUCKING COMPANIES CLAIM ELD MANDATE REDUCED PRODUCTIVITY

**TARIFFS**  
\$250B IN CHINESE GOODS NOW SUBJECT TO U.S. TARIFFS (WITH MORE TO COME)

**CAPACITY CRUNCH**  
7% DECREASE IN OCEAN CAPACITY AS CARRIERS CLOSE LANES TO BOOST PROFITABILITY

**CARRIER CONSOLIDATION**  
85% OF OCEAN FREIGHT MARKET OWNED BY TOP 15 CARRIERS

**RISING RATES**  
50% YoY INCREASE IN TRANS-PACIFIC OCEAN SPOT RATES

**BUNKER ADJUSTMENT FACTOR**  
INCREASE IN PER TEU RATE EQUALING HUNDREDS OF MILLIONS COLLECTED FROM SHIPPERS

**START STRONG**  
WITH THE RIGHT PLATFORM, PROCESSES AND PEOPLE

**GO DIGITAL**  
WITH A CENTRALIZED SUPPLY CHAIN PLATFORM

**GAIN CONTROL**  
BY FOCUSING ON END-TO-END VISIBILITY

**BE PROACTIVE, NOT REACTIVE**  
TO TACKLE DISRUPTIONS HEAD-ON

**MEASURE WHAT MATTERS**  
BY ESTABLISHING RELEVANT KPIs

**TACKLE TARIFFS**  
WITH A SOLID CUSTOM COMPLIANCE PROGRAM

**PERFECT PROCUREMENT**  
WITH ADVANCED RFP/RFQ PROCESSES