



# Challenges and Solutions for Agricultural Exporters

## AgTC 27th Annual Meeting

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# Key Challenges for Agriculture Exporters

## Weather





# Key Challenges for Agriculture Exporters

Weather

Exchange Rate

## EUR per 1 USD

14 Jun 2014 00:00 UTC - 14 Jun 2015 11:37 UTC  
USD/EUR close:0.88779 low:0.73037 high:0.95280



## CNY per 1 USD

14 Jun 2014 00:00 UTC - 14 Jun 2015 11:38 UTC  
USD/CNY close:6.20635 low:6.11110 high:6.27495



# Key Challenges for Agriculture Exporters

Weather

Exchange Rate

Politics





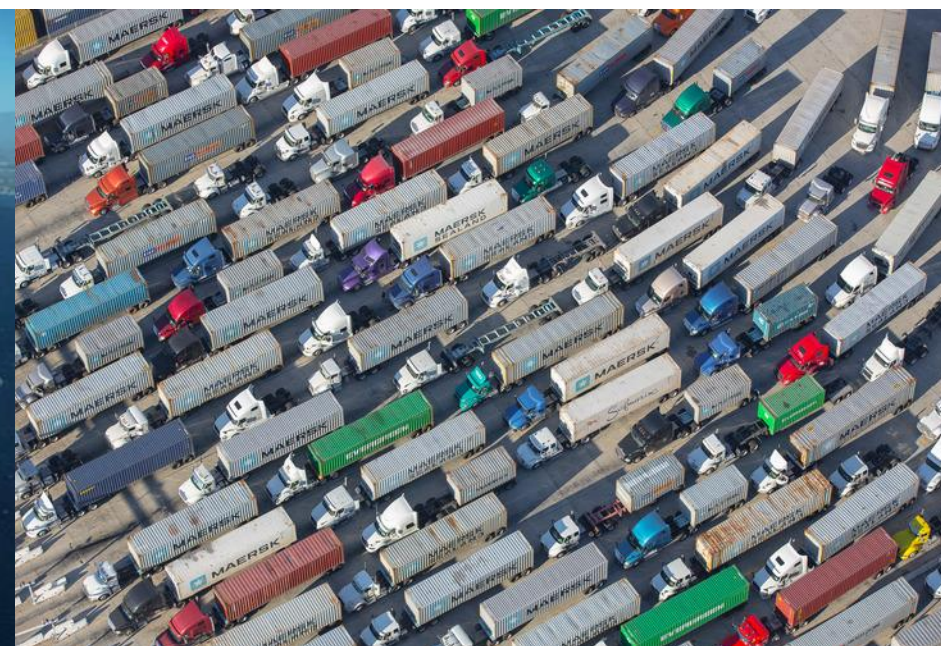
# Key Challenges for Agriculture Exporters

Weather

Exchange Rate

Politics

Transportation





# **What are the transportation challenges facing exporters of agricultural products?**



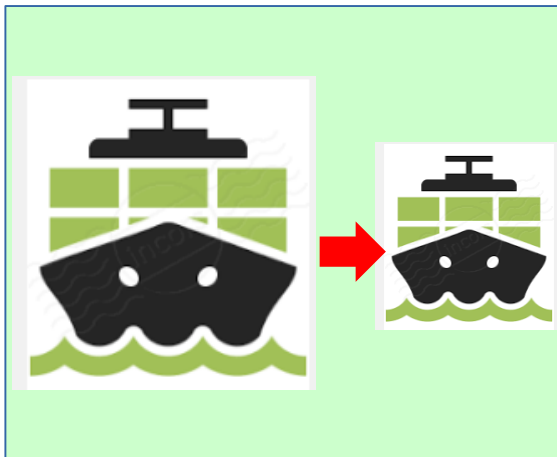
## Ocean Carriers need to earn money to reinvest

Ocean rates remain very volatile. If ocean freight rates are not sustainable for carriers, then they have several options...

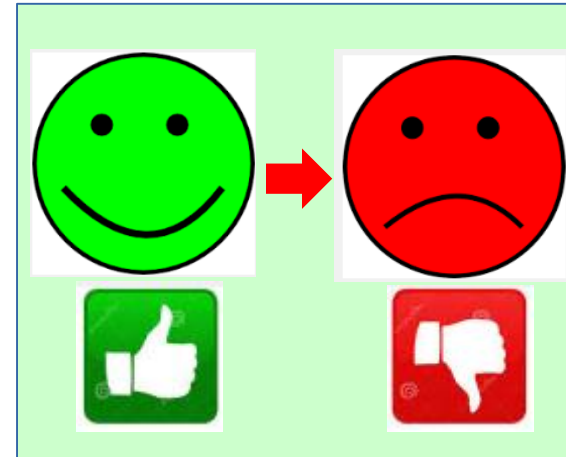
Increase revenue/  
decrease costs



Reduce Capacity



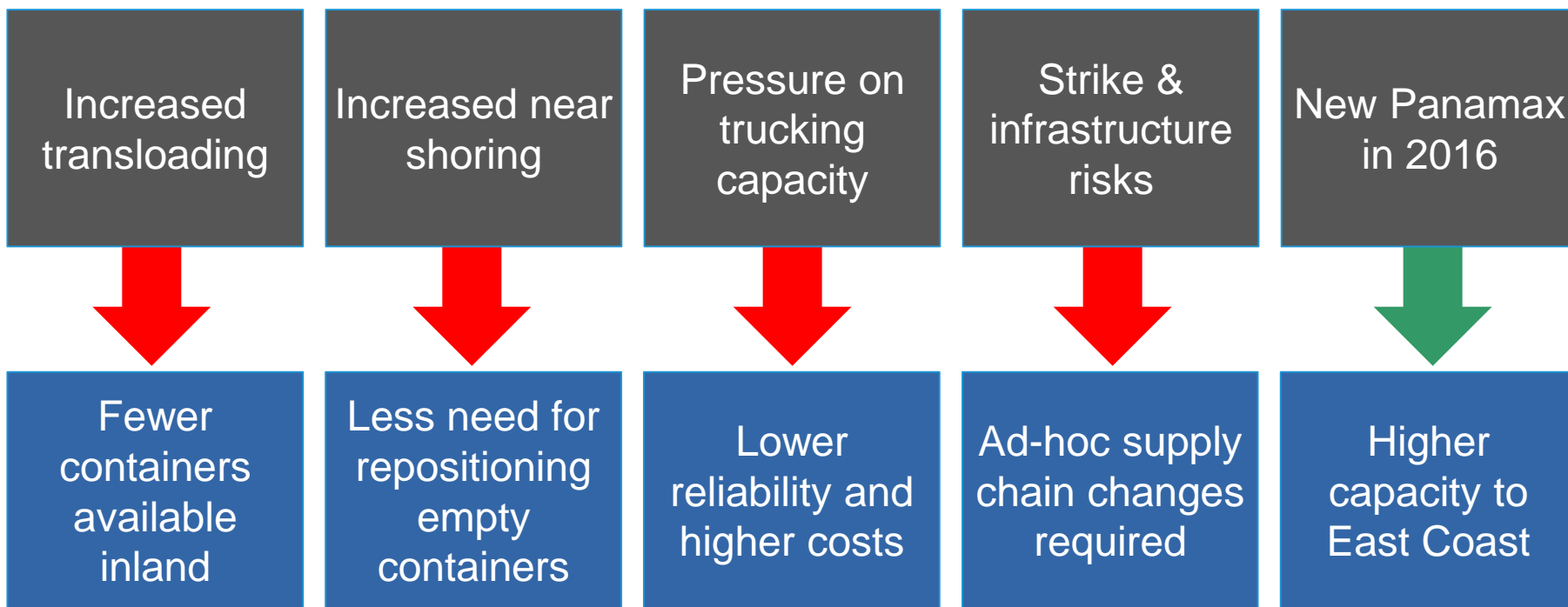
Reduce Quality



**Shippers require an increased number of carriers per tradelane to ensure efficient export capacity.**



## Imports into the US are driving significant change



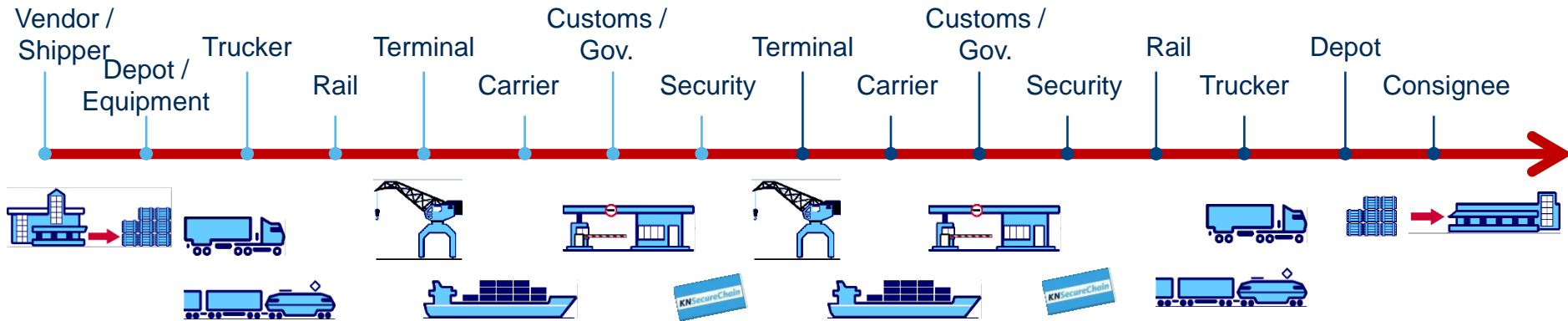
**Increased number of carriers needed per tradelane to ensure efficient export capacity.**





# Shippers have an increasing demand for:

- Dedicated account manager who knows your business
- Higher documentation quality
- Ability to handle booking and consignee changes
- Proactive alerts + automatic notification of delays
- E-docs for pre-customs clearance at destination



**Consider working with a logistics provider to manage the demand for carrier flexibility, transport management and service quality.**



**Thank You**

**Your questions please**

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