

# WHO'S THE ARTIST?



# Name that Tune?

**Ludacris:** Rapper  
Song: Stand Up  
Chicken & Beer Album



**Ludicrous:** unreasonable,  
foolish & ridiculous.  
Aka: Practices by ocean carriers  
that frustrate shippers.

WORD OF THE DAY

## LUDICROUS

(Adjective) /'lu:dɪkrəs/

Meaning:  
completely unreasonable, stupid, or  
wrong

Synonyms:  
Ridiculous, Crazy, Absurd

Example:  
"It is difficult to know whether this is  
more ludicrous or tragic."





# SB&B Foods, LLC

Casselton, North Dakota  
Bloomer, Wisconsin

-Export Food Grade Soybeans to markets in Asia from North Dakota and Wisconsin.

-Soybeans are shipped to food manufacturers in shipping containers to be used in food products such as tofu, miso, natto, soy sauce, and soy milk.

-Modes of transport: Truck, Rail, & Ocean Vessel.



# Common Logistics/Documentation Challenges



- \*Changes in RAIL ERD (earliest return date) / CUT (latest return) dates.
- \*Equipment shortage at depots.
- \*Poor equipment/container quality.
- \*Depots not allowing truckers to inspect containers before out-gating and depot inefficiencies.
- \*Carriers invoicing incorrectly and carrier disputes.
- \*Theft/break-ins during rail transit and damage at port terminals.
- \*Cancelled and declined booking requests.



# ERD/CUT Date Changes

YM Totality V.019W

MARCH 2024						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
25	26	27	28	29	1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

APRIL 2024						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
31	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	1	2	3	4

3/18: Booking made with carrier.

4/12: Carrier sent update with change in ETD and ETA, no change in RAIL ERD / CUT.

4/15-18: Plant/warehouse prepares for shipment (Grower delivers soybeans, product is cleaned/packaged, truckers are scheduled).

4/19: Truckers pull 5 of the 14 containers for loading on Monday, 4/22.

**4/22: (THE DAY OF THE ERD) Carrier notifies us that the RAIL ERD has moved to 4/29 with a CUT of 5/2.**

**-Panic emails & phone calls due to truckers not able to rail bill containers.**

**-Contact carrier, emails back and forth all morning with customer service and sales reps all while trying to keep my truckers and warehouse/plant calm.**

**-Solution: They will accept the 5 containers that were pulled on Friday, but the remaining containers need to wait to be returned to the rail until 4/29.**

4/29: New ERD as of Monday, 4/22, the date of the original ERD.





# Why is this such a big deal?

## Truckers

- Loaded containers can't return to the rail tying up chassis.
- Trucker is out of work for the rest of the week due to booking moving out.
- Costs of hundreds of thousands of dollars yearly in trucker storage and termination fees.
- Detention and demurrage fees.
- Missed revenue for trucking company for tied up chassis.

## Warehouse/Plant

- Need to reschedule plan for the week.
- Interrupts processing/packaging.
- The next week will be overbooked while current week under booked.
- Warehouse over capacity, bins full.
- Low morale, frustrated staff.



# Why is this a big deal?

## Growers

Delivery of soybeans from growers now can't be delivered because the plant was unable to process for current shipment. The receiving bins are full.

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## Customers

Vessel is delayed, now product not arriving as requested. Customers now are dealing with split shipment and increased import fees.



# Solutions?

- Work with FMC to make rules to freeze return window 7-10 days prior to ERD. Carrier can not change ERD at this point, forced to accept containers.
- More frequent data communication prior to last port of call before port of load.
- Shippers/truckers able to charge fees to carriers to hold them accountable if they unreasonably change the schedule.





THANK YOU!

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