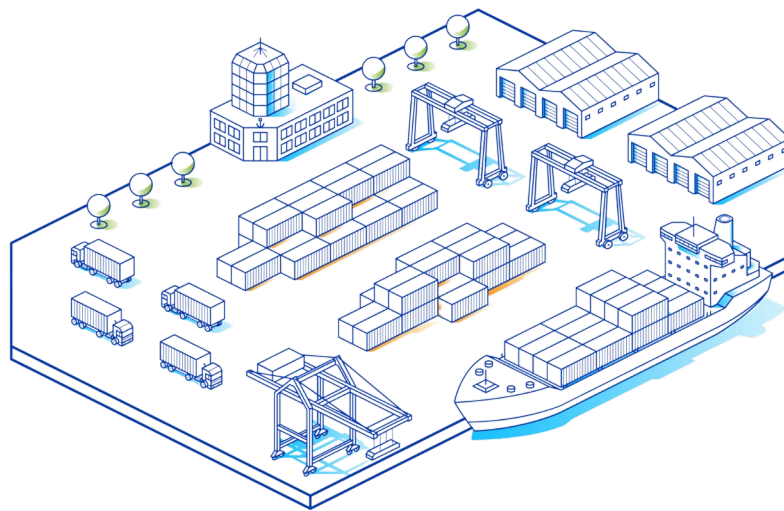


Earliest Return Date Impact Report 2023

Insights on Challenges and Costs for US Exporters

2023 SURVEY OF EXPORTERS



research coordinated with



Specialty Crop
Trade Council

U.S. Meat
Export Federation

THANK YOU

A SPECIAL THANKS TO OUR RESEARCH PARTNERS

AgTC



Specialty Crop
Trade Council

**U.S. Meat
Export Federation**



INTRODUCTION

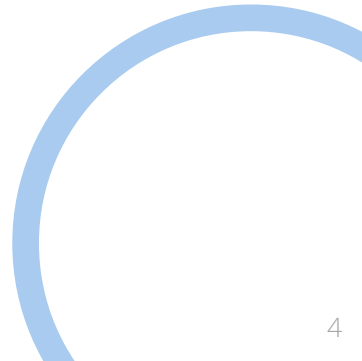
Welcome to the 3rd Annual Survey of Exporters Report

- We conducted the 1st Survey of Exporters Report in 2020 AgTC to gauge the scope, effect, and cost of Earliest Return Date (ERD) changes.
- The aim was to understand if exporters believed that this issue merited industry-wide attention.
- In 2023, the interest in solving ERD challenges continues to be a top priority.
- In coordination with AgTC, Specialty Crop Trade Council and USMEF, we surveyed approximately 200 exporters.





SNAPSHOT: SUMMARY OF RESULTS



ERD Changes - Frequency of Extra Costs



Q: What percentage of your shipments incurred extra costs due to a carrier's ERD changes?

83% of shipments incur extra costs due to ERD changes, up from 78% in the previous year.

ERD Changes - Cost Per Container



Q: When the ERD changes, how much additional costs per container are you incurring all-in?

Average costs per container,
when the ERD changes, is
approx. \$360.00

Time Required to Fix ERD Changes



Q: How time-consuming is fighting off these challenges?

It takes 41-45 minutes to adjust a shipment due to an ERD change.

Cross Tab: **Waived Fees vs Filing Disputes**



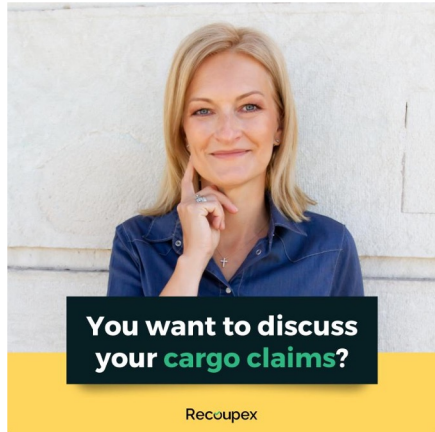
This is a cross tabulation of the “Frequency of Filing a Dispute” and “How Often Extra Fees Were Waived”

Those who “Always” file a dispute when carrier's invoice has errors, experience a **79% chance of having extra fees waived.**

Webinar: Cargo Claims Drama for US Exporters



Only 44% of exporters file a dispute if they find an error on a carrier's invoice



Lina Jasutiene PhD

Managing Director/Founder at Recoupex

In 2022, Recoupex **recovered 81% of cargo claims submitted**, in an industry where 95% of claims are rejected every year.

Recoupex

Formerly Senior Legal Counsel at MSC.

2023 ERD IMPACT REPORT



TRADELANES.CO/ERD-IMPACT-REPORT-2023

2024 SURVEY



TRADELANES.CO/2024-SURVEY

VESSEL VISIONARY



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