



Specialty Crop Trade Council

Pulse of the Ports

March 27, 2013



Specialty Crop
Trade Council

About SCTC

- SCTC was founded in 1925 under the Webb-Pomerene Act
 - ❖ Allows exporters to meet and discuss export prices
- 145 Domestic and International Members
 - ❖ Small to medium size handlers/packers and brokers
- Dried Fruit and Tree Nuts
 - ❖ Almonds, Figs, Hazelnuts, Pecans, Pistachios, Prunes and Prune Juice Concentrate, Raisins, Walnuts
 - ❖ Tomato Paste and Dried Tomatoes



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About SCTC

- Services
 - ❖ Negotiated export ocean freight rates
 - ❖ Arbitration services
 - ❖ Marine Cargo Insurance
 - ❖ Preferred Drayage Provider Program
 - ❖ Industry resources
 - ❖ Advocates on behalf of membership



Trends

- In 2012 – 21,348 TEU's
 - ❖ 70% of cargo is 40' dry containers
- 49% of our total cargo is shipped during peak season
 - ❖ September through December
- January is proving to be a strong export month
 - ❖ Crop carry over
 - ❖ Chinese New Year

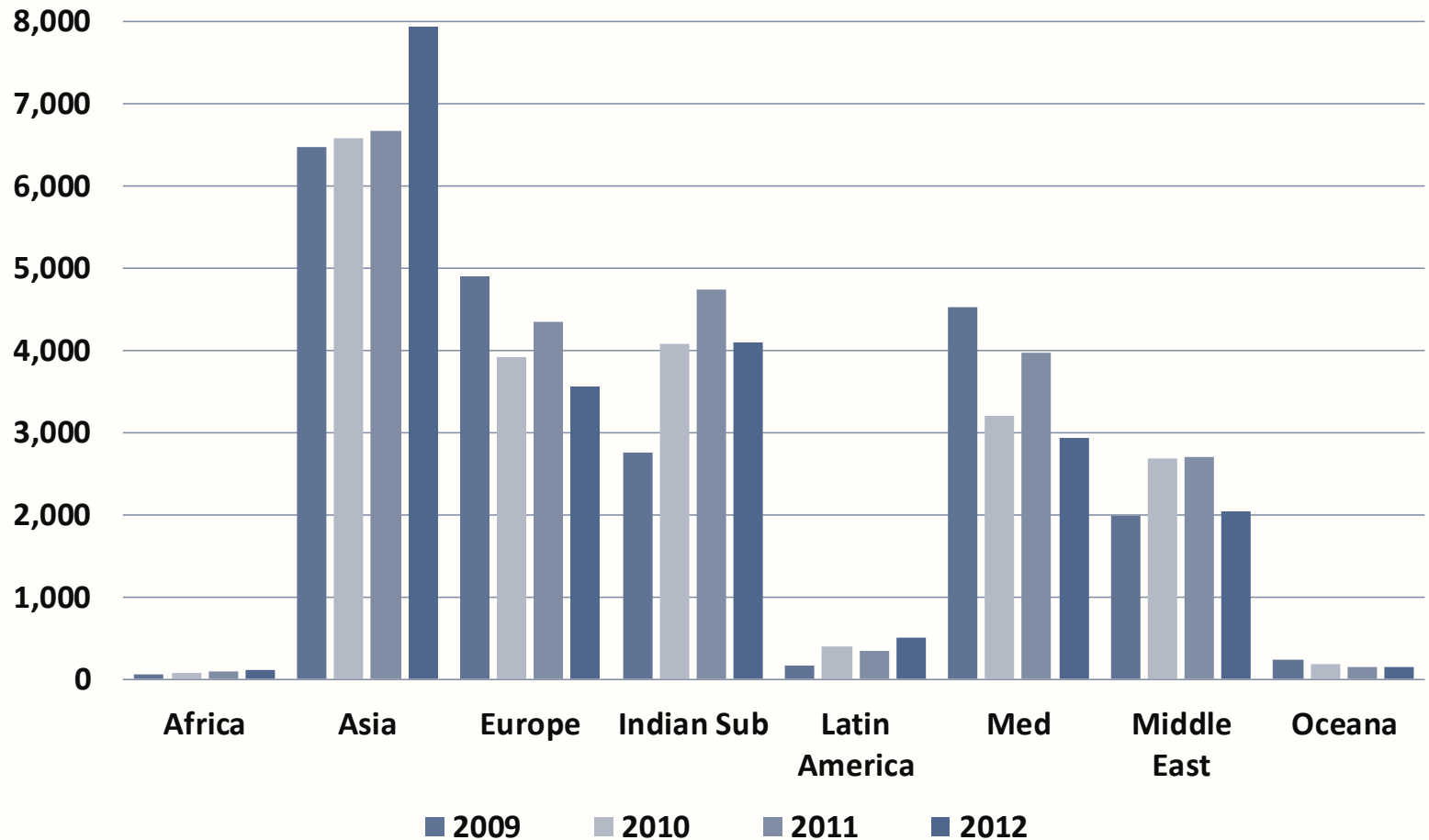


Trends

- 2012 Trade Lane Comparison
 - ❖ Africa – <1%
 - ❖ Asia – 37%
 - ❖ Europe – 17%
 - ❖ Indian Sub Continent – 19%
 - ❖ Latin America – 2%
 - ❖ Mediterranean – 14%
 - ❖ Middle East – 10%
 - ❖ Oceania – <1%



2009 – 2012 TEU's by Trade





Trends

1. Asia

- ❖ 7,936 TEU's in 2012
- ❖ Hong Kong (61%)

2. Indian Sub Continent

- ❖ 4,090 TEU's in 2012
- ❖ Nhava Sheva (77%)

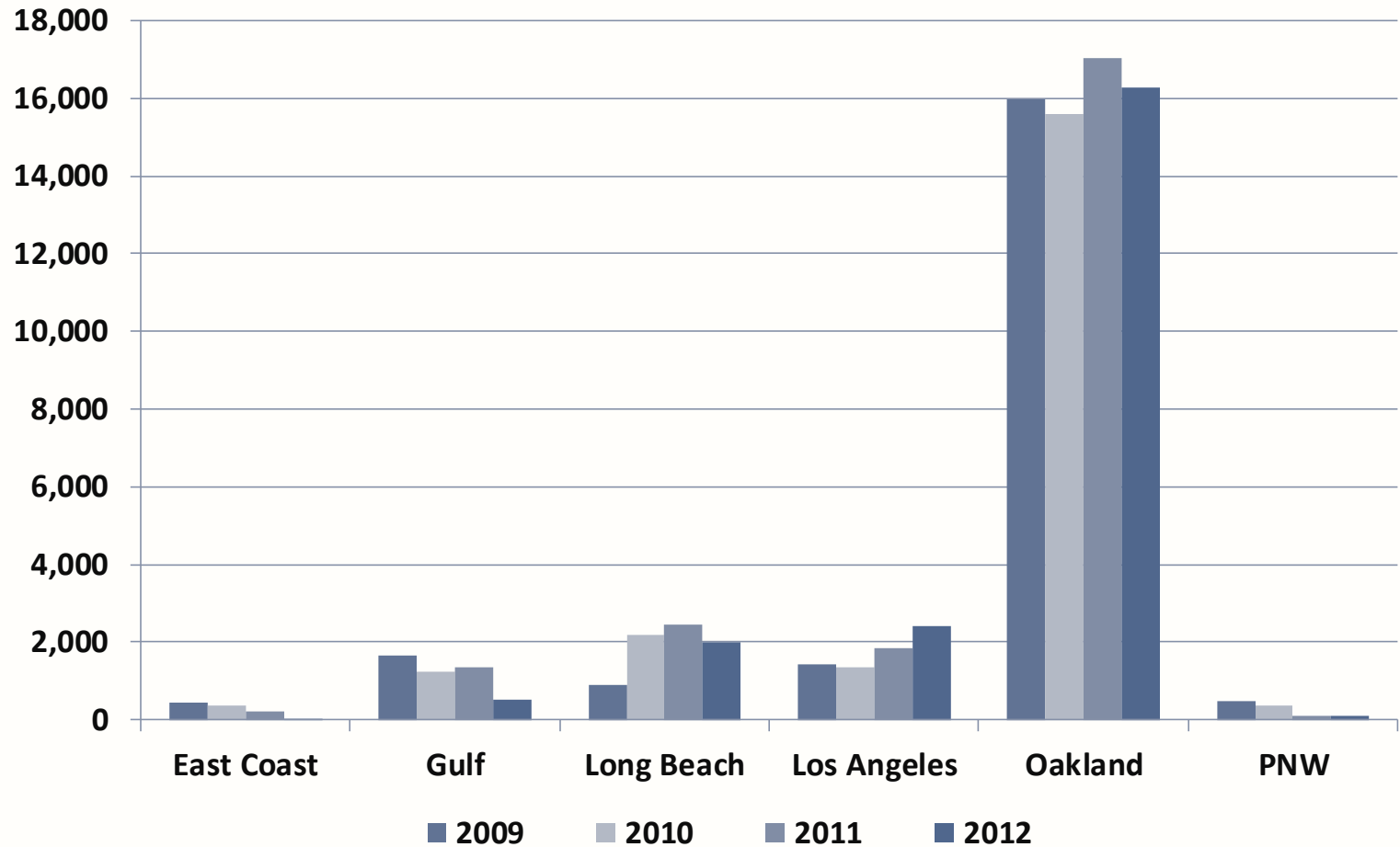
3. Europe

- ❖ 3,553 TEU's in 2012
- ❖ Rotterdam & Hamburg (43%)



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2009 -2012 Port Volumes (TEU's)





Trends

- Port of Oakland
 - ❖ 76% of total volume
 - ❖ Has maintained similar volume over the last 4 years
- Port of Los Angeles
 - ❖ 11% of total volume
 - ❖ Steady incline in total volume over the last 3 years with a 3% increase in 2012
- Port of Long Beach
 - ❖ 9% of total volume
 - ❖ Moderate growth in 2010 and 2011 with a slight decline in 2012



Challenges for Exporters

- Equipment availability during peak season
 - ❖ Coincides with imports however, the ratio of imports vs. exports is not balanced
 - ❖ Rolled containers
 - ❖ USDA/AMS Ocean Shipping Container Availability Report
- Chassis changes
 - ❖ Moving away from carrier owned chassis
 - ❖ Chassis pools
 - ❖ Shippers adjusting pick-ups to avoid weekend charges



Challenges for Exporters

- Bunker costs
 - ❖ Older refineries closing and new refineries are more efficient
 - ❖ Outsource bunker
 - ❖ Forecasting - bookings made 4 to 6 weeks prior to shipping
- Food Grade Containers
 - ❖ Clean, odorless and in good condition
- Mother Nature
 - ❖ Unpredictable and can affect crop size year to year



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Thank You!

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