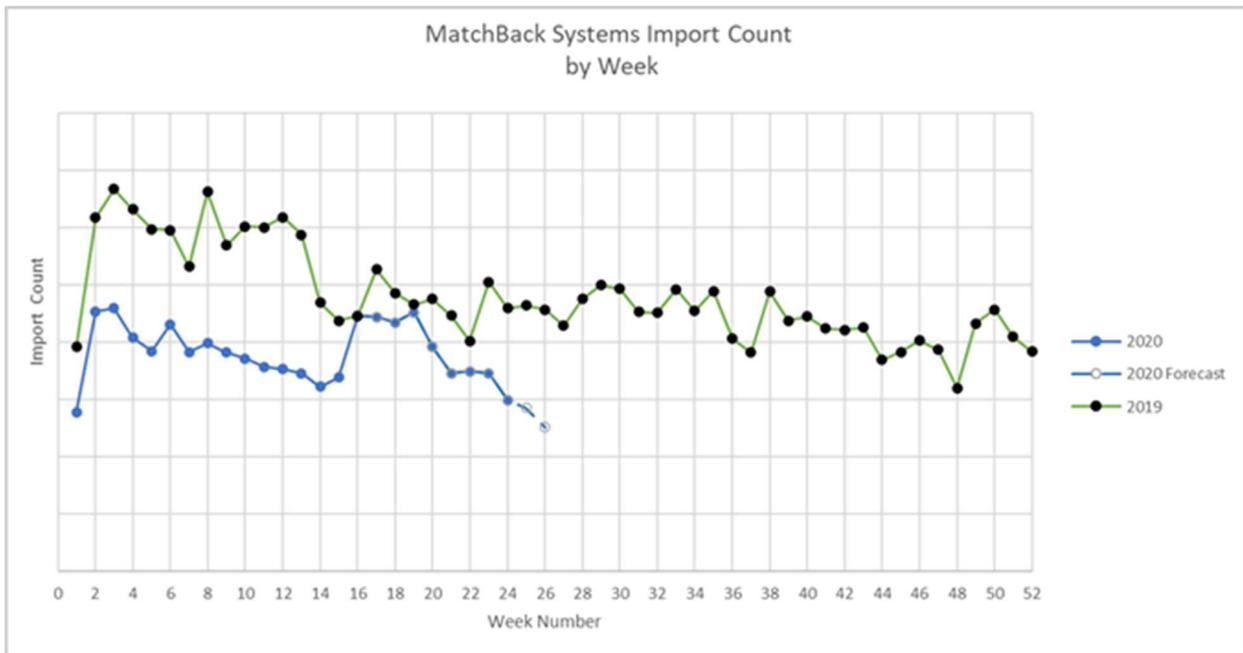
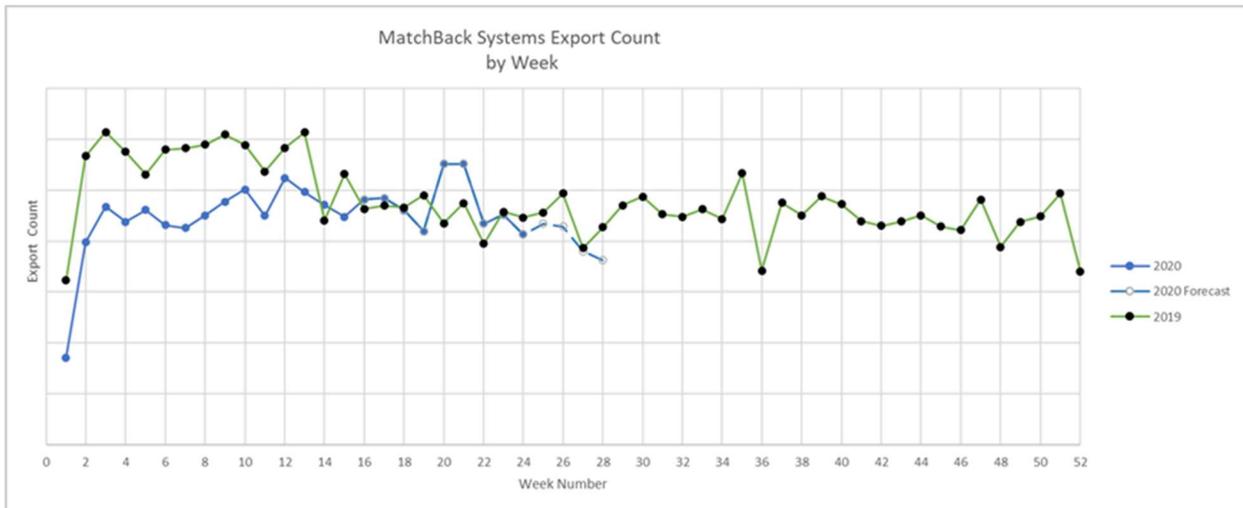


# MatchBack Systems COVID-19 Impact & Response

Updates – 6/1/2020 through 6/17/2020

## 6/17/2020 - MatchBack Systems Volume Forecasts

Anecdotally, we hear about a pick-up in imports. Unfortunately it hasn't translated into additional imports on the books yet for our customers. We have imports continuing to fall through week 26 in our volume forecast. Exports track a little behind last year as they take a slight seasonal dip as well.



## 6/5/2020 - MatchBack Systems Import and Export Indexes

**Have we hit the bottom?** The near term forecast shows imports flattening out after plummeting to yearly lows. Exports continue to hold their position close to 2019 levels.

Even as volumes may come close to last year, the fluidity is not normal and all global marine container flows have been disrupted. The economic downturn has carriers reacting to constantly changing BCO supply and demand requests, creating challenges for capacity and equipment management. It's also contract season with new importers, exporters, truckers and even customer nominated truckers that all impact the container network.

## 6/1/2020 - Street-Turns are the "Last Frontier" for Reducing Costs

Amid the supply chain disruption caused by the pandemic, reducing inefficiency and costs were high on the agenda at the AgTC Annual Meeting. Several speakers called out street-turns as a means to reduce both.

Ken Kellaway, CEO of RoadOne, said that as other costs have been taken out of the supply chain, street-turns are the last frontier for reducing costs. He emphasized that 40% of truckers' miles are empty. "Continued inefficiency and increased cost of street-turning international equipment" needs a solution, said Kellaway.

Michael Symonanis, speaking for the American Cotton Shippers Association, said that ACSA will work with other organizations to oppose carrier implementation of street-turn charges for the use of import ocean containers for export loads. He described the charges as an "export efficiency tax" on merchants and their truckers that will increase costs, despite the cost and effectiveness benefits for ocean carriers and overall export supply chain velocity.

Peter Schneider of T.G.S Transportation agreed with others who highlighted the challenge of street-turn fees. He said there is an urgent need for high level "stakeholder collaboration with an IT emphasis".