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○ October | ○ VOLUME 1 | ○ 2019

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Pinpoint *focus*

TO BRIDGE THE GAP BETWEEN THE UNITED STATES AND OCEANIA

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Industry Announcement:

ANL shipping line has discontinued their East Coast to Oceania service. Their allocation on Panama Canal direct sailing vessels has been handed over to their parent company, CMA CGM. Pinpoint Global Logistics has added a Marfret option to our FCL rate sheets and routings in order to accommodate for this loss in allocation on this vessel string. ANL will continue to provide FCL services off the United States West Coast.



The Stink Bug: *Back in Business...*

From September 1st, 2019 to June 1st, 2020 the Australian Government Department of Agriculture is implementing seasonal measures to avoid the introduction of the Brown Marmorated Stink Bug (BSMB) to Australia. Although small, the stink bug is considered an enormous pest to the agricultural industry as it eats and destroys crops, inhibiting the yield of food and production materials. The security measures implemented by the Australian Department of Agriculture state that “target, high risk” cargo originating from the United States (and many other countries) requires

fumigation by Methyl Bromide or Sulfuryl Fluoride at origin or upon arrival at the port of discharge. Fumigation must be done in adherence to exposure limits defined by the Australian Department of Agriculture. As a result, there are a limited number of fumigators in the United States that have been approved by the Australian Department of Agricultural to perform the fumigation process. Areas such as Charlotte, North Carolina or Nashville, Tennessee are popular cargo origin areas that currently have no approved fumigators. Pinpoint offers solutions to get around such problems by routing freight to certain ports such as Philadelphia or Long Beach which have fumigators on-site or by draying containers to ramps that do have fumigators. Fumigation price has tremendous geographical variation which is partially determined by the number of suppliers in the area. In the Mid-West and Northern parts of the United States,

fumigation becomes even trickier in the winter. The standards defined by the Australian Department of Agriculture state that fumigation must be performed in a climate with a minimum temperature of 10 degrees C or 50 degrees F. Some fumigators offer indoor facilities where this temperature can be maintained throughout the fumigation process while others do not, therefore limiting treatment providers and increasing congestion during the winter months.



OUR PAPERLESS MISSION

Our goal company-wide is to become a green and paperless company. By optimizing Cargowise and its functionality, we found that this near impossible mission is truly an attainable goal. There are many benefits to becoming a green organization; but none more important than the future of our planet. Through a trial-and-error process, and very little outside help, we have augmented our Air Export department to run completely paperless. We have seen an increase in efficiency, automated processes, enhanced appearance, reduced costs and more downtime for the employees. This has allowed our team to bring their focus onto other aspects of their role to improve the department furthermore. We are working to do the same with FCL, LCL and Imports now. By the end of 2020; we hope to be completely green for our benefit and the world we leave behind.



Trucking in the United States: What Changed?

In an effort to improve road safety, lawmakers put into action a plan that limits the number of unsafe & overworked professional truck drivers on the road.

Trucking in the United States has taken a major hit due to recent law changes. The ELD (Electronic Logging Device) mandate requires professional truckers and commercial carriers to track a driver's on-duty hours and driving time electronically. An electronic device connects to the truck's engine monitoring accuracy and recording drive time. This was a manual process until this law came into effect in December of 2017. The D.O.T (Department of Transportation) has always required truckers to keep track of this information and has

simplified it with this process by taking away the manual work; so why is this bad?

Along with the tracking of on working hours, limitations were set for truckers that state how long a driver can be

"ELD tracking, while improving safety on our roads, has presented new challenges to the forwarding community with inland pricing and transit times. We have to be even more vigilant in securing dependable service at competitive rates for our partners" Joe Padavic

driving, on duty and off duty per day. Truck drivers are allowed to remain on-duty for 14 hours and a maximum of 11 hours of driving in that period; followed by 10 off-duty hours before they can return to work. Drivers are forced to stop and rest for 10 hours, no matter how far along their trip they are or how urgent their shipments may be. In turn, this has drastically delayed transit time between states. Since the number of loads on the board have not dwindled, the need for drivers has increased and prices for LTL and long haul trips have skyrocketed.

DECISION MAKING:
Experience vs. Discipline



Since the enforcement of the ELD policy, we have seen a delay in transit time and reliability across the board. It has both become a reason for missed pickups and an excuse at the same time. PGL has reacted by keeping a track record of reliability per location and choosing the right carrier for the job.

Meet the Authors:

- Quote: "Teaching your puppy to do 'paw/shake' is the most rewarding feeling in the world"
- Background: Haris Veljacic joined Pinpoint Global on March 28th, 2016; working while earning his bachelor's degree in Accounting.
- Role: Currently working in Accounting, Air Export and development alongside Anthony.
- In his free time, Haris enjoys working out, watching basketball and traveling.

Haris Veljacic



Anthony Gliganic

- Quote: "Do tornados make you happy? Because they really lift me up."
- Background: Anthony Gliganic joined Pinpoint Global on July 1st, 2018, only six months after getting his bachelor's degree in civil engineering.
- Role: He currently focuses on FCL bookings with peripheral focus on LCL, tech development, and managing PGLs website.
- In his free time, Anthony enjoys guitar, bad jokes, and a nice, cold sour beer!

