



NEWSLETTER

INTEGRA MARINE & FREIGHT SERVICES N.V.

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SUMMARY

A new year brings new opportunities and challenges. The logistics industry has witnessed major changes in consumer behavior as the demand for Less than Container Load service (LCL) is growing. More and more companies are opting to ship via ocean freight. LCL service has developed into a proven and cost-effective alternative to airfreight.



A quick recap of 2022

- Compared to 2020 and 2021, Covid-19 infections were less severe and less deadly in 2022. No new variant has emerged with the capacity to fuel a major wave of cases. The contributing factors to these positive developments are (1) unprecedented advances in vaccine technology that allows for rapid updates to protect against new strains, (2) a more effective treatment and prevention toolbox of vaccines and boosters, oral antivirals, and home test kits and (3) growing population immunity to the virus.
- The economic shockwaves of Russia's invasion of Ukraine have significantly impacted Latin America and the Caribbean (LAC). Supply chains in key commodity markets (especially food, fertilizers, and energy) have been disrupted, affecting volumes and prices of products that are relevant to LAC's international trade
- The shipping rates from the Far East to Suriname have fallen by more than 84% in 2022. In the first quarter of 2022, the market rates reached above USD 18500/40ft without any space guarantee or sea priority. During the year, there have been many fluctuations in the rate level reaching USD 3000/40ft in the last quarter. This, among other reasons, has caused an increase of more than 10% in import volume.
- In Suriname, export volumes have decreased primarily because of the following factors: (1) some ports were closed as a result of COVID-19 restrictions, causing berthing delays; (2) heavy rains for almost six months in 2022 made it nearly impossible to transport logs from the interior to the city for export; (3) more exporters were shipping logs in bulk to India & China as container rates were less competitive.
- Business has been good for IntegraMar thanks to our customers' trust and support. We enabled our customers to successfully make better decisions about their supply chain challenges and we will continue doing this in 2023.

GROWING DEMAND FOR LCL WORLDWIDE

Companies are increasingly analyzing their supply chains and shifting to ocean freight. Ocean freight groupage (LCL) has developed into a proven and cost-effective alternative to air freight. The Covid-19 pandemic has accelerated this development as air traffic shrunk to an unprecedented minimum, forcing customers to switch to alternatives. Many companies use these groupage shipments, especially in the automotive, life science,

and healthcare sectors. In the last years, countless freight forwarders and specialty carriers have served worldwide as Non-Vessel Operating Common Carriers (NVOCCs) and have operated global groupage networks with destinations all over the world. Furthermore, there is a significant increase in the number of customers requiring LCL cargo shipments. The worldwide freight and logistics market is expected to witness a Compound Annual Growth Rate of > 5 % during the forecasted period of 2020-2025.

DO YOU KNOW WHEN TO USE LCL METHOD?

While moving goods from one point to another, it's always been a dilemma to choose the best possible shipping option. When you have some loose cargo that does not fill an entire container it's better to ship on LCL basis. LCL shipping is popular for small shipments because it is a cost-effective alternative to airfreight or full container load (FCL) shipping. Furthermore, it works by consolidating multiple small shipments into one larger shipment.

HOW DOES THE LCL METHOD BENEFIT YOU?

- Weekly sailing schedules
- Timely and flexible service
- Competitive door-to-door charges
- Good for fragile and more expensive items
- Fast handling time avoiding hassle at the ports

HOW IT'S DONE?



TIPS TO FULFILL YOUR PACKING REQUIREMENT

When shipping LCL, choosing the right type of packaging for your shipment is essential. Depending on the type of goods you are shipping, you may need to use different types of packaging, such as boxes, pallets, or crates. Be sure to choose strong packaging to protect your goods during transit. Tips for Packing Your LCL Shipment:

- Label each box with your name, address, and contact information.
- Pack heavier items on the bottom and lighter items on top.
- Write "FRAGILE" on any boxes containing breakable items.
- Keep a list of what is in each box if you need to reference it later.
- Make sure your boxes are correctly labeled with your destination address.

OUR CORE VALUE TELLS IT ALL!

At Integramar NV, we believe that our core values are critical to our own success, as well as our ability to effectively serve our customers.

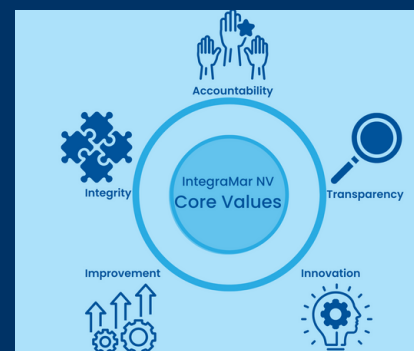
In this issue, we want to focus on our **"Accountability"** core value, what it means to us as a company and how it positively impacts our customers.

To us:

We honor our commitments to our customers and to one another. We are responsible for completing our work on time and with high quality. We take ownership of our work and strive to deliver excellence. Always focus on finding supply chain solutions, not identifying problems.

To our customers:

We don't settle for excuses. We strive to honor the commitments we have made. We are committed to delivering the highest quality possible for the work we do. We recognize that our customers are counting on our supply chain involvement to be right and on time.



WHAT DO OUR CLIENTS SAY ABOUT US?



Mrs. Aashly Bihari BSc.
Assistant manager Organization
Control & Treasury department
HJ Group of Companies

"At IntegraMar we have wonderful people dealing with our goods at each step. They are highly skilled at what they do. We are impressed with the timely delivery and excellent communication with our team. Integra Marine... Fast, Easy, and Flexible."

"IntegraMar has been a lifeline to RUBiS in figuring out our freight needs and costs! No matter what the request is, whether a container or LCL, they always have a solution. IntegraMar will always perform above and beyond the call of duty to handle your package in the most cost-effective and efficient way possible. They are not only our go-to freight forwarder but we consider them part of our family."

Mrs. Angelique Tjang-A-Sjin
Country Representative/Financial
Controller
RUBiS West Indies Limited
Suriname



- King ocean has recently announced to re-start with its own transshipment vessel. This vessel will route all cargo between Suriname, Guyana, and Trinidad. Furthermore, the export services from Suriname to the Caribbean and Latin America have been re-opened. With these changes, they strive to improve the transit time of approximately 9 days for cargo from Port Everglades to Paramaribo.
- As Vertraco Shipping B.V. celebrated its 40th anniversary in 2022, they made some major announcements. First, their office moved from Veldkersweg # 35 to the Grofsmederij on Gieterijweg # 17 at the Port of Rotterdam. Secondly, they introduced a new logo that stands for the same qualities of flexibility, efficiency, and reliability that it has been known for all these years in shipping. Finally, it expanded its shipping services to Georgetown due to the high demand for shipping breakbulk, containers, and project cargo. The Europe Caribbean Line service sails on weekly basis to the port of Georgetown, Guyana instead of once every 2 weeks. There will be no changes in the current bi-weekly sailing from Flushing port to Paramaribo and Georgetown with an approximate transit time of 16 days.
- Some international carriers have reopened their export services from Paramaribo to Vietnam and India. Market rates are around USD2250/20ft and



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USD3250/40ft to India and around USD3800/20ft and USD4200/40ft to Vietnam.

- As the rolled-on rolled-off services for new and used vehicles from Asian ports to the Caribbean/Suriname are currently in high demand, new opportunities arise. Customers are considering using full container services to ship their vehicles.
- As of the 1st of January 2023, the Value Added Tax (VAT) has come into force for all supply goods and/or services in Suriname. Freight & forwarding services have been assigned a zero tariff. In other words, VAT does not affect freight and forwarding services.

OUR RECENT PROJECTS

Please have a look at some recent projects handled by Integramar:



[Logistic services provided for Rubis West Indies LTD](#)



[Motorbikes Event in Suriname](#)