

PROVIDING AN OPERATIONAL EDGE THROUGH A LONG TERM PARTNERSHIP

SHIPPING PROFILE

As a freight forwarder servicing Southeast Asia, a large portion of the forwarder's business lies in managing its customers' logistics solutions for automotive parts and refrigerated cargoes.

- Partnering with CNC since 2014
- Over 700 TEUs per week exported from Japan and Korea to Southeast Asia
- Over 200 reefer units per week

CUSTOMER CHALLENGE

Planning to ship a variety of cargoes in huge lots from Japan and Korea to Southeast Asia, the forwarder was hoping to simplify and improve their logistics network. They needed a carrier that could provide a direct service while guaranteeing available space for their huge-lot shipments. In addition, they needed short transit times for the benefit of their end-customers.

OUR SOLUTION

A service loop between Japan, Korea and Vietnam was designed specifically for the customer, which eventually evolved into the JTVS and CSE service lines that we see today.

With the forwarder contributing to nearly all of the volume on this service, we worked closely with them and adjusted vessel schedules to meet the production deadlines of their end-customers, by accommodating larger volumes during peak and crucial production times.

WHY CNC?

- **Long-term partnership:** Since 2014, CNC has been working hand-in-hand with the forwarder to find the best solutions to alleviate their production issues and to meet their cargo needs.
- **We go where you grow:** Working closely with our customers, we design our services and invest in equipment and fleet to ensure that we meet their growth needs in different trade lanes.
- **60+ services across Asia:** With services covering both major and minor ports in Asia, our services can support their business growth, no matter what direction they take.

Our in-house shipping experts also helped to ensure that cargo requirements were met, minimizing cargo damage during transit and maintaining cargo quality to the point of destination.

With an improved shipping schedule, we helped to bring operational ease and stability to the production lead time of their end-customers.

Beyond that, the forwarder was able to gain an operational edge over competitors.



BETTER AND BOLDER

With our new service enhancements, you can expect an increased frequency and variety of services through major trade lanes across Asia.

For instance, our revamped service now boasts the fastest transit time in the market between the ports VNC8Q (Chu Lai, Vietnam)/ VNUIH (Qui Nhon, Vietnam) and CNDLC (Dalian).

JTVS service

