THE TRANSPORT ADVISOR

GMTS PERSPECTIVE

ACE To Be System of Record

By the end of this month ACE will become the "System of Record" for filings dealing with Customs and Border Protection (CBP). It is also intended to act as a portal for all trade related filings and is being phased in over the course of this year. It is evident that this portal is integral to the government's focus and interaction with those industries and individuals involved in the ever-growing global trade and transportation sectors. It is no surprise, therefore, that the system requirements specify Windows operating system (OS) because it is still the predominant operating system throughout most sectors.

A CURIOUS BROWSER REQUIREMENT

What does cause some surprise is in the list of supported software found at its' URL http://www.cbp.gov/trade/automated/getting-started/using-ace-secure-data-portal ACE only lists Microsoft 's Internet Explorer (IE) as the supported browser. In researching this issue we discovered that opinion was varied and in some cases contrary but most data suggests that Chrome was the more popular of the browsers. While the web developer site w3 suggests it is as much as 10 to 1 favorability for Chrome versus IE, other data collectors suggest it is far more competitive but most indicate that Chrome is the preferred browser.

BEYOND COMPLIANCE AND RATE MANAGEMENT

While many of you know us for our compliance, contract and tariff management software, GMTS now offers so much more. We now provide superior solutions for the quoting process and rate analytics as part of a suite of software that allows you to manage business processes and cash flow for bottom-line growth.

BOTE QUOTES permits a user to quote directly from their Contracts, NRA's or Tariffs and then track whether the quote was accepted, rejected or countered. It even tracks non-responses.

BOTE DOCS permits a user to generate their Bills of Lading and auto rate them directly from their contracts or tariff rates providing far greater accuracy.

SPOT MARKET TRENDS

It will be our practice to share several charts showing rate activity in various trade lanes.
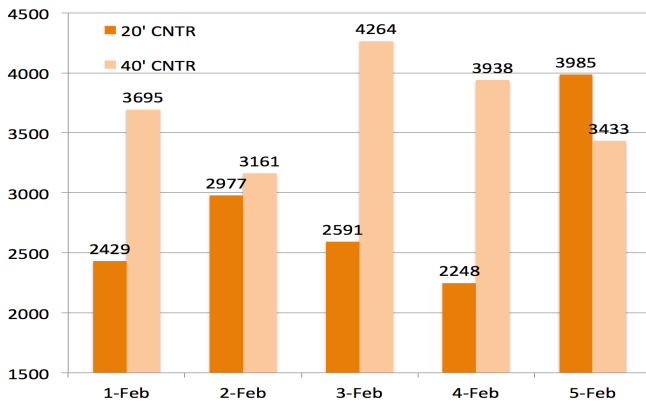
We will isolate several trades and show the average rate for the most recent month or longer if we believe there are significant trends to focus on.

While these charts are somewhat general, they do isolate the trade lane rates and provide a bottom line number, which includes base ocean freight with any applicable surcharges that apply within the individual and variable tariffs.

The result is an accurate average of the daily tariff rate filings, showing trends in the spot market for each particular trade lane highlighted.
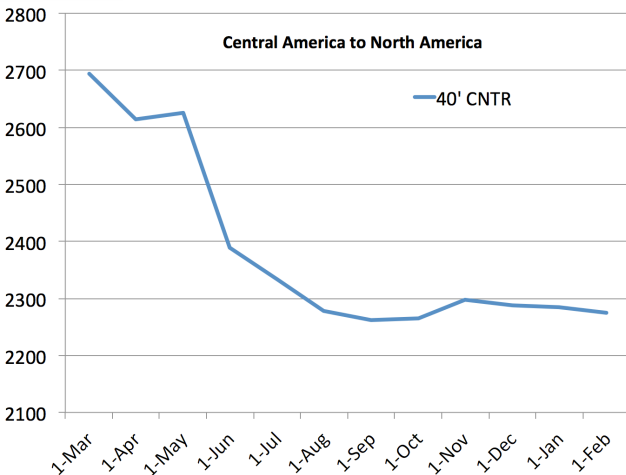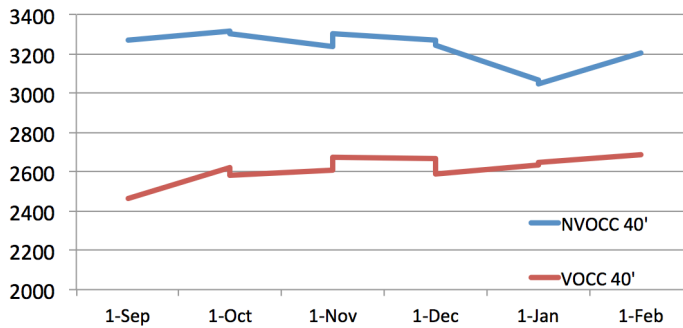
We also include, in the chart at the top of page 2, a glimpse of last week's tariff rate filing activity and offer the daily average rates from Feb. 1 to 5. *See charts, page 2.*

We appreciate your feedback. Please let us know if this information is useful to you and your business.

Chart: 20' CNTR and 40' CNTR rates, 1-Feb through 5-Feb

- 1-Feb: 20' CNTR 2429, 40' CNTR 3695
- 2-Feb: 20' CNTR 2977, 40' CNTR 3161
- 3-Feb: 20' CNTR 2591, 40' CNTR 4264
- 4-Feb: 20' CNTR 2248, 40' CNTR 3938
- 5-Feb: 20' CNTR 3985, 40' CNTR 3433

Feb 1 thru Feb 5. Rate Volatility evident on both 20' and 40' container rates.

Chart: Eur. to NA 40' Avg. Rate, NVOCC 40' vs VOCC 40', 1-Sep thru 1-Feb

Eur. to NA 40' Avg. Rate Sept. 15 thru Feb. 1 - NVOCC vs. VOCC

Chart: Central America to North America, 40' CNTR, 1-Mar thru 1-Feb

40's in the CA to NA market from Mar 2015 – Feb 2016

ACE - continued

Our own site analytics indicate that Chrome is preferred 3 to 1 over IE. Statcounter shows Chrome usage at 54.2% while IE is listed at 14.6%.

Netmarketshare suggests that if restricted to desktop browsers only, then IE is favored 46.9% to Chrome at 35.5%. Even so, indications are that IE usage is trending down while Chrome is trending up.

One might ask why Chrome has been able to exercise a more comprehensive market position. It's simple; they practice inclusivity and cater to the choices of technology users, whatever they may be. That includes Chrome for Windows, MAC OSX, Linux and Google OS, in addition to mobile versions for phones and tablets.

When building a portal that you want everyone to embrace, it would seem at the very least that you would begin by building it with the greatest number of users in mind. Support IE if you must, but at least provide support for the much used alternative, Chrome.

We sent a message to ACE asking them to clarify their position but we have not received a response as yet.

Sources:

http://www.w3schools.com

http://gs.statcounter.com/

http://www.netmarketshare.com