Gulfstream Gazette: May 1st, 2025 Vol 1

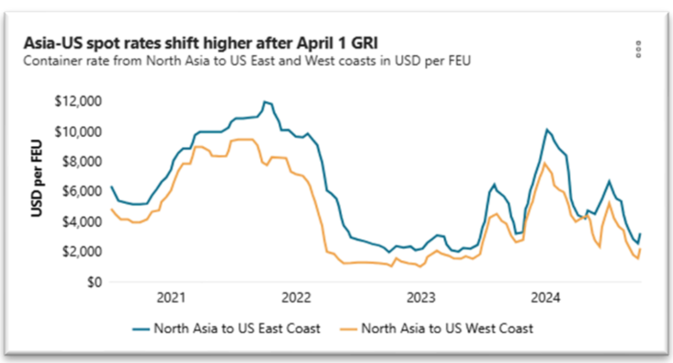
"Our mission: To be the logistics industry leader by providing superior service, solutions, and visibility door to door for our customers and partners."

LOOKING BACK AT THE LAST TWO WEEKS:

The last few weeks of the global shipping container industry has experienced significant disruptions driven by:

- April 5th 2025: The U.S. implemented a 10% blanket tariff on all imported goods.
- April 10th 2025: The U.S. paused tariffs for most countries but additional 125% tariff on imports from China went into effect with China retaliating with their own 125% retaliatory tariff.

These tariff events have created a volatile shift in Q2 for contract rate negotiations and vessel capacity which caused a surge in the spot market ocean rates and bookings out of South American and SE Asia. Below spot rate data from JoC article for reference.



(*JoC Source*)

WHAT TO KNOW NOW:

2025 contract negotiations expect to have delays due to market instability, booking surges and tariff implications.

Key Dynamics Impacting Negotiations:

- Rate Volatility
- Tariff and port congestion surcharge from SSL carriers
- Chassis and equipment issues causing demurrage per diem and detention
- East Coast ports to be most affected. Expect delays from NY to FL.

FORECASTING AHEAD:

- General Rate Increases (GRI): Trans-Pacific carriers have announced GRS for April 15 and May 1, which will push spot rates higher.
- Spot Rates will continue to be elevated through June for all ASIA to US lanes
- Port congestion causing chassis equipment issues resulting in chassis splits, position fees, and longer dwell times.
- Gulfstream will provide real-time updates as global trade conditions evolve and contracts finalized.