

BOC VISION

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MAY GRI

It is that time of the year again in which U.S. importers sign the 2008-09 service contracts.

The TSA (Transpacific Stabilization Agreement), which is an association of major carriers in the Asia-U.S. trade, predicts that the ocean freight charges will increase. The increase should average \$400 per FEU to U.S. West Coast and \$600 per FEU for intermodal and all water to U.S. East Coast.

The TSA also speculates the following changes for the 2008-09 contract season:

- Addition of two months in the service contract. The new contracts will run from May 1st, 2008 to June 30th, 2009
- Implementation of a floating bunker which will be adjusted monthly according to fuel price fluctuation
- Increased trucking cost on the West Coast due to "Clean Truck Initiative" proposed for the Port of Los Angeles and Long Beach

***TSA members are: APL, China Shipping, K- Line, MSC, CMA-CGM, COSCO, N.Y.K., Evergreen, Hanjin, Hapag-Lloyd, Hyundai, OOCL, Yang Ming, ZIM, Mitsui O.S.K. Lines.



New Website

As a part of our branding campaign, BOC is pleased to announce an updated website. The new BOC website allows our customers to have access to current and accurate information via the Internet. The new website incorporates helpful shipping industry features such as shipment tracking and booking, a global office locator and a worldwide office directory. In addition, our clients can find useful links including a currency converter, an incoterms

guide, a container specification chart and much more. Please log on to www.bocintl.com to view our new website.



" First Class Service on a First Name Basis "

FORTUNE 500 COMPANY NAMES BOC SUPPLIER OF THE YEAR

BOC International was chosen by LENOX TOOLS (A Newell Rubbermaid Company) as their 2007 supplier of the Year. BOC has been working with Lenox for over 10 years. Throughout these years BOC has been a reliable partner in assisting LENOX in their global expansion to difficult markets such as China and India. During the 2007 calendar year BOC was able to assist LENOX with the following:



- 10 days time reduction for deliveries to the UK
- 37 % time reduction and 20% cost reduction for imports from Brazil
- 99% on time delivery for all export shipments
- Upgraded VIP tracking report

We're on the Web!

WWW.BOCINTL.COM

In addition to our business partnership, BOC has partnered with Lenox and Habit for Humanity in the construction of new homes for low-income families in the Springfield, MA area.

Staff Additions

KARA CULLOO FCL Export Specialist



Kara grew up in Western Mass and graduated from Marist College in 2004 with a Bachelor's degree in Spanish. She studied at La Universidad de Complutense in Madrid, Spain for an academic year while at Marist. She is fluent in Spanish. Prior to becoming part of BOC team, she worked in the mortgage industry as a closing representative and as a loan officer for Option One Mortgage and H&R Block Mortgage. She enjoys spending time with family and friends, reading, and traveling.

BRIAN SKOCZENSKI FCL Export Specialist



Brian was born and raised in Maine. He graduated from Colby Sawyer College 2006 and spent a year after his undergraduate studies at the Jagiellonian University in Krakow, Poland studying language and culture. He also spent months traveling around much of Eastern Europe and Asia. Prior to joining BOC team he worked for a logistics company in the Boston area. He enjoys watching the Celtics, Patriots, and the Sox. He is fluent in Polish.

YANA CONNORS Import Specialist



Yana was born in Bulgaria and came to the United States 6 years ago. She has a BA in Psychology from Sofia University in Bulgaria. She has been a violinist for 12 years and was a part of an Youth Violin Orchestra. She has traveled across Europe playing. She loves outdoor activities such as hiking, biking and canoeing. She also enjoys going to Cape Cod for the weekend. She is fluent in Bulgarian and knows conversational Russian.

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