

**Time: 4:40pm**

**Location: SIS MR4-3**

**Attended By: All**

**Absent with Apologies: Nil**

Note: New Dataset – Ocean Freight

No	Agenda:	Action By:
1	<p>Hui Shia explained our previous progress to our sponsors prior to the changes that Prof Kam suggested.</p> <p>She also explained our previous analysis of scoping down to more than 20 shipments, as it is more than 98% of the total. We explained that Prof Kam said that the approach may be too generic.</p>	
2	<p>Michelle asked “How you all select the 3 trade lanes?”</p> <p>Team answered that we used the ranking of number of shipments and volume of shipments. Coincidentally the top 3 for both attributes are the same.</p> <p>Michelle commented that the route Shanghai to Long Beach and Shanghai to Los Angeles are managed by the same port authority and hence may display similar patterns.</p>	
3	<p>Seasonal Patterns</p> <p>Janice commented that there is no overall seasonal patterns but there are certain increases.</p> <p>Kar Way replied “We cannot conclude the client’s demand as we only have one single LSP view”.</p> <p>Janice mentioned that all 3 trade lanes different patterns and this supports Prof Kam’s view of separating the analysis.</p> <p>Hui Shia said that for trends for amount of volume by month – some of it may be differing. But some months may have similar patterns.</p>	
4	<p>Slide 4: Utilisation Rate</p> <p>Janice: We are looking into the direction of “Within this 12 months, which months have less than 50%”.</p>	
5	<p>Slide 5</p> <p>Kar Way asked how the team categorise the volume.</p> <p>Hui Shia replied that for JMP, it will separate by percentile.</p>	

	<p>Kar Way suggested that instead of clustering by 0.69 – 25.8, which is not a container or 2 containers at all, for Jenzus, he has moved into looking into the different containers and it may be a better measure.</p> <p>Kar Way said “This view might be good, but people may question you. By grouping into different containers size, it may be arbitrary.”</p>	
6	<p>Slide: Utilisation Rate Zoom in for Shanghai to Los Angeles</p> <p>Kar Way said “Find the market rate, the ratio of the carrier. It may be possible that the carrier has low or high for both but it may not affect a lot as it has a low market rate.”</p>	
7	<p>Slide 10</p> <p>Hui Shia mentioned that Prof Kam asked to change the axis for the charts. Kar Way replied that Prof Kam is right on that.</p> <p>Kar Way said: “It is not about the volume. What are the features that make the carrier there? Is it the carriers, the months or the products shipped?”</p> <p>Kar Way also asked: “Which are you using? The one derived by Jenzus. To be precise, the one with the worst utilization rate is the 40HC.”</p> <p>Hui Shia asked: “What is volume per TEU?”</p> <p>Kar Way replied: “I ship this amount of volume. I use this amount of TEU. We want to see the volume per TEU. It is supposed to be a different gradient. We wanted to test that and therefore created that column. You don’t have to use the column.”</p> <p>Michelle asked why there is a limit to the number of trade lanes analysed. The team replied that it was due to time limit and may be able to replicate the analysis methods once the team completes the analysis for the 3 trade lanes.</p> <p>Kar Way: “For all those Ilyods, what kind of containers are they using? Maybe it is a industry thing. I want to FIND OUT The percentage of the type of containers used by the different carriers.”</p>	
8	<p>Slide 15:</p> <p>Kar Way said: “We hope to come up of a table of a different strategies. At what point, can we safely recommend the customers to go into LCL. Identify the opportunity to convert to LCL. E.g. a cust wants to order a TEU more than 4.2, if they are definitely below 44 percent, we can recommend LCL to them.”</p>	

“Is this only for this trade lane? It may be a possible conclusion.”

Kar Way continued: “Eventually we want to draw out a big table. Eventually, what factors? Is it the type of carriers? Why not pass it to me to pack? Is it the type of carriers? I may not have shared the opportunity of going into LCL. If they would not want to go into LCL, they may want to go into CSP.”

Hui Shia asked: “Do you want to know the optimal volume to pack?”

Kar Way replied: “We usually use the data to get the information. Data shows evidence that it can pack up to 90.9%. Assumption: cannot pack up to 100% as there are corners and edges.”

Prepared by: Tan Siong Min