



JOC Announces JMC Global as First Client for new 'Exchange' Program

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JOC Exchange (www.jocexchange.com), the creators of the recently launched intelligent online technologies designed to automate the buying and selling of available spot market container slots, announces today it has signed its first two companies: The Containership Company (TCC) (www.containership-company.com) and JMC Global LLC (www.jmc-global.com), a logistics/NVOCC company.

TCC and JMC Global will each utilize JOC Exchange's first two product offerings: the *Private Label Exchange* and the *Carrier to Market Exchange*.

The *Private Label Exchange* is a solutions platform that allows a single owner of containerized freight slots (such as an ocean carrier, NVOCC or freight forwarder) to sell its slots to invited customers. Each owner has a customized 'look and feel' on its private exchange and posts available slots and pricing for particular sailings. Customers buy based on their global transportation needs. All transactions are conducted electronically, hosted securely and accessible 24/7.

This quarter JOC Exchange will launch the *Carrier to Market Exchange*, a participant neutral e-marketplace allowing multiple ocean carriers to post available container slots and pricing and to sell to a vetted community of purchasing NVOCCs and freight forwarders. All postings and changes to postings are instantly available to buyers around the world with user-friendly interfaces that provide robust search and transaction management capabilities. The *Carrier to Market Exchange* supports global trade lanes and is compliant with all relevant maritime authority regulations.

Mark Storen, CEO of JOC Exchange, said: "We are excited to welcome TCC and JMC Global to JOC Exchange. We are energized that members of both the carrier and NVOCC communities are eager to realize the benefits afforded by our intelligent technology. Both companies will have their own *Private Label Exchanges* and will be among the first participants on the *Carrier to Market Exchange*."

Frank Kayser, COO of TCC, said: "We are partnering with the JOC Exchange because its technology provides a highly efficient set of solutions for managing the complex processes surrounding the selling and buying of container slots. We are also confident in the JOC Exchange's ability to deliver excellent support for our customers using this technology, enabling our business to continue to grow while enhancing those customer relationships."

John Crawley, President of JMC Global, said: "We love the JOC/JMC Exchange platform. The system is slick and simple, and they understand the industry. At JMC Global, our main focus is customer satisfaction and we have chosen to partner with the JOC Exchange and UBM management because they 'get it.' The management teams of both companies recognize that



enhancing the customer buying experience will have significant, positive business implications for all concerned."

The timing for JOC Exchange technology platforms is ideal given the growing interest in spot market transactions in the ocean transportation sector. The company is in discussions with a number of other carriers and NVOCCs who are interested in this technology and looking for quick adoption of the service to provide liquidity for sellers and buyers.

Containerized ocean transport is a \$200B industry and approximately 140 million TEU (Twenty-Foot Equivalent Unit) containers are transported by vessel, annually.

JOC Exchange is headquartered in Denver, Colo. and will be opening multiple offices in Europe and Asia in 2011.

About JOC Exchange

The JOC Exchange was founded by a dedicated team of industry and technology veterans with a single purpose – to bring greater efficiency and cost savings to the process of selling and buying containerized ocean freight slots on a global basis. The company was acquired in October 2010 by UBM Global Trade (ubmglobaltrade.com), the leading provider of comprehensive proprietary data, news, analytical content and events for the global trade and transportation market. For more information, visit www.jocexchange.com or call toll-free 855-693-9242 (+1-973-776-8643).

About TCC:

The Containership Company (TCC) was founded in 2009, by Jakob Tolstrup-Moller and Captain Franck Kayser, who both have a long history in container shipping. TCC operates a weekly Transpacific container service between China and Los Angeles. For more information, visit www.containership-company.com or call +45-88886588.

About JMC Global:

JMC Global has achieved an outstanding reputation as a customer service driven logistics company specializing in project management. JMC has provided freight solutions for many leading commercial clients and suppliers doing business in the Middle East, Guam, China, Southeast Asia, the Caribbean, the Americas, Europe, Africa and Russia. For more information, visit www.jmc-global.com or call toll-free 866-414-7505 (832-381-2500).

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