

A world map with a network of orange dots and lines connecting them, representing global connectivity. The text "TE Global Air Ocean Contract Rate Handling Process" is overlaid in large, bold, orange letters.

TE Global Air Ocean Contract Rate Handling Process

Catalogue

- Contact Window – Freight Approver
- Missing Lane handling Process – Air & Ocean
- Missing Lot handling Process – Air & Ocean
- Transit Time Adjustment Process - Air & Ocean
- Additional Accessorial Handling – Air & Ocean
- Periodicity Index Application – Ocean
- Ocean Rate Card Review Calendar
- Appendix

Update on – Jul 8, 2025

Freight Approver



GLOG Regional Transportation

EMEA Region – Europe, India , Middle East

Sub region of Europe

Dziadek, Daniel daniel.dziadek@te.com

Sub region of India and Middle East

Rakesh, Rajaram Shinde rsrakesh@te.com

Sub region of North Africa

Arhoun, Badr Badr.Arhoun@te.com

Escalation Point

EMEA Transportation Lead Burns, Erskine EBurns@te.com

AMERICA Region – North America and South America

Ocean Jordan, Kevin kevin.jordan@te.com

Air Palacios, Monica monica.palacios@te.com

Escalation Point

AMERICA Transportation Lead Fregoso, Jessica jfregoso@te.com

APAC Region – Asia Pacific

Li, Doe doe.li@te.com

Liu, Lynn lynn.liu@te.com

Wu, Yajing yajing.wu@te.com

Escalation Point

Asia Transportation Lead Shi, Tom - tom.shi@te.com

GLOG Global Transportation

Wu, Summer summer.wu@te.com

Zhu, Judy zhu.judy@te.com

GLOG Transportation Escalation Point

Gilford, Ermita Cabalse ermita.gilford@te.com

Li, Lola lola_li@te.com

Rate Management team

TMS-TariffSupport - TMSTariffSupport@te.com

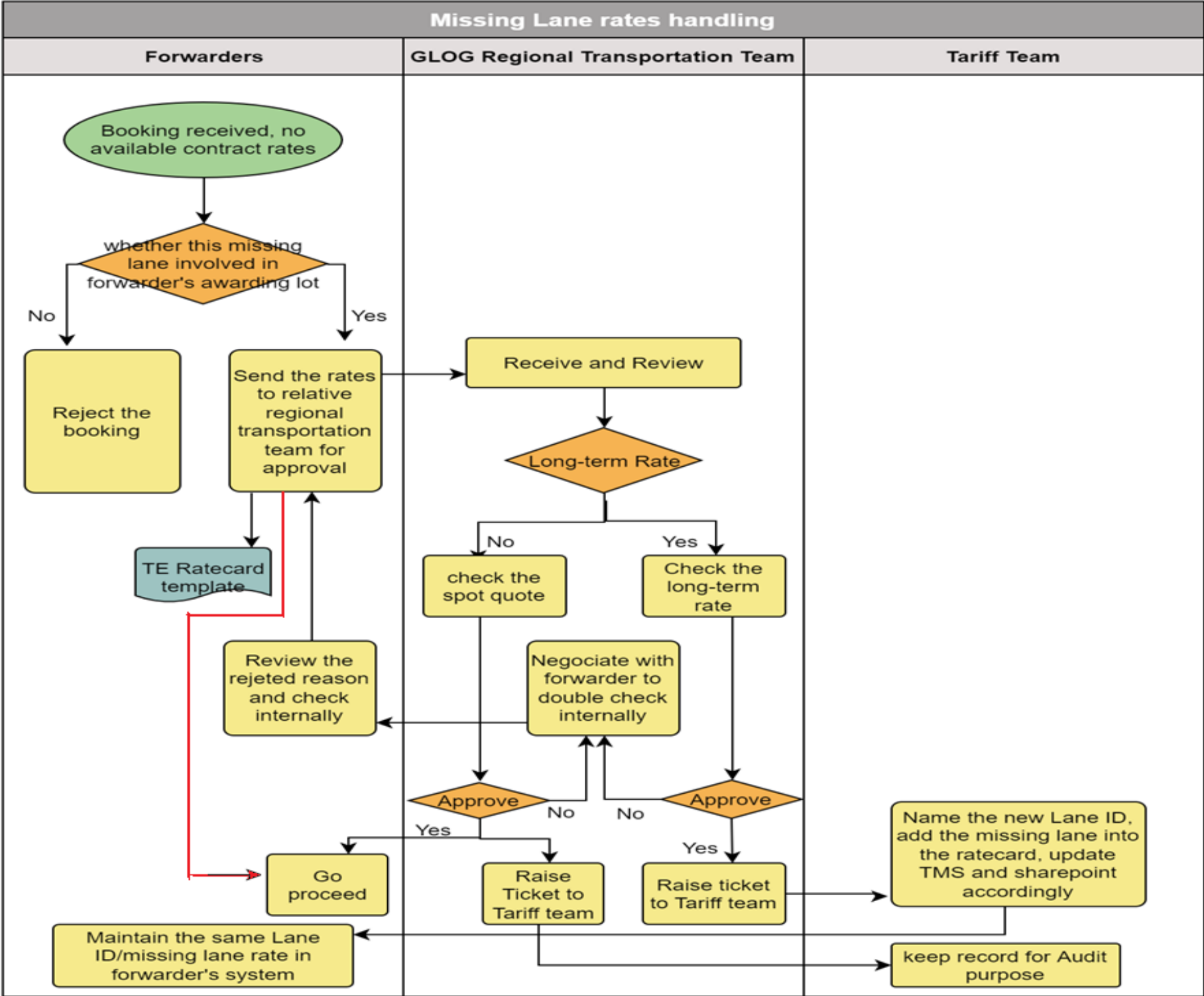
Tariff management team will be responsible for rate card maintenance, monthly rate card publish, fuel surcharge publish and lane ID maintenance

Key Highlights



1. When forwarders submit missing lanes for both long term and spot quote, it should be provided in TE rate card format and **ONLY submit that lane(s) and NOT the full rate card.**
2. If it's one-time spot quote, please provide quotation in TE's template as well. Please provide quotation based on specific shipment(s) with **TE reference number (shipment number, PO number etc.)** under LANE ID. Pls refer to the details in TE's rate card format. Quotation could be rejected if not following the template.
3. Freight payer region should be the approval region
4. Freight Surcharge or adder will only be approved by the following names, or else FAP team will reject the payment.
 - Global Commodity Owner: Summer Wu (Shanghai based)
 - America Transportation Lead : Jessica Fregoso (California based)
 - AP Transportation Lead: Tom Shi (Shanghai based)
 - EMEA Transportation Lead: Erskine Burns (Scotland based)
 - Global Transportation Lead: Lola Li (Shanghai based)

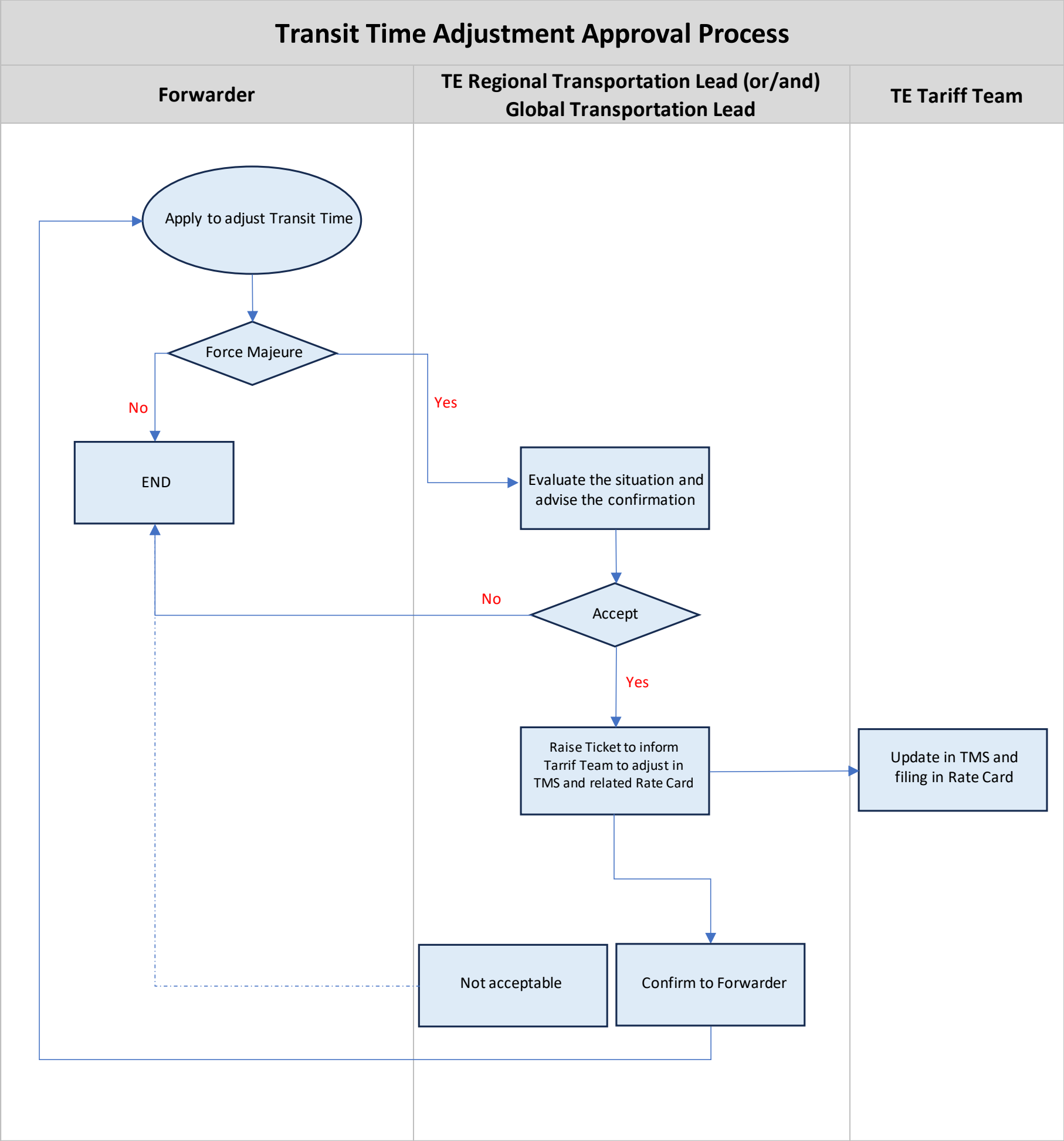
Missing Lane Handling – Air & Ocean



1. Considering time needed to prepare quotation and rate review, to not delay shipment, forwarder do not hold on shipment processing if it's forwarder's awarded lot. Forwarder need to prepare quotation in 5 days for air and 7 days for ocean to TE regional freight team for approval. TE regional freight team will review the quotation and provide feedback in 5 days for air and 7 days for ocean. Forwarder send a reminder to TE regional team if no response. If still no response after reminder sent in 7 days, forwarder send rate request to TE global transportation commodity owner and global transportation leader.
2. If it's not forwarder's awarded LOT, forwarder need to get greenlight from TE regional team before proceeding.
3. TE Tariff team will send out update rate card on monthly basis to forwarder. If forwarder see any missing lanes on rate card, please reach out to Tariff team and regional transportation team.
4. Both Rate and Transit Time need to be submitted and approved accordingly. Transit time on rate card would be used for forwarder performance management



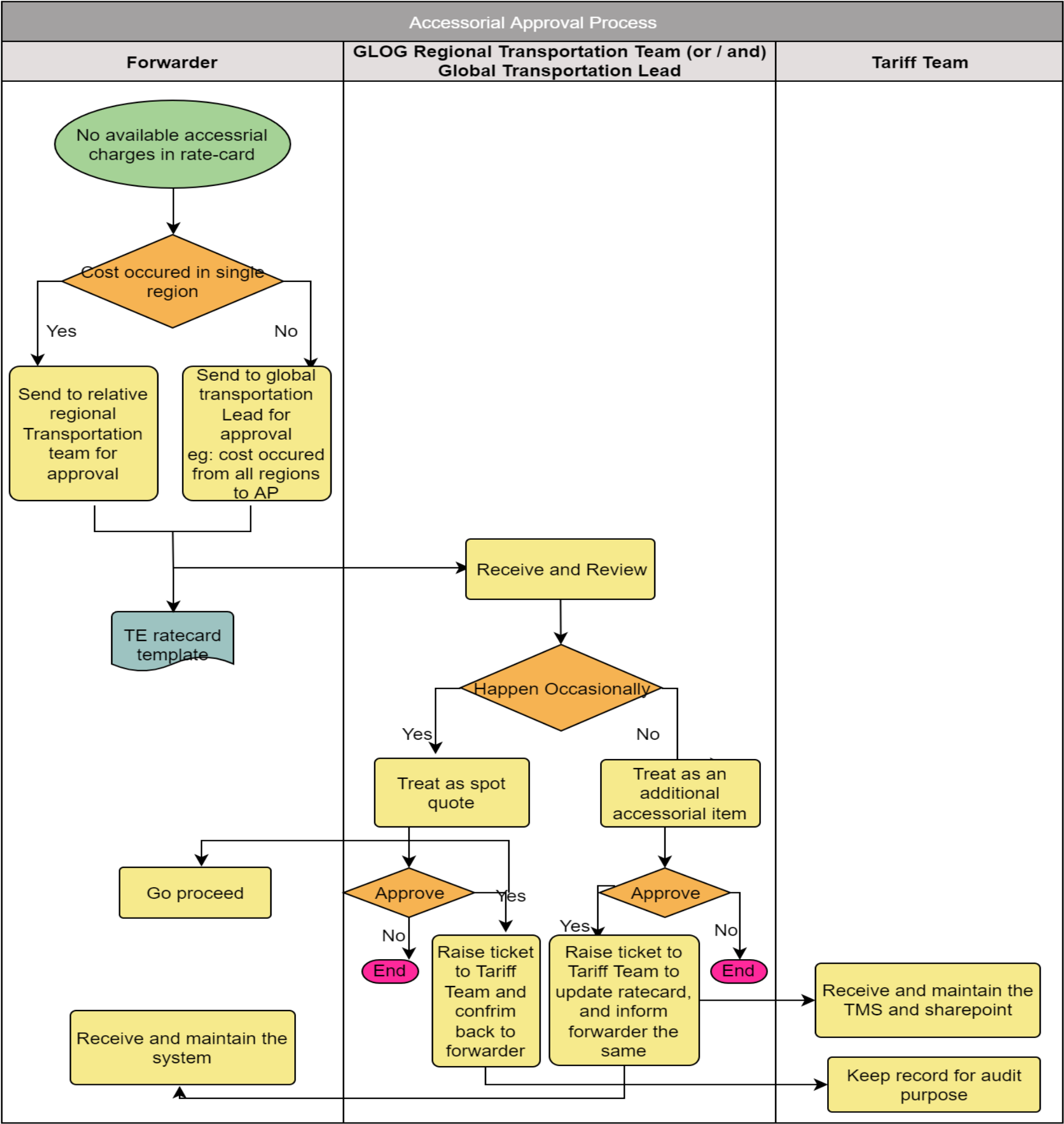
Transit Time Adjustment Process



Note for TE Approver:

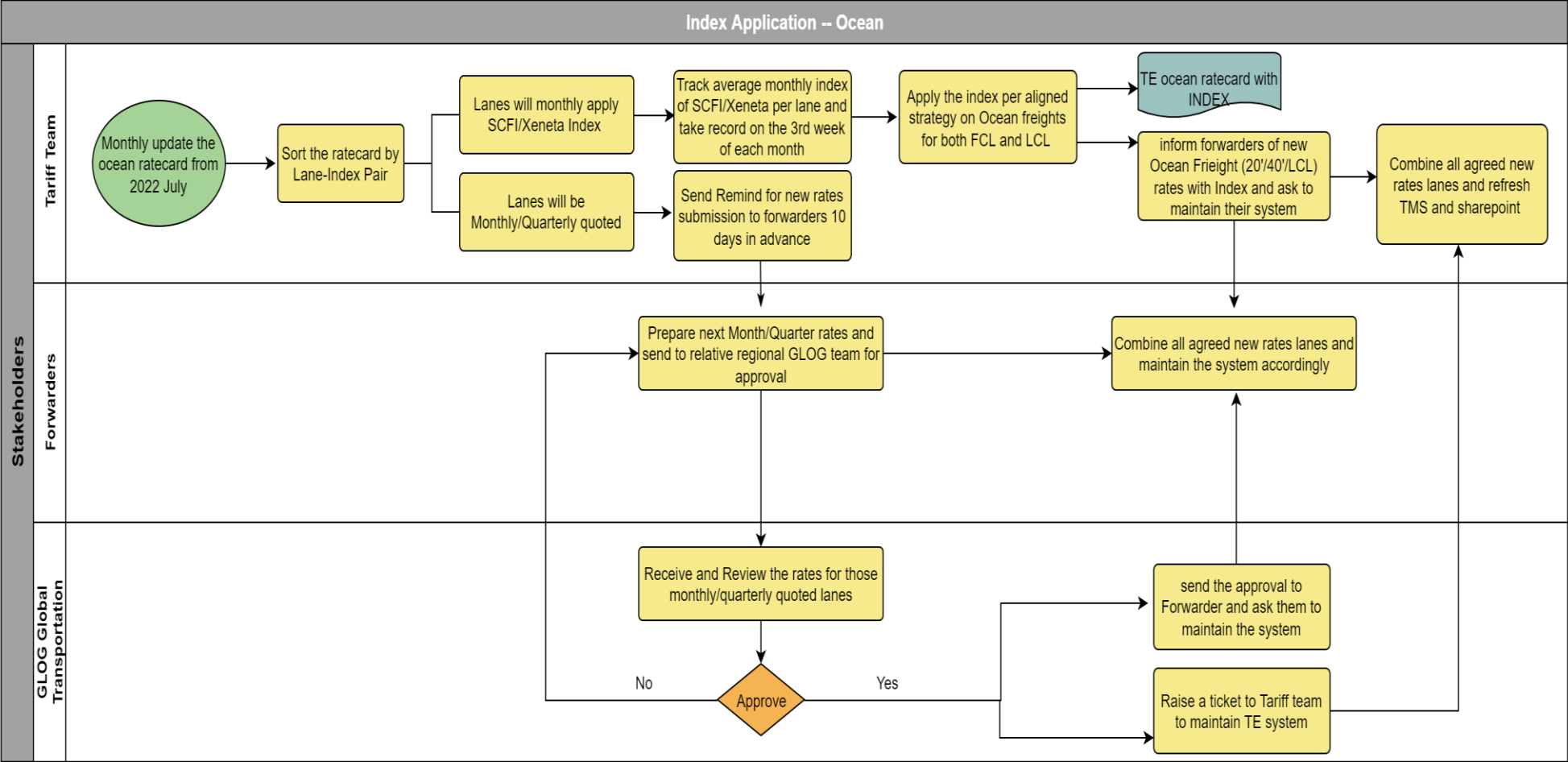
Multi-Lanes with Multi-Regions involved	Global	Wu, Summer	summer.wu@te.com
	Americas	Fregoso, Jessica	jfregoso@te.com
Specific lanes with individual (Freight Payer) Region	Asia	Shi, Tom	tom.shi@te.com
	EMEA	Burns, Erskine	eburns@te.com

Additional Accessorial – Air & Ocean

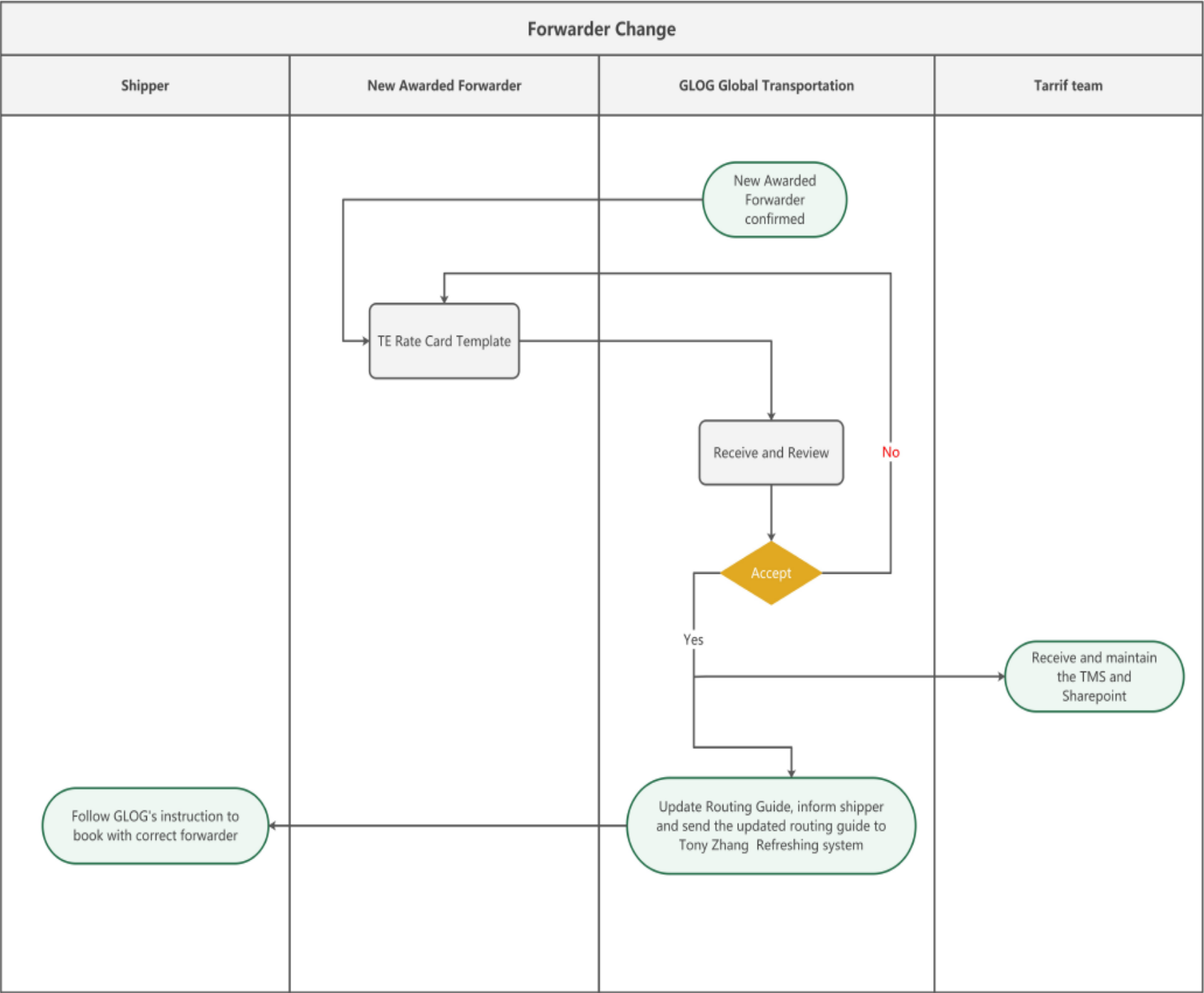


If there's no FAP EDI charge code created for newly added long term accessorial, forwarders need to contact with TE FAP team to update charge code mapping lists or invoice could be rejected by system

Periodicity of Index Application – Ocean



Forwarder Change



Remark:

- 1. **Quotation for all lanes** should be available **under the awarded lot**
- 2. Effective date update for losing forwarder in rate card and TMS

Ocean Rate Card Review Calendar

Port 2 Port rate review category	Responsible	Deadline										
Monthly Quote	Forwarder	4/18/2025	5/19/2025	6/18/2025	7/18/2025	8/19/2025	9/18/2025	10/20/2025	11/18/2025	12/19/2025	1/19/2026	2/17/2026
Quarterly Quote	Forwarder			6/18/2025, new rate for Jul-25 to Sep-25			9/18/2025, new rate for Oct-25 to Dec-25			12/19/2025, new rate for Jan-26 to Mar-26		
Monthly Rate Card Publish	TE	4/25/2025	5/26/2025	6/25/2025	7/25/2025	8/26/2025	9/25/2025	10/27/2025	11/25/2025	12/26/2025	1/26/2026	2/24/2026
Port 2 Port Effective Month		May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	Jan-26	Feb-26	Mar-26

Pick up date trigger the rate card effective month
(Only BCN shipment triggered the rate by ATD)

Change Tracker

Changes	Date
1 st version release	20-May-22
Ocean Rate card review calendar 2023 Update	16-May-23
Freight Invoice guidance update	4-Jul-23
Missing rate quotation timeline updated	4-Jul-23
Forwarder change scenario add on page 8	4-Sep-23
Update the flow chart, add line to proceed shipments while raising quotation approval for awarded lot	16-Sep-23
Freight approver contact window update on page 2	16-Sep-23
Freight approver contact window update on page 2	29-Dec-23
Point 4 added for Missing Lane handling comments on page 5 and new slide (page 7) for Transit Time Adjustment Approval Process	10-May-24
Page 7 updated with FAP charge code requirement	3-Sep-24
Update Apr 2025 Ocean Rate Card Review calendar (page 10)	12-Mar-25
Freight approver contact window update on page 2	14-Apr-25
Freight approver contact window update on page 2	8-Jul-25

Appendix

- Appendix 1 – TE Air Rate Card Template
- Appendix 2 – TE Ocean Rate Card Template