

## **Ercros participates in a discussion panel on the challenges of maritime transport in the current geopolitical situation**



Mónica Viloría, second from the right, during her speech

Ercros has participated in a discussion panel on the effects on maritime transport in the current disruptive geopolitical situation, organized by the SSC (Spanish Shippers' Council) Transprime, within the framework of the International Logistics Exhibition (SIL), held in Barcelona.

Mónica Viloría, head of transport and foreign trade at Ercros, spoke as a representative of the shippers' group – that is, the companies that contract the transport of their goods – in a debate moderated by Jordi Espin, general secretary of Transprime SSC, together with representatives of port authorities, shipping companies and logistics intermediaries (freight forwarders).

Viloría assured that, to guarantee an efficient logistics flow, it is key to have a good forecast of volumes and clear conditions; knowing how to interpret the market in a changing context; negotiating with shipping companies and freight forwarders so that they understand the real needs; and setting agreements with well-defined terms to avoid unexpected surcharges that put profitability at risk.

The discussion also addressed topics such as freight evolution, contract transparency, risk analysis and maritime service reliability.

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