MEMBER BRIEF · MEMBERSHIP BY APPLICATION · ESTABLISHED 5787

United Shippers Council

A shippers' association for frum importers. The Council unites the volume of its members and negotiates ocean service contracts as one buyer, within the framework Congress established for shippers' associations under the U.S. Shipping Act.

50,000 to 100,000
CONTAINERS OF COMBINED VOLUME IN VIEW

5 to 10%*
TARGET RATE IMPROVEMENT

May 1, 2027
CONTRACTS TAKE EFFECT

* A target, not a guarantee. Actual savings depend on each member's current contract.

Carriers reward volume. Importers moving a few hundred to a few thousand containers a year often pay well above top-tier contract rates, yet together our community moves as much freight as some of the largest importers in the country. The Council puts that leverage to use: *one table, one buyer, one negotiation.*

I. How it works

ONE CYCLE A YEAR

I — Members join
Each member commits its annual volume by lane, in writing.

II — The Council bids carriers
The combined volume is taken to the ocean carriers in one negotiation.

III — Contracts are signed
Carriers sign service contracts with the Council. Every member is named on the contract.

IV — Members ship
Members book directly at the contract rates. Their freight, their forwarders.

II. What members receive

Lower ocean rates	Target improvement of 5 to 10% for many members, depending on each member's current contract.
Better terms	Stronger free time, peak-season space commitments and fewer surprise surcharges.
Benchmarking	Knowledge of where a member's rates stand against the market, every season.
A seat at the table	Carriers treat a 100,000 container buyer differently than a single importer.

III. How members are protected

Confidential by design	No member sees another member's rates, volumes or lanes.
Commitments in writing	Clear volume commitments so the group can deliver on every carrier contract.
Maritime counsel	Membership agreement and service contracts drafted by a maritime attorney.
No required vendors	Members keep their own forwarders, brokers and warehouses.

IV. The 2027 contract season

INDEPENDENT LLC

NOV TO DEC 2026
Members share lane data under NDA and sign letters of intent.

JANUARY 2027
The entity is formed, the Board seated and maritime counsel engaged.

JAN TO APR 2027
The combined volume is bid with the ocean carriers.

MAY 1, 2027
New service contracts take effect for members.

V. Membership

TERMS PROVIDED TO QUALIFIED IMPORTERS UNDER NDA

1. Apply for membership
2. Receive terms under NDA
3. Share lanes in confidence
4. Commit volume by lane

Membership is by application.

Membership carries an initiation fee, tiered annual dues and a program fee. Schedules and the membership agreement are provided under NDA.

MEMBERSHIP APPLICATIONS
membership@unitedshipperscouncil.org
unitedshipperscouncil.org/apply.html

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