

**NOW IT'S
MANUFACTURED..**

WHAT HAPPENS?

DAVID HOOL
WOODLAND ENTERTAINMENT

We care. We connect. We deliver.
woodlandgroup.com

SHIPPING MUSIC AROUND THE WORLD



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WE DELIVER

Founded in 1988, Woodland Group is one of the leading, independent, global logistics and supply chain companies with owned offices and fulfilment hubs across the UK, USA, Ireland, Europe and Asia.

- 30+ years' experience
- Family-owned business
- Dedicated, expert teams
- Innovative technology
- Transparency



Founded in 2004, Woodland Entertainment is a part of Woodland Group, and provides transport and logistics solutions exclusively to the Music Industry.

2021 saw Woodland Entertainment ship
3,696,089kg of music across the globe

- Shipping vinyl, CD's and merchandise worldwide
- Ocean, air, road and rail
- Documentation and customs clearance
- Bespoke services and project work
- Carbon conscious transport



TRANSPORTATION IN THE SUPPLY CHAIN

Shipping plays a key part in the making and distribution of vinyl from start to finish

- Important to factor in what is needed to arrange and ship vinyl records and CD's
- Most plants and more and more labels, brokers, and other stakeholders have a dedicated logistics member of staff or even an entire team

No matter what role YOU play in music production, supply chain management plays a part!



ISSUES AFFECTING THE SHIPPING INDUSTRY

Like all industries, shipping and logistics have faced huge challenges:

- Covid-19 pandemic
 - Brexit
 - Ukraine / Russia
 - Strikes and port closures
 - Compliance / Workers unions
 - Legislation/Regulations incl Carbon regulation - sustainability
- Near sourcing
 - Supply chain/transport reworking
 - Customs / Compliance
 - Digitalisation





CHANGING TRENDS IN SHIPPING MUSIC

Perception and knowledge of shipping is changing

- Ocean freight now plays a bigger part in shipping music
- Many customers now split how they ship stock

Woodland Entertainment shipping splits:

2019:

Air = 84%

Road = 11%

Sea = 5%

2020:

Air = 57%

Sea = 25%

Road = 18%

2021:

Air = 46%

Sea = 30%

Road = 24%



CARBON-CONSCIOUSNESS IN SHIPPING MUSIC

Industries are being asked to monitor, report and lower their carbon emissions – new legislation for businesses continue to be implemented in support of this.

Various ways to lower carbon footprint and become greener, include:

- ✓ Switching from Air to Sea and Road to Rail
- ✓ Looking at smarter consolidation of shipments
- ✓ Alternative fuel options (SAF, HVO, CNG, Electric, Solar, Hydrogen fuel cell)
- ✓ Green warehousing options ie electric forklifts, light sensing, smart waste solutions.

Some transport companies, including Woodland, offer consultative advice/options on how companies can reduce report on and remove carbon emissions and/or offset.



THINGS TO CONSIDER BEFORE SHIPPING STOCK

- Transporting stock is sometimes an after-thought when planning a release/project
- Factor in transit times, costs and documentation as early as possible.
- Checklist to consider:
 - ✓ Find out best method of transport for your shipment (transit time and cost)
 - ✓ Packaging sufficient for shipping. Palletising, box quality
 - ✓ Documentation needed.
 - ✓ Who will be paying local costs and taxes (Incoterms). Who is Importer of Record

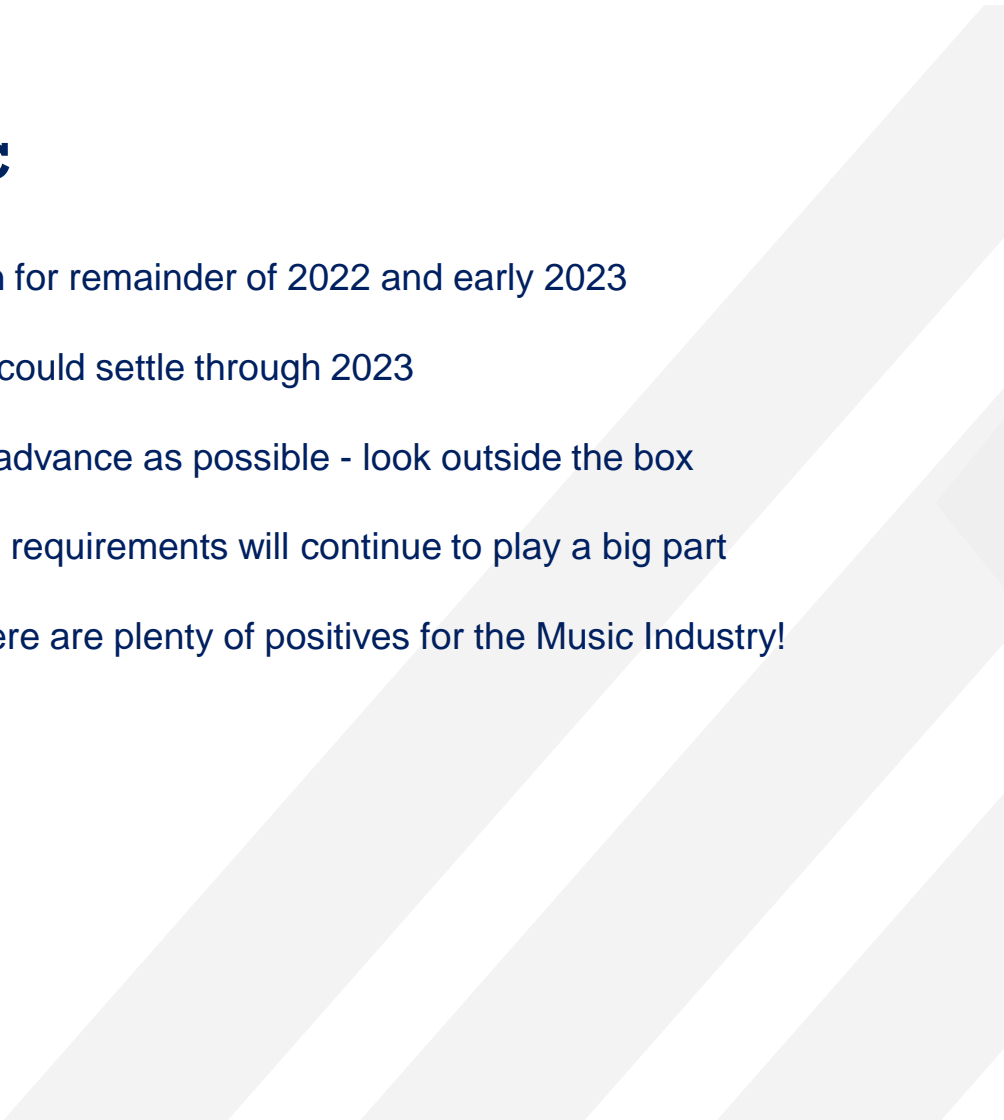
THINGS TO CONSIDER BEFORE SHIPPING STOCK



| | Loading, delivery to port, & export customs | Unloading | Loading at port of export | Transit to destination | Cargo insurance | Unloading at port of import | Loading truck at port of import | Carriage to destination | Import customs clearance | Import duties |
|-----|---|------------|---------------------------|------------------------|-----------------|-----------------------------|---------------------------------|-------------------------|--------------------------|---------------|
| EXW | Dark Blue | Light Blue | Light Blue | Light Blue | Light Blue | Light Blue | Light Blue | Light Blue | Light Blue | Light Blue |
| FCA | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue |
| FAS | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue |
| FOB | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue |
| CFR | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue |
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| CPT | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Light Green | Dark Blue | Dark Blue | Dark Blue | Dark Blue |
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| DPU | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Light Green | Dark Blue | Dark Blue | Dark Blue | Dark Blue |
| DAP | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Light Green | Dark Blue | Dark Blue | Dark Blue | Dark Blue |
| DDP | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Dark Blue | Light Green | Dark Blue | Dark Blue | Dark Blue | Dark Blue |



THE FUTURE OF SHIPPING MUSIC

- High costs and congestion for remainder of 2022 and early 2023
 - Predictions are that costs could settle through 2023
 - Continue to plan as far in advance as possible - look outside the box
 - Environmental factors and requirements will continue to play a big part
 - Despite the challenges there are plenty of positives for the Music Industry!
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WE DELIVER

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