

# Ocean Carriers Perspective



*Shifting International Trade Routes*



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# Deployments regularly change to meet shifting trade patterns and other Supply Chain Industry issues

- Regional Growth patterns demand new Port Pair services. Vietnam a classic example
- Vessel size, speed, and depth requirements are an important consideration
  - Cargo volumes help determine size
  - Number of vessels available and port calls in string as well as bunker costs effect speed
  - Water depth and air draft critical components for safe vessel operations



- Shifting demographics, especially after a downturn, have a major effect on supply chain considerations
  - Movement to the south and south west
- Supply Chain considerations
  - Warehouse and transload capabilities
  - Rail price and service considerations
  - Truck opportunities and road infrastructure to support
  - Consumers, stores and distribution needs and capabilities
  - Environmental considerations “Green Logistics”
  - Secure supply chains

# What does the Customer want?

- Secure, sustainable supply chains
- Competitive prices
  - Many ways to get to Memphis, West Coast, East Coast, Gulf via Panama. *time – cost – reliability all must be considered*
- No disruptions
  - Labor issues
  - Weather
- Ease of doing business
  - No hassle, no hidden fees, no administrative burdens or concerns

