Trade Lane Competition

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Panel Participants

Mr. Michael Leone –
Port Director, Massachusetts Port Authority, Boston MA

Mr. James Lyons –
Director and CEO, Alabama State Port Authority, Mobile AL

Mr. Simon Munn –
Vice President, DHL Ocean Procurement North America, Newark NJ

Mr. Gregory Tuthill –
Senior Vice President, NYK North America Operating Services
Current and Future Routes to the US

- Prince Rupert, Canada
- Savannah
- Norfolk
- New York
- Los Angeles
- Laszaro Cardenas, Mexico
- Punta Colonet, Mexico
- Hong Kong, China
- Calcutta
- Tampa
- Miami
- Houston
- Callao
- Guayagull
- Vitoria
- Santos
- Mobile
- Boston
- New York
Routing Decisions and Gateways

Factors for Deployment Planning

- Speed to market (Transits time)
- Distribution Center Development
- Economics
- Market growth rates
- Regulatory initiatives
- Port capacity
- Vessel to rail connectivity
- Port labor considerations
Routing Decisions

Other Considerations

- Fuel costs and network costs
- Environmental challenges and compliance
- Infrastructure for local and inland delivery
- Demographics and distribution costs
- Logistics and rail economics
Panel Discussion