



West Coast port challenges

- PMSA/West Coast ports share goals
- Sometimes different strategies
- Three issues:
 - ✓ Sequestration
 - ✓ Competition
 - ✓ Culture

Sequestration: Customs Cutbacks

- Night and weekend service cuts
- Reduced flexibility
- Radiation check-point bottlenecks
- Delays will compound
- **Shippers will find alternatives**

Competition

It's not about one port or one canal



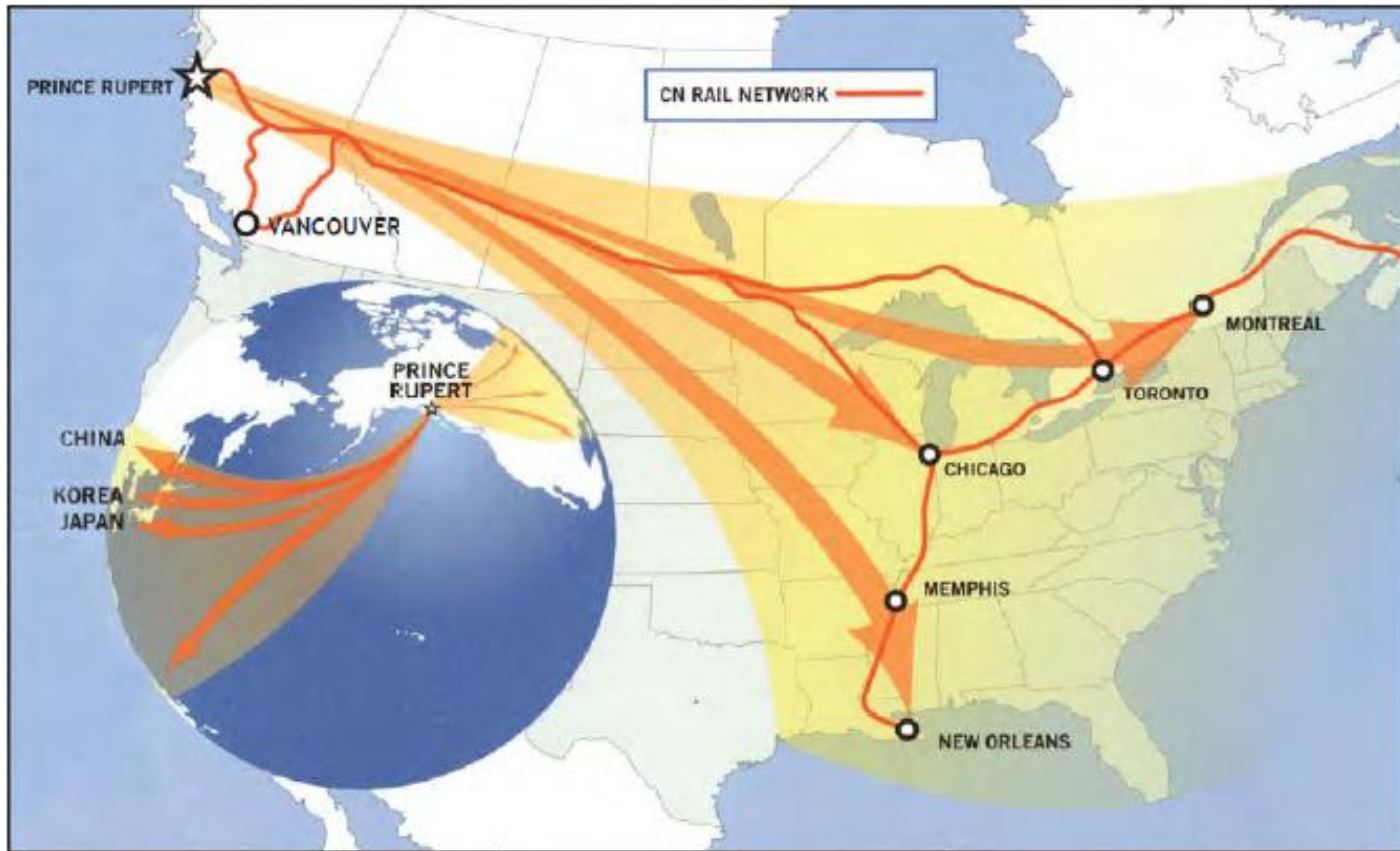
Suez, Manufacturing Shifts

SOUTH ASIA VIA THE SUEZ CANAL



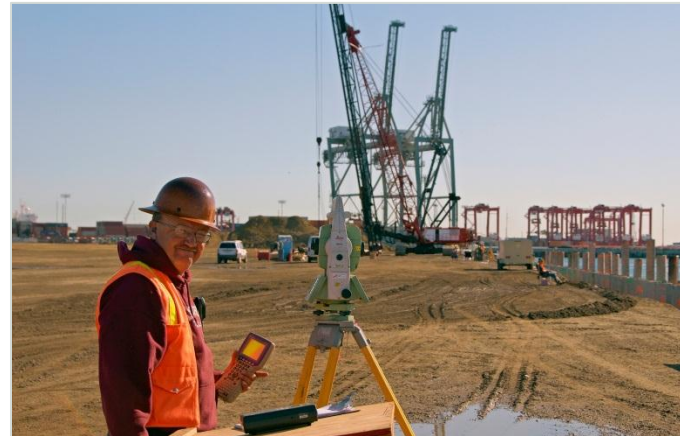
SOURCE: Mitsui O.S.K. Lines Ltd.

Canada, Mexico



Port Culture









Thank you!

