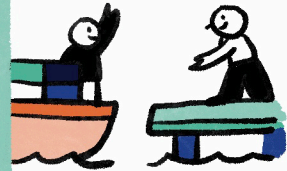


Broader Considerations

SCOTT SCHOENFELD · IAN WEILAND

PORT & TERMINAL CONSIDERATIONS



CONTRACTING



- SHIPPING LINES: USUALLY ONLY DIRECTLY CONTRACTED CUSTOMERS (LITTLE SAY IN NEGOTIATED TERMS)
- DETENTION & DEMURRAGE
 - REAL SERVICE w/ REAL COSTS
 - EXPECTED TO DROP
 - PLANNED TERMINAL STORAGE = IDEAL

ESTABLISH RESPONSIBILITIES
MAKE IT CLEAR

MORE DIRECT RELATIONSHIPS

DEFINE + SEPARATE D&D

MERGE



FEE-BASED APPTS



COMMUNICATION b/w LINES & TERMINALS

CLEAR LINE OF DATA

LABOR FORCE



WILL COME TO THE TABLE WITH DISCUSSIONS

PORT AUTOMATION



WILL BE AT EVERY TERMINAL PENDING THE BREAKING POINT

TRUCKING CONSIDERATIONS

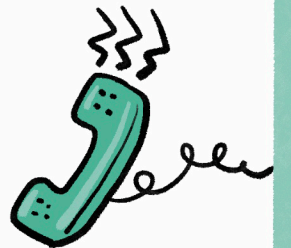


I'M a HANDS-ON OPERATOR

QUIET LOGISTICS

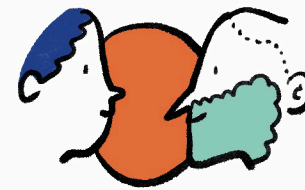


WE TAKE THE BRUNT OF THE PROBLEMS... and TRY TO MATCH OUR COMMITMENTS



RELATIONSHIPS

ARE THE PEOPLE WHO WORK FOR IN THE SAME CONVERSATION? (LITTLE TRICKLE-DOWN OF CONCERNS/ CHANGES)



MY TRUCKERS ARE MY TRUE PARTNERSHIPS?

RE-ALLOCATING CONTROL



DO YOUR BEST!

DATA CAN OFFER MORE VISIBILITY... FOR EVERYONE!



ImageThink