



# 34th Annual National Logistics Conference

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# OPTIMIZING THE ORGANIC AND INDUSTRIAL BASE

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## 1 WHERE ARE WE?

- 82 US FLAG SHIPS IN INTERNATIONAL TRADE (60 MSP)
- HISTORICAL PARTNERSHIP WITH DOD
- RELIANCE AND PARTNERSHIP IS GROWING
- HOW WE BENEFIT EACH OTHER – WHY IT WORKS

## 2 A TRUE PUBLIC - PRIVATE PARTNERSHIP

- MSP WORKS, BUT HAS CHALLENGES
- VISA WORKS
- TRUSTED / BATTLE-TESTED PARTNERS
- CARGO IS KING

# OPTIMIZING THE ORGANIC AND INDUSTRIAL BASE

## - Continued

### 3 THE WORLD IS CHANGING

- CONTESTED ENVIROMENT / ATTRITION / HIGHER RISK
- COMMUNICATION IS KEY
- COMMERCIAL WORLD IS CHALLENGING
- LABOR SHORTAGES

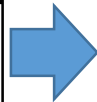
### 4 WE SHOULD TAKE THE RELATIONSHIP TO THE NEXT LEVEL

- DIGITIZE AND LEAPFROG COMMERCIAL
- REDUCE REDUNDANCY / BE MORE EFFICIENT
- INCREASE OUTSOURCING / GENERATE MORE CARGO
- RECOGNIZE AND REWARD INNOVATION
- ALIGN STRATEGIC STRATEGY AND CONTRACTING

# WHAT IS ON OUR US FLAG SHIPS?

## U.S. Cargo Preference Laws

U.S. Cargo Preference Laws require certain cargoes, usually high revenue volume on backhaul routes, to move on U.S. flag vessels.



## Maritime Security Program (+)

MSP ensures U.S. military cargo access to global intermodal system without maintaining U.S. Government-owned assets. In return, it subsidizes 60 U.S. flag commercial ships.

