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2014 ANNUAL REVIEW & OUTLOOK

SUEZ-VS-PANAMA

SUPPLY-VS-DEMAND

RATES-VS-SERVICE

P3-VS-G6

TRUCKS-VS-TRAINS

INDUSTRY-VS-GOVERNMENT

ILWU-VS-PMA



WINE AND SPIRITS SHIPPERS ASSOCIATION  
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IS IT MORE of the same for 2014? We have seen overcapacity and lack of demand drive the market for the last couple of years, resulting in low and relatively stable rates. The hiccups have occurred outside the steamship line industry, and inside the beltway and the labor unions. Who expected a strike in Baltimore last fall, or the unrest in various West Coast ports?

In terms of the shipping industry, I would predict more of the same. Capacity continues to rise, and

The biggest discussion in the shipping world has been centered on the advent of the P3 Network. Will this alliance change the industry? Alliances have existed in variety shapes and forms for years. Within these alliances, individual carriers have traditionally continued to act independently, and I expect this to continue with the P3. The feast-or-famine cycles of the steamship industry are getting shorter, and this struggle to contend with financial swings and capacity issues certainly lends itself to the creation of alliances.

FACE

OFF

The bigger issue may be the looming labor unrest. We have seen grumblings from New York labor, and the West Coast ILWU contract date of June 30 is approaching quickly. With potential instability on both coasts, it's difficult to predict the outcome, but it's not a healthy situation.

From longshore labor talks on the West Coast to trucker shortages nationwide, there will be no shortage of issues confronting the industry this year

Wine and Spirits Shippers Association Inc.



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