Miami Airport is the preferred hub

Why is Miami the preferred hub for air imports from LAC?

The flower industry’s investment in cool chain at MIA provides a competitive advantage for LAC perishable exporters but not for manufacturing goods

- MIA offers better connectivity to LAC than any other US airport.
- MIA maintains unmatched staffing levels for federal inspection, regulatory and security procedures for perishables.
- LAC perishable exporters have their main customers in Miami or use MIA as trans-shipment hub within the US.
- Miami is better known for its beaches than for its manufacturing. LAC manufactured exporters ship directly to US customers in the north-east, mid-west and California.
- In contrast to other airports, Miami based Freight Forwarders not only speak Spanish (and sometimes Portuguese) but they also understand the unique challenges facing LAC exporters trying to penetrate the US market.
Finally, MIA is not a transshipment destination for intra LAC air cargo as result of the strong direct flight connectivity between LAC cities.

**Key takeaways**

- Steady decline in leading currencies has boosted perishable exports leaving LAC to the US and Europe via MIA.
- Weak currencies have also slowed demand for Asian, European and US imports shipped to LAC via MIA.

**Freight Forwarders and air carriers estimate that 60% of cargo arriving at MIA originates in LAC**

The US represents the top market for air exports from PA, CO, MX, and CR while Europe is the largest market for BR and AR air exports. Air exports headed to Europe from BR and AR tend to fly directly to European airports.

Airport to airport yields have dropped to cut-throat levels as result of low fuel prices and an oversupply of air cargo space including belly cargo in 2016.

Yields will require 2-3 years to return to pre-2014 levels, which were already very competitive.
Fresh Salmon and seafood products from Chile are flown via MIA. Live plants and roses exported from CR and Colombia go primarily to MIA where exporters and their US clients own warehousing and distribution facilities to supply the entire US market.

Brazilian exporters tend to ship by air via MIA fruits, fruit pulp and vegetables. Manufactured goods such as medical devices go to other US airports like JFK, LAX, ATL. Most Mexican – US exports travel by ground. Though perishable exports travel via MIA to the east coast, especially seafood and fresh vegetables like avocados.

Argentines fly their fruits (lemon, grapes, oranges and berries) and vegetables products via MIA because it is the cheapest air-bridge to the US domestic market. Products then are trans-shipped via ground to their final destination in the US.