

GEORGIA PORTS AUTHORITY

AnchorAge

FALL 2013 • VOL. 61
WWW.GAPORTS.COM

SAVANNAH, GA, U.S.A no 27

MSC ROMA

MSC

BIDEN:

DEEPER SAVANNAH PORT

'Come hell or high water'

Westphal: 'Huge Return' Expected from SHEP

Shuster: Port Deepening 'All About Jobs'



Save the Date

February 2-4, 2014

for the **46th Annual Georgia Foreign Trade Conference**
The Cloister, Sea Island, Georgia

Connect with the people who move our industry. As the number-one logistics forum on the East Coast, the **Georgia Foreign Trade Conference** is where you need to be to gain the knowledge required to compete more efficiently and effectively worldwide.

Why should you attend?

The people – Attended by thought leaders shaping the logistics industry for today and tomorrow

The access – Opportunities to meet industry and non-industry leaders, share best practices and gain new perspectives

The quality – The best program and participants for more than 40 years, making this a must for the shipping professional

Make plans today – Save the date for GFTC2014.

Visit gaforeigntrade.com for current information and conference updates.

Media Sponsors include:



American Shipper

AnchorAge

Cargonews Asia

logistics

THE JOURNAL
OF COMMERCE

World Trade
WT100

SupplyChain

In This Issue

Fall 2013 • Volume 61



**Biden: Deeper Savannah Port
'Come Hell or High Water'** 6

Port News

Westphal: Harbor Deepening Will Produce Huge Return 8
Shuster: SHEP is 'all about jobs' 10

Portfolio

WWL Chooses Savannah for Factory-to-Showroom Logistics Link 12
GPA Inks Inland Port Deal 16
Barge Crane Savannah Giant Comes to Ocean Terminal 24
High Wheat Yields boost Brunswick Exports 29

Economic Development

Why 3PLs Are Hot in Savannah 14
Ballard Pacific Chooses Savannah for East Coast Distribution 18
Gulf States Cold Storage Moves into Savannah 20

Passing Through

Brazilian Trade Delegation 30
Japanese Consulate 30
WWL *Tarago* Uses New Emissions Reduction Technology 30

Profile

Siplon Pulls Double Duty for Georgia Jobs 22

Sailing Schedule

..... 26

GEORGIA PORTS AUTHORITY
AnchorAge

ROBERT C. MORRIS
Editor

EDWARD FULFORD
Managing Editor

EMILY GOLDMAN
Associate Editor

JULIE KAUFMAN
DEBBIE RHODES
Copy Editors

DEBBIE RHODES
Advertising Associate

gaports.com

The *Georgia Ports Authority AnchorAge* is the official publication of the Georgia Ports Authority, published quarterly and distributed free of charge to more than 9,000 readers worldwide.

This publication is not copyrighted and permission is given for the reproduction or use of any original material, provided GPA's Corporate Communications Office is contacted.

GEORGIA PORTS AUTHORITY
ANCHORAGE
P.O. Box 2406
Savannah, GA 31402
Phone: (912) 964-3855
Toll Free: (800) 342-8012
Fax: (912) 964-3921
corporatecommunications@gaports.com

About the cover:
Post-Panamax vessel MSC Roma calls the Port of Savannah.

Georgia Ports Authority



ROBERT S. JEPSON, Jr.
Chairman
SAVANNAH



JAMES A. WALTERS
Vice Chairman
GAINESVILLE



STEPHEN S. GREEN
Secretary/Treasurer
SAVANNAH



JAMES L. ALLGOOD
Member
DUBLIN



H. KENNETH CRONAN
Member
GAINESVILLE



BART GOBEIL
Member
ATLANTA



**A.J. (JOE) HOPKINS,
III**
Member
FOLKSTON



JULIE HUNT
Member
TIFTON



JAMES R. LIENTZ, Jr.
Member
ATLANTA



ALEC L. POITEVINT, II
Member
BAINBRIDGE



JOSEPH W. ROGERS
Member
ATLANTA



HUGH M. TARBUTTON
Member
SANDERSVILLE



JOEL WOOTEN, Jr.
Member
COLUMBUS



Applying our culture to your needs,
through *safety*, and understanding
your business



- Industrial and Marine Cleaning
- Decontamination and Abatement
- Site Remediation
- Emergency Spill Response



Savannah Resource Center
(912) 232-3224
www.moranenvironmental.com

Perspective: Curtis J. Foltz

GPA Achieves Record-Setting Year



In fiscal year 2013, the GPA achieved record cargo volumes and saw an influx of new business.

In addition, the private sector responded with the lease or development of more than 1.1 million square feet of distribution center space.

New customers contributing to the distribution center growth included Nordic Logistics, Gulf States Cold Storage, appliance maker Haier America, medical supplier Dukal, third-party logistics provider OHL, Kent Bicycle, Giumarra International Berry and Huffy Bicycles. In roll-on/roll-off cargo, GPA gains were thanks in part to new export business from Toyota and Nissan, as well as import vehicles from Subaru.

In FY13, the GPA moved a record 27 million total tons, an increase of 651,250 tons or 2.4 percent. In addition, the GPA handled 637,000 auto and machinery units, an increase of 11.7 percent; 2.5 million tons of bulk cargo, up 62 percent; and more than 315,000 intermodal containers, another record for the authority.

Outstanding trade in agribulk and roll-on/roll-off cargo at the Port of Brunswick led to an impressive 47 percent increase in total tonnage for fiscal year 2013.

Brunswick has seen phenomenal growth this year as the automobile industry rebounds and sales increase. As a result, the Port of Brunswick is the second busiest port in the U.S. for total roll-on/roll-off cargo, and the top port for the import of new vehicles.

At Brunswick's East River terminal, our partners at Logistec achieved a 23 percent, or 151,896-ton, bulk cargo improvement over FY2012 to reach 815,337 tons of bulk cargo. Colonel's Island also saw a banner year in agribulk, moving 148,712 tons of corn and 792,453 tons of soybean meal, for a total of 941,165 tons – nearly five times more than in FY2012.

The GPA will continue to promote such growth through the investment of \$186 million allocated to capital improvement across fiscal years 2013 and 2014. Savannah's role as the gateway to commerce for the Southeast requires the port to stay on the cutting edge of infrastructure, equipment and technology.

While the largest recent expenditure was the purchase of four super post-Panamax ship-to-shore cranes, other improvements include new rubber-tired gantry cranes and refrigerated container racks, upgrades to mooring bollards, and a 500-ton heavy lift barge crane. This additional infrastructure will help maintain the world-class status of our facilities, and keep freight moving at peak efficiency.

Curtis J. Foltz, GPA's Executive Director

Executive Staff

CURTIS J. FOLTZ

Executive Director

GRIFFITH LYNCH

Chief Operating Officer

CLIFFORD R. PYRON

Chief Commercial Officer

GEORGE HEARN

*Senior Director of Trade Development
(Carrier and Non-Container Sales)*

CHRIS LOGAN

*Senior Director of Trade Development
(Beneficial Cargo Owner Sales)*

LISE MARSHALL

Senior Director of Human Resources

JAMES C. McCURRY, JR.

Senior Director of Administration

ROBERT C. MORRIS

*Senior Director of Corporate
Communications*

JOHN D. TRENT

*Senior Director of Strategic
Operations and Safety*

RUSS MINCEY

Senior Director of Finance



BIDEN:

DEEPER SAVANNAH PORT
'come hell or high water'

In a public address at the Port of Savannah, Vice President Joe Biden called for deepening the Savannah Harbor to accommodate an influx of larger vessels expected after the Panama Canal expansion.

“Traffic is going to increase substantially once this canal project is done in 2015, and you need even greater capacity to accommodate the opportunity,” Biden said. “We can out-compete anybody in the world. But we need the most modern infrastructure in the world to be able to accommodate that, and it starts right here in Savannah, Ga.

“We are going to get this done, as my grandfather would say, come hell or high water.”

The vice president was accompanied by U.S. Secretary of Transportation Anthony Fox, Senators Saxby Chambliss and Johnny Isakson, Congressman Jack Kingston, Atlanta Mayor Kasim Reed, and Savannah Mayor Edna Jackson.

“I appreciate the opportunity to show Vice President Biden the Port of Savannah firsthand, and discuss the importance of SHEP to the state of Georgia and our nation,” Chambliss said. “Deepening the harbor at the Port of Savannah is in line with the nation’s priorities, including our focus on increasing American export capabilities. Georgia is a committed partner in this endeavor, and continued federal support is crucial to achieving this goal. I look forward to the vice president returning to cut the ribbon on a completed project.”

Isakson noted the momentum added by the administration’s backing of the project.

“I am thrilled by Vice President Biden’s visit to the Port of Savannah today to demonstrate the administration’s support for the Savannah Harbor Expansion Project,” said Isakson. “This project is critically important to the state of Georgia, Southeast region and nation, and it would support hundreds of thousands of jobs each year while generating billions in revenue.

It is my hope that today’s visit will be a catalyst for completing the final steps in this process, and I will continue to work with the White House, the state of Georgia and Congress to see this project through to its completion.”

Post-Panamax vessels are too large to transit the current Panama Canal. By deepening the Savannah River to 47 feet, the project will enable the port to more efficiently serve the larger vessels expected to call in greater numbers after the canal’s 2015 expansion. Lower prices per container slot on Post-Panamax ships will save U.S. companies shipping goods through Savannah 20 to 40 percent on transportation, which translates into lower costs for the export of manufactured goods such as Caterpillars made in Peoria, Ill., and Nissans built in Smyrna, Tenn.

Congressman Kingston said the nation cannot afford to delay the Savannah Harbor deepening.

“We are united in support of this vital project because we know that it is the key to keeping this economic engine humming,” said Kingston. “Failure to complete the harbor expansion would spell disaster not just for Georgia but for the region. After 14 years of study, we not only know that it can be completed in an environmentally-sound manner but that it will provide enormous economic benefit for our region.”

Mayor Reed noted the cross-party coalition of state and federal officials supporting the harbor expansion.

“I appreciate Vice President Joe Biden’s support of vital infrastructure projects that create well-paying jobs and lead to sustained job creation,” said Mayor Reed. “I am pleased to join Gov. Nathan Deal, Sen. Johnny Isakson, Sen. Saxby Chambliss and Congressman Jack Kingston to continue advocating strongly for the deepening of the Port of Savannah right away, which along with Hartsfield-Jackson Atlanta International Airport, helps

fuel Georgia’s economic health and allows our region and state to remain globally competitive.”

Georgia Governor Nathan Deal, working with the Georgia General Assembly, has allocated \$231 million toward the project, which now awaits only an update from Congress to the current construction budget of \$652 million. Federal studies show that for every dollar invested, the nation’s economy will reap \$5.50 in net benefits.

GPA Board Chairman Robert Jepson said federal investment also is warranted by the Port of Savannah’s broad economic impact.

“This port is a regional and national resource, supporting companies headquartered in all 50 states, and with a direct reach extending to 44 percent of the U.S. population,” Jepson said.

Because Savannah is the East Coast’s busiest port for containerized exports, the Savannah Harbor Expansion Project is critical to meeting the goals of the National Export Initiative. Exports make up 62 percent of Savannah’s containerized tonnage.

“Falling on the heels of U.S. Army Under Secretary Joseph Westphal’s visit to Savannah, Vice President Biden’s visit makes it clear that momentum is building for this harbor expansion,” said GPA Executive Director Curtis Foltz. “We look forward to starting the project, which the U.S. Army Corps of Engineers has shown will yield some \$213 million a year in transportation savings.”

Biden left little doubt as to the administration’s stance on deepening the Port of Savannah.

“Global commerce is going to radically change over the next three to five years,” Biden told the crowd in his closing comments, “and Savannah, which launched the first trans-Atlantic steamship, is also going to be the port that fires the biggest shot around the world saying, ‘We’re ready. Bring it on. We can handle it.’”

U.S. Vice President Joe Biden makes remarks after a tour of the Port of Savannah, Monday, Sept. 16, 2013, in Savannah, Ga. Biden called for expediting port improvement projects on the U.S. East Coast. Savannah is the East Coast’s busiest port for containerized exports. The Savannah Harbor Expansion Project is critical to meeting the goals of the National Export Initiative. Exports make up 62 percent of Savannah’s containerized tonnage.

WESTPHAL: SHEP WILL PRODUCE HUGE RETURN

U.S. Army under secretary visits Savannah

That's what it's all about-right behind me," said the U.S. Army's second highest-ranking civilian leader, Under Secretary Joseph W. Westphal, as he motioned to the mammoth cranes, cargo containers, and semi-trucks bustling around him.

"That means American trade [and] American products going overseas," he said. "It means our economy is growing and improving-and that's the gateway to get it [our products] to other markets."

Westphal was talking about the Port of Savannah, which is the nation's fourth busiest container port, and second largest for exports.

"Today, Under Secretary of the Army Joseph Westphal has gotten a firsthand look at this extraordinary port operation, and the urgent need to deepen the Savannah Harbor," said Georgia Ports Authority Executive Director Curtis Foltz. "For our nation's continued economic health, and the success of the National Export Initiative, it is crucial that we move forward with the Savannah Harbor expansion."

The under secretary visited Savannah, to meet with officials from the U.S. Army Corps of Engineers, the Georgia Ports Authority, Fort Stewart/Hunter Army Airfield, and the mayors of Savannah and Hinesville, Ga. Additionally, he took a helicopter tour of the port and surrounding wetlands and held a press conference with local news media.

A major purpose of his visit was to highlight the economic value of the Savannah Harbor Expansion Project, or

"The Congress and the president would not be making this investment if there wasn't a huge return."

*-Joseph W. Westphal
U.S. Army Under Secretary*

SHEP, which is a plan to deepen the federal shipping channel from 42 feet to 47 feet to accommodate larger ships and increase shipping efficiencies.

As the lead federal agency for the SHEP, the corps' Savannah District studied it for 13 years, and by working with state and federal partners and the public, designed an extensive engineering and environmental mitigation plan.

"I always say the United States is so unique in that it is the only country in the world where the U.S. Army is its chief public works agency doing this kind of work," Westphal said. "[They are] creating opportunities, building infrastructure, and restoring the environment to make these kinds of projects possible."

The SHEP was formally approved by the federal government in October 2012, and currently awaits a funding authorization from Congress before construction can begin.

At a total project cost of \$652 million, the SHEP would yield an annual benefit of \$213 million to the nation throughout the

life of the project. Specifically, for every \$1 invested in the project, taxpayers will yield a benefit of \$5.50.

"The Congress and the president would not be making this investment if there wasn't a huge return," Westphal said.

Westphal also mentioned the vice president's visit to the Port of Savannah, saying it indicates how important the SHEP is to the nation's economy.

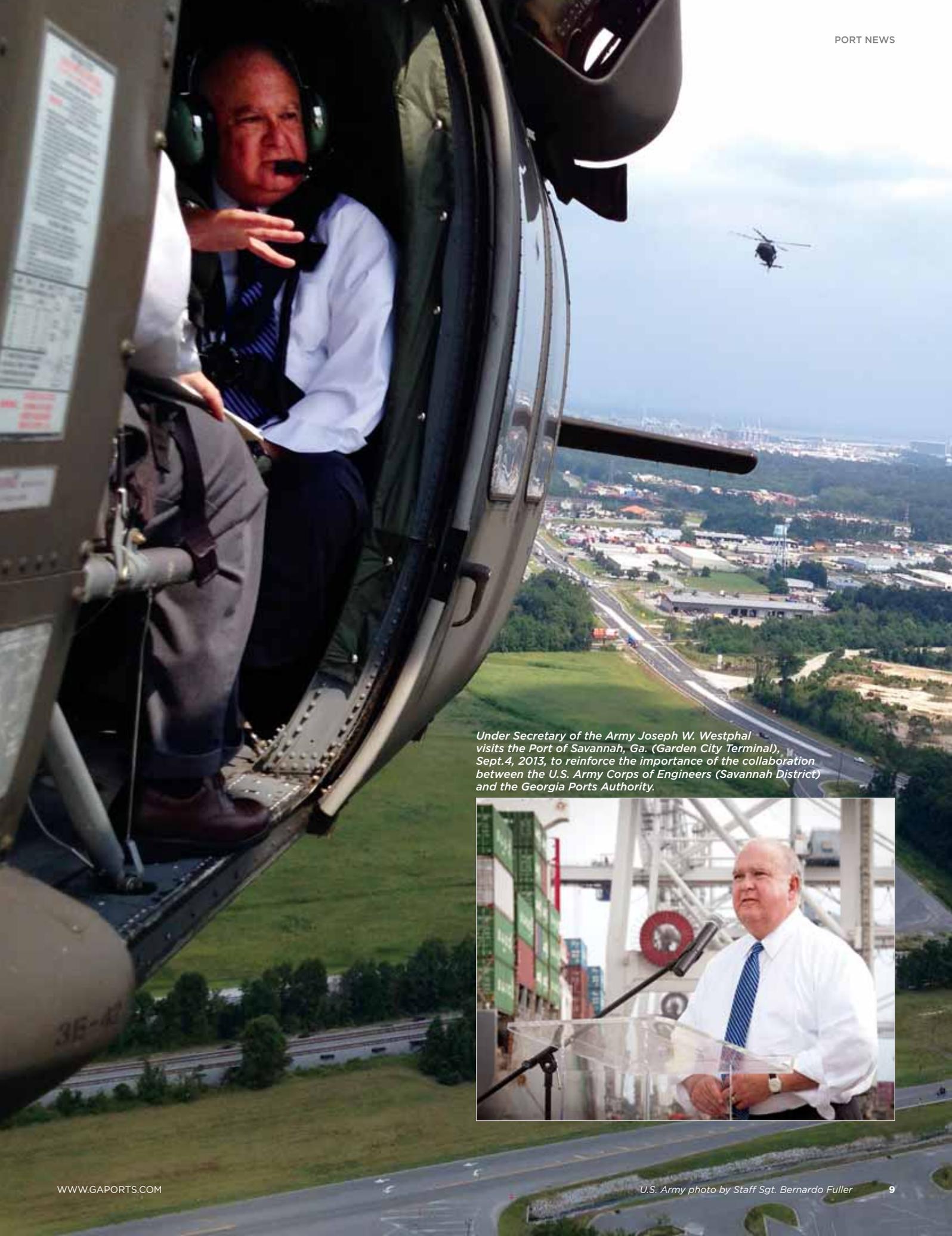
Aside from economic benefits, the SHEP includes many environmental mitigation features, such as installing Speece Cones along the river to improve dissolved oxygen levels in the water. Plans also include the construction of a fish bypass upstream near Augusta, allowing sturgeon and other fish species to access historical spawning areas that are currently closed off.

Other mitigation features include the preservation of a Civil War ironclad, the CSS Georgia, which currently sits at the bottom of the river; and the acquisition of lands for the Savannah National Wildlife Refuge.

Westphal mentioned the Army's commitment to mitigate environmental impacts associated with large-scale projects such as the SHEP and the need to balance environment and economy.

"It takes a long time, not only to get the funding but to do the work that's necessary to do this right," Westphal said. "And as we get this done and executed over the next few years, you will see tremendous increases in trade and it will have a very positive impact on our economy."

Learn more about the SHEP on the Corps Savannah District website at www.sas.usace.army.mil



Under Secretary of the Army Joseph W. Westphal visits the Port of Savannah, Ga. (Garden City Terminal), Sept. 4, 2013, to reinforce the importance of the collaboration between the U.S. Army Corps of Engineers (Savannah District) and the Georgia Ports Authority.





“Our waterways, our ports, our harbors are absolutely critical to the health of the nation’s economy.”

*- Congressman Bill Shuster, R-Pa.
Chairman, House Transportation and
Infrastructure Committee*

The chairman of the powerful Transportation and Infrastructure Committee of the U.S. House visited Savannah recently to voice his support for the Savannah Harbor Expansion Project.

Congressman Bill Shuster, R-Pa., said the committee – which oversees federal waterways, railroads, and other surface and air transportation – unanimously passed the Water Resources Reform and Development Act in September. The bill, updates the spending limit

Congress set for SHEP in 1999.

The measure clears the way for deepening Savannah’s harbor to accommodate larger vessels which will soon traverse the Panama Canal. Both state and federal dollars can begin to flow to project construction once the president signs the WRRDA bill.

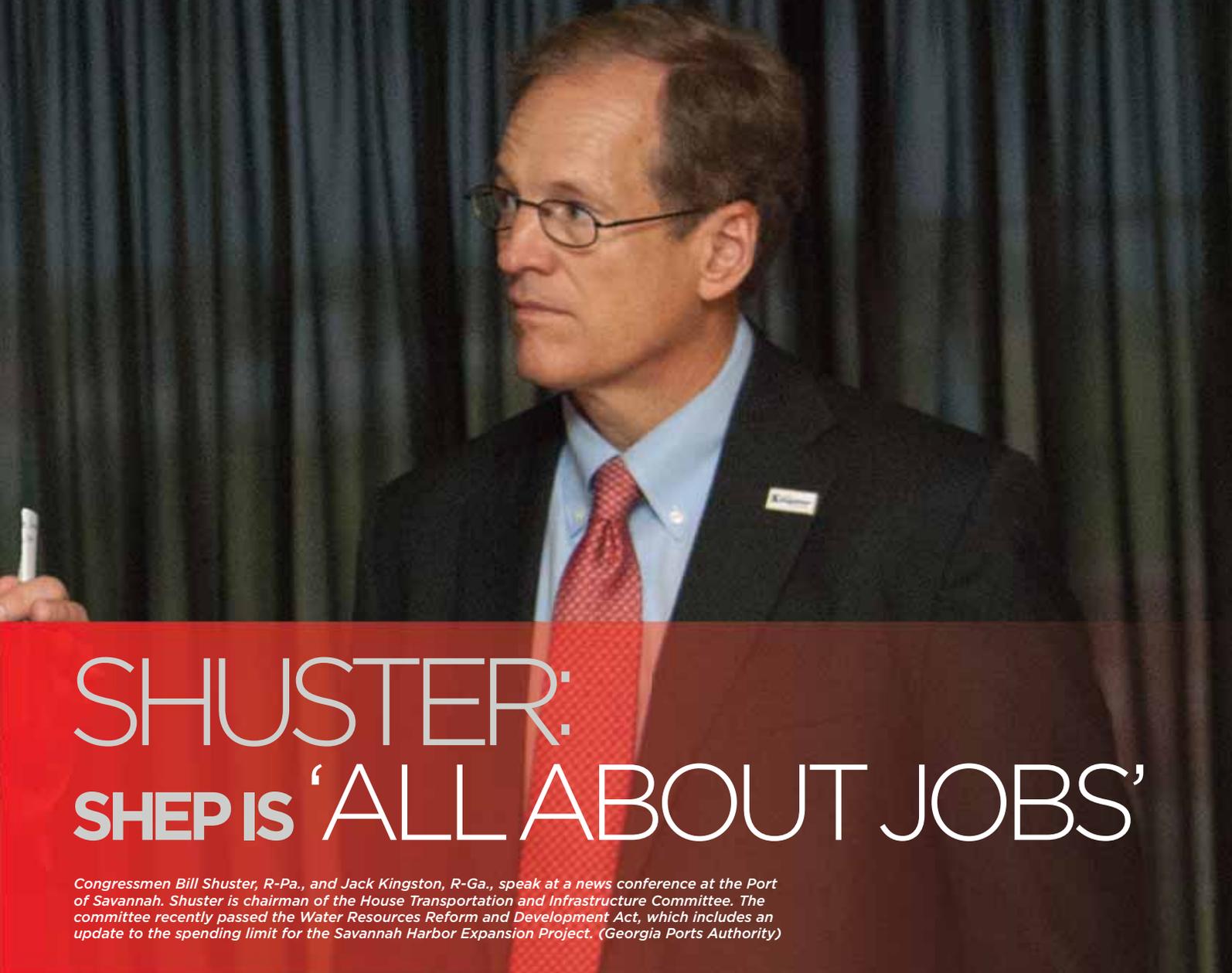
“The state of Georgia has set aside \$231 million. That is almost their complete state portion that is sitting in a bank account waiting to get a WRRDA bill passed and to get our new authorization

level of spending approved,” said GPA Executive Director Curtis Foltz. “That will allow us and the Corps to immediately start the project.”

Shuster said there is a legitimate federal role in projects such as SHEP.

“Our waterways, our ports, our harbors are absolutely critical to the health of the nation’s economy,” he said, noting the national impact of Georgia’s ports.

“One of the key economic projects for the city of Memphis is expanding the Port of Savannah,” he said. “As I go around the



SHUSTER: SHEP IS 'ALL ABOUT JOBS'

Congressmen Bill Shuster, R-Pa., and Jack Kingston, R-Ga., speak at a news conference at the Port of Savannah. Shuster is chairman of the House Transportation and Infrastructure Committee. The committee recently passed the Water Resources Reform and Development Act, which includes an update to the spending limit for the Savannah Harbor Expansion Project. (Georgia Ports Authority)

United States, I hear that not only from Tennessee, but from other areas that rely on Savannah's ports."

Congressman Jack Kingston, R-Ga., who accompanied Shuster, said the time has come to deepen the port.

"In 1999, we passed legislation that authorized the deepening of the Savannah River," Kingston said. "Here we are nearly 14 years later and \$41 million worth of studies later, and we find this to be the most cost-efficient project in the United States with a \$5.50 return for

every dollar invested."

Shuster tied the Savannah Harbor expansion to protecting American jobs.

"I don't have a port in central Pennsylvania, but I guarantee you there is something going in and out of the Port of Savannah that affects my constituents," Shuster said. "It's all about jobs, it's all about strengthening the economy, so making the investments in the port is critical."

The Pennsylvania Republican said he recently had a visit from Caterpillar CEO Doug Oberhelman, supporting SHEP.

"For Caterpillar, the biggest port is the Port of Savannah – shipping the equipment they make in Peoria, Ill., into the world economy," he said. "If it's not out there in a competitive, low-cost way, we will lose that business to other manufacturers around the world, and that means we'll lose jobs."

The larger vessels better accommodated by a deeper Savannah River will save around 30 percent on shipping, through lower costs per container slot.

WWL CHOOSES SAVANNAH *for* FACTORY-TO-SHOWROOM LOGISTICS LINK

Low cost, speed to market guide decision



Wallenius Wilhemsen Logistics has tapped the Georgia Ports Authority for WWL's first factory-to-dealership logistics service. This is also the first such arrangement for carmaker Nissan North America.

"Not too long ago, we said we have to expand that business model. Not just port to port ocean business, but we want to expand on the land side — on the logistics side — to give customers more offerings in the supply chain," said John J. Felitto, President and CEO of WWL Vehicle Services Americas, during a ceremony aboard the WWL Fedora. "Today, watching these Nissans roll on to go to Australia, knowing that we manage these for Nissan, all the way from the factory — the logistics, the coordination all the way here, and now it's going on the vessel to go

to your customers in Australia — is a very proud moment."

Eight years ago, WWL entered a partnership with Nissan covering the U.S., Canada and Mexico after WWL bought Nissan's in-house logistics operation. While the logistics provider has expanded that portion of its business to other customers, Felitto said Nissan remains an important facet of WWL's land-based logistics service.

"They are our largest land-based logistics customer anywhere in the world for supply chain management and vehicle processing," Felitto said. "We always envisioned that someday we'd connect the water service."

WWL Vehicle Services Americas is responsible for port-based and plant-based automobile processing, inbound and outbound, as well as logistics

management and supply chain management for customers like Nissan.

Chris Styles, director of logistics and supply chain management at Nissan North America, laid out the business argument for choosing the Port of Savannah's Ocean Terminal as its newest export location.

"It's a decision based on a number of factors. One is overall cost. It's going to be based on speed to market," Styles said. "What WWL was able to do was put together a total package of transporting from the Smyrna, Tenn., location processing through here and using their vessels out of here. From a cost standpoint, they provided our best option."

Styles said the initial shipment, which embarked from Savannah on Aug. 16, carried 908 Pathfinder trucks. Nissan plans to ship 8,000 to 10,000 units per year, depending on demand.

GPA Global Manager for Roll-on/Roll-off cargo Bill Jakubsen said the Port of Savannah was the right choice for WWL and Nissan. "Georgia's deepwater ports serve as a vital logistics partner for businesses and industries located throughout Georgia and across the Southeast," he said. "In fiscal year 2013, the GPA moved a record 636,942 automobile and machinery units. This new business with Nissan further strengthens our position as a major port for the export of American made vehicles."



Riki Howard, head of Nissan operations and account management, speaks as Nissans are loaded onto the WWL Fedora.

WHY 3PLS ARE HOT IN SAVANNAH

Georgia — particularly in the Savannah and Atlanta areas — has seen a significant increase in third-party logistics providers over the past five years. Port officials say this dynamic is driven by cargo owners seeking more efficient access to the burgeoning East Coast market.

The Port of Savannah forms a distribution center hub, with more than 4 million square feet of local warehouse space available, with an occupancy rate greater than 88 percent. There are 102 distribution centers across Georgia that are 500,000 square feet or larger.

“For years, port customers have been served by local third-party logistics providers such as American Port Services

— which was bought by Schneider — Port City Logistics, Savannah Warehouse Services, and Coastal Logistics Group,” said Stacy Watson, general manager of economic and industrial development for the Georgia Ports Authority.

But since the mid-2000s, the Port of Savannah has garnered greater interest among national 3PL providers, both as big box retailers located distribution centers in Georgia (bringing their 3PLs with them), and as national 3PLs sought greater efficiency in serving their clients.

“Adding to that momentum was a change in the business model of the large retailers,” Watson said. “Because they wanted to concentrate on their core business of marketing and retail, many

of the big box retailers outsourced their logistics operations.”

The impact was two-fold. First, it created a boom in Savannah’s 3PL market, and it gave the Georgia Ports Authority an entree into the clients served by the 3PLs in other cities.

For 3PLs to enter a market, the companies typically must first have an anchor client. GPA Senior Director for Trade Development Chris Logan said beneficial cargo owners are the main drivers, influencing 3PLs and shipping lines to come to Savannah.

Sometimes, however, 3PLs have chosen Savannah, and brought their major clients with them. Two recent wins for Savannah include national logistics



providers Kenco and OHL, which brought their clients Haier (appliances) and Dukal (medical supplies), respectively.

“As a leading global 3PL provider, one of the things OHL prides itself on is our ability to provide an end-to-end supply chain solution for our customers,” said Tom Sides, OHL Director of Operations – Southeast Region. “A key component of that end-to-end solution is superior port access and that’s what we found with the Port of Savannah. We utilize the port for several of our customers along the Eastern seaboard — especially those from Florida on up to South Carolina. When first considering the port as a point of access to serve our customers, some of the things that immediately stood out as significant advantages included its proximity to I-95, the port’s modern facilities and equipment, and its growth potential.”

Watson said the GPA serves as a liaison between service providers and cargo owners — both to bring 3PLs to Savannah, and to help new cargo clients find 3PLs.

“When large 3PLs come here for a given client, they now have Savannah within their portfolios as a potential offering for their other customers,” Watson said.

For instance, the national company Matson Logistics recently contracted for 65,000 square feet, with the ability to increase to 125,000 square feet. The move follows an earlier expansion to its Bryan County, Ga., operation, which added 237,600 square feet to its previous 135,000 square-foot facility.

“Our new operation expands on our ability to move retail goods in through the Port of Savannah,” said Mark Ferzacca, assistant vice president of sales for Matson Logistics Warehousing. “More companies are using East Coast distribution centers to have their product closer to a rapidly growing regional market.”

The Southeastern U.S. market served by the GPA is the fastest growing region in the U.S., and includes 44 percent of the population.

A key factor in 3PLs selecting the Port of Savannah is its solid transportation infrastructure. The breadth of ocean shipping services gives customers more solutions for accomplishing their logistics goals.

“We have more weekly container services than any other port on the East Coast besides New York,” Logan said.

“The number of ocean services offer 3PL customers the most choices for reaching world markets.”

Highway infrastructure is also a big draw.

“The initiative that has been shown by the state of Georgia in pushing through the Jimmy DeLoach Parkway expansion has been very important in their strategic planning,” Logan said. The parkway will provide direct access from Garden City Terminal to Interstate 95. “This improvement assures cargo owners and 3PLs that the short turn times they enjoy on terminal will be matched off terminal.”

Further, the port’s placement west of the city of Savannah aids quick turn times.

“It is a huge advantage that the Garden City Terminal is not imbedded in a densely populated environment, in which commercial and residential traffic would be forced to compete for the same infrastructure,” Logan said. “When 3PL providers and their clients choose Savannah, they get fast turn times, the greatest breadth of ocean carriers, trucking, and rail services, and the vision of the state and private organizations to ensure that growth will continue.”

INDUSTRIAL VACANCY

Overall vacancy was **9.6%** in Atlanta and **11.7%** in Savannah during the fourth quarter of 2012. (Source: Cushman & Wakefield)

WAREHOUSE RENT RATES

In Q4 2012, warehouse and distribution rental rates in the US averaged **\$4.30 per square foot**. Rental rates for warehouse space averaged **\$3.57/square foot** in Savannah. (Source: Cushman & Wakefield)

INDUSTRIAL ABSORPTION

Net absorption in the US during Q4 2012 totaled more than **+53.7 million square feet**. Absorption during the 4Q totaled **+1.3 million square feet** in Atlanta and **+390,000 square feet** in Savannah.

(Source: Cushman & Wakefield) (Absorption is the net change in occupied space between two points in time. Positive absorption means that previously unoccupied space is being occupied.)

NEW DC LOCATIONS

The Judge Organization – Garden City, GA
Kenco Logistics – Black Creek, GA

DC EXPANSIONS

D & H Distribution – Newnan, GA
Matson Logistics – Black Creek, GA

GPA INKS INLAND PORT DEAL

Cordele site to provide direct rail access to coast

“This agreement greatly expedites the movement of cargo from this area to the coast.”

- Buddy Harden

State Representative, R-Cordele



A new inland port agreement signed by Governor Nathan Deal, the Georgia Ports Authority and Cordele Intermodal Services will create and expand international markets for regional business.

The agreement, which ensures a direct 200-mile rail route to and from GPA's Garden City Terminal in Savannah, will serve as a gateway to Southwest Georgia and adjacent regions of Florida and Alabama. The partnership is outlined in a memorandum of understanding (MOU).

“The GPA is one of our state's strongest job creators, supporting more than 352,000 jobs across Georgia,” said Georgia Gov. Nathan Deal. “By more efficiently connecting businesses in this region to the global marketplace through our deepwater ports, the Cordele Inland Port is now part of that broader effort, supporting jobs and future development.”

By reducing the number of truck miles into Savannah, the Cordele operation saves on shipping, reduces highway traffic, and provides new service offerings to benefit

shippers, truckers and steamship lines.

“The new partnership provides our customers direct access to 38 weekly shipping services, connecting the region to vibrant global export markets,” said GPA Executive Director Curtis Foltz. “Additionally, the MOU helps steer a course to better serving the 4 million residents in this region.”

The inland port offers a viable intermodal option to an all-truck-dray to the deepwater port of Savannah for CIS' target market. This makes Savannah a better option

GEORGIA GOVERNOR
NATHAN DEAL

ABOUT CORDELE INTERMODAL SERVICES

Cordele Intermodal Services is a privately owned and operated rail ramp located in Cordele, Ga. CIS provides direct rail access exclusively to the Georgia Ports Authority in Savannah, Georgia. CIS provides cost savings, traffic mitigation, reductions in CO2 output, and additional operational service offerings to benefit shippers, trucking companies, and steamship lines. They are situated within a market that includes the SW quadrant of Georgia, the southern half of Alabama, and the Florida Panhandle. The CIS facility is located one mile from I-75, a major north-south logistics corridor that passes through Atlanta. They are served by the Heart of Georgia RR, with access to both Class I RR's in the region (CSX & NS).

Stephen Morton

for customers in that region, lowering the cost to take advantage of the port's broader menu of shipping lines, services and destinations.

"This agreement greatly expedites the movement of cargo from this area to the coast," said State Rep. Buddy Harden, R-Cordele. "Instead of trucks having to make the roundtrip from here to Savannah or Brunswick, drivers can now drop their cargo at the inland port, allowing shorter hauls and more frequent turns."

CIS is located on 40 acres, with an

option to expand up to 1,200 acres in the Crisp County Industrial Park. The facility is less than one mile from Interstate 75, Georgia Highway 300 and Georgia Highway 280, and allows direct container rail service to and from the ports of Brunswick and Savannah.

Foltz said the Cordele agreement improves service for an area that constitutes important growth potential, but is already conducting significant port business.

Jonathan Lafevers, president of CIS,

added that balanced import-export container trade allows for an efficient use of transportation resources.

"Large shippers in Albany and Tifton, Ga., Montgomery and Mobile, Ala., and Tallahassee, Fla., will benefit from our services," Lafevers said. "The inland port concept has also generated tremendous interest in the Cordele area from shippers and other logistics-based companies looking to relocate near our facility."



ABOUT BALLARD PACIFIC RESOURCES

Ballard Pacific Resources is an award-winning domestic supplier to Walmart and other major retailers.

ABOUT HYPER

For more than 25 years Hyper Bicycles, Inc. has designed and produced bicycles for a broad range of Consumers. With its early roots in BMX Hyper has continued their involvement with the sport building high-end Racing and Freestyle products, and a continuous program of Rider, Team and event sponsorships. Hyper has expanded into a broader range of products over the years to include Mountain Bikes, bikes for small children and more. Hyper's close relationship with Walmart has allowed the company to offer bikes that appeal to the mass market and has led to their position as an industry leader.





BALLARD PACIFIC

CHOOSES SAVANNAH FOR EAST COAST DISTRIBUTION

Hyper Bicycles distributor cites improved reach, efficiency

“Shorter transit times and lower costs through the Port of Savannah mean that we can better support our existing business, while extending our reach to new customers.”

*- Clay Goldsmid
President, Hyper Bicycles, Inc.*

Ballard Pacific Resources, the primary distributor of Hyper Bicycles, has chosen the Georgia Ports Authority as its gateway to the U.S. Southeast.

“The Port of Savannah offers better connections to global markets, near-port distribution centers, and reduced costs for inland transit,” said Georgia Ports Authority Chief Commercial Officer Cliff Pyron. “We are strategically located to reach 44 percent of the U.S. population or 138 million consumers.”

Ballard Pacific’s Savannah operation will serve major retail markets across the Southeast.

“Shorter transit times and lower costs through the Port of Savannah mean that we can better support our existing business, while extending our reach to new customers,” said Clay Goldsmid, president of Hyper Bicycles, Inc. “These factors made Savannah the obvious choice for our new East Coast operation.”

Goldsmid said the quality of Savannah’s private third-party logistics market was another deciding factor. The Port of Savannah forms a distribution

center hub, with more than 4 million square feet of local warehouse space available, with an occupancy rate greater than 88 percent. There are 102 distribution centers across Georgia that are 500,000 square feet or larger.

Hyper has selected Matson Logistics to assist in managing its expanded transportation and distribution network. Matson is a leading provider of multimodal transportation, warehousing, and distribution services throughout North America.

“Matson will be a valued partner in our continued growth,” Goldsmid said.

A former BMX pro, Goldsmid established Hyper Bicycles in 1990, initially producing high-end BMX Racing frames and components. While Hyper has maintained its position as a leader in BMX, the company has branched out into the mass market and into specialty sporting goods, offering BMX, mountain bikes and other products to a broad audience of consumers. The company maintains a design team on the East Coast, a marketing arm in California and a high-tech logistics operation in Missouri.



Gulf States Cold Storage has opened a 100,000 square-foot cold storage facility serving the Port of Savannah. The site is capable of blast freezing up to four million pounds of cargo per week.

The new facility, located less than 10 miles from the Port of Savannah, currently employs 25 people. John Dean, vice president of sales and marketing, said Gulf States plans to add a second shift, boosting employment to 35-45 workers.

The cold storage area is maintained at -12 degrees Fahrenheit, while the blast cells reach as low as -35 degrees. Most of the cargo will be moved on racks, however the facility also features a bulk staging area for transload operations. Gulf States already has plans for a dock extension and the addition of 85,000 square feet of frozen storage.

“With Gulf States already considering the expansion of warehouse space and adding a second shift, it’s obvious port customers need the cold storage capacity,” said Curtis Foltz, Executive Director for Georgia Ports Authority.

Dean said the blast freezing site will serve only export customers for now, but the company is talking with potential customers to add imported vegetables, fruit and seafood to its commodity portfolio.

Focused mainly on poultry exports, the majority of Gulf States cargo originates in Georgia, but the cold storage facility also handles cargo from North and South Carolina.

“We’re very excited to be here,” Dean said. “Poultry is a big business in Georgia. No other state exports more.”

Gulf States’ new facility expands the company’s presence in the Southeast. The company operates peanut warehouses in Andalusia, Ala., and Blakely, Ga., as well as freezing facilities in Americus and Columbus, Ga., Dothan, Ala., and Shreveport, La.

“Gulf States’ Savannah operation currently serves four producers and seven trading companies, but as our operations and facilities continue to expand, so

does our list of customers,” said Dean.

Supplied largely by Georgia farms, the Port of Savannah handles nearly 40 percent of the nation’s containerized poultry exports. Since 2006, refrigerated exports through the Port of Savannah have increased 130 percent. Last year alone, the GPA saw a 3.9 percent increase in refrigerated cargo exports, totaling nearly 108,000 twenty-foot equivalent container units (TEUs).

“Poultry is a big business in Georgia. No other state exports more.”

*- John Dean
Vice President of Sales and Marketing
Gulf States Cold Storage*

“Right now, we have more demand for refrigerated warehousing than we have existing facilities. The GPA’s ongoing work to expand our on-terminal capacity for refrigerated cargo, along with private developments like Gulf States, will strengthen Georgia’s position in the marketplace,” said Foltz.

“Continued infrastructure investments by GPA and its customers also create more cost effective options for shippers moving refrigerated commodities to and from international markets,” Foltz continued.

GPA’s Garden City Terminal currently has 85 refrigerated cargo racks, accommodating more than 2,000 containers at a time. More than 80 cold storage facilities around the state rely on the Port of Savannah, with a combined storage capacity greater than 16 million square feet.

“The cold storage volume across Georgia, combined with GPA’s market share in refrigerated cargo demonstrates the extent to which commerce has chosen Georgia as the gateway to global trade,” said GPA Board Chairman Robert Jepson.

The new 100,000 square-foot Gulf States Cold Storage facility in Savannah includes five blast cells, capable of blast freezing up to 100 loads, or 4 million pounds, of cargo a week.



GULF STATES COLD STORAGE MOVES INTO SAVANNAH

New 100,000 square-foot cold storage and blast facility open for business

ABOUT GULF STATES COLD STORAGE

Georgia Cold Storage Company was founded in the 1960s with one of the original founders being Henry L. Crisp. Henry and his family still own the company and he currently serves as board chairman. In 1998 his son, John L. Crisp came to work for the company and now serves as President and CEO. The original peanut cooler warehouse was in Americus, Ga., with the Blakely, Ga., warehouse being purchased in 1999. In 2002, the Columbus warehouse was purchased and the company began serving the poultry exporting industry in Columbus and Americus. In 2005, the Crisp family started a sister company named "Gulf States Cold Storage Co." This company initially purchased warehouses in Andalusia, Ala., and Dothan, Ala. In 2007, the family purchased its Shreveport, La., location.



The centers target six specific areas for growth - logistics, agribusiness, aerospace, energy, life sciences and IT, and manufacturing.

SIPLON PULLS DOUBLE DUTY FOR GEORGIA JOBS

by Chuck Mobley

New Centers of Innovation chief touts infrastructure network

One of the first things you'll notice after Page Siplon has given you a warm smile and a firm handshake is that his business card has information on two sides, one with the data for his job as program director of the Georgia Centers of Innovation, the other with the same for his position as the executive director of the Center of Innovation for Logistics.

A Marine Corps and Air Force veteran, Siplon has led the Center of Innovation for Logistics, a state agency that works with shipping and transportation companies, for about six years. He's stacked up many honors, including being named one of the top 10 logistics professionals in the nation in 2012 by *DC Velocity* magazine, and one of the "Top 100 Most Influential Georgians" for 2013 by *Georgia Trend* magazine.

Under his leadership, the center launched the Annual Georgia Logistics Summit, which this year pulled in some 2,000 people from some 30 states and nine nations. You can already register for the 2014 conference, scheduled for March 18th - 19th at the Georgia World Congress Center by going to georgialogistics.com and clicking on the registration tab.

With that, and a ship load of other accomplishments, in July the state decided to name Siplon the program director of the Georgia Centers of Innovation. The centers, which are an industry focused division of the Department of Economic Development, target six specific areas for growth - logistics (the other side of Siplon's card), agribusiness, aerospace, energy, life sciences and IT, and manufacturing.

Siplon sees his additional job, and its attendant responsibilities, as providing him with a higher platform to disseminate information about Georgia, its unique transportation infrastructure, and broad economic opportunities. He boils the mission of the Center's, and what they

do for their specific industries down to three words: Connect, Compete, and Grow.

This state has an "incredible number of assets," said Siplon, listing its ports, Savannah and Brunswick, its airport in Atlanta, its interstate highway system and its rail system, the largest in the Southeast, among them.

These have helped attract businesses such as Home Depot, which relies on the Port of Savannah to move their massive amount of products, said Siplon, and they've even made success stories out of what at first seemed like failure. When Volkswagen decided to build its new plant in Chattanooga, that was a setback, but Georgia has nonetheless made a definite impact on the Passats being built in Tennessee.

The Port of Savannah handles the parts to assemble the Passat, sending them across the length of the state of Georgia, and then ships the completed cars to harbors across the world.

Automobiles, of course, are a big component of the Georgia Ports Authority's bottom line. Brunswick is the number one port in the nation for new automobile imports, beating out the ports of New York/New Jersey and Baltimore in 2012.

And, the ports authority also picked up a big two-wheel contract earlier this year when Kent Bicycles announced that it would move some 1.3 million bikes a year through Savannah, which is now the nation's fourth-busiest container port. Kent had previously warehoused solely in Los Angeles.

Siplon hesitates to make port comparisons. "When you've seen one port, you've seen one port," he said with a smile. "One of our many strengths," he said of Savannah, "is that we have an incredible amount of space in which to grow."

He also acknowledges Savannah's well-publicized "achilles heel," the comparative shallowness of the Savannah River. "We're the shallowest major port in

the world," he said, adding that is the "only disadvantage," and one that has seen major strides very recently towards getting solved.

"It's like airports," he said, using a transportation analogy. As the planes get bigger, such as the Boeing 787, airports have to be able to handle them, or they will lag behind. Half the plane can't land in smaller airports, and the same is true for larger ocean container ships and our seaport.

Savannah, and the ports authority, have been able to not just overcome that disadvantage, but grow faster than any major U.S. port in years, with efficiency, he said.

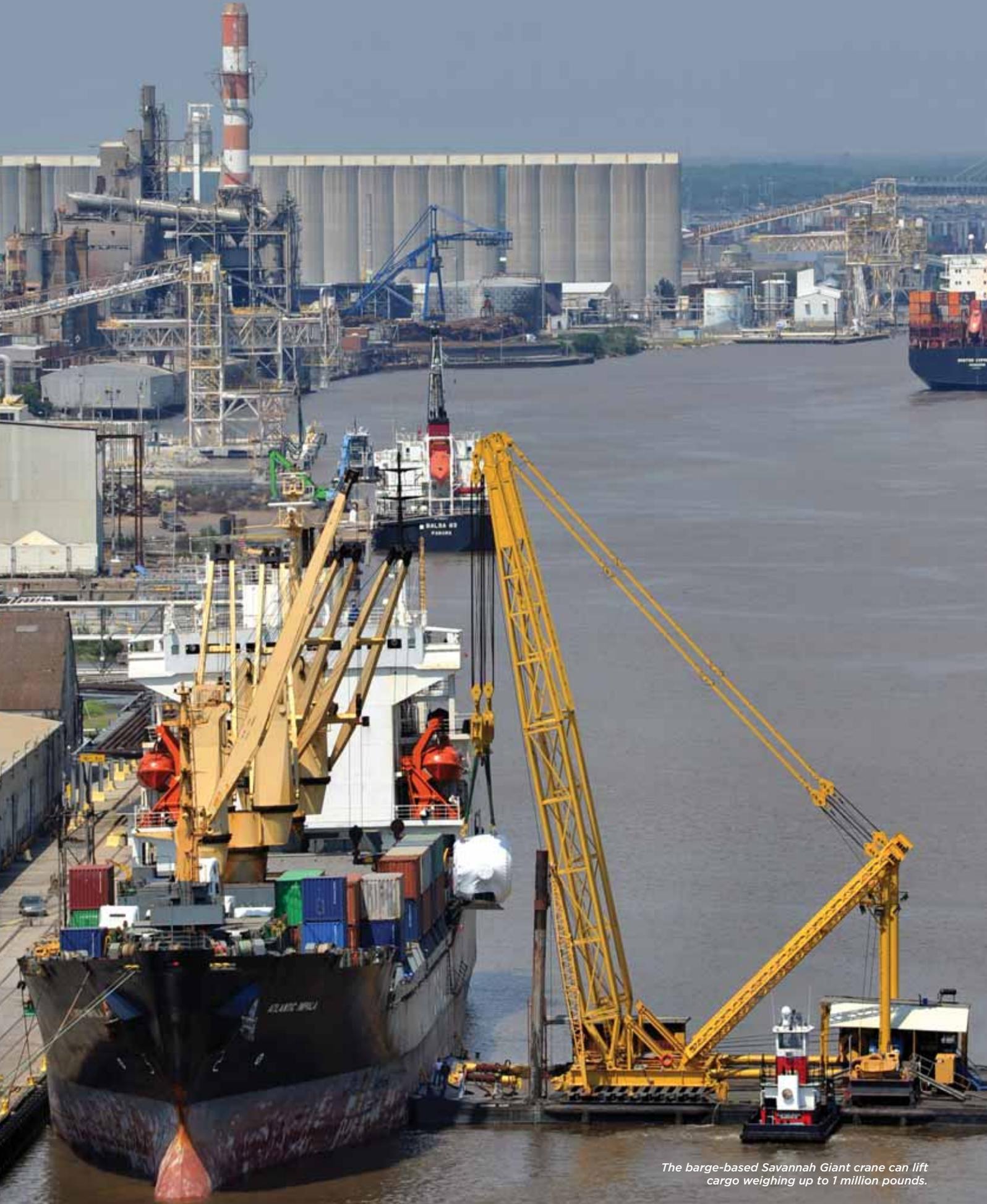
Siplon cites that efficiency in his more-than-full-time efforts to help the State court, attract and grow businesses. His group is currently assisting GDEcD with nine separate prospects, but he's tight-lipped when it comes to specifics about the companies involved.

Siplon, who can recite reams of information about Georgia without referring to notes or even pausing in his speech pattern, takes full advantage of the state's air and road facilities in his efforts to bring companies in or help those already here expand their holdings.

Some of the companies he's talking with are already in our State and employing Georgians, he said. "We're a tool, part of the state's tool box," Siplon said about the Georgia Centers of Innovation.

There are several golf clubs lined up near the door at Siplon's office, but he's more likely to be found on the highway than the fairway. "This is an exciting time for all of Georgia, and what we do is statewide," he said, emphasizing that, while his desk is in Savannah, his vision extends to Rabun Gap, and beyond.

The biggest satisfaction to this two-sides-of-a-card job, said Siplon, is simply "creating new opportunities for Georgians."



The barge-based Savannah Giant crane can lift cargo weighing up to 1 million pounds.

SAVANNAH GIANT COMES TO TOWN

The Georgia Ports Authority's Ocean Terminal is now home to one of the most powerful barge-based cranes in the Southeast.

Dubbed the Savannah Giant, the heavy lift barge crane can handle cargo up to 500 tons.

"The Savannah Giant can move outsized cargo from vessels at Ocean Terminal directly onto rail or heavy haul truck," said Stacy Watson, general manager of economic and industrial development. "This new capability gives manufacturers the opportunity to save money by moving large equipment on vessels that don't have their own off-loading equipment."

The crane was purchased through a \$3 million OneGeorgia Economic Development Growth and Expansion Fund (EDGE) state grant administered by the Savannah Economic Development Authority.

"Attracting new business is the purpose of this joint effort between SEDA and the ports," said SEDA President Tripp Tollison. "With the addition of this 500-ton capacity crane, the Port of Savannah can now handle the heaviest of loads moved through ports across the Southeast."

Operated by Savannah Heavy Lift, the Savannah Giant docks at Ocean Terminal and works at the direction of the GPA. Savannah Heavy Lift is a sister company of Stevens Towing, which has operations in North and South Carolina. The state brought the barge crane to Savannah in order to support industrial customers such as Mitsubishi Power Systems, which require the movement of super-heavy equipment.

"This partnership brings our abilities together in a unique and competitive way," said W. Johnson Stevens III, president of Stevens Towing. "Savannah Heavy Lift can orchestrate the delivery of any size cargo

to the final destination."

Previously, the heaviest move at Ocean Terminal was a 400-ton piece of project cargo offloaded directly to rail by a ship's onboard crane. However, Savannah Heavy Lift officials say the new barge crane can handle 95 percent of project cargo that is manufactured in the world.

"Our professional rigging engineers can develop rigging plans for complex lifts, across a broad range of cargo sizes and weights," said Bos Smith, vice president of sales and operations for Savannah Heavy Lift and Stevens Towing.

"More than 100 years of experience in providing these services has made us a market leader when it comes to project cargo," Smith added. "This heavy lift experience has given us the knowledge to customize solutions to address specific client and cargo requirements."

Sailing Schedule

Go to www.gaports.com to download a copy of the Global Services Tool for all-water and inland transit times.

Russ Bryant

Port of Savannah

Trade Area/Line	Carrier Code	Frequency	Terminal	Type Service
Africa (East-South-West)				
ACL Grimaldi	AG	Bi-Weekly	OT	BB/CONT/RO/RO
CSAL	CSA	Monthly	OT	BB/RO/RO
CMA CGM	CC	Weekly	GCT	CONT/REF
Maersk	MS	Weekly	GCT	CONT/REF
Safmarine	SAF	Weekly	GCT	CONT/REF
Safmarine	SAF	10 Days	OT	BB/CONT/REF/RO/RO
United Arab	UA	Weekly	GCT	CONT/REF
ZIM	ZIM	Weekly	GCT	CONT/REF
Australia/New Zealand				
ANL	USL	Weekly	GCT	CONT/REF
CMA CGM	CC	Weekly	GCT	CONT/REF
Marfret	MAR	Weekly	GCT	CONT/REF
Wallenius Wilhelmsen Logistics	WWL	10 Days	OT	BB/CONT/RO/RO
Caribbean/Islands of the Atlantic				
ANL	USL	Weekly	GCT	CONT/REF
China Shipping	CS	Weekly	GCT	CONT/REF
CMA CGM	CC	Weekly	GCT	CONT/REF
CSAV	CCV	Weekly	GCT	CONT/REF
Evergreen Line	E	Weekly	GCT	CONT/REF
Hanjin	HJ	Weekly	GCT	CONT/REF
Hapag-Lloyd	HPL	Weekly	GCT	CONT/REF
Hyundai	HYU	Weekly	GCT	CONT/REF
Marfret	MAR	Weekly	GCT	CONT/REF
Mediterranean Shipping	MSC	Weekly	GCT	CONT/REF
NYK	NYK	Weekly	GCT	CONT/REF
Yang Ming	YM	Weekly	GCT	CONT/REF
ZIM	ZIM	Weekly	GCT	CONT/REF
Far East/Indonesia/Malaysia				
ANL	USL	Weekly	GCT	CONT/REF
APL	APL	Weekly	GCT	CONT/REF
BBC Chartering	BBC	Monthly	OT	BB
China Shipping	CS	Weekly	GCT	CONT/REF
CMA CGM	CC	Weekly	GCT	CONT/REF
COSCO	COS	Weekly	GCT	CONT/REF
Evergreen Line	E	Weekly	GCT	CONT/REF
Grieg Star Shipping	GSS	Monthly	OT	BB
Hanjin	HJ	Weekly	GCT	CONT/REF
Hapag-Lloyd	HPL	Weekly	GCT	CONT/REF
Hyundai	HYU	Weekly	GCT	CONT/REF
Hyundai General Cargo	ISS	Monthly	OT	BB
K-Line	K	Weekly	GCT	CONT/REF
Maersk	MS	Weekly	GCT	CONT/REF
Mediterranean Shipping	MSC	Weekly	GCT	CONT/REF

Savannah

Ocean Carrier Key

ACL	Atlantic Container Line (800) 225-1235
AG	ACL Grimaldi (888) 860-4013
APL	APL (800) 999-7733
BBC	BBC Chartering (713) 668-4020
C	Carolina Shipping Company, LP (912) 234-3222
CC	CMA CGM (America) Inc. (877) 556-6308
CCV	CSAV (800) 804-9391
CLS	Clipper Shipping (713) 953-2200
COS	COSCO (843) 769-5443
CS	China Shipping (912) 920-2372
CSA	CSAL Montreal (514) 940-0660
E	Evergreen Line (770) 953-2626
GSS	Grieg Star Shipping (770) 226-5900
HJ	Hanjin Shipping Co., LTD. (770) 825-5500
HPL	Hapag-Lloyd (America) (888) 851-4083
HYU	Hyundai (877) 749-8632
ISS	Inchcape Shipping (912) 644-7151

Savannah

Ocean Carrier Key

K	K-Line (770) 618-4100
MAR	Marfret USA, Inc. (888) 627-3738
MOL	Mitsui OSK Lines (678) 855-7700
MS	Maersk (704) 571-2000
MSC	Mediterranean Shipping (843) 971-4100
NL	Norton Lilly International (912) 234-4342
NYK	NYK Line (770) 956-9444
OOC	OOCL (USA), Inc. (843) 881-2910
SAF	Safmarine (866) 866-4723
SFC	Saga Forest Carriers (912) 790-0300
SS	Southern Shipping (912) 644-7083
TER	Terminal Shipping (912) 964-5200
TKK	Toko Line (201) 392-0368
TUR	Turkon Line (912) 233-7877
UA	United Arab (404) 261-7598
USL	US Lines (866) 651-5847
WLS	Westfal-Larsen Shipping (770) 569-5821
WWL	Wallenius Wilhelmsen Logistics (912) 233-3239
YM	Yang Ming (America) Corp. (770) 931-9033
ZIM	Zim American-Israeli (912) 964-3100

Savannah Terminal
and Cargo Service Keys

GCT	Garden City Terminal
OT	Ocean Terminal
CONT	Container
BB	Breakbulk
BULK	Bulk
RO/RO	Roll-On/Roll-Off
REF	Refrigerated

Trade Area/Line Carrier Code Frequency Terminal Type Service

Port of Savannah Continued

Mitsui OSK	MOL	Weekly	GCT	CONT/REF
NYK	NYK	Weekly	GCT	CONT/REF
Oldendorff	WWL	Monthly	OT	BB
OOCL	OOC	Weekly	GCT	CONT/REF
Pan Ocean	C/NL	Fortnightly	OT	BB
Saga	SFC	Inducement	OT	BB
S K Shipping	TER	Monthly	OT	BB
Stolt	ISS	Fortnightly	GCT	BULK
Toko	TKK	Fortnightly	OT	BB
United Arab	UA	Weekly	GCT	CONT/REF
Wallenius Wilhelmsen Logistics	WWL	10 Days	OT	BB/CONT/RO/RO
Yang Ming	YM	Weekly	GCT	CONT/REF
ZIM	ZIM	Weekly	GCT	CONT/REF

Mediterranean

APL	APL	Weekly	GCT	CONT/REF
Bahri (formerly NSCSA)	C	21 Days	OT	BB/CONT/REF/RO/RO
BBC Chartering	BBC	Monthly	OT	BB
China Shipping	CS	Weekly	GCT	CONT/REF
CMA CGM	CC	Weekly	GCT	CONT/REF
COSCO	COS	Weekly	GCT	CONT/REF
Evergreen Line	E	Weekly	GCT	CONT/REF
Grieg Star Shipping	GSS	Monthly	OT	BB
Hanjin	HJ	Weekly	GCT	CONT/REF
Hapag-Lloyd	HPL	Weekly	GCT	CONT/REF
Hyundai	HYU	Weekly	GCT	CONT/REF
K-Line	K	Weekly	GCT	CONT/REF
Maersk	MS	Weekly	GCT	CONT/REF
Mediterranean Shipping	MSC	Weekly	GCT	CONT/REF
Mitsui OSK	MOL	Weekly	GCT	CONT/REF
NYK	NYK	Weekly	GCT	CONT/REF
NYK Ro Ro	ISS	Fortnightly	OT	RO/RO
OOCL	OOC	Weekly	GCT	CONT/REF
Safmarine	SAF	Weekly	GCT	CONT/REF
Turkon	TUR	Weekly	GCT	CONT/REF
United Arab	UA	Weekly	GCT	CONT/REF
Yang Ming	YM	Weekly	GCT	CONT/REF
ZIM	ZIM	Weekly	GCT	CONT/REF

North Europe/UK/Ireland/Scandinavia/Baltic

ANL	USL	Weekly	GCT	CONT/REF
APL	APL	Weekly	GCT	CONT/REF
Atlantic Container Line	ACL	Weekly	GCT	CONT/REF
BBC Chartering	BBC	Monthly	OT	BB
Clipper	CLS	Monthly	OT	BB
CMA CGM	CC	Weekly	GCT	CONT/REF
CSAV	CCV	Weekly	GCT	CONT/REF
Hapag-Lloyd	HPL	Weekly	GCT	CONT/REF
Hyundai	HYU	Weekly	GCT	CONT/REF
Jo Tankers	SS	Fortnightly	GCT	BULK
Maersk	MS	Weekly	GCT	CONT/REF
Marfret	MAR	Weekly	GCT	CONT/REF
Mediterranean Shipping	MSC	Weekly	GCT	CONT/REF
Mitsui OSK	MOL	Weekly	GCT	CONT/REF
NYK	NYK	Weekly	GCT	CONT/REF
OOCL	OOC	Weekly	GCT	CONT/REF
Saga	SFC	Inducement	OT	BB
Wallenius Wilhelmsen Logistics	WWL	10 Days	OT	BB/CONT/RO/RO

Red Sea/Persian Gulf/India/Pakistan/Myanmar

APL	APL	Weekly	GCT	CONT/REF
Bahri (formerly NSCSA)	C	21 Days	OT	BB/CONT/REF/RO/RO
CMA CGM	CC	Weekly	GCT	CONT/REF
COSCO	COS	Weekly	GCT	CONT/REF
Evergreen Line	E	Weekly	GCT	CONT/REF
Hanjin	HJ	Weekly	GCT	CONT/REF
Hapag-Lloyd	HPL	Weekly	GCT	CONT/REF
ZIM	ZIM	Weekly	GCT	CONT/REF

Trade Area/Line	Carrier Code	Frequency	Terminal	Type Service
Hyundai.....	HYU.....	Weekly.....	GCT.....	CONT/REF
K-Line.....	K.....	Weekly.....	GCT.....	CONT/REF
Maersk.....	MS.....	Weekly.....	GCT.....	CONT/REF
Mediterranean Shipping.....	MSC.....	Weekly.....	GCT.....	CONT/REF
Mitsui OSK.....	MOL.....	Weekly.....	GCT.....	CONT/REF
NYK.....	NYK.....	Weekly.....	GCT.....	CONT/REF
OOCL.....	OOC.....	Weekly.....	GCT.....	CONT/REF
Safmarine.....	SAF.....	Weekly.....	GCT.....	CONT/REF
United Arab.....	UA.....	Weekly.....	GCT.....	CONT/REF
Yang Ming.....	YM.....	Weekly.....	GCT.....	CONT/REF

South/Central America

ANL.....	USL.....	Weekly.....	GCT.....	CONT/REF
APL.....	APL.....	Weekly.....	GCT.....	CONT/REF
China Shipping.....	CS.....	Weekly.....	GCT.....	CONT/REF
CMA CGM.....	CC.....	Weekly.....	GCT.....	CONT/REF
COSCO.....	COS.....	Weekly.....	GCT.....	CONT/REF
CSAV.....	CCV.....	Weekly.....	GCT.....	CONT/REF
Evergreen Line.....	E.....	Weekly.....	GCT.....	CONT/REF
Hanjin.....	HJ.....	Weekly.....	GCT.....	CONT/REF
Hapag-Lloyd.....	HPL.....	Weekly.....	GCT.....	CONT/REF
Hyundai.....	HYU.....	Weekly.....	GCT.....	CONT/REF
Maersk.....	MS.....	Weekly.....	GCT.....	CONT/REF
Marfret.....	MAR.....	Weekly.....	GCT.....	CONT/REF
Mediterranean Shipping.....	MSC.....	Weekly.....	GCT.....	CONT/REF
Mitsui OSK.....	MOL.....	Weekly.....	GCT.....	CONT/REF
NYK.....	NYK.....	Weekly.....	GCT.....	CONT/REF
Saga.....	SFC.....	Monthly.....	OT.....	BB
Wallenius Wilhelmsen Logistics.....	WWL.....	10 Days.....	OT.....	BB/CONT/RO/RO
Westfal-Larsen Shipping.....	WLS.....	Monthly.....	OT.....	BB
Yang Ming.....	YM.....	Weekly.....	GCT.....	CONT/REF
ZIM.....	ZIM.....	Weekly.....	GCT.....	CONT/REF

Port of Brunswick

Trade Area/Line	Carrier Code	Frequency	Terminal	Type Service
Northeast/Southeast Asia				
Eukor.....	ISS.....	Weekly.....	CI.....	RO/RO
Höegh Autoliners.....	HU.....	Fortnightly.....	CI.....	RO/RO
K-Line Car Carrier.....	KCC.....	Fortnightly.....	CI.....	RO/RO
NYK Ro Ro.....	ISS.....	Monthly.....	CI.....	RO/RO
Wallenius Wilhelmsen Logistics.....	WWL.....	Weekly.....	CI.....	RO/RO
Australia/New Zealand				
NYK Ro Ro.....	ISS.....	Monthly.....	CI.....	RO/RO
Middle East				
Wallenius Wilhelmsen Logistics.....	WWL.....	Fortnightly.....	CI.....	RO/RO
Northern Europe/UK/Ireland/Scandinavia/Baltic				
American RO/RO.....	WWL.....	Weekly.....	CI.....	RO/RO
Grieg Star Shipping.....	GSS.....	14 Days.....	MP.....	BB
K-Line Car Carrier.....	KCC.....	Weekly.....	CI.....	RO/RO
Mitsui OSK Bulk Shipping.....	NL.....	Fortnightly.....	CI.....	RO/RO
Volkswagen Logistics.....	C.....	Bi-Weekly.....	CI.....	RO/RO
Wallenius Wilhelmsen Logistics.....	WWL.....	Weekly.....	CI.....	RO/RO
Mexico				
Mitsui OSK Bulk Shipping.....	NL.....	Fortnightly.....	CI.....	RO/RO
Volkswagen Logistics.....	C.....	Weekly.....	CI.....	RO/RO
South/Central America				
Eukor.....	ISS.....	Monthly.....	CI.....	RO/RO
Mitsui OSK Bulk Shipping.....	NL.....	Fortnightly.....	CI.....	RO/RO
South Africa				
Mitsui OSK Bulk Shipping.....	NL.....	Fortnightly.....	CI.....	RO/RO

Savannah Terminal and Cargo Service Keys

GCT	Garden City Terminal
OT	Ocean Terminal
CONT	Container
BB	Breakbulk
BULK	Bulk
RO/RO	Roll-On/Roll-Off
REF	Refrigerated

Brunswick

Ocean Carrier Key

C	Carolina Shipping Company, LP (912) 234-7221
GSS	Grieg Star Shipping (770) 226-5900
HU	Höegh Autoliners Inc. (904) 696-7750
ISS	Inchcape Shipping (912) 644-7151
KCC	K-Line Car Carrier (866) 233-6875
NL	Norton Lilly International (912) 234-4342
WWL	Wallenius Wilhelmsen Logistics (912) 233-3239

Brunswick Terminal and Cargo Service Keys

CI	Colonel's Island
MP	Mayor's Point
BB	Breakbulk
RO/RO	Roll-On/Roll-Off



High Wheat Yields Boost Brunswick Exports

“Having a vibrant export facility in Georgia helps farmers get better prices.”

*- Curtis Foltz,
GPA Executive Director*



2013 Throughput Grows Tenfold Over Last Year

A bumper crop of wheat led to a booming export business at the Port of Brunswick.

“The 2013 season has been a banner year, resulting in around 100,000-tons of wheat moved across our docks at Colonel’s Island Terminal,” said Bill Dawson, general manager at the GPA’s Port of Brunswick. “Expanded sales efforts, reaching more overseas buyers, has resulted in greater confidence among Georgia growers in planting more wheat.”

According to the U.S. Department of Agriculture, farmland dedicated to wheat production in Georgia grew from 230,000 acres in 2012 to 350,000 acres in 2013.

Statewide production saw a 70.8 percent increase, growing from 11.27 million bushels in 2012 to 19.25 million bushels this year. The 2013 wheat yield represents not only an increase in overall production, but also an improvement from 49 to 55 bushels per acre across Georgia.

Ahead of the port’s first export shipment, Dawson said the facility had about 60,000 tons of wheat in storage, and was still receiving shipments. Brunswick’s first ship of the year to take on wheat arrived Tuesday, July 23. The CMB Weihai took on approximately 33,000 tons of grain. Two other vessels moved the remainder of the wheat exports.

While most of the exported wheat was produced by Georgia farmers, shipments are also received from Florida, Alabama and South Carolina. On the East Coast, Brunswick is the second busiest facility for the export of wheat, behind only Perdue Farms in Virginia.

GPA Executive Director Curtis Foltz said that while most wheat grown in the region is used within the U.S., having access to the global market is good for farmers.

“Having a vibrant export facility in Georgia helps farmers get better prices,” he said. “Our global agribulk marketing means more customers and more competition for American farm products.”



The WWL vessel Tarago recently called on Ocean Terminal at the Port of Savannah. The vessel uses a new water injection system that results in a more thorough, cleaner fuel burn. The Nonox emulsion combustion unit (ECU) is a complete emulsion fuel system containing the mixing chamber and fuel/water proportioning controls. The ECU produces an on-the-spot, water-in-oil emulsion fuel that reduces NOx, black carbon/soot and other air pollutants, without the use of surfactants or other additives. The system can be switched back and forth between emulsion and straight fuel at the flick of a switch. In 2012, the Ocean Exchange Global Review Panel awarded the \$100,000 Orcele Grant to the Nonox Emulsion Combustion System. The Orcele Grant is funded by WWL.



Participating the visit by a Brazilian delegation to the Port of Savannah were: (FRONT) Fabiana Di Pietro Xavier, Executive Director, Brazilian-American Chamber of Commerce of the Southeast, Inc.; JosÉ Newton Barbosa Gama, Special Advisor for International Affairs of the Chief Minister of the Special Secretariat of Ports of the Presidency of the Republic of Brazil; Sabrina Bruniera, Trade Mission Coordinator, AMCHAM SP - American Chamber of Commerce for Brazil; GPA Executive Director Curtis Foltz; Ricardo Mollitzas, Logistics Director, Santos Brasil; (MIDDLE ROW) Camila Moura, International Trade Manager, AMCHAM SP - American Chamber of Commerce for Brazil; GPA Director of Business Development John Petrino; Mauro Velloso Rehm, Manager, Olex of Odebrecht Organization; Tory Grubbs, Manager of Programs and Trade Services, World Trade Center Savannah; (BACK ROW) GPA Chief Commercial Officer Cliff Pyron; Trip Tollison, CEO and President, Savannah Economic Development Authority and World Trade Center Savannah; and Cristiane White, Trade Services Intern, World Trade Center Savannah.



Participating in a recent visit to Garden City Terminal by the Japanese Consulate were: (Front Row, from left) Georgia Ports Authority Chief Commercial Officer Cliff Pyron, Consul-General, Consulate-General of Japan in Atlanta Kazuo Sunaga, and JETRO Chief Executive Director, Keiichi Kimura. (Back row, from left) Consul for Economic and Intergovernmental Affairs Consulate General of Japan in Atlanta Midori Yamamitsu, GPA Director of Business Development John Petrino, and JETRO Director Business Development Sumiko Sone.

BY LAND, BY AIR OR BY SEA, BRYAN COUNTY, GA MOVES COMMERCE.



PUT YOUR BUSINESS IN THE CENTER OF EVERYTHING!

BRYAN COUNTY, GEORGIA

BRYAN COUNTY offers:

- 2 Class A Industrial Parks
- Generous Incentives
- Low Construction/Real Estate Costs
- Affordable, Skilled Workforce
- Exceptional Lifestyle
- Home to Oneida, Matson, Oracal, Daniel Defense, Hobart, & more
- **Drayage Rates Comparable with Rest of Savannah MSA**

INTERSTATE CENTRE Business Park:

- Direct Access to I-16 and Minutes from I-95
- Less than 20 minutes to Airport and Ga Ports
- Total 1074 acres
- Magnet Site - Foreign Trade Zone 104
- Pad Ready Sites Available
- GRAD Certified Site

BELFAST COMMERCE CENTRE:

- Coming Soon-900 Acres Under Development
- Ready Access to I-95
- Rail Sites
- Less than 20 minutes to Airport and Ga Ports
- Zoned for more than 11 Million SF



DEVELOPMENT AUTHORITY OF
BRYAN COUNTY

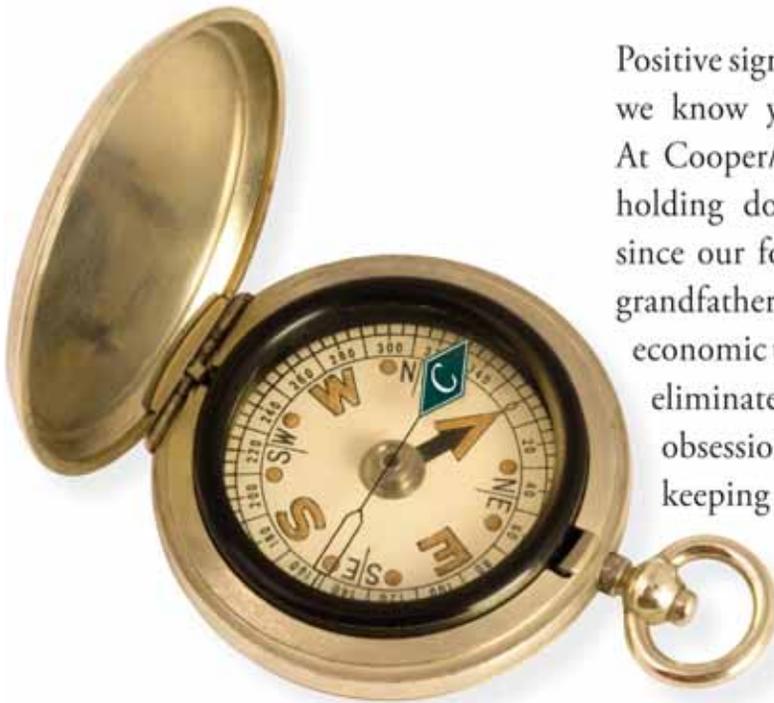


(912) 653-4967

WWW.BRYANCOUNTYGA.COM

PRSR STD
U.S. POSTAGE
PAID
Permit #244
Savannah, GA

We'll Help Keep You On the Right Track



Positive signs of recovery are on the horizon but we know you're not out of the woods yet. At Cooper/T.Smith, we've been dedicated to holding down your cost of doing business since our founding in 1905. From our great-grandfathers' day to the present, difficult economic times have taught us to control costs, eliminate waste and increase efficiency. Our obsession with paying attention to detail and keeping our pencils sharp saves you money. And that helps keep you on the right track.



Stevedoring ♦ Logistics ♦ Tugboats ♦ Midstream Transfers ♦ Terminal Operators ♦ Restaurants ♦ Forest Products



www.coopertsmith.com