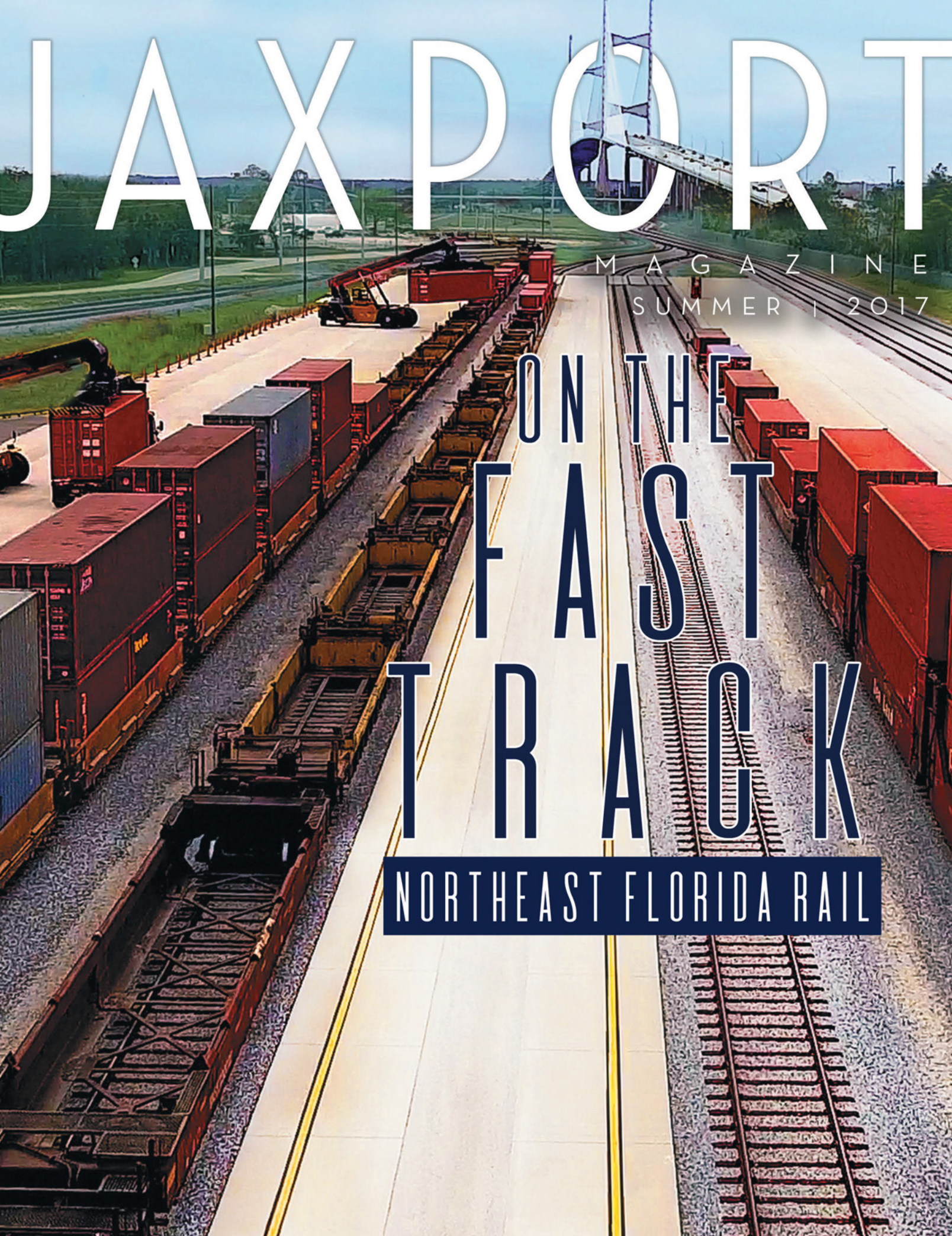


JAXPORT

MAGAZINE
SUMMER | 2017

ON THE FAST TRACK

NORTHEAST FLORIDA RAIL





JOB TRAINING PROGRAM

MYTechHire Grant offers free, innovative employer-driven training and certification in Advanced Manufacturing and Information Technology that can quickly lead to well-paying, high-growth, skilled jobs in these two key industry sectors.



The Advanced Manufacturing pathway

includes a series of certification courses that combine lecture and hands-on learning. Courses are held at FSCJ's Advanced Technology Center.

Certifications include:

- Certified Production Technician
- OSHA 30 General Industry
- HAZWOPER 40 (Hazardous Waste Operations and Emergency Response)

The Information Technology courses

are offered in a classroom format with online tools and hands-on labs proctored by industry-certified instructors.

Certifications include:

- CompTIA A+
- Network+
- Cisco-Certified Network Associate

Eligibility: Individuals 17-29 with barriers to training and employment, OR are unemployed/ underemployed OR currently work in lower-skill, lower-wage, front-line IT or Advanced Manufacturing positions and are in need of training to advance. At the time of application, participants cannot already be enrolled in a secondary or postsecondary educational program (i.e. High School, GED®, certification or degree programs).

Enroll today!

For more information, email mytechhire@fscj.edu or call (904) 361-6361.

FLORIDA STATE COLLEGE
AT JACKSONVILLE™

MYTechHire is a part of the Florida East Coast TechHire consortium with Eastern Florida State College, and Daytona State College, the lead institution. The grant is federally funded by the Department of Labor/Employment and Training Administration.

This workforce product was funded by a grant awarded by the U.S. Department of Labor's Employment and Training Administration. The product was created by the recipient and does not necessarily reflect the official position of the U.S. Department of Labor. The U.S. Department of Labor makes no guarantees, warranties, or assurances of any kind, express or implied, with respect to such information, including any information on linked sites, but not limited to, accuracy of information or its completeness, timeliness, usefulness, adequacy, continued availability, or ownership. This product is copyrighted by the institution that created it.

GED® and GED Testing Service® are registered trademarks of the American Council on Education (ACE). They may not be used or reproduced without the express written permission of ACE or GED Testing Service®. The GED® and GED Testing Service® brands are administered by GED Testing Service LLC under license from the American Council on Education.

FSCJ.EDU

Excellence on every level.



Now offering twice monthly RORO service to Veracruz, Mexico and the East Coast of South America.

Whether it's construction or agricultural machinery, trucks, trailers, boats, helicopters or static cargo, our twice monthly service from Jacksonville, Florida to Veracruz, Mexico; Brazil, Argentina, Paraguay and Uruguay, "K" Line will ensure your cargo is handled with precision and care by knowledgeable RORO professionals.

As one of the world's premier providers of integrated global transportation solutions, "K" Line delivers nothing less than excellence on every vessel and in every port.

"K" Line has come a long way since its establishment as an oceangoing carrier in 1919, but it has not budged an inch from our insistence on excellence in quality and service, and never will.

Please contact our sales team at kam-ro-ro-sales@us.kline.com for rates and service requests.



ALL-AROUND CAPABILITIES, ALL AROUND THE WORLD

"K" Line America, Inc. • Customer Service (866) 233-6875 (press option 1) • www.kline.com



HOISTLIFT of FLORIDA



www.HOISTLIFTFL.com

P-SERIES / ECH / HOISTT-SERIES / LCH

SALES, PARTS, SERVICE AND RENTALS

STOCK 1.5 MILLION IN PARTS ON-HAND

We Can Provide Parts and Service 24 Hours A Day

Contact: Jim Belotti | PH: (239) 940-9547 | Office: (239) 292-1159 | JABELOTTI@specializedlift.com



OUR LOCATIONS:

- Fort Myers, FL
- Orlando, FL
- Phoenix, AZ
- Denver, CO
- Bedford Park, IL
- East Chicago, IN

OPENING IN FALL 2017:

- Tampa, FL
- Jacksonville, FL
- West Palm Beach, FL





Chief Executive Officer (interim)
Eric Green (904) 357-3100

Executive Vice President / Chief Commercial Officer
Roy Schleicher (904) 357-3041

BOARD OF DIRECTORS

- James Citrano – Chairman
- Ed Fleming – Vice Chairman
- John Falconetti – Treasurer
- John Baker – Secretary
- Dr. John Newman – Immediate Past Chairman
- Joe York – Member
- Jamie Shelton – Member

JAXPORT COMMERCIAL DIVISION

- Director & General Manager, Business Development**
Robert Peek (904) 357-3047
- Director, National Accounts and Containerized Cargo Sales**
Lisa Wheldon (904) 357-3059
- Director, Latin America Sales**
Ricardo Schiappacasse (904) 357-3071
- Director, Non-Containerized Sales**
Frank Camp (904) 357-3075
- Manager, Foreign Trade Zone and Northeast Florida Sales**
Lisa Diaz (904) 357-3072
- Southeast Sales and Service Provider Relations**
Aisha Eccleston (904) 357-3070
- Northeast Representative and Ro/Ro Sales**
James Butcher (516) 493-1935

JAXPORT FACILITIES

- Terminal Director, Blount Island, Dames Point & Cruise Operations**
Victoria Robas (904) 357-3301
- Terminal Director, Talleyrand**
Doug Menefee (904) 357-3201

JAXPORT HEADQUARTERS

2831 Talleyrand Ave., Jacksonville, FL 32206
Ph: (904) 357-3000 Toll-free 1-800-874-8050
Fax: (904) 357-3060
JAXPORT.com • info@JAXPORT.com

JAXPORT MAGAZINE

- Executive Editor**
Nancy Rubin, Senior Director, Communications
- Managing Editor**
Whitney Croxton, Coordinator, Communications
- Contributors**
Chelsea Kavanagh, Senior Coordinator, Communications
- Cover Design and Graphics**
Amy Klinkenberg, Coordinator, Graphic Services
- Photo Credits**
Amid Ships Drone Videography, Eagle LNG,
Finchberry Soapery, Florida East Coast Railway,
Ja-Ru, JAX LNG, North Florida TPO,
St. Johns Bar Pilot Association

Published in association with the Jacksonville Port Authority by



5950 NW 1st Place, Gainesville, FL 32607
(800) 369-6220 • (352) 332-1252
www.naylor.com

Publisher: Jessica Semonin
Editor: Shani Calvo

Project Manager: Heather McMillen

Sales Director: Vicki Sherman

Marketing: Matt Brooks

Project Support Specialist: Mallori Gallimore

Advertising Sales: Adam Firestone, Robert Shafer, Jason Zawada

Layout: alawind creative direction

©2017 JAXPORT All rights reserved. The contents of this publication may not be reproduced by any means, in whole or in part, without prior written consent. All reasonable efforts have been made to ensure the accuracy of the information and no liability can be attached to the Jacksonville Port Authority or the publisher for any errors, omissions or inaccuracies.

PUBLISHED JULY 2017/JAX-T0117/4033

JAXPORT MAGAZINE 2017

On the Cover

- JAXPORT's rail connections: On the right track..... 12
- Ceres Terminals brings new rail terminal up to speed..... 15
- Reach stackers pivotal to ICTF performance..... 16

Feature

- Construction of Jacksonville Harbor Deepening set to start..... 6
- Leading manufacturer chooses Jacksonville as US base..... 8
- Trailer Bridge brings new opportunities to Caribbean trade..... 11
- LNG is thriving in Jacksonville 17
- JAXPORT tenants leading the clean fuel revolution 18
- New rail corridor process moves ahead 20
- New operator offers short line edge 21

Profile

- Q&A with JAXUSA Partnership's John Haley 22
- Small Business Profile: FinchBerry Soapery 23
- Captain Kavanaugh takes the helm 24

Port News

- New business includes toy giant, supply chain partner,
leading restaurant supplier..... 10
- Florida governor visits to highlight port investments 25
- Asian trade volumes at JAXPORT grow along with vehicle volumes..... 26
- JAXPORT recognized for auto excellence..... 27
- Recent heavy lift projects include statues, LNG storage tanks 28
- Massive trucks bound for the Bahamas move through JAXPORT..... 29
- JAXPORT expands service to Asia 29

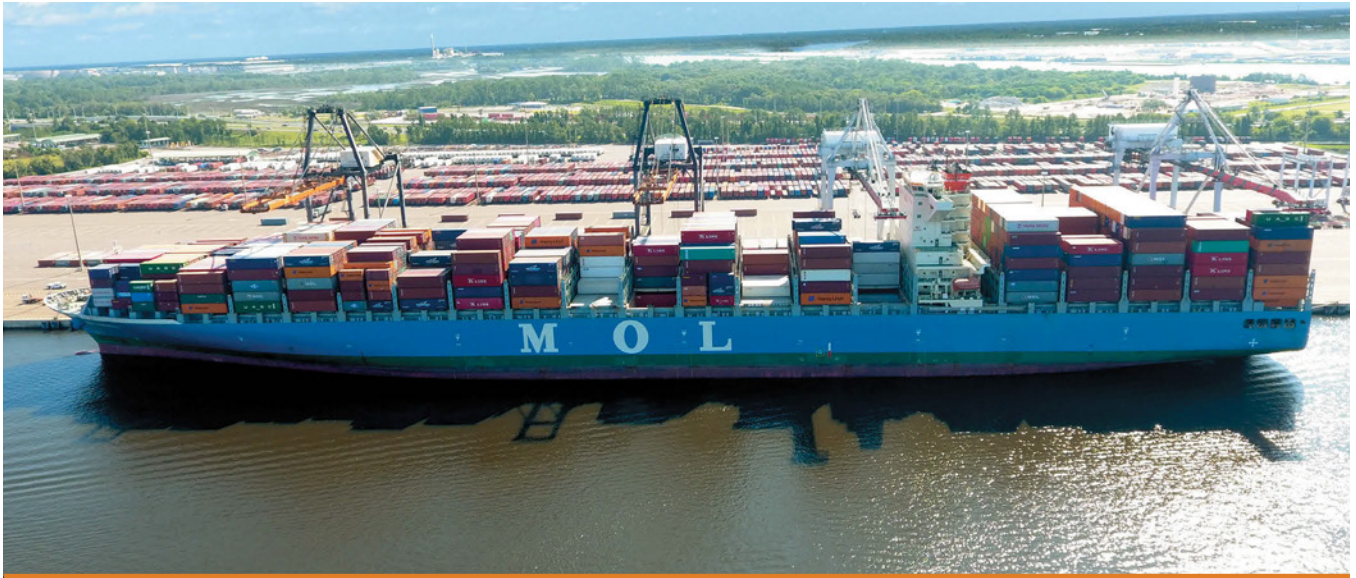
Connect

- JAXPORT 2017 Conference another success..... 30
- JAXPORT marketing expert named top young business leader..... 32
- Index of Advertisers 32
- Meet our JAXPORT Sales Team 33

Community

- Dr. Seuss birthday celebration at JAXPORT 34
- Carnival Elation welcomes area high school students 34
- JAXPORT awards scholarship to UNF transportation & logistics student 34

Construction of Jacksonville Harbor Deepening set to start



JAXPORT and the TraPac Container Terminal at Dames Point recently welcomed the largest containership to ever visit a Florida port, the 10,100-TEU (container) MOL Bravo.

Surrounded by a crowd of enthusiastic supporters, JAXPORT’s Board of Directors unanimously approved the start of the Jacksonville Harbor Deepening project in June, allocating the first phase of port funding to the U.S. Army Corps of Engineers for construction and environmental monitoring.

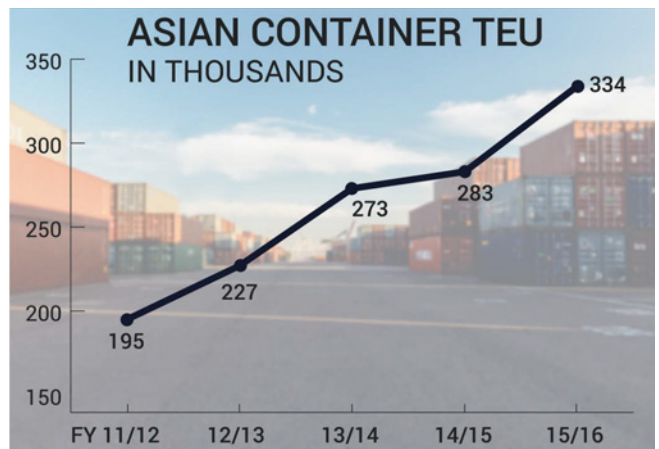
The federal project to deepen the Jacksonville shipping channel to 47 feet to accommodate more cargo aboard the largest ships is set to begin construction by early 2018.

Along with significant state funding already in place, the \$484 million, 11-mile project recently received \$21.5 million in federal funds along with a new start designation making it eligible for further federal dollars.

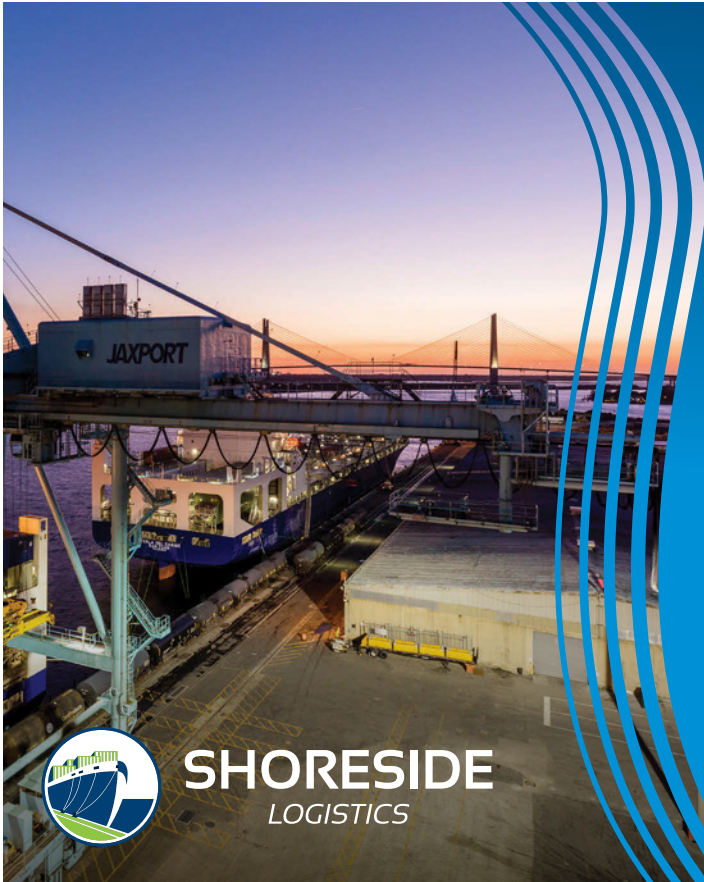
Jacksonville Mayor Lenny Curry said, “We now have a firm commitment from Washington and a clear demonstration that the expansion of JAXPORT is a national priority. This will mean more jobs and economic growth for Jacksonville and Northeast Florida in the years ahead.”

“This funding sends a clear message to our industry: Deepening Jacksonville’s harbor is a project of national importance,” said JAXPORT interim CEO Eric Green. □

“We now have a firm commitment from Washington and a clear demonstration that the expansion of JAXPORT is a national priority.”
—Mayor Lenny Curry, Jacksonville



JAXPORT has recorded an average of 21 percent year-over-year growth in Asian cargo volumes during each of the past five years.




YOUR INLAND TRANSPORTATION SOLUTION.

- Drayage
- Dedicated fleets
- Regional transportation
- Intermodal services
- Brokerage
- Import/Export
- Cross-docking/warehousing
- Consolidation/deconsolidation




SHORESIDE
LOGISTICS

904-996-2754 • shoresidelogistics.com
3700-7 Port Jacksonville Pkwy., Jacksonville, FL 32226




KE MARINE • WORLDWIDE DIESEL POWER

MARINE AND STATIONARY DIESEL
ENGINE MAINTENANCE SOLUTIONS



Grand Bahama Shipyard
SERVICE HUB

REPRESENTING



CHRIS-MARINE
IOP MARINE
DIESEL PRODUCTS

- Diesel engine overhaul, repair and maintenance services
- In-situ grinding, honing and machining
- Parts reconditioning and spares supply for diesel engines
- Sales and support for Chris-Marine and IOP Marine equipment

732 PARKER STREET
JACKSONVILLE, FLORIDA 32202
UNITED STATES OF AMERICA

GRAND BAHAMA SHIPYARD
THE FISHING HOLE ROAD
FREEPORT, GRAND BAHAMA ISLAND
THE BAHAMAS

TEL: +1 904 354 6566
FAX: +1 904 358 7862
EMAIL: INFO@KEMARINE.COM
URL: WWW.KEMARINE.COM



TraPac



TraPac Jacksonville, LLC

Stevedore / Terminal Operators

www.trapac.com

Dennis Kelly
Regional Vice President & General Manager

9834 New Berlin Road
Jacksonville, Florida 32226
(904) 696-4901

Leading manufacturer chooses Jacksonville as US base

By Lori Musser



Hans-Mill transforms rolled stainless steel into household trash cans at its new Jacksonville plant and warehouse facility.

Transforming rolled stainless steel into household trash cans, Hans-Mill Corporation recently opened its 121,000-square-foot plant and warehouse facility in

Northwest Jacksonville. The plant will also produce plastic storage bins as well as import and distribute other housewares. Hans-Mill brands include SimplyKleen and Kitchen Trend. This is Hans-Mill's first manufacturing plant in the U.S.

ATS JACKSONVILLE SUPPORTS HANS-MILL OPENING

ATS International handled the high and heavy machinery imported to equip Hans-Mill's automated production line. ATS Terminal Manager Brandon Nelson said the company loaded eight trucks with up to 11-axle trailers, staged the loads at the ATS Jacksonville terminal to efficiently coordinate the install, then managed the rigging inside Hans-Mill's new facility. The heaviest load weighed in at 110,000 pounds. Nelson said, "We completed the delivery, rigging install and leveling of machines in under 24 hours over a three-day span."

For more information about services offered by ATS, visit www.atsinc.com/maritime.

Kenneth Ubillus, Hans-Mill Director of Operations and Human Resources, said, "This location was chosen after an exhaustive search in several states. Proximity to a major port, access to skilled labor and Florida's business-friendly environment were all factors leading to Jacksonville's selection as the company's U.S. base."

The Jacksonville business community works hard to market the area's assets and attract private capital to the region, especially manufacturing, which generates new taxes and jobs. An important factor for many site selectors is Florida's massive consumption base, coupled with the fact that inland connections from the Jacksonville area are exceptional — with an eight-hour truck reach of more than 60 million consumers and 36 trains serving Jacksonville per day.



Hans-Mill uses JAXPORT to import materials used in its manufacturing process from Asia, as well as for the import of finished goods for U.S. distribution.

help the company with future business growth including potential new market exports to Central and South America, Mexico, the Caribbean and Canada.

According to Diaz, for companies like Hans-Mill that import high-tariff materials, working in an FTZ affords them the opportunity to import, produce and sell before having to pay high duties. "It is very good for cash flow," she said.

FTZ No. 64 encompasses eight counties in Northeast Florida. "With the addition of Hans-Mill there will be close to 1,000 employees within FTZ No. 64," Diaz said. "The total value of shipments that went through the zone last year reached \$1.8 billion. We rank 16 for exports in the nation, and are growing quickly." □

Lisa Diaz, who manages JAXPORT's Foreign Trade Zone (FTZ) No. 64, said, "We can hit Ohio, Chicago and the Midwest pretty quickly. Much of Hans-Mill's cargo will come through the TraPac Container Terminal at Dames Point, where the average turn time is 23 minutes in and out. The wheeled operation is very efficient."

Hans-Mill was approved by the FTZ Board in February 2017. The next step is activating the FTZ, which Ubillus says will

START SAVING THROUGH FTZ NO. 64 TODAY!

Download the FTZ No. 64 Handbook at JAXPORT.com/FTZ-64.

Contact Lisa Diaz, Manager, FTZ No. 64 & Northeast Florida Sales, at (904) 357-3072 or Lisa.Diaz@JAXPORT.com.



Photo © Tote Maritime

Firm supply. Flexible solutions.

Pivotal LNG and JAX LNG are committed to providing customers with liquefied natural gas supply 24 hours a day, 365 days a year. Contact us to design a flexible, cost-effective fueling solution for your fleet.

pivotallng.com | 713.300.5116 | info@pivotallng.com | Follow us on [Linked in](#)

© 2017 Southern Company. All rights reserved. Do not reuse text or graphics without written permission. PLNG-15970

Global toy giant consolidates shipments through JAXPORT

Jacksonville-based and family-owned Ja-Ru, a leading supplier of impulse toys worldwide, is now importing all of its products destined for U.S. markets through JAXPORT.

Ja-Ru, with offices and showrooms in Jacksonville and Hong Kong, specializes in toys bought “on impulse” in groceries, convenience stores and other retailers. Ja-Ru sells throughout the nation and ships to more than 35 countries. □



JAXPORT welcomes new supply chain partner



Cycle Up Supply Chain Services, a South Florida-based third party logistics provider, has expanded its operations to Jacksonville, offering new options for shippers. Cycle Up recently signed a five-year lease on an 80,000 square-foot warehousing and distribution facility located near JAXPORT's North Jacksonville Marine Terminals.

Cycle Up provides warehousing, pick and pack, and transloading services for a variety of cargo types shipped through JAXPORT. The facility brings new business to the port, including a number of Cycle Up's existing customers, among them major online as well as brick-and-mortar retailers.

“A convenient geographic location, reduced inland transportation costs and increased backhaul opportunities all make Northeast Florida an ideal location for expansion,” Tony Albanese, Cycle Up Managing Partner, said. “We are confident our customers will benefit from all the supply chain efficiencies Jacksonville offers.” □

Leading restaurant supplier begins moving all imports through JAXPORT

Central Florida-based dining products supplier Blackwood Industries, Inc. is now shipping all of the company's imported products from Asia through JAXPORT. Blackwood supplies flatware, furniture, apparel and other items to businesses around the world, including popular U.S. restaurant chains, retailers and theme parks.



Blackwood will use a third party logistics provider to coordinate the movement of imported products through JAXPORT, as well as to handle warehousing and distribution.

“Using JAXPORT helps us reach our U.S. customers quickly and efficiently. Looking to the future, we are encouraged by the investments the port is making to continue offering excellent shipping options from Asia,” William Green, Blackwood Senior Director of Supply Chain Management, said. □

JAXPORT DIRECTORY

Connect with port-related Northeast Florida businesses at JAXPORT.com/Directory.



Trailer Bridge brings new opportunities to Caribbean trade

By Lori Musser

In the shipping industry,

continued investment is crucial. When combined with wise port selection, knowledgeable teams and innovative services, investment can contribute to long-term success.

Case in point is 25-year-old Jacksonville-based Trailer Bridge, Inc., which services Puerto Rico, the Dominican Republic and U.S. Virgin Islands. Trailer Bridge ships truckload, less-than-truckload, over-dimensional, vehicles, boats and other cargo. The company has upgraded facilities and terminal operating systems in Jacksonville and Puerto Rico. It also has introduced an innovative joint service that provides customers with access to 53-foot containers and chassis, and it has added a new service to the Dominican Republic's bustling northern and southern ports, enabling them to service the entire country.

Logistics Boom

In addition to ocean carriage, Trailer Bridge offers integrated logistics and trucking. "That is our fastest growing division, reporting 100 percent growth year over year," said Jeff Vaughn, Trailer Bridge Vice President of Sales.

The carrier is building that business with customer-centric solutions. "Customers in Puerto Rico are looking for ways to reduce costs," Vaughn said. "We offer consolidation, deconsolidation, intermodal moves, cross-dock to rail and other services, fine-tuning supply-chain elements to cut costs."

Santo Domingo Demand

In the Dominican Republic, Trailer Bridge's new Santo Domingo service complements the eight-year-old Puerto Plata service.

"The majority of the freight volume northbound is in the population zone near the southern ports. Our customer base said they loved our 53-foot capacity — we are the only 53s in the market — but they needed a South Port option too," Vaughn said.



Trailer Bridge serves the Caribbean market through JAXPORT's Blount Island Marine Terminal.

The northbound trade is heavy with pharmaceuticals, tobacco and textiles. The southbound trade carries — high-volume, low-weight raw materials and packaging — commodities that prefer the high-cube 53-foot containers.

"Our customers can fit 24 pallets, not just 18, into our containers," Vaughn said.

J.B. Hunt Joint Offering

Last fall, Trailer Bridge and Arkansas-based J.B. Hunt Transport, Inc. introduced an exclusive joint service offering, providing customers with access to an unlimited container base throughout the U.S. and a continuous throughput to Puerto Rico. According to the companies, they now operate the largest 53-foot ocean container fleet in the Caribbean.

Beyond Pure Transactional Costs

More growth is coming. "We are in the process of partnering for a refrigerated option — a solution via barge service. There is a need for that," Vaughn said.

The company constantly searches out new and better end-to-end supply chain solutions. Vaughn said pure transactional cost doesn't take into account, for example, new sourcing opportunities. Trailer Bridge plans to continue to grow its full-service logistics division, in part by helping large customers with their freight business outside of the Puerto Rico market. □

For more information, visit www.trailerbridge.com.

JAXPORT'S RAIL ON THE RIGHT TRACK

By Lori Musser

More than 150 years ago, businessman Henry B. Plant entered the railroad business in Jacksonville. Focused on speed and efficiency, he laid the groundwork for the thriving freight system, connecting the Port of Jacksonville with the rest of the nation.

Today, railroads serving Northeast Florida continue to target regular performance improvements on behalf of their cargo customers and JAXPORT's infrastructure enhancements, such as the 10-month-old Intermodal Container Transfer Facility (ICTF) at Dames Point, help lead the way.

According to Carl Warren, CSX Director of Industrial Development, performance today is about reliability. "While speed is important, our customers need a predictable transit time," Warren said.

Rail Service for Growing Trade

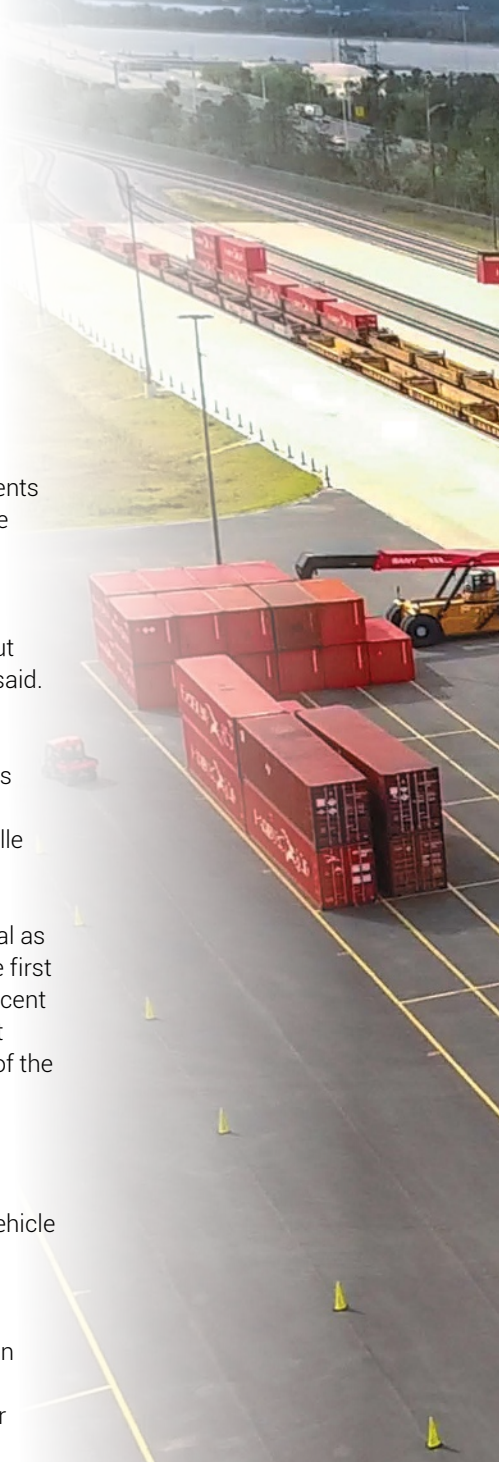
Having competitive inland transportation greatly enhances a port gateway. Jacksonville offers three dozen trains per day via two Class I railroads (CSX Corporation and Norfolk Southern Railway) and one regional railroad (Florida East Coast Railway). It is also served by Jacksonville Port Terminal Railroad, a short line operated by WATCO Companies.

These railroads offer a level of service and competition other ports envy. Their capacity is vital as JAXPORT's growth continues. The port's Asian container trade jumped 13 percent during the first six months of the fiscal year 2017, to 178,249 TEU. The trade has grown by an average 23 percent annually for the past five years. During the past six months, the port also recorded 12 percent growth in vehicles, moving 360,945 units and helping to solidify JAXPORT's position as one of the nation's busiest vehicle handling ports.

Automotive and vehicle shipments are anchor cargoes for railroads serving JAXPORT. The port is home to three major auto processors: AMPORTS, Wallenius Wilhelmsen Logistics and Southeast Toyota Distributors. Going forward, railroads anticipate rapid growth in two-way vehicle movements and intermodal containers via Jacksonville.

CSX's Focus

CSX provides port customers access to more than 21,000 miles of track spanning two Canadian provinces, 23 states and the District of Columbia, reaching nearly two-thirds of all Americans. The company's network connects with hundreds of regional railroads, allowing it to serve major industrial, agricultural and consumption markets.



CONNECTIONS:



Rail at JAXPORT's ICTF connects to CSX's main line allowing for two unit trains each day – one inbound and one outbound – carrying up to 200 containers each.



Norfolk Southern Railway operates an extensive intermodal network into JAXPORT.

In Jacksonville, CSX operates an auto distribution terminal, an intermodal terminal and a major rail yard. The company also provides on-dock rail at JAXPORT's Blount Island Marine Terminal. TRANSFLO, a subsidiary of CSX, operates a transloading terminal in Jacksonville for bulk commodity transfers between trucks and rail.

CSX is making changes. Warren said, "System wide, our company is intensely focused on delivering a superior service product, having strong cost control and effective asset utilization — that's a really big driver of value for customers." The company recently welcomed a new CEO, industry expert Hunter Harrison.

To accommodate growth, CSX has focused on improving schedules. Warren said the company tries to be cognizant of the opportunities ahead and team up to align operations.

"We collaborate on economic development opportunities," he said. "We have a seat at the table. When we find something that makes sense, we do what we can to help make it a reality. Our system capital plan routinely includes siding projects, double track and intermodal terminal expansions. CSX is going to continue to invest to ensure network fluidity and the ability to serve intermodal growth."

CSX takes great pride in minimizing its carbon footprint. It even offers customers an online carbon calculator to help inform their freight decisions.

Warren pointed out that rail/trucker partnerships are increasingly important as intermodal business grows.

START MOVING CONTAINERS THROUGH JAXPORT TODAY!

Contact Lisa Wheldon, Director, National & Containerized Cargo Sales, at (904) 357-3059 or Lisa.Wheldon@JAXPORT.com.

Learn more at JAXPORT.com/Containers.

"Trucking companies are also rail customers," he said. "Intermodal rail allows them to conserve drivers, improve their carbon footprint and reduce emissions."

Looking to the future, Warren said CSX would like to see more U.S. Midwest export traffic, more import containers improving slot utilization on trains and other opportunities for getting the most from the company's equipment. "Railcars are expensive assets," he said. "Working with our partners, we can be strategic about the steamship lines and inland destinations that we target."

Norfolk Southern's Best Practices

Norfolk Southern Railway operates approximately 19,500 route miles in 22 states and the District of Columbia, providing efficient connections to other major rail carriers and short lines. Norfolk Southern is a large-scale transporter of automotive and industrial products along the entire U.S. East Coast.

Rob Legge, Norfolk Southern Director of Ports and International, commented on JAXPORT's bright future as well as the importance of aligning port and rail carrier capacity and assets.

"Norfolk Southern sees the growth potential of the Port of Jacksonville, and we are continually reviewing our services in order to best support our customers in that market, making the investments needed to accommodate growth," he said.

Legge said the company's recent improvements have addressed trackage and intermodal needs. "Jacksonville is a strategic point on the Norfolk Southern network, serving local markets, domestic and international intermodal traffic for the port as well as interchange with Florida East Coast Railway," he said. "To accommodate volume growth, Norfolk Southern recently invested in two new lift tracks to complement existing lift tracks, as well as additional trailer parking at its Jacksonville intermodal terminal."

Norfolk Southern feeds JAXPORT terminals via its intermodal terminal and automotive distribution facility.



Florida East Coast Railway offers a wide range of services between Jacksonville and South Florida.

In addition, Norfolk Southern works with JAXPORT and WATCO to serve the Talleyrand Marine Terminal.

Together, the Class I railroads offer JAXPORT a service advantage, covering the entire Southeast and portions of the Midwest.

Market Advantage

Headquartered in Jacksonville, Florida East Coast (FEC) Railway offers multiple daily departures stretching from

Jacksonville to South Florida. FEC provides service across 351 miles of company owned track with connections to CSX and Norfolk Southern.

Bradley Hall, FEC Senior Vice President and Chief Commercial Officer, talked about the indispensable connectivity the company provides along Florida's East Coast.

"Florida East Coast Railway's strategic alliance with Florida's ports, the national rail network and several multi-modal partners

CERES TERMINALS BRINGS NEW RAIL TERMINAL UP TO SPEED

An on-dock or near-dock international shipping facility serving multiple shipping lines helps expedite turn-around for super-sized containerhips. The direct transfer of containers between vessels and trains speeds shipments, offering shippers greater options and efficiencies. ICTFs also help attract warehousing, distribution and manufacturing facilities to a region and move dray trucks off roadways.

JAXPORT's \$30-million ICTF at Dames Point opened for business in November 2016. It provides on-dock rail service to Blount Island Marine Terminal and the TraPac Container Terminal, with two unit trains each day (one inbound and one outbound) carrying up to 200 containers each. Two truck lanes allow vehicles to transport containers to and from the shipping terminals.

Ceres Terminals manages the day-to-day operations and maintenance of the port's ICTF. Sean Leahy, Ceres Terminals General Manager, said the facility's top selling points are its proximity to marine terminals, quick gate turn times, and daily arrivals and departures.

The ICTF is already building volumes, servicing Hamburg Süd's export containers arriving by rail as well as MOL's import containers arriving by vessel. "You couldn't have asked for a better opening quarter," Leahy said. "The gate system and all technology worked great right from the start. We are seeing steady growth."

"We are already increasing the size of the stack area with new paving and as volumes increase, we will look at new technology and equipment to increase the facility's efficiency," Leahy said.

Robert Cannizzaro, Hamburg Süd Vice President of Marine and

Terminal Operations, said, "We count on JAXPORT's ICTF and our partners to deliver on-time performance. Rail is critical to the Hamburg Süd product at Jacksonville, more than 70 percent of our exports arrive by rail."

"The stakeholders involved, including the ICTF, continue to provide an attractive value proposition connecting Midwest cargo with our vessel network over JAXPORT," Cannizzaro said. "Our rail cargo at Jacksonville predominately moves with CSX and they are critical in providing service to the ICTF. We count on them to provide the crews and equipment necessary."

"The ICTF is a very important part of our future," said Carl Warren, CSX Director of Industrial Development. He added, "We want to be well aligned to grow our intermodal business along with the port's. The fact that the ICTF is so close to Blount Island and TraPac is very helpful; There is the significant benefit of not having to truck to our facility on the west side of town."



The ICTF allows cargo to move quickly between rail and the adjacent seaport terminal docks, slashing drayage from 20 miles to three miles or less.

ON THE COVER

— as well as our frequent, daily southbound service into South Florida — gives JAXPORT shippers access to key markets, both within Florida and the Continental U.S., Mexico and Canada,” he said. “As the only rail service along Florida’s east coast, FEC Railway is a major conduit of both intermodal and carload freight. We provide multiple options including last mile door-to-door delivery for major national retailers and import distribution supply chains that ship cargo into JAXPORT.”

This is good news for distribution centers as JAXPORT’s Asian ocean carrier base continues to build. FEC can pick up freight directly at rail-served logistics warehouses for movement to stores.

Mexico’s mining and rail conglomerate, Grupo Mexico, has an agreement in place to buy FEC. Jim Hertwig, FEC’s President and CEO, says the purchase will help the company take full advantage of the opportunities ahead.

All-Important Connectivity

Jacksonville Port Terminal Railroad, operated by WATCO Companies, provides direct switching for Norfolk Southern and CSX at JAXPORT’s Talleyrand Marine Terminal.

JAXPORT’s ICTF at Dames Point serves JAXPORT’s Northside terminals, the TraPac Container Terminal and the Blount Island Marine Terminal.

Rail service and railcar availability is important to every business line at the port. For project cargo, on-dock service is especially important. In a recent shipment by freight forwarder deugro (USA), Inc., highly trained master riggers from Seaonus lifted and positioned a 37-foot-long 269,000-pound reciprocating engine from a Spliethoff vessel onto a waiting 12-axle railcar. The use of Talleyrand’s on-dock rail facilities provided the shortest distance to the engine’s final destination.

Each of the port’s railroads focus on growth. They are investing locally in talent, innovations, efficiencies and infrastructure. Still, their outlook covers a much broader area. “Robust inland rail infrastructure in places like Atlanta, Memphis, Nashville or Chicago will ultimately have a beneficial impact on JAXPORT,” Warren said. “A siding in Georgia can make all the difference in the reliability of an intermodal shipment coming from JAXPORT and destined for the Midwest. Our job is to make sure our entire network is prepared for growth.” □

REACH STACKERS PIVOTAL TO ICTF PERFORMANCE

Now that JAXPORT’s ICTF is in place, its capacity, efficiency and services are critical in minimizing dwell time for containers. Going forward, the speed, safety, performance, ease of operation and reliability of equipment will play an important role in the ICTF’s success.

Georgia-based SANY America was selected to equip the ICTF with its most fundamental container handling equipment — the reach stackers. SANY provided two super-duty reach stackers with 50-ton second-rail lift capacity.

“These machines allow the JAXPORT ICTF to reach all the way over one train to the second line and hoist fully loaded containers,” said Tim Rogers, SANY Marketing Manager. “This feature, along with SANY’s world-renowned reliability, provides the most efficient and productive operation possible.”

Rogers said the machines are powered by durable Cummins engines. Their maximum hoisting height is 49 feet 7 inches. Safety features include electronic and mechanical roll-over protection and intelligent anti-sway technology. An automatic twist-lock engagement function helps maximize productivity.

SANY Group is a global company with manufacturing in China, Germany, India, Brazil and the U.S. SANY

America manufactures, sells and supports construction and material handling equipment, including container reach stackers. Its motto is “Quality Changes the World.”

In the port’s continuing quest to refine end-to-end supply chain speed, safety, cost and efficiency, SANY’s reach stackers are a pivotal performance asset.



SANY’s super-duty reach stacker efficiently moves containers between rail and truck with a 50-ton, second-rail lift capacity.

LNG is thriving in Jacksonville

By Lori Musser

Liquefied natural gas (LNG) activity is thriving in the Jacksonville port region, and economic development officials are thrilled.

JAXUSA Partnership President Jerry Mallot advocates Northeast Florida's advantages to many industries. He said the region offers a lot to the LNG industry.

Mallot lists many of these advantages: a deep and talented workforce, pro-business attitude, equitable cost of doing business and exceptional transportation network. The marine sector is a critical draw. JAXPORT's domination of the Puerto Rican freight industry and its broad reach throughout the Caribbean are particularly important.

Jacksonville has become a leader among ports in the Southeast for the development of LNG infrastructure. Two JAXPORT-based Puerto Rican shipping lines require LNG fuel for their new ships, built to meet updated federal regulations and to take advantage of the cost savings associated with LNG.

Mallot said the benefits of LNG don't stop there. Jacksonville's service options to the Caribbean will provide good access for LNG exports to the islands.

"LNG is a highly exportable item," Mallot said, adding, "Our region needs to build infrastructure to produce and deliver fuel to the marine industry, and with that capacity in place, the next phase will be to build exports to the islands and other markets."

There has been steady growth in demand for LNG throughout the U.S., spurred in part by reasonably priced domestic production of the product. With a supply of LNG coming on stream in Jacksonville, local players will be able to support more customers throughout the Southeast, creating a true economic LNG cluster in the region, supporting jobs and building commerce. □

Turn the page for a detailed look at current LNG activity in and around the port.



Things are heating up. Including the race for talent.

EMPLOYEE RECRUITMENT AND TRAINING

CareerSource Northeast Florida.
Our team, focused on your goals.




904.356.JOBS (5627)

CareerSource NEFL is an equal opportunity employer/agency. Auxiliary aides and accommodations for people with disabilities are provided. FRS users dial 711.

Skills Assessments
Recruiting
Labor Market Intelligence
Training

LEARN ABOUT THE INDUSTRY AT
NEFLJOBS.COM/LOGISTICS

in f t g+ i



INTERNATIONAL LONGSHOREMEN'S ASSOCIATION #1408

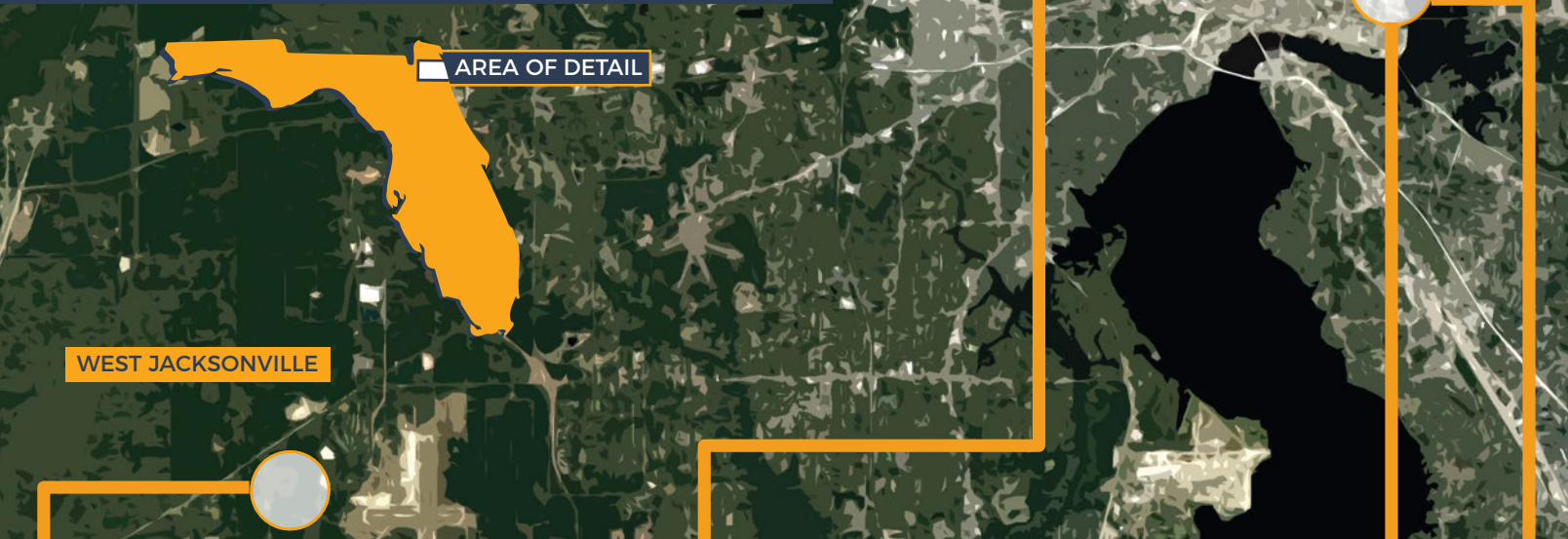
2040 East 21st Street
Jacksonville, FL 32206
(904) 358-1314
www.ila1408.org
President: Vincent Cameron

ILA 1408: "The Professionals"
"Keeping the Flow of Goods and Services Moving Around the World"

CATCH THE ILA WAVE!

LEADING THE CLEAN FUEL REVOLUTION

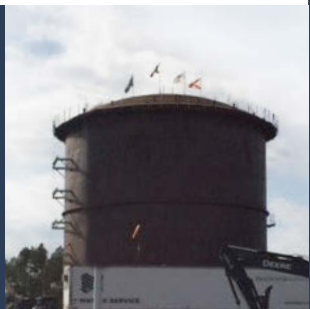
JAXPORT tenants are investing millions in ships and equipment as they pioneer the use of liquefied natural gas (LNG) as a preferred fuel source for the maritime industry.



Eagle LNG will supply fuel to Crowley Maritime's new LNG-powered container/roll-on, roll-off ships to be delivered in 2018.

EAGLE LNG

Eagle LNG is currently building a liquefaction plant in West Jacksonville, with the capacity to produce 200,000 gallons of LNG a day.



Eagle plans to build a second plant and storage facility near JAXPORT's Blount Island Marine Terminal and is seeking approval for small scale exports.

CROWLEY MARITIME



Two new LNG-powered, container/ro-ro vessels will be homeported at JAXPORT's Talleyrand Marine Terminal near downtown Jacksonville.



Crowley's new ships will be fueled by an on-dock LNG bunkering facility supplied by Eagle LNG.



DAMES POINT MARINE TERMINAL

BLOUNT ISLAND MARINE TERMINAL

ST. JOHNS RIVER

ATLANTIC OCEAN

“Regions that embrace LNG opportunities stand to gain the most in terms of jobs and economic growth.”
 - Eric Green
 JAXPORT CEO (interim)

JAX LNG supplies the world’s first LNG-fueled containerships operated by TOTE Maritime Puerto Rico.

JAXPORT LNG BY THE NUMBERS

2 Shipping lines committed to LNG as a marine fuel



4

LNG-powered ships homeported at JAXPORT

16M+ Gallons of planned LNG storage capacity in Jacksonville

4 LNG facilities currently under construction



1.9M+

Gallons of LNG Jacksonville will be capable of producing every day

JAX LNG



JAX LNG is building a liquefaction and storage facility at Dames Point with the capacity to produce more than 120,000 gallons of LNG a day.



North America’s first LNG bunker barge, Clean Jacksonville, will fuel TOTE’s vessels.

TOTE MARITIME



Two new 3,100 TEU LNG-powered containerships operate from JAXPORT’s Blount Island Marine Terminal.

LEARN HOW JAXPORT IS PROMOTING THE USE OF LNG AS A MARINE FUEL: JAXPORT.COM/LNG

New rail corridor process moves ahead

By Lori Musser



Jeff Sheffield, Executive Director, North Florida Transportation Planning Organization

A new, more efficient Northeast Florida rail corridor is one step closer to fruition.

Continued rail freight growth, spurred on by demand, environmental stewardship and developments in global trade and transportation, will generate longer and more frequent trains. To reduce the number of rail

crossings and expedite cargo movements, a realigned rail corridor is a necessity.

The potential improvements would reduce the number of highway-rail grade crossings from 44 to 22 into JAXPORT marine terminals as well as provide the opportunity to open up hundreds of acres of new industrial lands for economic development.

Northeast Florida's transportation planning is vital to JAXPORT and to the entire state because almost all the state's rail freight, as well as a good portion of its highway freight, enters and exits through the region.

Acknowledging the importance of the Northeast rail corridor, the Florida Department of Transportation (FDOT) committed \$4 million in funding for the comprehensive two-year federal environmental process. The funding will be available this fall.

"The environmental process will really get into the weeds. The entire route will be walked and assessed," Jeff Sheffield, Executive Director of the North Florida Transportation Planning Organization (TPO), said.

He added that the next step will be to put together an executive Memorandum of Understanding to create a consortium that will

PROJECT BENEFITS

- Fewer surface rail crossings
- Increased rail speeds
- Ability to handle longer trains
- Faster transit times
- Additional land for economic development



become the formal applicant for the process. While the North Florida TPO will continue to act as lead agency, other members are expected to include JAXPORT, the City of Jacksonville, Jacksonville Aviation Authority and CSX.

A realigned rail corridor will expedite cargo movement.

Carl Warren, Director of Industrial Development at CSX, said, "TPO's investment of time and money in scoping out a new rail corridor will be good for business," and is reflective of the region's collaborative mindset.

The state's funding commitment was a critical step in a multi-year process, according to North Florida TPO's Sheffield. He said, "Out of the environmental process will come a preferred single alignment and all the necessary approvals to allow us to proceed. That is when we will start to initiate design, right-of-way acquisition and ultimately construct this project." □

HEARD AROUND THE PORT

"I recommend to all of my clients to ship through JAXPORT. I know the level of service I receive is not going to be the same in any other area. I always tell them if they can, ship it through JAXPORT."

- Samantha Sievens, American Shipping Co.

New operator offers short line edge

By Lori Musser

Shippers with access to two Class I railroads via a short line rail link have a competitive edge. The shipper has competitive pricing and can better manage risks by gaining efficient access to an alternative rail route. Short line railroads provide high-quality, value-added services.

WATCO Terminal & Port Services recently became the new operator of the short line serving JAXPORT's Talleyrand Marine Terminal. The new entity, called the Jacksonville Port Terminal Railroad (JXPT), leases and operates 12 miles of rail track. It is WATCO's 37th short line, and its first railroad in Florida. The railroad interchanges with Norfolk Southern and CSX.

Timothy Hurse, JXPT General Manager, said his company is built on the principles of "customer first" and "safety always."

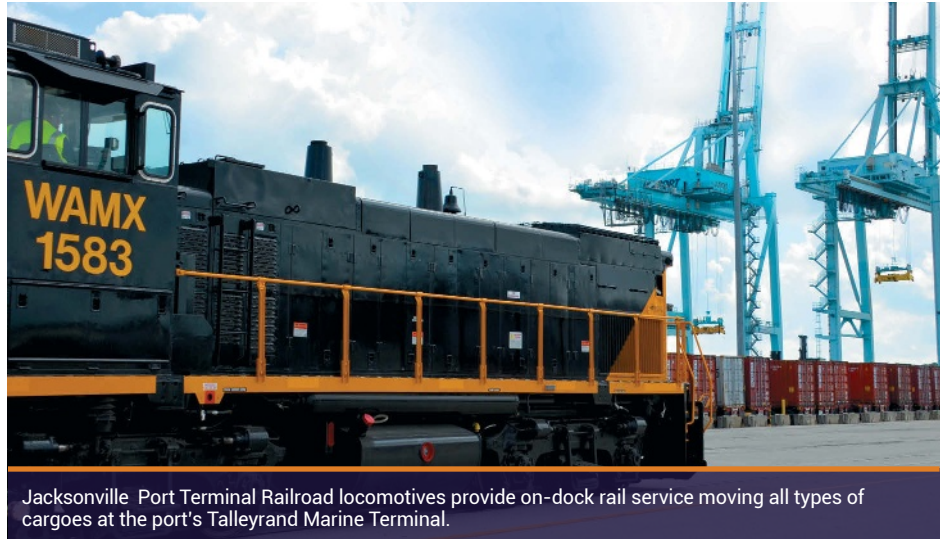
"We believe we can build a great future by making decisions that protect our customers and our communities," Hurse said. "We live here, too, and want to take care of the environment."

"Customer first. Safety always."

WATCO incorporates flexibility into its culture. "Efficiency and productivity are a given, but we are flexible, too," Hurse said. "'No' is not in our vocabulary. If it is ethical and safe, we're willing to do whatever to meet customer needs. We know we have to earn their business every day."

Hurse described JXPT as an interchange specialist. "We integrate on both ends. We have experience in intermodal traffic and can meet any need — interchanging cars, spotting at dock, unloading using RTG cranes and loading from truck to rail to ship out," he said. "We can single stack, double stack. We offer specialized switching too, spotting and loading heavy-wides."

There is room for growth in the project cargo sector, among others. JXPT is partnering with JAXPORT to build capacity and volume. It has introduced its own locomotives. "We are investing heavily in the track and planning upgrades," said Hurse.



Jacksonville Port Terminal Railroad locomotives provide on-dock rail service moving all types of cargoes at the port's Talleyrand Marine Terminal.

The short line currently serves four large customers, handling commodities such as automobiles, chemicals, fertilizer and feed products, molasses, intermodal containers, lumber and pulp, and paper.

One of Jacksonville's largest shipping lines, Crowley Maritime Corporation, is an equity partner in WATCO. Crowley has signed a long-term lease at Talleyrand and plans to send substantial container volumes through the short line. Norfolk Southern is also an equity partner in WATCO.

Doug Menefee, JAXPORT's Talleyrand Terminal Director, said the short line operator has a strong customer focus and is identifying ways for more port customers to use rail and increase volumes.

According to Hurse, helping customers build their business is the true measure of his company's success. □

AMERICAN SHIPPING COMPANY



AMERICAN INTERNATIONAL CARGO SERVICE
AIC ASIA LIMITED AMERICAN DOMESTIC CARGO
AMERICAN CARTAGE & DISTRIBUTION
Since 1899

**Custom House Broker • Foreign Freight Forwarder • IATA Agent
N.V.O.C.C. • Consolidator • 3rd Party Logistics Provider**

Toll Free: 904-240-3183 • www.shipamerican.com
TWO HEMISPHERES - ONE GLOBAL SOLUTION

Q&A with JAXUSA Partnership's John Haley

An update on the Global Cities Initiative

By Laura Jane Pittman



In 2013, Jacksonville was selected to participate in the Global Cities Initiative, a regional economic growth program sponsored by the Brookings Institute and JPMorgan Chase. Two years later, program sponsors completed an export plan to position the Jacksonville metro area and its six surrounding counties as a premier international export region. John Haley, former Senior Vice President of Business Development for JAXUSA, was recently hired to manage the plan's implementation.

What has happened with the Metro JAX Global Cities Initiative since the Export Plan was introduced in 2015?

At the time, the next step in implementation would have required a broader funding commitment. A change in city administration ushered in new priorities, but discussions between JAXUSA, the administration and business leaders

continued. Last fall, the initiative was revived and we have been working since then to broaden the scope.

How does the current scope differ from the original?

It now includes importing as well as exporting, seaport, airport and spaceport commerce, activity in Foreign Trade Zones and the business done in the logistics and financial sectors. Our goal is to increase the economic wealth of the region by growing these international business activities.

Why does Northeast Florida need this initiative?

It became clear that there is a disconnect between what we could be doing and what we are doing in international business. For example, less than one third of our business community is engaged in exporting. The remaining two thirds don't believe it can help them grow, or have the misconception that exporting is too complicated for them to master. It is critical that companies realize their potential to increase revenues and grow employment through an international viewpoint.

What are the immediate goals and timeline for the initiative?

The original initiative was designed to be a five-year program set to expire this year, but the Brookings Institute and JPMorgan Chase recently extended it for another two years. Our initiative has a three-year implementation timeline that corresponds with the extension.

We have identified funding for this year, with the City of Jacksonville and JAXUSA each committing equally, and our work will focus on coordinating resources and helping lead agencies work on strategic implementation. This includes creating an International Business Directory, establishing a Jacksonville World Trade Association, creating a mentor-protégé program for small businesses as well as an export assistance concierge service, facilitating a college internship program and building a global brand for the Jacksonville/Northeast Florida economic region. □

HEARD AROUND THE PORT

"Getting product to market quickly is important to our success. JAXPORT's connections, efficiencies and savings made the recent decision to consolidate our shipments here an easy one."

- Andrew Selevan, President, Ja-Ru, Inc.

INTERESTED IN GETTING INVOLVED?

Contact John Haley and his team at (904) 366-6600, ext. 7794 to learn more.

FinchBerry Soapery: The sweet smell of success

By Laura Jane Pittman



FinchBerry gluten-free, vegan-friendly soaps are handcrafted in the company's North Florida studio.

The Founder of FinchBerry Soapery, Ashley Robertson, initially made soap as a hobby during her time as a Washington D.C. lawyer, using some chemistry knowledge she picked up doing biological patent law. Five years later, her FinchBerry vegan, preservative-free artisan soaps are carried in 3,000 retail outlets in nine countries, including Hallmark Corporate, SeaWorld, Busch Gardens and White Barn, which is owned by Bath & Body Works. The product is also available through the company's website.

"I left my law career to travel the country for a year as a 'soap gypsy' at craft fairs," Robertson said. "It was a hard life, so I went to visit my family in Florida. I met a nice young man with an empty warehouse and asked if I could store my soap there. We decided to go into business together, made and sold enough to get a wholesale license, and here we are."

With names like Mint Condition, Renegade Honey, Lovin Lemons and Cranberry Chutney — and scents to match — Robertson said FinchBerry soaps look and smell so delicious that the advertising has a tongue-in-cheek "do not eat" warning.

FinchBerry Soapery employs 20 people at its headquarters in Waldo, Florida, housed in a 13,000-square-foot facility. Robertson handles business development while her partner manages the business. They have staffed their office with family and friends.

FinchBerry recently began working with JAXPORT to import containers of other bath products, such as soap dishes and loofahs, to accompany its soaps on store shelves.

"We realized that our retailers were a captive audience for accessories to go with soap, so we decided to see how well they would sell. I was so excited when we got our first container from JAXPORT," said Robertson, who praises the ease of doing business with the port. "We sold all of the products within two weeks, and we have already increased the size of our orders moving through JAXPORT."

FinchBerry sales for 2016 totaled approximately \$1.25 million, and the company is on track to more than double its revenue this year.

"We plan to eventually have a full line of FinchBerry bath products," Robertson said. "It is amazing to realize how far we have come." □

For more information, visit www.finchberry.com.



- Ocean Drayage
- Trans-Loading
- Consolidation/Deconsolidation Services
- Customs Bonded Facility
- Container Freight Station
- Pickup and Delivery Services

Air Van Inc.

11070 Cabot Commerce Circle, Suite 300, Jacksonville FL 32226
904.741.4930 • www.airvaninc.com

Captain Kavanaugh takes the helm

By Laura Jane Pittman



Captain Hardee Kavanaugh recently became president of the St. Johns Bar Pilot Association, heading up an elite organization of 14 full-time harbor pilots who guide cargo vessels into the Port of Jacksonville. Kavanaugh, a graduate of the U.S. Merchant Marine Academy and licensed U.S. Coast Guard Master of Steam or Motor Vessels, joined the state pilot program in 2011 after three years of deputy pilot training. He will serve a two-year term as president.

During his tenure, Kavanaugh will coordinate with the port system, conduct outreach on such issues as harbor deepening and liaison with agencies — such as the U.S. Army

Corps of Engineers — that rely on the association for valuable input on marine matters. He will also steer the group through constantly-changing industry challenges, such as the size of containerships and ship restrictions.

“When I started in 2008, the largest containerships were just over 40,000 gross tons,” Kavanaugh said. “They seem to increase each year, and we now have 89,000 gross ton vessels calling on a weekly basis. This definitely makes our job more challenging. As a pilot group, we have become even better at communicating with each other and with other vessel traffic on the St. Johns River. We carry our own GPS antennae and tablets that run specialized navigation software to give us information that is independent from a ship’s navigation system. We have also lengthened our deputy training and increased the amount of continuing education for pilots.”

“Jacksonville has enormous potential due to its location, space for growth and access to interstate and rail.”

Jacksonville’s maritime community is dynamic and exciting, Kavanaugh said. JAXPORT understands the importance of moving forward and getting the port’s infrastructure ready for the future, which includes the 10,000 and 12,000 TEU ships that will soon be the “workhorses along the U.S. East Coast.”

“Jacksonville has enormous potential due to its geographic location, available space for growth and easy access to interstate and rail,” Kavanaugh said. “Once Jacksonville’s Harbor Deepening project is completed, I would expect to see 12,000 to 13,000 TEU ships calling on the port. If we do not get the water depth that we need to remain part of the chain that can handle these vessels, then they will literally pass us by. The port contributes billions to the economy and the deepening project is vital for continued growth. We will do our part to make it happen.” □



Harbor pilots guide MOL’s 8,800-TEU Northern Juvenile into the Port of Jacksonville as a second containership passes at the mouth of the St. Johns River.


Florida governor visits to highlight port investments

Florida Governor Rick Scott recently visited JAXPORT's Blount Island Marine Terminal to advocate for further state investments in transportation and seaport projects. The state's proposed transportation budget for the upcoming year totals \$10 billion, including more than \$176 million for Florida ports.

In discussing the need for further investment, Governor Scott cited the port's strong economic returns, saying "JAXPORT is a significant opportunity for job growth for this entire area."

Governor Scott was joined by members of JAXPORT's Board of Directors, numerous Northeast Florida elected officials and a large contingent from the International Longshoremen's Association as he highlighted the results of recent port-related investments and the creation of quality employment opportunities. □





OFFICE SPACE | MULTIPLE SUITES AVAILABLE

Regency Tower

9550 REGENCY SQUARE BLVD.

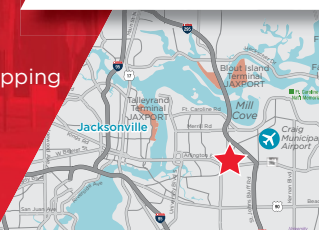
Easy access to Blount Island, Talleyrand Port and 295 Beltway

Abundant parking available with reserved parking in adjacent garage

Walking distance to restaurants, banks and shopping

Contact:
BOB RETHERFORD
+1 904 731 9500
 bob.retherford@cushwake.com

MINUTES TO JAXPORT



HEARD AROUND THE PORT

"JAXPORT has been tremendous in helping us as we have grown our business. Jacksonville has very much become our home – we have a lot of people, land and investment here."

- Sergio Sandrin, President, Aqua Gulf Transport

JAXPORT Asian trade volumes grow...

During the first six months of its fiscal year, JAXPORT recorded 13 percent growth in Asian container shipments over the same period last year.



The Asian container trade is the fastest growing segment of JAXPORT's container cargo business, accounting for 36 percent of the business in the first six months of FY2017, up from 33 percent the same period in FY2016 and just 7 percent in FY2014.

JAXPORT offers direct trade with Asian ports through both the Panama and Suez canals. The world's three largest ocean carrier alliances, THE Alliance, 2M and Ocean Alliance, offer service through JAXPORT including two last port of call visits. These alliances now dominate Asian trade with the U.S.



...Along with vehicle volumes

During the same period, JAXPORT recorded 12 percent growth in vehicle handling volumes solidifying JAXPORT's position as one of the nation's busiest vehicle handling ports.

JAXPORT is a leader in the movement of automobiles, passenger trucks and SUVs, as well as construction vehicles, semi-trucks and other heavy wheeled and tracked machinery.

While the growth is due mainly to JAXPORT's vehicle imports, which are up 15 percent in the first half of the port's fiscal year, exports also grew by 4 percent. □



JAXPORT offers vehicle shippers experience and efficiency.

Advance your career online in logistics and transportation with Florida Coastal School of Law.

Pursue your LL.M. Degree or Certificate in Logistics and Transportation entirely online. For managers, executives, and leaders with a career in logistics, transportation, regulation, distribution, warehousing, freight forwarding, and related fields.



Prepared.
Practice Ready
for Today's World

Take the guesswork out of your company's legal risk.

904-256-1216 EMAIL: LFERNANDES@FCSL.EDU
LEARN MORE: FCSL.EDU/MOVEFORWARD

- FLORIDA -
COASTAL
SCHOOL OF LAW
ONLINE LL.M. PROGRAMS

JAXPORT recognized for auto excellence

JAXPORT recently received the 2017 Terminals and Ports Operator award from Automotive Global Awards North America.

Presented during a ceremony in New Orleans, the award recognizes JAXPORT for maintaining an outstanding collaboration with the port's auto processors and ocean carriers, as well as its labor, rail and trucking partners.

As a top U.S. vehicle port, JAXPORT is home to three major auto processors, offering processing facilities as close as 100 yards from ship berths. □



JAXPORT's Executive Vice President and Chief Commercial Officer Roy Schleicher (center) accepting the 2017 Terminals and Ports Operator award from Automotive Global Awards.

JAXPORT serves as Southeast US entry point for all-new Alfa Romeo Giulia



JAXPORT is proud to be the Southeast distribution point for the Alfa Romeo Giulia, the FCA US LLC new premium mid-size sedan manufactured in Italy.

The line-up includes the 280-horsepower Giulia and Giulia Ti as well as the 505-horsepower Giulia Quadrifoglio. The vehicles are transported to JAXPORT via Grimaldi Lines. APS Stevedoring handles the offloading and the vehicles are processed at JAXPORT by AMPORTS.

JAXPORT has a long-standing partnership with FCA US, serving as a major import/export port for many of the company's well-known brands and models. □

Newest US-flagged pure car and truck carrier calls JAXPORT

JAXPORT welcomed Liberty Passion, the nation's newest U.S.-flagged pure car and truck carrier (PCTC), to Blount Island Marine Terminal during the vessel's maiden voyage.

PCTCs are designed to accommodate all types of vehicles, from completed passenger cars to construction machinery.

The 6,450-car-capacity Liberty Passion, operated by Liberty Global Logistics of Lake Success, New York, loaded military and commercial cargo at Blount

Island and other U.S. ports for delivery to the Mediterranean and Middle East before continuing to the Far East. Liberty Passion is the latest addition to Liberty's expanded roll-on, roll-off fleet which the company says will enhance its ability to serve government and commercial customers.

JAXPORT is one of 17 U.S. Strategic Seaports on-call to move military cargo for national defense, foreign humanitarian assistance and disaster relief, and the only port in Florida with this designation. □



JAXPORT's Victoria Robas presents Liberty Passion Captain James Meyers with a plaque onboard the ship.

Start moving autos through JAXPORT today! Contact Frank Camp, Director, Non-Containerized Sales, at (904) 357-3075 or Frank.Camp@JAXPORT.com. Learn more at JAXPORT.com/Autos.

JAXPORT's moment of zen

Eight stone Buddhist statues, each weighing up to 70 thousand pounds, moved through the TraPac Container Terminal at Dames Point recently.

The gigantic sculptures arrived by ship from Cai Mep, Vietnam where they were carved, and were trucked to a religious temple in Gainesville, Florida.

GWL Logistics served as the freight forwarder for the project and praised the options, customer service and ease of doing business through JAXPORT. □



New shore-side LNG storage tanks in place

Two new 260-ton cryogenic liquefied natural gas (LNG) storage tanks are ready for work at Crowley Maritime Corporation's new shore-side fueling facility on Talleyrand Marine Terminal.

The tanks arrived at Talleyrand aboard the BBC Chartering vessel, Moonstone, from Hamburg, Germany. Seaonus

stevedores loaded the tanks onto a specialty 26-axle trailer for transport to their permanent location on the terminal. □

See page 18 for more on current LNG projects in Jacksonville.






**CRANE SERVICE
HEAVY HAULING
CRANE RENTAL
RIGGING EQUIPMENT**

SPECIALIZING IN INTEGRATED SERVICES

▶ PLANNING ▶ LOGISTICS ▶ CONSTRUCTION

PORT APPROVED DRIVERS, PORT STORAGE,
PORT PICK-UP & DELIVERY

(904) 745-5996

WWW.STERETTCRANE.COM WWW.STERETTBEAVYHAULING.COM



Owned by Eagle LNG, the tanks will provide this environmentally friendly fuel to Crowley's Commitment Class ships, which are among the world's first combination Container-Roll-On/Roll-Off (ConRo) ships powered by LNG.

Massive trucks bound for the Bahamas move through JAXPORT

Highly trained stevedores at JAXPORT's Talleyrand Marine Terminal moved four massive Caterpillar 770 specialty dump trucks onto a roll-on, roll-off cargo ship bound for a Morton Salt facility in the southern Bahamas. The trucks will be used to haul salt harvested for water softening and road de-icing.

JAXPORT's 100-ton multi-purpose whirly crane was used to lift the vehicles — each weighing 35 tons, standing 14 feet tall and measuring 30 feet in length — onto the chartered vessel VI-NAIS. The four trucks were transported to Jacksonville via individual flatbed tractor trailers from a heavy equipment dealer in St. Augustine, Florida, where they had been refurbished.

The stevedores involved in the operation are experienced in the movement of specialty and heavy lift cargo and are employed by JAXPORT tenant Seaconus.

Talleyrand Marine Terminal offers 4,780 linear feet of berth space and is conveniently located near three U.S. interstates, I-10, I-95 and I-75. □



JAXPORT expands service to Asia

JAXPORT is now offering expanded service to Asia through Hamburg Süd's Asia-North America East Coast rotation. Blount Island Marine Terminal serves as the last port of call for the new service which is offered through the 2M alliance.

Vessels in the rotation offer direct service from Jacksonville to Busan in South Korea as well as Qingdao, Xingang,

Shanghai and Ningbo in China. SSA Marine provides stevedoring services at Blount Island.

JAXPORT offers worldwide cargo service from more than 40 ocean carriers, including direct service to Asia, Europe, Africa, South America, the Caribbean and other key markets. □



JAXPORT 2017 Conference

More than 300 industry decision-makers attended JAXPORT's 2017 Logistics & Intermodal Conference held earlier this year in St. Augustine, Florida.

Panel topics for the conference ranged from the new political landscape to changes in the ocean carrier alliances as well as discussions about emerging technology within the industry and the impact of current events on the auto supply chain.

Thank you to our organizers, sponsors and attendees.
See you next time! ☐



JAXPORT interim CEO Eric Green greets attendees.



Panel Topic: The New Political Landscape and Its Impact on the Maritime Industry — From left: Darrell Wilson, AVP Government Relations, Norfolk Southern Corporation; Tom Feeney, President and CEO, Associated Industries of Florida; Reynolds Hutchins, Associate Editor, JOC.com; Kurt Nagle, President and CEO, AAPA.



JAXPORT Board Chairman Jim Citrano offers opening remarks.



Chris Willman with TOTE Maritime Puerto Rico speaks with participants at the TOTE booth.



Panel Topic: The Shakeout from Shifting Ocean Carrier Alliances — From left: Jim Prior, Divisional VP, Transportation, Coach; Fabio Santucci, President, Mediterranean Shipping Co. (USA), Inc.; Richard Craig, President & CEO, MOL (America); Charlie Cunnion, Director of Global Transportation, International Forest Products; Carter Noland, Supply Chain Director, GP Cellulose, LLC.; Mike Wilson, SVP, Business Operations, Hamburg Süd North America Inc.

another success



Panel Topic: Outlook on Caribbean Trade – From left: Rick Schiappacasse, JAXPORT Director of Latin America Sales; Mitch Luciano, President and CEO, Trailer Bridge; Craig Mygatt, CEO, SeaLand; Anthony Chiarello, President and CEO, TOTE; Sergio Sandrin, President, Aqua Gulf; Anthony Mc Auley, Director of Global Logistics, Walmart Stores; Thomas B. Crowley, Jr., Chairman and CEO, Crowley Maritime Corporation.



JAXPORT Conference Keynote Speaker Shannon Miller, 7-time Olympic medalist.



From left: JAXPORT interim CEO Eric Green; Dennis Kelly, Regional VP and General Manager, TraPac Jacksonville; JAXPORT Board Treasurer John Falconetti.



Panel topic: Complexity in the Finished Vehicle Supply Chain – From left: Steve Rand, Executive VP Sales, Hub Group; Charles Franklin, Manager of Export Logistics Operations, American Honda Motor Co., Inc.; Scott Cornell, VP – Ocean Carrier, Hyundai Glovis; Heather Gilhuly, Sr. Manager of Port Operations & Metrics; David Sellers, AVP Automotive, TTX.



Panel Topic: Big Data and Emerging Technologies in Transportation & Logistics – From left: Eric Johnson, Research Director & IT Editor, AJOT; Rick Schart, SVP, Supply Chain & Ecommerce, Stein Mart; Matt Tillman, Co-Founder & CEO, Haven; Wayne Varnadore, SVP & Chief Logistics Officer, Bealls Inc.



From left: Mike Wilson, SVP Business Operations, Hamburg Süd North America Inc.; Roy Schleicher, JAXPORT EVP/CCO; Richard Craig, President & CEO, MOL (America).



JAXPORT marketing expert named top young business leader

JAXPORT's Aisha Eccleston, Southeast Sales and Service Provider Relations, has been named one of the Jacksonville Business Journal's 40 under 40, recognizing Jacksonville's most successful young business leaders.

Aisha is currently president of the Jacksonville Chapter of the Conference of Minority Transportation Officials (COMTO Jax). She also gives her time to numerous community efforts, including serving as a JAXPORT mentor through the Big Brothers Big Sisters program. □

HERE
FOR PUERTO RICO



SAFETY. COMMITMENT. INTEGRITY.

Our commitment to Puerto Rico is about more than reliable deliveries and exceptional customer service. It's about community investment through significant renovations to the San Juan terminal. It's about preservation of the environment with the first LNG Powered Container Vessels. It's about serving Puerto Rico with pride - learn more today.

1.877.775.7447 | totemaritime.com



INDEX OF ADVERTISERS

CUSTOMS BROKERS
American Shipping Company, Inc.....21
www.shipamerican.com

EDUCATION & TRAINING SERVICES
Florida Coastal School of Law.....26
www.fcsl.edu
Florida State College at Jacksonville -
MyTechHire Program Inside Front Cover
www.fscj.edu

EMPLOYMENT, LABOR & STAFFING SERVICES
CareerSource Northeast Florida 17
www.careersourcenortheastflorida.com

FUEL, OIL & LNG BUNKERING SERVICES
Pivotal LNG 9
www.pivotaling.com

HEAVY LIFT EQUIPMENT & SERVICES
Hoist Lifter Mfg., Inc 4
www.hoistlift.com
Sterett Heavy Hauling28
www.sterettheavyhauling.com

LOGISTICS & INTERMODAL SERVICES
Shoreside Logistics..... 7
www.shoresidelogistics.com
Trailer Bridge Inside Back Cover
www.trailerbridge.com

MARINE & STATIONARY DIESEL ENGINE MAINTENANCE
KE Marine & Worldwide Diesel 7
www.kemarine.com

OCEAN CARRIERS
K-Line America, Inc. 3
www.kline.com
Trailer Bridge Inside Back Cover
www.trailerbridge.com

OFFICE SPACE
Regency Tower.....25
www.cushwake.com

SHIPPERS (IMPORTERS/EXPORTERS)
TOTE Maritime Puerto Rico..... 32
www.totemaritime.com

STEVEDORING & CARGO HANDLING SERVICES
Seanus Outside Back Cover
www.seanus.com

TERMINAL OPERATORS
TraPac, Inc 7
www.trapac.com

TRUCKING SERVICES
Air Van Inc.....23
www.airvaninc.com
Sterett Heavy Hauling28
www.sterettheavyhauling.com

UNIONS, LOCAL
ILA Local 1408 17
www.ila1408.org

Meet our JAXPORT Sales Team



ROY SCHLEICHER
Executive Vice President/
Chief Commercial Officer

(904) 357-3041
Roy.Schleicher@JAXPORT.com



ROBERT PEEK
Director & General Manager,
Business Development

(904) 357-3047
Robert.PEEK@JAXPORT.com



LISA WHELDON
Director, National Accounts
& Containerized Cargo Sales
CARGO SPECIALTY: Containers

(904) 357-3059
Lisa.Wheldon@JAXPORT.com



RICARDO "RICK" SCHIAPPACASSE
Director, Latin America Sales
CARGO SPECIALTY: Forest Products,
Latin America

(904) 357-3071
Rick.Schiappacasse@JAXPORT.com



FRANK CAMP
Director, Non-Containerized
Sales
CARGO SPECIALTY: Autos,
Breakbulk, Bulk, Heavy Lift,
Reefer

(904) 357-3075
Frank.Camp@JAXPORT.com



JAMES "JIM" BUTCHER
Director, U.S. Northeast &
Roll-on/Roll-off Sales
CARGO SPECIALTY: Ro/Ro

(516) 493-1935
James.Butcher@JAXPORT.com



LISA DIAZ
Manager, Foreign Trade Zone and
Northeast Florida Sales
CARGO SPECIALTY: Containers,
FTZ No. 64

(904) 357-3072
Lisa.Diaz@JAXPORT.com



AISHA ECCLESTON
Southeast Sales and Service Provider
Relations
CARGO SPECIALTY: Containers, Freight
Forwarders, Customs Brokers, Service
Providers

(904) 357-3070
Aisha.Eccleston@JAXPORT.com

CARGO QUESTIONS

(800) 874-8050
(904) 357-3030
info@JAXPORT.com
JAXPORT.com/Cargo



We go there! Check out JAXPORT's interactive trade lanes map at JAXPORT.com/map.

CONNECT WITH US ONLINE



LinkedIn:
The Jacksonville
Port Authority



Twitter:
@JAXPORT



Facebook:
Facebook.com/Jacksonville
PortAuthority



YouTube:
YouTube.com/
JAXPORT



Flickr:
Flickr.com/
JAXPORT



Instagram:
JAX_PORT



Sign up for JAXPORT Report, our monthly e-Newsletter.
JAXPORT.com/Publications

Dr. Seuss birthday celebration at JAXPORT



Students from Heart for Children, an afterschool program for underprivileged children, celebrated Dr. Seuss's birthday with a party aboard the port's Carnival cruise ship Elation. The children were treated to a special story time complete with character appearances and a balloon drop from the ship's atrium.

Representatives from Carnival presented Heart for Children with a \$5,000 donation.

The program also receives regular support from JAXPORT.

Carnival Elation offers Seuss-themed on board activities for families and sails out of JAXPORT year-round. □

Carnival Elation welcomes area high school students

The Elation crew also welcomed students from First Coast High School's Global Logistics and Supply Chain Technology Academy aboard the ship for a celebration marking the end of the school year.

Students who participated in the event have been mentored by JAXPORT employees through the Beyond School Walls program, a partnership with JAXPORT, Big Brothers Big Sisters of Northeast Florida and Duval County Public Schools. The students have been visiting JAXPORT once a month, meeting with employees and learning about careers in and around the port. □



JAXPORT awards scholarship to UNF transportation & logistics student



JAXPORT's interim CEO Eric Green congratulates Beatriz Gomez on earning this year's scholarship during a recent visit at JAXPORT headquarters.

JAXPORT has awarded University of North Florida (UNF) senior Beatriz Gomez with a \$2,500 scholarship for transportation and logistics studies at UNF's Coggin College of Business.

Born and raised in Belize, Beatriz moved to Jacksonville in 2014 to begin her studies at UNF. She has distinguished herself as an outstanding scholar, representing UNF at the 2016 Intermodal Association of North America Expo and Student Challenge.

She graduated in April 2017 and has plans to pursue a graduate degree.

Beatriz is employed as a shipment allocation coordinator at Total Military Management, a Jacksonville-based non-asset logistics company that connects transportation service providers to the military marketplace.

Since 2008, JAXPORT has awarded \$14,500 in scholarships as part of the port's ongoing commitment to supporting local students and industry educational programs. □

Learn more about JAXPORT's community contributions at JAXPORT.com/Community.

SEAMLESS SHIPPING.

UNITED STATES | PUERTO RICO | DOMINICAN REPUBLIC | VIRGIN ISLANDS

LOGISTICS CARGO VEHICLES

Trailer Bridge
We Make It Happen.

www.trailerbridge.com
1.844.TBSHIPS
f i n



PICKUP



LOAD



SHIP



Cargo In Motion.



STEVEDORING | TERMINAL SERVICES | WAREHOUSING

JACKSONVILLE MOBILE NEW ORLEANS SAVANNAH CHARLESTON

INFO@SEAONUS.COM WWW.SEAONUS.COM 904.786.8038