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MAGAZINE

WINTER | 2018

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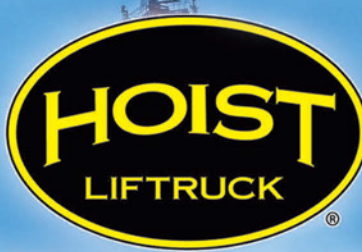
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Meet the man behind the cover photo
Captain Chris Mons, St. Johns Bar Pilot Association

Read more about how the ships calling Jacksonville have grown during his 10 years on the job and see more of his original photography on page 32.

A message from CEO Eric Green



Innovation. Teamwork. Accountability. Leadership. Integrity. In 2014, following extensive research and analysis, JAXPORT finalized an updated Strategic Master Plan—grounded in the five guiding principles above—to lead the port into the future.

This roadmap to success was developed using both internal analytics and external industry trend assessments. We also incorporated insights from our valued customers and tenants to ensure our goals were in line with the demands of this rapidly changing business.

The plan featured four major JAXPORT business goals:

- Deliver profitable business growth
- Preserve the diversity of our business
- Develop operationally and financially compatible goals for the near and long term
- And, finally, deliver a 47-foot shipping channel

Details on these goals and the strategies we outlined to achieve them can be found at JAXPORT.com/StrategicPlan.

As 2018 begins, we can all take great pride in the strides we have made in just a few short years: A record-setting year in container volumes, auto volumes and tonnage; a year-old ICTF rapidly ramping up service; emergence of Northeast Florida as the unquestioned leader in the use of Liquefied Natural Gas (LNG) as a maritime fuel and export commodity; the addition of so many household brand names to Jacksonville’s internationally renowned Foreign Trade Zone No. 64 and on and on.

All of these achievements have played a part in getting us to this important point—as our cover story highlights—where our future can start in earnest. Jacksonville Harbor Deepening is beginning after more than a decade of thoughtful planning, in-depth study, modeling and peer review, propelled by exceptional business and political advocacy.

It would take all of the remaining pages of this magazine to thank those individuals and organizations whose work has contributed to moving this game-changing project forward. It is with much appreciation that we dedicate this issue to all of you and recommit to our customers and our community, the pledge set out in our Strategic Plan: that we will always, in all ways, maximize the use of our public assets for the public good.

My door is always open. □

Eric Green
 JAXPORT CEO
 (904) 357-3100

Jacksonville Harbor Deepening is beginning after more than a decade of thoughtful planning, in-depth study, modeling and peer review, propelled by exceptional business and political advocacy.



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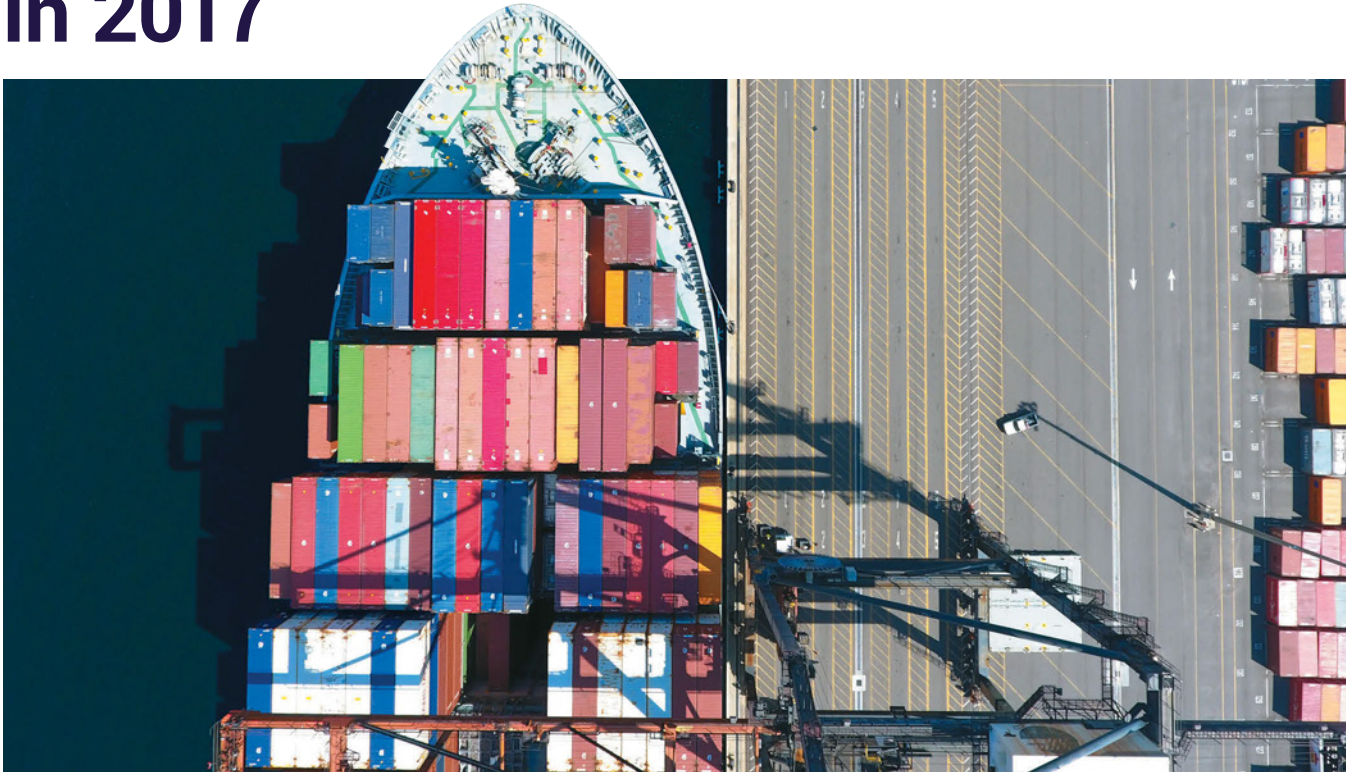
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JAXPORT sets new cargo records in 2017



JAXPORT's public seaport terminals achieved record growth in containers, vehicles and overall tonnage during the fiscal year ending Sept. 30, 2017. JAXPORT moved more than 1 million twenty-foot equivalent units, a 7 percent increase over 2016, which was also a record year in container volumes for the port.

When combined with the containers handled through private terminals, more than 1.3 million containers move through

the Port of Jacksonville annually, making it Florida's largest container port complex. The Asian container trade continues to be the fastest growing segment of JAXPORT's container cargo business, achieving 19 percent growth in the past year, with nearly 400,000 Asian containers moved.

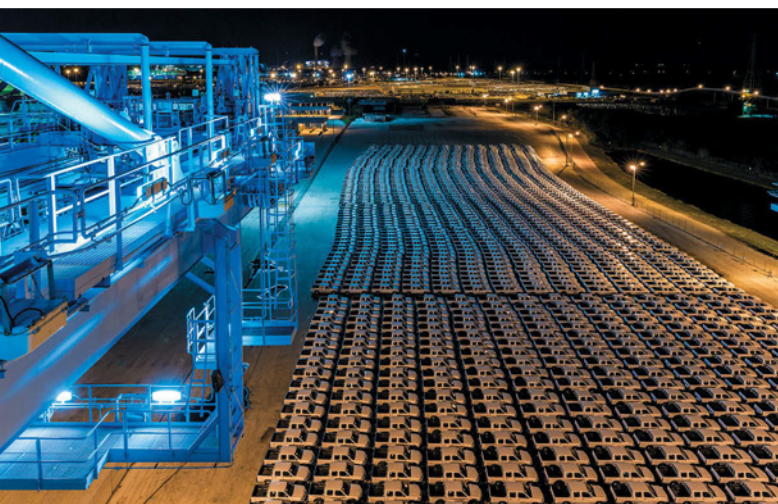
The growth in general cargo volumes fueled yet another record for the port: 9.3 million tons of cargo moved through JAXPORT last year, up 7 percent over 2016.

Other 2017 highlights include:

- JAXPORT moved the most vehicles in its history, a record-setting 693,000 total units, maintaining its position as one of the nation's busiest vehicle-handling ports.
- Dry-bulk cargoes (which include non-containerized commodities such as limestone and gravel) increased 21 percent over 2016, with 862,338 tons shipped.
- JAXPORT's Puerto Rican container business grew 10 percent.

JAXPORT has recorded year-over-year cargo revenue growth for more than a decade. □

Learn more about JAXPORT's cargo business at JAXPORT.com/Cargo.



Southeast markets drive record auto cargo and growth

By Lori Musser



Stevedores move autos onto a Roll-on/Roll-off vessel at JAXPORT.

Following a record-setting year in vehicle business, JAXPORT is set to begin construction of a new automobile processing terminal, the first phase of a multi-year project which will increase the port's vehicle-handling capacity by 25 percent.

JAXPORT is enhancing its auto-handling capacity and capabilities based on input from Original Equipment Manufacturers (OEMs), processors and ocean carrier partners. The continued growth of the port's three auto processors and its location in the heart of the nation's fastest-growing auto-consumer market have led to increased demand for vehicle space.

At full build out, the new facility will add more than 100 acres of processing and storage space on JAXPORT's Dames Point Marine Terminal with direct waterside access for loading and unloading vessels. The new terminal offers major interstates less than one mile away with the potential for direct rail service.

Southern Charm

Jacksonville's location has helped precipitate a double-digit upswing in import volumes, and exports are flourishing too. The port is served by 13 of the world's leading Ro/Ro carriers, specializing in the movement of automobiles, passenger trucks and SUVs, as well as construction



vehicles, semi-trucks and other heavy-wheeled and tracked machinery.

With exceptional inland connections, dealers have come to expect fast, competitively-priced delivery through JAXPORT. Add in experienced, committed processors and you have a winning package of advantages.

The Processor Line-Up

Having an auto-processing cluster on-terminal—featuring AMPORTS, Wallenius Wilhelmsen Logistics (WWL) and Southeast Toyota Distributors—ensures vehicles are handled efficiently and drives substantial supply-chain savings.

The U.S. auto industry is finishing out 2017 with strong sales and each of the port's three auto processors is recording growth.

Toyota Motor Corp. remains a leader in the U.S. The company's stellar branding supports solid, long-term growth at Talleyrand Marine Terminal's Southeast Toyota Distributors.

AMPORTS sees further increases on the horizon. "We continue to see substantial growth as each of our JAXPORT customers experience increased vehicle volumes," said AMPORTS President and Chief Operating Officer Stephen Taylor. "The main driver ... has been the decision to switch from cars/sedans to SUVs/CUVs in order to meet the demands of the consumer."

At WWL, where Kevin Carrier is Head of South Atlantic Imports, OEM volumes are showing continued growth to serve the current level of demand.

Carrier said, "WWL's sophisticated supply chain solutions ensure an efficient integration of ocean transportation, inland distribution, terminal handling, vehicle processing and a comprehensive range of technical services." In Jacksonville, WWL offers comprehensive logistics services to accommodate both inbound and outbound cargo via ocean, rail or truck.

WWL's ongoing growth is supporting its latest expansion-1,100 new parking spaces, which can accommodate more than 9,000 additional cars per year. □

Learn more about JAXPORT's auto capabilities at JAXPORT.com/Autos.

JAXPORT stacks up: 2017 brings record breakbulk cargo

By Lori Musser



Jacksonville's skilled workforce is experienced in handling all types of forest products from logs and lumber to paper products and wood pulp, and more.

JAXPORT remains one of the busiest breakbulk ports in the Southeast achieving record growth in breakbulk cargos in fiscal year 2017, led by forest products which increased to almost 700,000 tons, a 12.5 percent jump over last year.

Charles Tillotson, Chief Commercial Officer of Diversified Port Holdings (DPH), said breakbulk volumes are up roughly 8 percent year over year at his facilities: "The growth has been largely driven by an increased volume of paper from Europe and pulp from Brazil. Steel has also been strong at our Talleyrand and Blount Island facilities."

Forest Product Leader

Logs and pulp, upscale paper and pellets—JAXPORT terminals welcome it all. Of the port's nearly 700,000 tons of breakbulk cargo, more than 300,000 of that is sustainable eucalyptus pulp from Brazil. Carriers bring the pulp to Blount Island's SSA Cooper terminal and DPH's Seonus facility at the port's Talleyrand terminal. It moves onward to Southeastern U.S. mills where it is converted into tissues, paper towels and more.

Rick Schiappacasse, JAXPORT Director of Latin America Sales, said the U.S. market is solid: "The demand for pulp products is relatively stable, but we are excited that, within our inland range, several new tissue-production machines are being built. It is a great opportunity to build cargo."

Another bright spot is the expanding import of high-quality Scandinavian paper and paperboard through DPH's Seonus facility at Talleyrand.

The forest-product market is being driven by sustainable/efficient harvesting, new technologies that enhance wood cutting and utilization, and a growing supply of pragmatic species like knot-free radiata pine.

A First-Rate Business Model

JAXPORT already offers an experienced and well-serviced gateway for non-containerized cargo, with key global market connections and ample space—900,000 square feet of on-dock warehousing plus millions more nearby. The port also offers easy access to highways and railways, 36 daily trains aboard three rail lines, a covered railcar loading area, as well as skilled and experienced labor.

These efficiencies and more have all led the port to an increased market share of forest product business, and, with the rebuilding phases going on in the Caribbean and Central America, can expect continued export growth. □

JAXPORT's Forest Product Roster

- Cellulose and fluff
- Paperboard
- Coated paper
- Plywood
- Corrugated paper
- Pulp
- Logs and lumber
- Recovered paper
- Molding and mill wood
- Wood chips and pellets

START MOVING FOREST PRODUCTS THROUGH JAXPORT TODAY!

Contact Rick Schiappacasse, Director, Latin America Sales, at (904) 445-9281 or Rick.Schiappacasse@JAXPORT.com.

FTZ No. 64 plus creativity earn kudos for Sysco International Food Group

By Laura Jane Pittman



The Sysco IFG team after receiving Wendy's International Supplier of the Year award at the restaurant chain's 2017 convention.

A creative plan to run a special blend of fry oil from Mexico as an FTZ product and subsequently export it to the Caribbean was a big part of the reason Sysco International Food Group (IFG) earned recognition as International Supplier of the Year for Outstanding Service and Innovation for Wendy's restaurants. Sysco IFG has been a Wendy's supplier for more than eight years, and the use of JAXPORT's FTZ No. 64 has greatly enhanced the company's ability to provide efficient logistics.

"Using the FTZ can save more than 20 percent in duties and it allows for much greater flexibility."

"In addition to what we do with the fry oil, we are using a similar logistics model for another brand using a hot sauce sourced from Chile. We began distributing within the FTZ about three years ago, and it has allowed us the ability to compete with other ports from around the world," said Tim Crumley, Sysco IFG Vice President of Global Logistics. "Using the FTZ can save more than 20 percent in duties and it allows for much greater flexibility in terms of the amount

of product that we can source, thus allowing us to provide a wider variety of products from around the world."

One example, said Crumley, is when the company can combine beans from Mexico with mushrooms and Mandarin oranges from China and olive oil from Italy, all in one shipment. Sysco IFG currently runs several different international products through its FTZ distribution center, and it anticipates that increasing to 40 or 50 products in the near future.

JAXPORT's FTZ No. 64 offers customers the ability to efficiently manage cash flow and save a significant amount of money on imported cargo shipments or manufacturing and distribution operations. Storage and distribution sites can be setup in the eight county region that makes up Northeast Florida.

"Being able to mix up the end use drives efficiencies into the supply chain for some of the countries. This in turn breeds competition and manages costs," said Crumley. "This is a huge growth opportunity for us." □

FIND CREATIVE WAYS TO BUILD YOUR BUSINESS THROUGH FTZ NO. 64

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

For a personalized consultation contact Lisa Diaz, Manager, FTZ No. 64 & Logistics Services, at (904) 357-3072 or Lisa.Diaz@JAXPORT.com.

HEARD AROUND THE PORT

"Jacksonville today is the center of the LNG maritime universe...there is no other port in the world that has done all of the things Jacksonville has done."

- Peter Keller, Executive Vice President, TOTE, Inc.

ON THE COVER

HARBOR DE

THE FUTURE STARTS NOW

By Lori Musser



OPENING:

The Jacksonville Harbor Deepening project is the single biggest opportunity to grow the port, support area private businesses and stimulate the development of more distribution centers, warehousing and manufacturing in Northeast Florida.

The federal project to deepen the Jacksonville shipping channel to 47 feet will allow JAXPORT to accommodate more cargo aboard the world's largest ships. The 13-mile project is divided into four construction segments, with the first three segments, which will deepen the harbor from the mouth of the St. Johns River through the Blount Island Marine Terminal, ready for construction to start in early 2018.

JAXPORT has been focused on the future, building a strong strategic plan and investing in upgraded terminals, container cranes and equipment, an intermodal rail transfer facility, inland connectivity and more to become one of the most efficient cargo ports in the nation.

Initial Construction Afoot

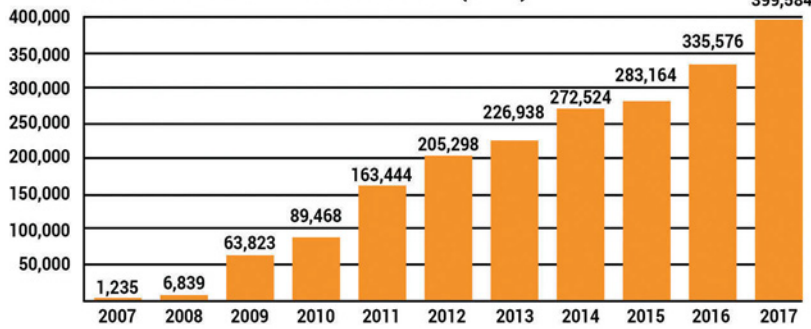
In September, the U.S. Army Corps of Engineers (USACE) awarded a \$22.8 million contract for the first phase of the deepening project to The Dutra Group of San Rafael, Calif. Col. Jason A. Kirk, Commander of the Corps' Jacksonville District said, "Award of this project helps ensure the nation's infrastructure stays strong, bolsters global competitiveness and creates jobs."

JAXPORT's Board of Directors approved the start of the project earlier this year allocating the first phase of port funding to the USACE for construction and environmental monitoring.

The first segment of construction is fully funded by the state of Florida, the federal government and JAXPORT. The federal government recently committed \$21.5 million to the first phase and named the deepening a "new start" project making it eligible for up to 50 percent of the total cost from the federal government. Following the federal financial commitment, Florida Governor Rick Scott said, "These investments help Florida create jobs and become a global hub for trade."

"We are pleased to see that investment is being made in Jacksonville to further improve its infrastructure in the coming years. This will facilitate trade and consequently drive economic growth for the region," said Mario Giannobile, Maersk Line's Head of North America Sales – East. "With trade volumes increasing globally, there is an ongoing need to improve the efficiency of the transportation infrastructure—from ships to terminals to roads and inland-storage sites."

JAXPORT Asian Containers (TEU)



Supporting Growing Capacity

JAXPORT has recorded an average of 21 percent year-over-year growth in Asian cargo volumes during each of the past five years, with Asian trade now accounting for nearly 40 percent of the port's total cargo container business. Asian container trade continues to be the fastest growing segment of JAXPORT's container cargo business, with nearly 400,000 Asian containers moved in fiscal year 2017—up from a mere 1,200 containers in 2007.

A 47-foot deep channel will allow cargo ships transiting the Suez and Panama canals to call JAXPORT fully loaded, preserving and growing cargo volumes and ensuring the port

retains a position on the carriers' shrinking port call rosters. JAXPORT expects to nearly triple the number of containers it moves during the next 20 years.

"Once deepening is complete, we expect to see an increased opportunity to add weight to vessels," said Richard Craig, President and CEO at MOL (America) Inc. "With the planned deployment of larger vessels, if you plan to compete in the global marketplace, you are going to have to be in the game and having deeper water is key here."

As greater depth brings more capacity and a greater selection of services, on current carriers and new carriers alike, shippers and manufacturers will benefit from increased rate and service competition and schedule choice. Any developments that improve supply-chain choice, cost, safety, velocity or reliability will also benefit area manufacturers.

Steven Johnston, Senior Director of Supply Chain for Jacksonville-based Rayonier Advanced Materials, said, "Increasing the depth of the harbor could have a significant impact on Rayonier Advanced Materials if this change creates more demand for the carriers that call on the port."

JAXPORT: DELIVERING A 47-FT. HARBOR

HARBOR DEEPENING STUDY BEGINS

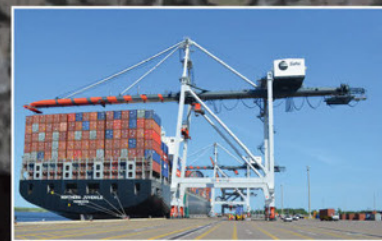
THE U.S. ARMY CORPS OF ENGINEERS LOOKS AT DEEPENING FOR BIGGER SHIPS.

2007

YANG MING MILESTONE MAKES HISTORY

THE 6,600-TEU MILESTONE BECOMES THE LARGEST VESSEL TO EVER CALL ON JACKSONVILLE'S SEAPORT.

2012



2014

TRAPAC CONTAINER TERMINAL OPENS AT DAMES POINT

JAXPORT'S FIRST FACILITY DEDICATED TO HANDLING ASIAN CONTAINERS.



HARBOR DEEPENING DESIGN BEGINS

WEEKS AFTER CONGRESS AUTHORIZES THE 47-FT. PROJECT, ENGINEERING AND DESIGN STARTS.

He explained that his supply chain is impacted by the number and selection of carriers that serve the port.

Echoing the Call for Deepening

JAXPORT's growing bulk and breakbulk businesses are echoing the rallying cry for harbor deepening.

Jarod Wolford, Area Sales Manager at Martin Marietta's Jacksonville Marine Terminals, said that as the economy has come around, there is increasing demand for his product-aggregates for use in construction, chemical and industrial applications. The booming business optimizes his terminal usage, and now he is also looking to optimize vessel usage. Deeper water will do that.

Jacksonville's harbor deepening will stimulate non-containerized cargo, especially when it comes to the wood-pulp ships currently calling on JAXPORT. In the past, it was typical for a purpose-built pulp vessel to deliver 30,000 tons across perhaps five ports. With deeper water, JAXPORT would be able to accommodate all of that.

With vessels now holding up to 45,000 tons, and operators wanting to decrease the port calls to perhaps two or three to gain scale economies, at 47 feet deep, Jacksonville will be in a position to be the first port of call for inbound vessels.

The Time is Now

JAXPORT's mission is to create an environment that supports growth for the region's private-sector businesses like Diversified Port Holdings LLC (DPH), a maritime logistics business. The company provides stevedoring services for a variety of cargo types at JAXPORT terminals. These cargoes arrive on vessels which are not draft-constrained, but DPH nevertheless wholeheartedly supports a deeper channel.

Charles Tillotson, DPH Chief Commercial Officer said, "Jacksonville's harbor-deepening project is in the vital interests of JAXPORT moving forward. It will position the port to compete at the highest level in the next three to five years." He added, "The more successful the port is in general, the better it positions DPH to attract more business."

After more than a decade of incredible growth and strategic investment, the deepening project is the final piece of the puzzle needed to secure Northeast Florida's place as a global leader in trade and transportation. □

Learn more about the Jacksonville Harbor Deepening project at JAXPORT.com/Harbor-Deepening.



2015

MOL VESSEL SETS NEW RECORD
THE 8,800-TEU NORTHERN JUVENILE BECOMES THE LARGEST CONTAINER CARGO SHIP TO VISIT JAXPORT.

2016

NEW CRANES OPERATIONAL
THREE NEW 100-GAUGE CRANES BEGIN WORKING AT BLOUNT ISLAND, COMPLEMENTING A MULTI-YEAR, MULTI-BERTH REBUILD.

NEW RAIL TERMINAL OPENS
INTERMODAL CONTAINER TRANSFER FACILITY ALLOWS CONTAINERS TO QUICKLY MOVE SHIP-TO-RAIL.



2017

LARGEST SHIP TO DATE
THE 10,100-TEU MOL BRAVO VISITS TRAPAC VIA THE SUEZ CANAL.

HARBOR DEEPENING CONSTRUCTION STARTS

Longshoremen gear up for harbor deepening

By Lori Musser

Long a true foundation of JAXPORT's success, Jacksonville's dedicated longshoremen are elevating training, recruiting millennial talent and strategically upgrading services to mirror the needs of today's discerning customers. Their perspective on the deepening of the Jacksonville harbor is global, their planning for labor needs is long-term and their message to the community is clear.

ILA Local 1593, Clerks and Checkers

Daniel Teague is President of International Longshoremen's Association (ILA) Local 1593 which provides clerks and checkers to contracted stevedores in Jacksonville. He is a second generation clerk, and the waterfront is close to his heart. He said, "Harbor deepening means jobs, and a big ripple effect for the community. These are great jobs all across the board, from ILA to trucking to distribution centers ... and they pay above median wage."

Although ILA Local 1593 is a local labor pool, Teague said it is important that they think bigger: "The port is part of the global economy. If you don't have deep water then you aren't going to be a player."

He said the checkers have already begun recruiting new people, including millennials with strong technical and computer skills. "With greater channel depth there will be bigger vessels, and the work duration is much longer. Instead of completing a ship in one shift, it may take two or three. We have to have more trained people. Cargo volumes will dictate how many."

He said the ILA is working with the Jacksonville Maritime Association to find funding for continuing training in the more technical aspects of future jobs.

"Deeper water means more benefits for all—that is our message—the harbor deepening is not just for us, it is for our community," Teague said.

ILA Local 1408, Stevedores

Vincent Cameron serves as Vice President of the ILA's Executive Council and is President of ILA Local 1408, the stevedores. He said, "The deeper the water, the larger the ships, the greater the number of boxes, and the greater the impact on the economy. Every box represents a percentage of a job. And they are all welcome here."

Cameron spoke of the economic benefits. "At the end of the day, Jacksonville is already a port city. Many jobs are directly or indirectly related to the port. The cost of the deepening is a heavy capital outlay upfront, but here's the important part: If you don't do it to serve Florida's growth now, you won't be able to later."

ILA Local 1408's role in preparing for larger ships has been highly collaborative. "We are most definitely doing training on an ongoing basis. The new ships require us to expand our skills. We have to embrace technology, be cross-trained, be versatile." Cameron said.

According to Cameron, the region has been paving the way for deepening for years by heavily investing in infrastructure. "It is a logistics wonderland for us now with JAXPORT's new cranes and intermodal rail yard, Cecil Commerce Center and other distribution facilities. We have put so much in place to support this project." □



Stevedores facilitate the movement of containers at the TraPac Container Terminal at Dames Point.

New Board Chairman Ed Fleming shares top priorities for JAXPORT

By Lori Musser

The JAXPORT Board of Directors recently selected Ed Fleming, retired CEO/President of Atlantic Marine Holding Co, LLC, as chairman for the next year. Over three decades, Mr. Fleming has led numerous industry councils and associations, helping build Jacksonville's world-class maritime community.

What is your foremost goal as Chairman?

To continue the push for funding and completion of our deep-water project. Our whole future is tied up with the deepening to attract bigger, longer ships, more containers and more jobs for the city of Jacksonville. It is critical to capture the rest of the funding and have contracts awarded for the several stages of deepening. We will continue to work with elected officials in Washington and Tallahassee until the project is done.

What is JAXPORT doing to grow its role as a key economic driver in Northeast Florida?

For the port to remain vibrant we have to have deep water, otherwise, other ports will take the business. Our board members are appointed by the mayor or governor who have given us a fiduciary responsibility to grow jobs and the port in the most fiscally responsible way possible. Creating jobs is the whole reason we are here.

How can JAXPORT's Board best support the port's good corporate citizenship?

The board demands that the port continue to be open and transparent with the community. Where issues still arise, we will all work to find win-win scenarios. With the deepening, the U.S. Army Corps of Engineers has done massive studies and has come up with a plan to minimize any potential impacts. We know they will follow that to the letter of the law and we will all go above and beyond whenever possible.

We will continue to work hard to address issues early and work through them with the community. In that effort, groups like the Jacksonville Marine Transportation Exchange, which does one heck of a job to ensure all port stakeholders communicate and share ideas, are invaluable.

What are your priorities for the coming year?

Along with deepening, which is my number one push, my focus will be on cost efficiency, property for expansions and supporting the growth of our current port customers.

With the deepening, the new intermodal yard and other improvements, we will have more cargo. We are already



thinking about how to go out and extend capacity and are looking strategically at highest and best use. And we will want to acquire more space, because the more property available, the more revenue and jobs we can produce.

Current customers should be valued for their commitment and can help the port grow, too. I believe in the old adage, "You always want to dance with the one you brought."

Of course our new partners are incredibly important, but working with established customers, letting them know what is going on, and helping them develop new opportunities is critical to our success as well.

If we get well down the road on these four goals, we will have done a lot in one year. □

JAXPORT'S BOARD OF DIRECTORS

The other new board officers recently elected are Vice Chairman John Falconetti, President of Drummond Press; Treasurer John Baker, Executive Chairman of FRP Holdings, Inc. and Treasurer Jamie Shelton, President of bestbet Jacksonville.

The seven members of JAXPORT's volunteer board are appointed by the Mayor of Jacksonville and the Governor of Florida to provide policy guidance. Also serving on the board are immediate past chairman and former commercial real estate executive Jim Citrano, Senior Pastor Dr. John Newman, and telecommunications executive Joe York. □

To learn more about and connect with JAXPORT's Board, visit JAXPORT.com/Board.



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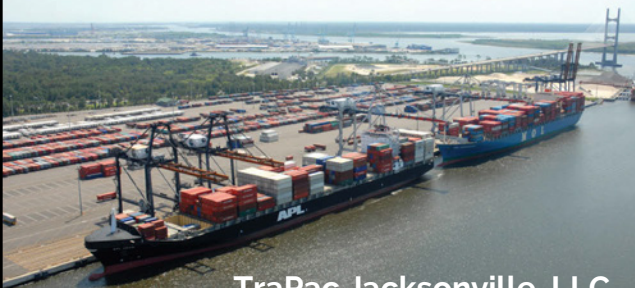
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First-of-its-kind outdoor storage facility opens in FTZ No. 64

By Laura Jane Pittman

A **first-of-its-kind** outdoor storage facility, operated by North Florida Warehouse FTZ, is now available in FTZ No. 64. The 3.7-acre facility, with a 30-foot gate opening, caters to high and heavy and over-dimensional cargo.

North Florida Warehouse FTZ is a division of JZ Expedited Companies, which already has an adjacent 32,000-square-foot warehouse within the FTZ. The outdoor facility has filled a need for shippers desiring third-party logistics storage, said company CEO Robert Fox.

“We are centrally located between all facets of JAXPORT and are unique in that we can offer customers a cradle-to-grave, full supply-chain solution,” said Fox. “I saw a glaring need in the Jacksonville market for this link in the supply chain. It is important to be able to capture cargo, support customers with great service and keep them in Jacksonville—this provides jobs and makes money for the area.”



Robert Fox, CEO, JZ Expedited Companies

JAXPORT’s Manager of FTZ and Logistics Services. “Also, with Jacksonville being a premier auto port, it expands our capacity to handle Ro/Ro cargo.”

“Doing business in Jacksonville’s FTZ has so many benefits.”

The outdoor facility is accessible to customers 24/7 and provides the latest security—including remote controlled cameras with 360-degree and infrared capabilities. It also has 110-voltage hook-ups on the power poles throughout the acreage for a variety of uses—for example, a customer who needed stored equipment to stay warm or cool.

“This facility will expand the type of customer who is able to utilize the FTZ, as there is an entire market of companies that need third-party logistics services,” said Lisa Diaz,

According to Fox, the Department of Commerce has already approved a three-acre expansion of the outdoor facility. JZ Expedited Companies also has a future goal to create a temperature-controlled warehouse in the FTZ to provide even more storage options.

“Doing business in Jacksonville’s FTZ has so many benefits, and it is exciting when we can help customers lower their landed cost and improve their global solutions,” said Fox. “This is our first outdoor facility, but I suspect it will not be our last.” □

Connect with North Florida Warehouse FTZ and other Northeast Florida service providers in JAXPORT’s Maritime Business Directory at JAXPORT.com/Directory.



Ties run deep between Jacksonville and Puerto Rico

By Lori Musser



Crowley loads trucks and equipment from Jacksonville's public electric authority onto a barge.

JAXPORT's three Puerto Rican carriers— Crowley Maritime Corporation, Trailer Bridge, Inc. and TOTE Maritime Puerto Rico—have been tirelessly working side-by-side to help the island's residents, including their own employees, recover following hurricanes Irma and Maria.

"The work done by Trailer Bridge, TOTE, and Crowley was critical for the success of bringing back some life and resources to the island. I don't think you could find any other group of carriers in the entire world come together like we did to support all the needs of Puerto Rico," said Trailer Bridge President and CEO Mitch Luciano.

People: The priority

"Whenever we are facing an emergency situation that involves our employees, it is all about the people. The first thing we did was ensure they were safe," said Cole Cosgrove Director, Marine Operations at Crowley.

According to the company, Crowley employees in Jacksonville bought and shipped 800 bins with more than 50 tons of relief supplies, including 20,000 bags of ice. Crowley also set up laundry facilities on port terminals in Puerto Rico. "We are moving a lot of electrical poles for power grid projects, and have moved hundreds and hundreds of utility trucks. But at the end of the day, the resilience, dedication and passion of our employees was the true story," he said.

Trailer Bridge's Luciano said, "Every employee stepped up to help our Trailer Bridge family and the individuals of Puerto Rico. Employees at the company's Jacksonville office sent over eight containers of relief goods, fuel, water, generators, food, etc. to employees and their families on the island. Making sure our people had power at their home and food in their fridge was critical for them to feel some sense of relief from the devastation surrounding them."



Stevedores with port partner Seaconus load Federal Emergency Management Agency (FEMA) water supplies into a shipping container at JAXPORT's Blount Island.



Equipment and supplies staged at Trailer Bridge's facility at Blount Island for shipment to the island.

TOTE Traffic and Regulatory Generalist Eileen Zavala, who lives and works in Puerto Rico, recently recounted her experience on the island following Maria. "The first thing the company showed us was, 'okay, I'm with you.' That makes us feel more than safe. More like family. They didn't wait for us to ask for things, they just sent them. I'm very, very thankful. I know right now my family needs me, but I know too that the island needs us. So we have to keep working to help everybody."

"Our ships have significant capacity and we want to use our resources to support the island," said Tim Nolan, President of TOTE Maritime Puerto Rico. "Just one ship can carry the same amount of goods as nearly 2000 passenger planes – and we want to make sure every shipment, every ton, every container counts and helps the people of Puerto Rico." □

For more Puerto Rico stories visit JAXPORT.com/Puerto-Rico-Aid.



TOTE Maritime added two barges to its fleet as well as additional equipment to support the ongoing relief and rebuilding efforts in Puerto Rico.

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A CALL FOR DONATIONS



Scott Fernandez is Vice President of Business Development for the Jacksonville-based logistics and transportation company Aqua Gulf. The company began organizing drives for Puerto Rico donations as soon as Maria passed and continues to manage logistics for shipments.

Fernandez said, after ensuring all Aqua Gulf families were safe, they quickly got to work.

“We put out a call to employees in all locations to quickly bring donations to our offices ... so we could send them to our Jacksonville warehouse to consolidate in containers. Our internal call for help was shared on social media and it went viral.”

Each weekend, the company—along with the help of volunteers from the Jacksonville community—comes together to organize donated items and pack shipping containers for delivery to the island.

Fernandez said that the ocean carriers have been operating under extremely challenging conditions, and gives kudos to their ability to handle the post-storm volume, increasing fleets to add capacity. He also praised the local business community which stepped up with donations to cover some of the enormous costs of transporting these essential goods to those in need. □



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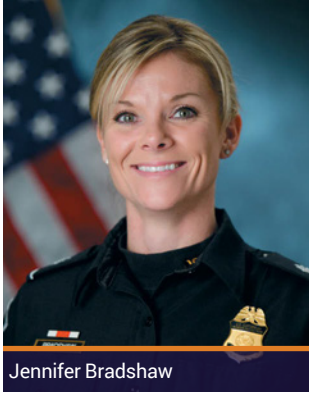
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On the ground in Puerto Rico

By Lori Musser



Jennifer Bradshaw

Jennifer Bradshaw is based in Northeast Florida, where she serves as the Area Port Director for U.S. Customs and Border Protection (CBP) Area Port of Jacksonville. In the wake of Hurricane Irma, though, her responsibilities took her to St. Thomas in the devastated U.S. Virgin Islands, and then to Puerto Rico, where she rode out Hurricane Maria and

headed up response, recovery and business resumption in the region as Caribbean Deputy Area Commander for CBP.

One of CBP's biggest challenges was organizing the logistics to bring in food and water.

Post Maria

"After Maria passed, we immediately went in to the office. The street lights were down. Power lines were down. There was significant damage," said Bradshaw.

Their first challenge was to locate CBP's 100 employees, spread out over four islands, a task made difficult by the lack of almost any method of communication. "So we put boots on the ground and sent messengers out to find them. With debris everywhere and roadways and bridges washed out, it was treacherous," said Bradshaw. At the same time, her staff was also trying to get to work, cutting up trees with chainsaws and clearing roadways as they went.

Leveraging Assets

After accounting for the safety of all employees, Bradshaw said, "Our mission was to get them back to work so we could open the seaports and airports as quickly as possible and get basic supplies moving again to the store shelves."

One of CBP's biggest challenges was organizing the logistics to bring in food and water. "It takes time to procure, pack and



CBP officers organize relief supplies for distribution to the people of Puerto Rico.

ship these necessities. We didn't have that kind of time," said Bradshaw. So CBP committed some of its air assets to bring in small, frequent quantities of relief supplies. On the outbound flights, CBP evacuated individuals with severe medical conditions or disabilities.

Because the recovery efforts were slowed by the destruction, CBP brought in specialized vehicles to navigate debris-strewn terrain, some of which came via JAXPORT.

Role of the Corps



Tim Murphy

In addition to CBP support, U.S. Army Corps of Engineers (USACE) forces, some 1,000 strong, also descended on Puerto Rico to assess and resolve problems and to lend FEMA a hand. Tim Murphy, Deputy District Engineer for Programs and Project Management with the Corps' Jacksonville District, was one of those individuals.

Murphy reflected on the great sacrifice, pride in mission and collective accomplishment of USACE following Hurricane Maria. He said, "Every one of our employees showed up to work almost immediately after the storm, even though they didn't have water and power at home."

After a calamity, USACE surveys and clears port channels, ensuring there is no sunken debris that would impair vessel movement or endanger communities. While San Juan's channel was cleared quickly after Hurricane Maria, there

were still many circumstances that stymied the flow of cargo, including a lack of power that prevented working ships at night.

Top Challenges

To repair and replace infrastructure, USACE needs materials. The role of the Jacksonville maritime community, according to Murphy, and its ability to move construction materials, equipment and supplies into Puerto Rico following the disaster cannot be overstated. Murphy said that private industry and public entities alike stepped up to the plate, working long hours, chartering additional capacity and doing whatever it took to get cargo moving.

This proved crucial, Murphy said, not just for Puerto Rico but also the hard-hit Virgin Islands, where much of what the residents use is transhipped out of Puerto Rican ports. □

Note of Appreciation from CBP

"Our extreme thanks to the carriers and maritime community in Jacksonville for their support to get supplies to Puerto Rico. They couldn't have been more accommodating. And if there is one lesson to be learned from the tragedy, it is that every individual and company needs contingency plans. Having the right tools and preparedness training makes all the difference."

—Area Port Director Jennifer Bradshaw

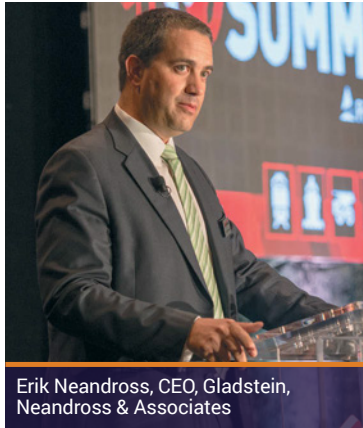
INSPIRATION IN THE RUBBLE

In the aftermath of the hurricanes, CBP Area Port Director Bradshaw recalled inspirational moments. At one CBP cargo examination warehouse, the second-level offices and conference room were nearly destroyed. "Half the side of the building and most of the roof were gone. You could only see the back walls," she said. But when staff looked closely, they spotted an American and Puerto Rican flag, still standing side by side. CBP employees carefully retrieved the flags, which they put on display as inspiration for all. Bradshaw said, "Despite all the difficulties, these flags made it. And the people of Puerto Rico will too."



Global LNG leaders gather in Northeast Florida

By Laura Jane Pittman



Erik Neandross, CEO, Gladstein, Neandross & Associates

With more than 900 attendees, the 6th Annual Natural Gas for High Horsepower (HHP) Summit recently held in Jacksonville is being widely hailed as one of the most successful to date. The four-day event drew leaders from the marine, mining, rail and power-generation industries, with nearly 20 percent of the summit's

attendees traveling from overseas, representing every continent except Antarctica.

In addition to presenting expert insights into opportunities and challenges for the natural gas industry, the event spotlighted the work being done in Jacksonville to promote Liquefied Natural Gas (LNG) as a clean fuel source for the maritime industry. This included tours of both TOTE Maritime Puerto Rico and Crowley Maritime Corporation's LNG operations on JAXPORT terminals as well as tours of the pioneering JAX LNG and Eagle LNG liquefaction plants in Northeast Florida.

"Jacksonville was an obvious choice to host the event because the market here is very compelling," said Erik Neandross, CEO of consulting firm Gladstein, Neandross & Associates, which organized the event. "Along with a handful of other places in North America, Jacksonville is one of the absolute cornerstones of initial LNG activity. This also makes it very important on a global level because this is what we can build on to grow the market."

"Jacksonville is one of the absolute cornerstones of initial LNG activity."

According to Neandross, one of the major benefits of the annual international summit is the cross-segment learning that takes place. This helps foster confidence in a market that is still in the early stages.

JAXPORT Director of Properties and Environmental Compliance David Stubbs, who spoke on the summit's opening panel, sees the Jacksonville conference as a significant feather in the cap for the port and its partners.



Conference attendees meet with more than 60 LNG exhibitors at the HHP Summit Expo Hall.

"This expo certainly brought the world to Jacksonville and will help cement our position in the LNG market," said Stubbs. "We received very positive feedback from attendees who were able to see where these initiatives are happening on the ground. Plus the ability to share information with folks from across the board—whether engineers, end users or others—was invaluable for all of us." □

Learn more about LNG in Northeast Florida at JAXPORT.com/LNG.

HEARD AROUND THE PORT

"JAXPORT has shown they are willing to invest and they want to grow the port - It's a positive attitude to have and that's very important."

— John Hove, President, Buffers USA, Inc.

UPDATE ON LNG ACTIVITY IN JACKSONVILLE

- Eagle LNG's Maxville liquefaction plant is currently in the testing phase and is close to production.
- The JAX LNG liquefaction and storage facility at Dames Point should be operational in the first quarter of 2018.
- TOTE Maritime's Clean Jacksonville, the first LNG bunker barge in North America, is expected to enter service in the first half of 2018. It will fuel the company's two LNG container ships homeported at Blount Island.
- Crowley Maritime Corporation's two LNG-powered, container-roll-on/roll-off ships will arrive at JAXPORT's Talleyrand Marine Terminal in early 2018.

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Small Business Profile: Atlantic Logistics

By Laura Jane Pittman



Rob Hooper, CEO

Named one of Inc. 5000's Fastest Growing Companies in America and one of the Top 25 Logistics Companies by the Jacksonville Business Journal, Atlantic Logistics has earned a stellar reputation in the highly competitive field of logistics management by doing a few things very well. The company handles flatbed, truckload, less-than-truckload, refrigerated, specialized and government cargo, with more than 70 percent of its work in flatbed.

In 2001, Atlantic Logistics was a three-man show operating out of a 12-by-12 office in Bob and Evie Hooper's Jacksonville home. Bob Hooper was transitioning from a long career in trucking, most recently as an executive with Core Carriers, and the couple decided it was time to fulfill their dream of creating their own signature enterprise. Today, the logistics firm has a much larger office with 20 employees, and is on track to exceed \$15 million in sales, up 7.3 percent from 2016. Bob retired when his son Rob took over as CEO in 2008. Co-founder Evie, Rob's mom, remains company president.

"We recently celebrated 16 years in business. Our growth has been slow and steady. We have purposely maintained

a flat, lean organization so that even through the economic downturn, we did not lay off a single employee," said Rob Hooper.

Though company staff has expanded well beyond family, Atlantic Logistics still maintains a family-like atmosphere. An important company philosophy, said Hooper, is "Do unto others."

Atlantic Logistics' longstanding relationship with JAXPORT has been central to its growth.

This philosophy also extends into the larger community. In October, Atlantic Logistics delivered 387 truckloads of FEMA relief to Jacksonville for Hurricane Maria victims. The shipments were received by Crowley Maritime Corporation, who moved them to Puerto Rico from JAXPORT.

"These types of projects, while extremely challenging with long hours and high pressure, are extremely rewarding in knowing that we are helping our fellow Americans," said Hooper.

Atlantic Logistics handles shipments from all over the U.S., and its longstanding relationship with JAXPORT has been central to its growth.

"Because we specialize in flatbed freight, we handle a lot of construction materials out of JAXPORT's Talleyrand terminal as well as Ro/Ro cargo such as cars and equipment," said Hooper. "The different companies that lease from the port have been huge partners for us."

The company is on the verge of rolling out its own trucking arm, under the umbrella Atlantic Logistics Trucking. This will allow for a different dynamic that will include better accessibility for customers and expanding to handle additional services such as drayage.

"We are excited to be positioned to have a bigger local presence in Jacksonville," said Hooper. □

Connect with Atlantic Logistics at www.shipatlantic.com.

JAXPORT know-how expedites movement of U.S. military aircraft



The U.S. Army 841st Transportation Battalion, Joint Base Charleston, S.C., recently moved helicopters and other equipment bound for a combat mission overseas through JAXPORT's Blount Island Marine Terminal.

The cargo, including Apache, Black Hawk, Chinook and Osprey aircraft, was loaded onto the Central Gulf Lines Ro/Ro vessel Green Ridge.

The Army's Blount Island-based 832nd Transportation Battalion provided support for the move and port partner Portus served as the stevedore.

"JAXPORT has a lot of experience moving aviation units," said Lt. Col. Chad Blacketer, 841st Transportation Battalion Commander. "The strong partnership that exists between the military and our partners, including the port, allowed us to get the job done together."

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 offers worldwide cargo service, including direct service with Asia, Africa, the Middle East, Europe, South America, the Caribbean and other key markets. □

JAXPORT adds to leadership team

JAXPORT has added two respected executives to the port's leadership team.



James Bennett, P.E.

Transportation management professional, James Bennett, P.E., has joined JAXPORT as Senior Director, Engineering and Construction, directing the port's marine and landside infrastructure development as well as managing all engineering and construction operations related to capital improvements. In addition, he coordinates with federal, state and local agencies

involved in the management and completion of JAXPORT's major growth projects, including harbor deepening.

Bennett is a licensed professional engineer with extensive experience in senior transportation positions, including a decade as Planning Manager for the Florida Department of Transportation's District Two, encompassing 18 counties throughout North Florida.



Tammy Brown

Retired Jacksonville Sheriff's Office Sergeant Tammy Brown has joined JAXPORT as Director, Public Safety and Security. Sgt. Brown directs all law enforcement, physical security, safety, and emergency management and preparedness services in support of more than 25,000 port employees, tenants and customers. She also serves as lead advisor

to the CEO during activation of the JAXPORT Incident Management Team.

Brown, a 21-year veteran of the sheriff's department with significant oversight and management skills, served most recently as Seaport Unit Liaison for the force, interacting regularly with JAXPORT leadership, security personnel, tenants and customers. □

JAXPORT's Carnival Elation shows off upgrades; New ship heads to Jax in 2019



Mouthwatering burgers by Food Network star Guy Fieri and a 300-foot-long Twister water slide are two of the new additions Carnival Cruise Line is now offering cruise passengers aboard the Elation following a multimillion-dollar renovation.

The 2,130-passenger Elation offers year-round sailing to the Bahamas from JAXPORT's North Jacksonville cruise terminal.

Upgrades to the ship include 38 new cabins, 98 new balconies, additional poolside food and drink options and a mini-golf course.

Elation offers four- and five-day cruises to the Bahamas from JAXPORT featuring stops at Freeport, Nassau and the private Bahamian islands of Half Moon Cay and Princess Cays.

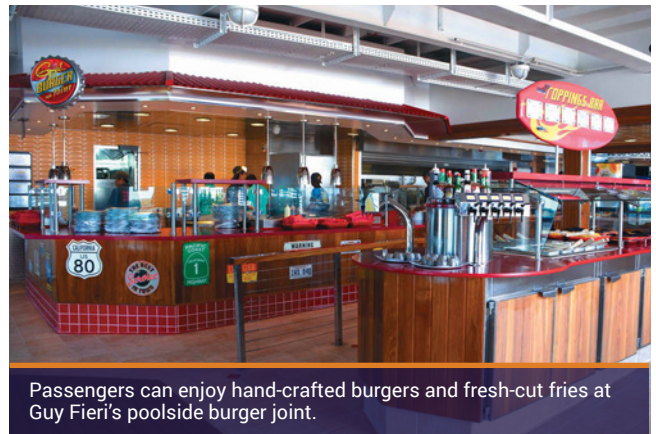
Carnival is offering a one-time, six-day cruise to the Bahamas and a special eight-day voyage to Bermuda and the Bahamas from JAXPORT's Cruise Terminal in Spring 2018.

Carnival recently announced that Elation will sail from JAXPORT through May 2019 when it will be replaced with the Carnival Ecstasy, which also recently underwent extensive upgrades.



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Individuals entering JAXPORT terminals more than five times in a calendar year MUST have a valid Transportation Worker Identification Credential (TWIC) plus a JAXPORT Business Purpose Credential.

Individuals without both of these credentials MUST:

- Present a valid government-issued photo ID
- Be accompanied by a JAXPORT-authorized TWIC Escort at all times

Find important information for accessing the Port of Jacksonville at JAXPORT.com/Security.

If you have questions, contact the Access Control Center at (904) 357-3344 or AccessControl@JAXPORT.com.

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HEARD AROUND THE PORT

"We appreciate the open communication and partnership with JAXPORT and the City of Jacksonville to make the investments in LNG...they have been critical to our success here."

- Tom Crowley, Chairman and CEO, Crowley Maritime Corporation

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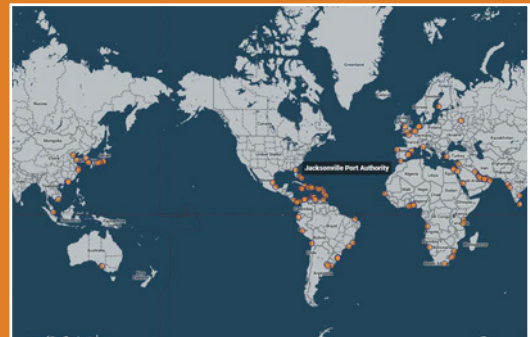


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The world through the eyes (and camera lens!) of a Jacksonville Bar Pilot



Captain Chris Mons, St. Johns Bar Pilot Association.

Captain Chris Mons, the 10-year veteran of the St. Johns Bar Pilot Association who took the cover photo for this issue, spends most of his days helping big ships navigate safely through the Port of Jacksonville.

With his waterproof GoPro camera in tow, he boards cargo vessels—large container ships, Ro/Ro carriers and more—guiding them in and out of the harbor. For Capt. Mons the work is much more than a job though, it's a passion. "I love everything about being a harbor pilot – working on the water, meeting people from different countries and learning how to drive all the different types of ships in the world," he says.

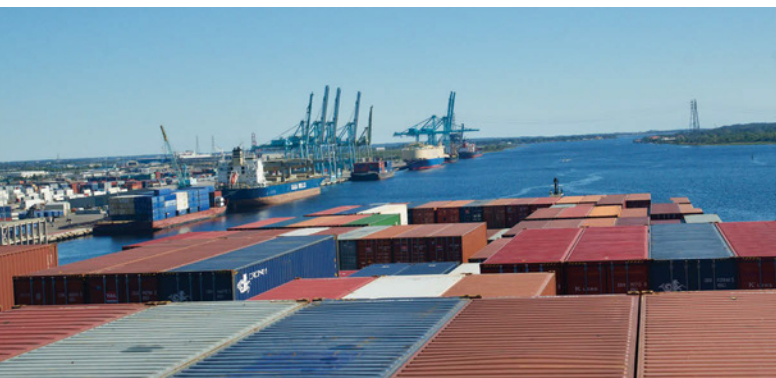
He shares his passion with friends, family and followers around the globe by posting his behind-the-scenes images of port operations on social media.

During his decade on the river, Capt. Mons has watched the ships calling JAXPORT grow in size. "When I first started here the capacity of the largest ship calling Jacksonville was around 2,000 TEU (containers)," said Capt. Mons. "Just a few minutes ago, the MOL Bravo sailed by us. It's roughly five times that capacity. It's unbelievable how much they continue to grow."

Capt. Mons says having the big ships call on Jacksonville is critical to growing the region's economy, because it creates jobs in many different industries—including his own. "Professionally, it helps me push my skill level and personally, it allows me and my colleagues to provide wonderful lives for our families here in Northeast Florida."

Follow Capt. Mons on Instagram @SurfJaxPilot and JAXPORT @Jax_Port to see more of his photos from around the port. □

Watch a video interview with Capt. Mons on JAXPORT's YouTube Channel, www.YouTube.com/JAXPORT.



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JAXPORT honors port employees who have served



JAXPORT CEO Eric Green serves employee veterans during the port's annual Veterans Day luncheon.

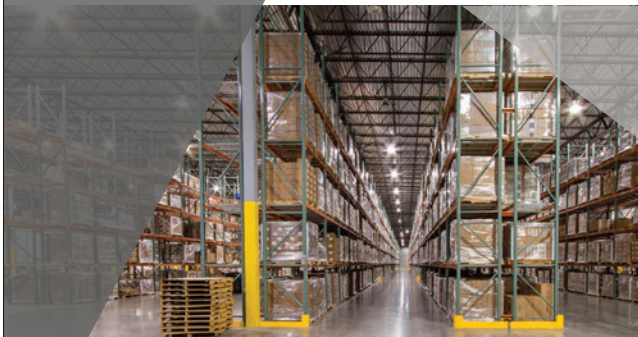
More than a quarter of JAXPORT's 154 employees are veterans and they represent all five branches of the military. JAXPORT's veterans have a combined 550 years of military service.

"This is our small way of saying 'thank you' to the port's veterans for their sacrifice," said JAXPORT CEO Eric Green. "These individuals now contribute to JAXPORT's success daily, bringing the dedication, humility, integrity and dependability they developed in the military to our port community and to our customers. We are grateful for their past service to the nation and their current service to our community." □

JAXPORT recently recognized its 45 veteran employees with a special Veterans Day luncheon served by the port's executive team. It is a JAXPORT tradition for the port's senior leadership to serve lunch to this group in gratitude for their military service.

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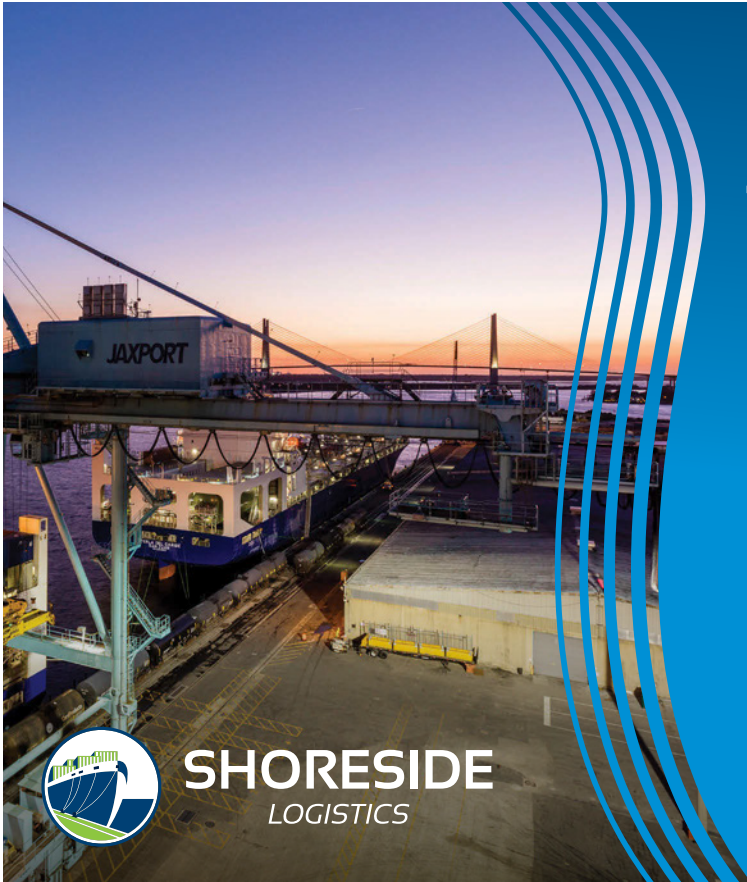
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