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JAXPORT

MAGAZINE 2015

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JAXPORT CEO Trend Report



Brian Taylor
JAXPORT CEO

It is easy to lose sight of how much the simple shipping container has revolutionized world trade during the past 50 plus years. Take the relatively short period between the early 1990s and now: global container shipments grew by nearly 600 percent in that period alone, lowering costs for consumers and creating efficient access to markets around the world.

Nowhere has containerization had a greater influence than in the growth of trade between the U.S. and Asia-Pacific region. Today, more than 22 million TEU move back and forth annually in this trans-Pacific trade lane, a number expected to double in the next 15 years.

JAXPORT is benefiting from its increasing profile in this growing trade. Since entering the trade lane in 2009 with the opening of the TraPac Container Terminal at Dames Point, JAXPORT has recorded double-digit growth in Asian containers each year since, including a 20 percent increase in volume during our most recent fiscal year. This segment of our portfolio provides the largest single growth opportunity in the coming decade, putting us in a prime position to help stimulate export growth for the region and nation, and providing an ideal climate for the creation of new jobs.

In addition to volume, the dollar value of exports to Asia is growing. Between 2001 and 2010, the value of U.S. exports to Asia grew by 89 percent compared to 48 percent growth in exports to Europe. By 2020, the annual value of goods exported to key Asia-Pacific markets will approach \$10 trillion, equivalent to almost two-thirds of the entire U.S. economy. Asian nations will soon account for six of the 10 fastest growing major economies in the world, and nearly all of them will be growing faster than the United States. This burgeoning market creates significant opportunities for exporters in the Northeast Florida region, and will significantly increase the numbers of workers required to produce and transport these products.

Maximizing the benefits that these opportunities will bring requires preparation, investment and vision. Shippers must have quick and easy access to our vibrant and growing port, and the port must be able to handle the new generation of ships that will carry this cargo in the coming decades. Our customers in other trade lanes, handling a diversified set of commodities, also stand to benefit from the harbor, infrastructure and reputation enhancements that lie ahead, as do manufacturers, truckers, distribution centers and all those involved in the global supply chain.

Along with in-depth coverage of our partners in the Asian container business, this issue of JAXPORT Magazine includes an update on the cleaner fuel revolution in Northeast Florida (page 6), a new FTZ No. 64 facility (page 8) and growth in forest products imports and exports (page 12).

Wishing you continued success in 2015.

A handwritten signature in black ink, appearing to read "Brian Taylor".

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Jacksonville selected to 'help fuel the future'

By Laura Jane Pittman

GE Oil & Gas, the oil and gas technology equipment and services subsidiary of GE, recently announced its plans to establish a manufacturing plant in Jacksonville. GE Oil & Gas is the company's fastest growing subsidiary, with 43,000 workers across the globe and revenues of more than \$17 billion.

The site search for a new manufacturing facility was exhaustive, involving a number of states besides Florida and extending to three foreign nations. When Jacksonville made the initial list of possibilities early in 2014, the city began an aggressive campaign to seal the deal which city leaders dubbed "Project Speed."

By late September, GE Oil & Gas made its official selection and "Project Speed" became another Jacksonville success story.

"The key is the talent pool of workers here and the educational offerings to train future workers."

The manufacturing plant, housed in a 510,000-square-foot factory in the Alliance Florida development at Cecil Commerce Center, has begun training workers and expects to grow to 500 employees within the next three years, according to Plant Manager Kent Baker.

"This is a brilliant factory with the ability to do 3D printing of parts," said Baker, who is a 16-year veteran of GE and most recently served as a site leader of multiple service centers for the company. "The fact that Jacksonville is a transportation hub, both in aviation and shipping, was a deciding factor in being able to service our customers. But the most important key is the talent pool of workers here, including good technical support and the military presence, and also the educational offerings that help to train future workers."



GE Oil & Gas announces its move to Jacksonville, October 2014.

The plant will manufacture and assemble Becker and Mooney pressure valves, which are vital components in the oil and gas industry. Once initial production training has been completed, the facility should be producing parts in February, said Baker. GE Oil & Gas anticipates hiring approximately 150 hourly-wage workers in the next year.

"Having JAXPORT available to serve with the importing and exporting of raw materials and finished products was a real plus for our city in the decision for GE Oil & Gas to come here," said Jerry Mallot, President of the JAXUSA Partnership, one of the organizations instrumental in securing the deal. "This is a win for Jacksonville and will be very good for our economy."

According to Baker, the company is pleased with the warm welcome it has already received.

"We are excited to be a part of the Jacksonville community, and this is a great opportunity and partnership," Baker said. "Oil and gas is our fastest growing industry segment. Our motto is 'help fuel the future,' and this plant is part of our strategy to be an innovative problem solver and company of choice to solve our customer's most complex issues." □



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The JAX-LNG revolution continues

By Lori Musser

Start with robust demand from a region that includes a public utility using natural gas, a city working to switch to natural gas for its public transit needs, and a growing port that will soon boast not one but two shipping lines with liquefied natural gas (LNG)-powered vessels. Add in a flurry of interest from companies proposing LNG filling stations or LNG plants for the Jacksonville area. Then top it off with LNG exports. No matter how you look at it, Jacksonville has the makings of an important player in the world of LNG.

WesPac Pivotal Plant

In October 2014, California-based WesPac Midstream LLC purchased a \$12 million, 36-acre waterfront site for its LNG liquefaction plant in North Jacksonville. The firm will partner with LNG producer and supplier Pivotal LNG Inc. to provide clean burning LNG fuel in Northeast Florida. WesPac's Kevin Worley, Vice President of Business Development, said, "WesPac and Pivotal formed the joint venture in February 2014 to develop a plant to serve Sea Star Line's LNG-fueled vessels, expected to be put in service in late 2015 or early 2016." With TOTE, Inc.-owned Sea Star as an anchor customer, the new plant has a strong foundation from which to attract other customers.

Worley said, "Our primary focus is maritime. Jacksonville provides a good location for that. [TOTE is] a progressive company and will be operating the cleanest container ships in the world. It is exciting that WesPac has a small role in servicing these ships."

Worley added, "We are also interested in trucking and railroads; they are all looking at LNG as an alternative fuel because it is cheaper than diesel and helps meet air emissions. Normally when you go green it costs you money, but that isn't the case with LNG."

He called LNG a 'diesel disruptor' and predicted the rapid demise of the 38-million gallon U.S. diesel market as more LNG plants come on board. Worley said, "Jacksonville is so fortunate to be first in this business. There will be a high level of visibility and exposure. Sea Star and Crowley have already announced LNG-powered vessels and more shipping companies will adopt this fuel as supply increases. There are not enough plants quite yet for everybody to convert, but they will, and diesel will go by the wayside." WesPac is initiating the complex regulatory and start-up processes and expects the plant to be operational in 2016.



The first of TOTE's two new Marlin Class LNG vessels being built by NASSCO in San Diego, Calif.

Exports Have Begun

Crowley Maritime's purchase of Carib Energy a few years ago is bearing fruit too. In the fall of 2014, Crowley began shipping 10,000-gallon ISO tanks of LNG to Puerto Rico as part of a multi-year contract awarded by Coca-Cola Puerto Rico Bottlers to Carib Energy. The supply and transportation of LNG to Coca-Cola's manufacturing plants will help the facilities lower emissions and provide an alternative fuel source at a lower price than diesel.

Crowley recently announced that it had been awarded a second, multi-year deal to supply LNG to a major pharmaceutical company's manufacturing plant in Puerto Rico through the company's Carib Energy division.

Crowley's Matt Jackson, Vice President of LNG, said this is just the start. His company's plans include additional destinations for the 40-foot ISO tanks within Puerto Rico, and, as soon as unbuilt-but-export-authorized LNG plants come on line in the U.S., the company has plans for expansion to a number of countries in the Caribbean and Latin America, already established markets for Crowley.

Jackson said volumes should run about 30 to 60 containers per week out of Jacksonville, rising to 50 to 100 containers per week within the year.



Crowley's Carib Energy has begun shipping 10,000-gallon ISO tanks of LNG to Puerto Rico.

Crowley's emergence as a containerized LNG exporter is just the tip of the iceberg. Jackson said the company's energy plans will eventually encompass serving utilities via bulk vessel in the southbound trades.

The Future

LNG is called one of the safest and greenest fuels available. Although natural gas is relatively new, all of the investment and

interest makes Northeast Florida a pioneer in the industry.

Crowley's Jackson said there are many strong advantages. "The switch-over is happening not just for economic reasons. It is also driven by environmental and safety goals. And, for traditional fuels, 90 percent of the cost is the commodity price; with LNG, only 20 percent is, because of the 'add-ons' for transportation and liquefaction. Doubling the cost of natural gas does not double the cost of delivered LNG." □

Editor's Note: As JAXPORT Magazine went to print, Eagle LNG, the natural gas partnership between Ferus Natural Gas Fuels and GE Ventures, announced its request to commence the pre-filing review

process for the Jacksonville LNG project has been approved by the United States Federal Energy Regulatory Commission (FERC). The proposed LNG facility would receive and liquefy natural gas, temporarily store the produced LNG, and periodically load the product onto ocean-going vessels for use in marine fueling trade. Following the pre-filing process, Eagle LNG may submit a formal approval application to FERC.

TOTE Shipholdings Finalizes Charter for First LNG Ships

TOTE Inc. recently announced an agreement between its operating companies TOTE Shipholdings Inc. and Sea Star Line LLC on the charter of the two new Marlin Class vessels being built by NASSCO in San Diego, Calif. The ships will be the world's first LNG-powered containerships and will almost double the weekly cargo capacity available to Puerto Rico. The ships will enter service in late 2015 and early 2016.

Construction Begins on Crowley's LNG-Powered ConRo Ships

VT Halter Marine, Inc. has officially begun construction on the first of two LNG-powered, combination container — Roll-On/Roll-Off (ConRo) ships for Crowley Maritime Corporation. The Commitment Class ships will have a cargo capacity of approximately 2,400 TEUs with additional space for nearly 400 vehicles. The ships are scheduled for delivery in the second and fourth quarter of 2017.

Suddath activates FTZ facility for Baha Mar Resort

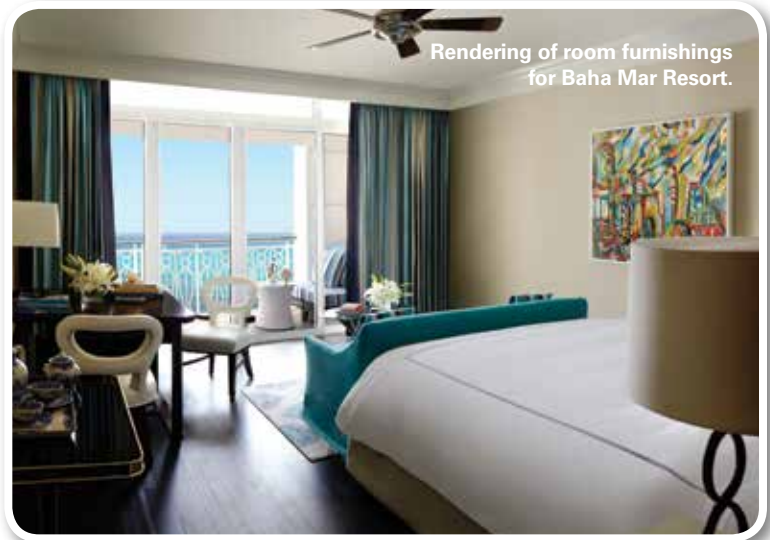
By Lori Musser

Already featured on a Bahamian stamp, a multi-billion dollar luxury gaming resort emerging on the north shore of New Providence Island has been dubbed a tourism 'game-changer.' When it opens in 2015, the \$3.5 billion Baha Mar Resort will undoubtedly attract sophisticated travelers by infusing its hotels, residences, and other venues with up-market furnishings and true Bahamian-style.

Attracting visitors comes easily for an island with natural beauty, sunshine and enchanting history. However, providing the physical finishes to fashion the resort's high-end appeal takes a little help from the international logistics community.

Suddath Global Logistics, headquartered in Jacksonville, is one such logistics partner. After proving responsive and flexible during a rigorous bidding process, Suddath was chosen to mobilize furniture, fixtures and equipment to the Baha Mar Resort through the Port of Jacksonville. The shipments began in November and will span six months. Cargoes range from suite furniture to artwork to gaming equipment. Suddath will move 800 inbound twenty-foot equivalent units (TEUs), primarily from Europe and China, and 1,200 outbound TEUs.

Bob Thomas, Executive Vice President at Suddath, said that his company sought to understand the complexities of the project early. He said, "When we began to develop our value proposition we focused on what we heard from the client. Cost, service, and risk mitigation were top priorities." Although the RFP required a solution utilizing a South Florida port, Suddath ran a comparison of managing the project through JAXPORT, and ultimately designed a better, more cost-effective solution for the client.



The key advantages for the Jacksonville routing included lower warehouse and labor costs, better availability of temporary space, access to Suddath's expertise in Jacksonville, and the substantially lower cost of domestic transportation inbound to the port area. The tipping point for the solution, however, may well have been JAXPORT's Foreign Trade Zone (FTZ) No. 64. Conceived and implemented through a team effort with JAXPORT staff, the new Suddath FTZ facility markedly reduces supply chain costs versus use of a bonded warehouse in south Florida.

Baha Mar goods will be shipped by water, air and domestic transportation from manufacturers directly to the FTZ in Jacksonville. The cargo will be consolidated into outbound containers in a specified manner to facilitate unloading, storage and distribution at the destination. Outbound containers will be shipped from JAXPORT to Nassau via ocean transportation, supplemented by direct air charters from China to Nassau, as needed.

The FTZ offers numerous advantages for the Baha Mar project, including alleviating the need for an additional customs bond on admissions, allowing the admittance of domestic goods as well as foreign, and eliminating duties on foreign goods re-exported to the Bahamas. Thomas said, "The salient point with the FTZ is that it allows Suddath to take in multiple shipment types, and merge and consolidate product for both domestic and international shipments." Avoiding the limitations of a bonded warehouse holds substantial cost advantages for the client. □

Activate Your Own FTZ and Reap Benefits

Find out how Foreign Trade Zone No. 64 can help propel your business forward. In Jacksonville, FTZ status may allow you to use your existing labor and existing site. Learn how a focused and responsive team can activate your new FTZ in as little as 60 days. Contact Lisa Diaz, JAXPORT's Manager of Foreign Trade Zone, at Lisa.Diaz@JAXPORT.com or (904) 357-3072.

A Comparison of Foreign Trade Zones and Bonded Warehouses

Function	Foreign Trade Zone	Bonded Warehouse
Customs Entry	A Foreign Trade Zone is not considered within customs territory. Customs entry is filed when goods are removed from the FTZ.	A bonded warehouse is within the U.S. Customs territory. Customs entry must be filed for goods to enter the warehouse.
Customs Bond	A Bond is not required for goods in an FTZ. Admissions to the zone are covered under the FTZ operator's Customs Bond.	Customs Bonds are required for all warehouse entries.
Permissible Cargo	Foreign and domestic goods may be placed in an FTZ.	Only foreign goods may be placed in a bonded warehouse.
Payment of Duty	Duties are due only upon entry for U.S. consumption.	Duties are due prior to release from bonded warehouses.
Goods Manufacturing	Manufacturing is permitted within the FTZ. Duty is payable on either the imported components or the finished product, whichever has lower rate. There is no duty on waste material or on value-added manufacturing.	Manufacturing is not permitted in a bonded warehouse.
Appraisal and Classification	The tariff rate and the value of goods may be determined either at the time of admission into an FTZ or when goods leave, at the user's discretion.	Tariff rate and the value of goods are determined immediately upon entering a bonded warehouse.
Storage Period	Unlimited.	Not to exceed five years.
Permitted Activity	Goods may be: sorted, destroyed, cleaned, graded, mixed with foreign or domestic goods, labeled, assembled, manufactured, exhibited, sold and repacked.	Goods may only be cleaned, repackaged and sorted under customs' supervision. Duty is owed on entire shipment entering a bonded warehouse including waste and damaged goods.
Domestic Goods	May be admitted without customs permit and co-mingled with foreign goods.	May not be admitted.
Control of Goods	FTZ has full control of goods 24 hours per day.	Customs has primary control of goods. The goods can only be inspected and transferred during regular working hours in a bonded warehouse.
Movement of Goods	Movement of goods is relatively unrestricted in and out of an FTZ.	Movement of goods is limited in a bonded warehouse. Specific customs approval is required for each movement.

Skilled, diversified workforce drives Northeast Florida's success

By Laura Jane Pittman

Companies in the transportation and logistics/distribution sectors often cite the growing availability of skilled labor as one of their primary reasons for doing business in Jacksonville. According to statistics compiled by the Florida Department of Economic Opportunity, the regional workforce pool in the seven-county North Florida area is approximately 759,000. Jacksonville is also home to more than 80 national or divisional headquarters and has been ranked by Forbes Magazine as one of the top 10 best cities in which to find a job, and by Global Trade Magazine as one of America's best cities for logistics infrastructure.

More than 32,000 workers in the region are currently employed in transportation and logistics. Employment in logistics was up over the past year, say officials at CareerSource Northeast Florida, and they are keeping a close eye on an industry that is poised for more favorable growth.

"Transportation and logistics is one of the most important industry clusters in our area, due to the fact that we are in a unique geographical position and we're a consumer state," said CareerSource Vice President of Communications Candace Moody. "We have a good, steady supply of talented and motivated workers, and the pipeline for training starts early in our area."

For starters, Duval County public high schools have a number of "career academies," schools-within-schools that address career-related curriculum and involve motivational activities such as field trips, guest speakers, job shadowing, mentoring and work site experiences. Global logistics and supply chain management, information technology and leadership and military sciences are some of the themes.

Jacksonville's post-high school educational opportunities range from technical and workforce certifications to associate, bachelor's and master's programs. Florida State College at Jacksonville (FSCJ) began offering a Bachelor of Science degree in Logistics this fall and had a strong initial enrollment.



"We had more than 80 applicants and we accepted 68 students, so there is definitely a demand in this area for this type of degree," said Dr. Jerry Collins, Associate Vice President of Educational Programs at FSCJ.

FSCJ classes and degrees are focused on workforce and jobs, while additional degree opportunities are available at such schools as University of North Florida (UNF), Jacksonville University, Edward Waters College and the region's strong network of community colleges.

"We work carefully with the other higher education institutions in the area to make sure we do not conflict or overlap our offerings," said Collins. "We also have a strong alliance with the local

business community. Representatives from all the major industries in Northeast Florida offer vital input to help us identify trends and demands and maintain an appropriate level of curriculum, and they also help us develop programs to offer internships – currently there are about a half a dozen paid opportunities per semester."

The approximately 3,000 personnel who return to civilian life after serving on the area's four military installations each year add to Northeast Florida's solid workforce base.

"Much of military operations training has to do with logistics, so even if they don't have a logistics designation, we find that military employees have a very easy transition to the field of logistics and transportation," said Moody.

One final component of Jacksonville's workforce is the synergism between union workers and employers – particularly in the maritime community. Stable labor relations are a driving force behind economic success, and Jacksonville officials and key executives understand the importance of maintaining this vital link.

"The Port Authority here has always had an open door policy," said Vince Cameron, President of Local 1408 of the International Longshoreman's Association. "They have been a good support system whenever we have had concerns about making maritime systems as safe as possible, and not all my peers in the industry can say that. We appreciate and are proud of these relationships." □



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Forest products sector benefits from effective port

By Lori Musser

The efficient handling and transportation of forest products has never been more important in helping producers and mills remain profitable and recover from the recent severe recession.

By the Numbers

In 2014, more than 1.6 million tons of forest products moved over port facilities in Jacksonville. The two-way trade, up about 45 percent over fiscal year 2013 figures, includes more than 818,000 export tons and nearly 784,000 import tons. The largest outbound trade route is Southeast Asia and the top inbound trade route is the East Coast of South America. The chief products are paper and paperboard, wood pulp, logs and lumber.

Eucalyptus pulp from Brazil has found new, strong markets in the U.S. Rick Schiappacasse, JAXPORT's Director of Latin American trade, credits fast species growth cycles, technological innovations at Brazilian mills, and increased demand by U.S. mills for a product in



everything from tissues to paper towels to writing paper.

Southern yellow pine logs, heading to markets in China, are the dominant forest product export through Jacksonville. Sourced and fumigated/debarked nearby, Schiappacasse said that fast-growing Asian consumer class is fueling demand.

According to Richard Wallace of the Southern Pine Forest Products Association, some of the market growth is thanks to promotional efforts funded by the USDA's Market Access Program. In October, he wrote, "Southern Pine lumber exports to China are expected to reach \$54 million this year, a ten-fold increase since the U.S. wood products industry began promoting this species. Meanwhile, Chinese demand for pressure-treated Southern Pine lumber, a key value-added item produced in the U.S., is forecasted to reach \$15 million this year, an all-time sales record and 245 percent above levels five years ago."

The JAXPORT Way

There are a number of attributes that account for Jacksonville's success in building its forest products trade, chief among them—location. The region provides a wealth of producers west of Jacksonville, in South Georgia and throughout the Southeast. But the port is also equipped with the right warehousing and storage facilities, intermodal connectivity, and speedy port access. The broad slate of global liner services is key, as is the availability of specialty handling equipment, such as product-sensitive clamp trucks, and expertise in moving, packaging and storing a variety of forest products. "Our port has a lot of experience, and a very good record of quality control. Some of the products are easily damaged—we are able to move them safely," said Schiappacasse.

"Forest products are heavy. When the port is deepened, carrier interest in heavier products of this type will jump," according to Schiappacasse. Harbor deepening and continued intermodal developments are expected to drive sourcing further inland, assisting JAXPORT with continued growth in logs, lumber, pulp, paper, and recovered paper products. □

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An aerial photograph of a large container ship docked at a port. The ship's deck is densely packed with colorful shipping containers in shades of red, blue, green, and yellow. Two large gantry cranes are visible on the left side of the ship, and the ship's bow is at the bottom of the frame. The water is dark and calm.

On The Cover

The Asia Trade Opportunity



JAXPORT's 2014 Asian containerized trade is up 20 percent over the previous year.

By Lori Musser

To say that JAXPORT's Asian trade is building is an understatement. Jacksonville is the fastest growing port for Asian trade on the Eastern seaboard, according to PIERs' reports.

Asian Trade by the Numbers

With 12 of the 18 carriers serving the U.S.-Asia trade lane calling at JAXPORT, it isn't surprising that fiscal year 2014 Asian containerized trade is up 20 percent over 2013. It reached a record 272,500 TEUs, or about 2.1 million tons. Asian TEU counts have grown an average of 28.5 percent annually for the last five years – easily the fastest growing segment of JAXPORT's container cargo business, accounting for nearly 30 percent in 2014, up from 24 percent the previous fiscal year.

Almost across the board Jacksonville's Asian import commodities by tonnage grew in 2014. The top import commodities included furniture, vehicles and parts, coffee, frozen fish, plastic products, bags, and toys. A few of the major export commodities fell, but overall bulk, break-bulk, container and roll on/roll off imports were up 6.2 percent and exports were up 32.2 percent.

JAXPORT's premiere location has helped build the business; Jacksonville can tap into direct trade with Asia through both the Suez and the Panama canals, and offers intermodal connections to a broad section of the U.S. via three interstate highways (I-95, I-10 and I-75), the Florida East Coast Railway (FEC), and two Class I railroads (CSX and Norfolk Southern).

An Investment in Infrastructure

Part of the port's success is due to expanded port infrastructure. Elements of the five-year \$1.5 billion capital plan that serve to cultivate Asian trade include the \$30-million intermodal container transfer facility at Dames Point and the current Harbor Deepening project to take the shipping channel to 47 feet to accommodate larger container vessels. Extensive berth refurbishment along with additional next-generation cranes will reduce vessel turn times, and gate and access projects will enhance truck and rail turnarounds.

The Right Combination

Given the right location, infrastructure, inland connectivity, and ocean carriers, a port can build a successful trade lane. But there are other dynamics too. Brian Wylly is Director of Global



Logistics for the Pensacola-based Nylon 6-6 company, Ascend Performance Materials. Nylon 6-6 is a specialty plastic used for high-heat applications, as well as for safety apparatus such as air bags and parachutes. Wyly said he has shifted a great deal of business to Jacksonville because of a combination of factors including competitive ocean rates to his Asian destinations, an

abundance of the 20-foot containers needed for the heavy cargo, and the short distance to his main exporting plant in Pensacola.

Ascend has been shipping large volumes out on NYK Line since the spring of 2014, and exports to Vietnam, Korea and various other destinations in Southeast Asia. Wyly said, "Because our main exporting plant is in Pensacola, Jacksonville makes sense. With a heavy cargo subject to weighting out, fewer permits are required for intra-state trucking than draying to, say, Mobile, which is much closer geographically."

He said that having a good relationship with a dray carrier in Jacksonville has proven important and that liner relationships and Jacksonville's north-south services are critical too. Wyly said Ascend has developed very strong relationships with Crowley into Puerto Rico and SeaFreight Line into Costa Rica, making Jacksonville all the more attractive.

Asian Market Challenges

Jacksonville's port industry prides itself on ease of doing business. Accessible regulatory agencies and excellent customer service at the terminals make a difference. They are important to established trade partners, but are especially important to new carriers, who, with the advent and remarkable success of liner alliances, can spring up at a port almost overnight. Inflexible portside services can devastate a business: the Asia Newswire reported near gridlock at Asian hub ports in late November, attributed to the rapidly changing requirements of the many new alliances and a lack of portside response.

Asian markets are massive, varied, and not without challenges. Regional differences, especially within a single country, need to be well understood. Inland transportation connectivity in the largest country, China, is improving but not at a rate that



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keeps up with the rise in demand by the emerging consumer class. Warehousing and distribution facilities can be limited in many regions. And, competition from the rest of the world to sell into Asia continues to grow.

Asian supply and export markets are daunting to many Florida businesses so companies like Jacksonville-based CIL Forwarding have stepped in to help. CIL handles logistics for a number of imports through JAXPORT ranging from food preparation gloves from China for a Southeast U.S. grocery retailer, to insulated drinking cups from China for a state prison system, to insulin needles from Korea and China for use throughout the U.S. CIL's Haddon Allen said that, although many of their products originate in Asia, establishing relationships with the beneficial cargo owners leads to additional business from other trade regions. For example, Allen said, "One of our large clients manufactures a pet treat for the U.S. market that comes in from China, as well as Brazil and other countries. We handle the product from several countries."

Allen said that while the Asian market is hot, so are other routes. He said, "All our customers are talking about 20 to 30 percent growth per year."

The company anticipates continued growth, in large part because of attentive customer service. "We pride ourselves on becoming their back office. Customers say it would be easier to find a new manufacturer than to switch away from us as their distribution center in the U.S. We are an integral part of their supply chain."

To help build his business, Allen likes JAXPORT's efficiency and customer focus. He said, "JAXPORT works with customers and ocean and domestic carriers and is a very responsive group. The leadership is tuned into the needs of the logistics community and shipping opportunities." He added, "We are 350 miles closer to the center of the country than south Florida ports. We use the best port for the client but we are here because JAXPORT is a great port – it isn't the only solution but it has critical advantages." □

Clever drayage solves supply-chain challenges

By Lori Musser

A capacity shortage in the trucking industry, intensified by trade growth, driver safety amendments and critical lack of drivers, is wreaking havoc on the U.S. West Coast. The situation at the ports of Los Angeles and Long Beach is dire; near-record container volumes and a dislocation of chassis, according to a study by Digital Geographic Research Corp., have severely impacted truck turn times leading to inefficiency and lengthy waits.

Staying on top of issues such as trucking capacity is imperative for JAXPORT as it attracts the bigger ships which discharge their loads quickly. Fortunately, the port's fast-growing Asian business is predominantly import, so the easy availability of northbound backhaul trucking out of a consumer state like Florida has eased the situation.

When the port's new on-dock intermodal container transfer terminal (ICTF) comes on line in 2015, more traffic will be moved to rail, according to CIL Forwarding's Haddon Allen. He said, "With truck prices coming up, the new ICTF will make a big difference."

There will still be significant local drayage and regional trucking needs. Art Zimmerly, President and Managing Partner of AV Logistics, an asset-based 3PL with 700 trucks and 13 terminals, said that efficiency is key. "Ports need to remain fluid. The driver shortage is a critical issue, but some inefficiency is created at ports." He said that if a truck driver can do three turns per day instead of one, the trucking issues will be eased.

JAXPORT understands the importance of building efficiencies into every facility and process. Zimmerly doesn't expect West-Coast style gridlock in Jacksonville because there is plenty of room for growth and excellent infrastructure is already in place. "The management teams at all three facilities are extra-friendly to work with. We don't see that a lot at other locations."

Well-designed port infrastructure and drayage solutions can alleviate supply-chain bottlenecks. As Asian trade increases and large ships offload more cargo in a shorter time, inland logistics solutions that can save time and money will take on ever greater importance.



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A conversation with port advocate Dan Bean

Daniel Bean, Executive Partner of the Holland & Knight law firm in Jacksonville, is a founder of the grass-roots "Support Our Port" organization and a retired Navy Captain. He served as a Naval Judge Advocate and received the Navy's Legion of Merit award. In 2014, Bean's honors have included being named to Florida's Legal Elite by the Florida Trend magazine and a Veteran of Influence by the Jacksonville Business Journal.

JAXPORT Magazine recently spoke with Bean about Northeast Florida's transportation network and the reasons for his outspoken support of JAXPORT growth projects.

Northeast Florida has room to grow

"Our region is a superb location for business development and growth. As the nation's western-most East Coast city, with its port, rail and interstates, goods moving through Jacksonville can reach more consumers faster than any other city in the South. No wonder Forbes Magazine recently rated Jacksonville as one

of the 'Top 10 Best Cities for Finding Employment' and Global Trade Magazine named us one of 'America's Best Cities for Global Trade' citing the area's premiere logistics."

The right stuff for big business

"GE Oil & Gas and Deutsche Bank are just two of many companies that recognize Jacksonville's potential and have chosen to expand here. The quality of daily life, the low cost of living, and the large pool of potential employees, including talented military veterans and the young professionals graduating from our many centers of higher education are significant attractions for any expanding business."

"This is also the third largest military town in the nation and JAXPORT is one of 17 strategic military ports, on standby to serve the nation (and other nations) in times of need. Nearly 90 percent of all military equipment headed overseas goes through marine facilities on the city's Northside."



Dan Bean
Port Advocate

Why choose Northeast Florida?

"The region's economy is trending positively; unemployment is lower here than in much of the nation and the port continues to set year-over-year revenue and volume records. We are on the upswing. Add in temperate winters, beautiful beaches, and unprecedented levels of state investment in roads, incredible rail networks, plenty of warehousing space plus room to grow...well, you get the idea."

Why does Dan Bean care?

"I care about port growth because I know that the port is our region's No. 1 economic engine and when it expands, it will expand virtually all other facets of Northeast Florida and help our community reach its potential. It will also help us retain and attract the best and brightest of future generations, as it has in the past." □

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Robbins shares Caribbean Shipping's next play

By Lori Musser

Jacksonville-based Caribbean Shipping and Cold Storage Services has the Midas touch. In 2000, Caribbean Shipping, then just seven years old, was named the fastest growing inner-city company in America by a national initiative for revitalizing urban centers. The business remained vibrant even during the recent economic downturn.

Chairman Paul Robbins said, "We are pretty grassroots and tell it like it is. We do a good job of managing logistics for our customers. We are differentiated from competitors on value and service. There is nothing complicated about Caribbean."

Puerto Rico First

Founded by Robbins and his wife Julie, who together saw a need in Puerto Rico for refrigerated less-than-container load (LTL) services, particularly in the food service industry, Caribbean Shipping quickly evolved into a full-service, third-party logistics provider. Robbins said, "LTL is now only five percent of what we do."

The business volume rose dramatically after Caribbean embraced dry and temperature-sensitive commodities, full-truckload (FTL) as well as LTL, and through services by truck and rail. The company filled a multi-temperature product niche with its shipping and receiving, 2.8 million cubic feet of warehousing, single and multi-vendor consolidation, cross-docking, distribution and other services. Today, 60 percent of its cargo is being consolidated first within the company's temperature-controlled facilities.

Going Global

Caribbean Shipping's supply chains are increasingly global. Robbins said, "Our footprint has enlarged, but it enlarged by way of what is available through JAXPORT." After talking to its current customer base about where else they were sourcing cargo, Caribbean Shipping stepped in to facilitate those supply chains. Although the company now handles movements worldwide, it still moves five million pounds per week into Puerto Rico.

Flexibility Counts

Robbins spoke of his company's resiliency. The company has faced everything from rapid Puerto Rican market growth,



Paul Robbins and his wife started Caribbean Shipping in 1993.

an industry adjustment to just-in-time inventory, the recession, globalization of sourcing, and countless innovations, in a straightforward way. Motivated in part by JAXPORT's major expansion plans, Caribbean Shipping expects to maintain solid growth as its Triad Terminals facility transforms in 2015 into a new 40,000-square-foot, cross-dock, temperature-controlled warehouse facility. Located about two miles from Blount Island and built for rapid throughput, the facility is meant to align with numerous emerging opportunities.

For example, Robbins said that the company will be working closely with JAXPORT's roster of ocean carriers to expedite the turn times on a most valuable asset – the carrier's refrigerated containers.

Robbins said, "We'll unload a refrigerated container destined for domestic markets from the ship into our temperature-controlled cross-dock facility, strip it, and return the container to the ship before it leaves port." By expediting the domestic move, the carrier maintains excellent service and gets to re-use the container days – and in some cases weeks – ahead of schedule.

That is vital, because, Robbins said, "The average revenue turn of a reefer container is nine times per year. If we get that asset back to the carrier more quickly, they might get another two or three revenue turns." Other advantages include less wear and tear on tires and refrigeration units, and significantly decreased maintenance costs, all of which address the ever-critical bottom line. □

Small Business Profile: Goodnight International

By Laura Jane Pittman

Multiple generation businesses are not as common as they used to be. Goodnight International Inc.'s Gary and Maryjane Mackey have transformed their grandparents' small town fruit and vegetable produce businesses into an expanding player in the international shipping industry.

The Mackeys met in a farming community in Southwest Florida, introduced by Gary's father. After the two married, they put their heads together to turn Gary's family's company into a business that would ship the produce it was selling.

"Both of us have a control-your-own-destiny attitude, and Gary has a keen sense of business and of mixing products to meet the needs of our customers – he has been called 'Mackey the Mixer,'" said Maryjane, who named their new company Goodnight International, Inc. in honor of her grandfather and maiden name.



Maryjane Mackey, Goodnight International, Inc.

"We originally started out buying and selling products mainly from Mexico to Canada and North America. Then in the mid-80s, my father got a contract to go to Guatemala to help grow melons, and then was encouraged to import them to the U.S. The next thing you know, we got a phone call from a customer to sell to Puerto Rico, then to import pineapples from Costa Rica."

From fruits and vegetables, Goodnight International has expanded to shipping liquid products, heavy equipment and even wine. The

"Jacksonville is an ideal hub for inbound freight for the Southeast."

company also entered the Asian market, shipping types of oil and resin, and recently became a bonded warehouse. The number of employees at the company has grown from the five original (Maryjane, Gary and their three children) to 25.

The company credits the expanding number of ships entering and leaving JAXPORT for allowing Goodnight International to expand and explore many different opportunities.

"Jacksonville is an ideal hub for inbound freight for the Southeast – it takes another whole day to have things go down to Miami," Maryjane said. "We are always looking for new ways to expand and do more for our customers, and we are adept at assessing a situation to make sure it will not only be profitable for us but also good for the people who work for us. My motto is: I want to eventually ship to every country that is legal." □

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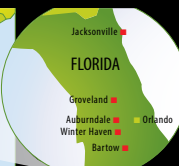
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Q&A with USACE Brigadier General Clarence Turner

By Laura Jane Pittman

Brigadier General Clarence Turner was recently named Commanding General of the South Atlantic Division (SAD) of the U.S. Army Corps of Engineers (USACE) after serving as the Commander of the South Pacific Division.

BG Turner is responsible for overseeing USACE projects in Jacksonville, Wilmington, N.C., Charleston, S.C., Savannah, Ga., and Mobile, Ala.

What are you looking forward to in this new position?

I am excited about serving in a region where I can use my leadership to assist our stakeholders in solving some of our nation's toughest engineering challenges and about working with so many great local and regional leaders. It is always my intent to listen to concerns and seek ways to move forward. My focus is on people.

You recently visited JAXPORT. What were your thoughts?

I was very impressed with the great working relationship between the U.S. Army Corps of Engineers and the Port of Jacksonville.

Why is a good relationship between the Corps and JAXPORT important?

The Jacksonville Harbor Deepening study was one of five major U.S. port studies expedited as part of President Obama's "We Can't Wait" initiative to jumpstart economic development. [By streamlining the study] the initiative saved 14 months in the process and compelled us to be smarter in managing the workload. The Corps worked concurrently on many tasks and conducted every step of the normal process, including hosting multiple public meetings and teleconferences during which we received excellent feedback.

Aside from the deepening, what other priorities do you have for the region?

We must continue to execute our regulatory permitting, flood risk management, hydropower, recreation, and navigation programs. We are also making progress on civil works transformation

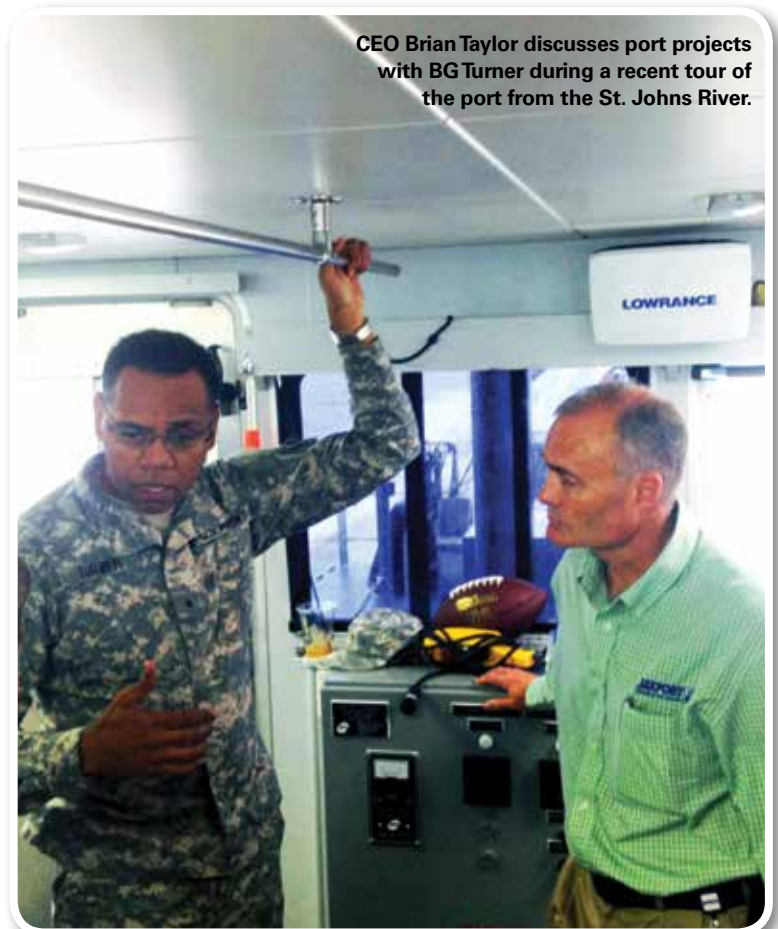
through planning modernization, budget formulation, methods of delivery and infrastructure development. We are interested in using alternative financing to address some of our infrastructure improvements.

What are your goals for your time as commander?

Deliver on our regional engineering commitments by working closely with our partners. Grow engineering talent. Embrace "Trusted Engineering" to develop solutions to our nation's toughest engineering challenges.

What have you been most proud of in your career?

I am most proud of having the opportunity to mentor and coach military and civilian professionals. It has been a privilege and honor to see them grow as leaders. □



CEO Brian Taylor discusses port projects with BG Turner during a recent tour of the port from the St. Johns River.

Local logistics grad lands at VW

By Laura Jane Pittman

Brandon Little was a fairly typical college student. The Jacksonville native entered the University of North Florida (UNF) with no clue what he wanted to study. He had never even heard of the field of logistics.

Fast forward to May of 2014 when Little entered the prestigious automotive industry graduate program at Volkswagen Group of America, Inc. The two-year program pays a handful of select college graduates a full-time salary while they rotate throughout entry level positions in all areas of the company, focused on training, mentoring, networking and exposure.

Finding a field early in his college career happened by accident. Little was curious about UNF's transportation flagship program, decided to go talk with a professor to see what it was all about and discovered a deep interest in the field of logistics. He also joined the Transportation and Logistics Society, a move that ended up providing him with a wealth of training and networking opportunities.

"I was extremely lucky to choose my field early because it allowed me time to explore and to network throughout my entire time at

UNF," said Little. "However, I showed up in gym shorts and a t-shirt to my first networking event. The head of special events encouraged me to go change clothes. That was a pivotal moment."

As part of the society, Little toured facilities such as the BMW Distribution Center, the Swisher International Inc. factory, the Fanatics, Inc. warehouse and the port's terminals. He had three internships, a part-time job at Crowley Maritime Corp, and studied for a semester in China – an opportunity that he feels helped secure him the job at VW, where cultural awareness is highly valued.

"UNF gave me incredible opportunities and I hope it continues to get the recognition it deserves. I was a name and an individual, not lost in a crowd," said Little. □



Brandon Little

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New vessel alliance brings growth opportunities to JAXPORT



The 5,500TEU Hamburg Süd Monte Rosa calling JAXPORT's Talleyrand Marine Terminal, October 2014.

By Laura Jane Pittman

When six of the world's top shipping lines enter an alliance to bring more big ships into JAXPORT, the news bodes well for future growth. The partnership between Hamburg Süd, Hapag-Lloyd, CSAV Group, Aliança, Yang Ming and NYK shipping lines will bring much-needed additional capacity to cargo moving between the U.S. East Coast and ports in Brazil and Argentina. According to Hamburg Süd officials, the alliance is a proactive move prompted by JAXPORT developments: deepening, enhanced terminals and the ICTF.

"Existing trade patterns will continue, but this alliance will allow operations to be more efficient, have more regularity and provide clients with better service," said Mike Wilson, Senior Vice President of Business Operations for Hamburg Süd. "We are pleased that JAXPORT recognizes that these larger class vessels are our future and is doing what it takes to make this happen."

The weekly service will phase in larger capacity vessels to ship commodities such as plastics, automobile parts, wood pulp, food products and industrial materials.

"This alliance illustrates so well our business reality today," said JAXPORT CEO Brian Taylor. "As cargo volumes continue to grow, so do the size of the ships. It is critical that we offer these businesses what they need: a 47-foot harbor, upgraded berths and

larger cranes that service big ships. We will continue to invest in the right tools to attract growth and the resulting positive benefits for our region." □

Bahri to ship buses through JAXPORT

The Bahri Jeddah called on JAXPORT in November to deliver the first of two hundred 40-foot buses expected to ship from Turkey aboard Bahri vessels over the next year.

Jacksonville is one of the nation's busiest ports for total vehicle handling. Bahri offers regular Ro/Ro and general cargo liner service to JAXPORT, connecting the U.S. with Saudi Arabia and the Arabian Gulf ports.



JAXPORT to handle newest Acura models



American Honda Motor Co, Inc. has selected JAXPORT to export new Acura MDX and TLX models to the Middle East. JAXPORT tenant AMPORTS will handle the vehicle processing. The cars, manufactured in Alabama and Ohio, will be shipped from the Blount Island Marine Terminal via Höegh Autoliners.

This is the first time new Acura models will be available in the Middle East through a dealership network in the region. Kuwait will be the first market to receive the Acuras.

"This new business illustrates the confidence that American Honda has in JAXPORT and our service partners," said Roy Schleicher, JAXPORT Executive Vice President and Chief Commercial Officer. "Thanks to the superior work being done by our tenants, partners and employees, JAXPORT continues to solidify our position as the nation's No. 1 port for vehicle exports."

"This new business illustrates the confidence that American Honda has in JAXPORT and our service partners."

Volumes of Hondas exported through JAXPORT topped 40,000 units last year, with vehicles going to the Middle East, Africa, South America, and the Caribbean.

"We are grateful for the growing commitment from Honda," said AMPORTS CEO Jim Davis. "This decision sends a clear

message about the high quality of the work done here at the port in Jacksonville." □

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TOTE Services inks new contract with ARC

By Laura Jane Pittman

TOTE Services, Inc. was recently awarded a five-year contract to manage a seven-ship fleet of Pure Car Truck Carriers which operate in various trades for American Roll-on Roll-off Carrier (ARC). ARC is the largest U.S.-flag Ro-Ro carrier, and the fleet will carry cargo in U.S. international trades for the U.S. government and its various agencies.



Phillip Greene,
TOTE Services, Inc.

For TOTE Services, Inc., a subsidiary of TOTE Inc., this partnership is a sign of the company's growing position as a substantial competitor in the North American shipping marketplace.

"The safety of our operations has always been a pre-eminent focus, and we have worked to build a reputation around credibility, capability and confidence," said Phillip Greene, President and CEO of TOTE Services, Inc. "ARC selected us as its service provider of choice for these vessels, and we hope to continue to grow our portfolio and have other owners and operators look to us for the best possible solutions at the best value."



TOTE Services, Inc. provides crewing and technical management to a variety of government and commercial clients, and the company currently operates 22 vessels. The ARC fleet will bring the total to 29. Other acquisitions this fall include a \$7 million extension of a contract to operate and maintain an Offshore Petroleum Discharge System through the U.S. Navy.

"We are extremely pleased to be in the Jacksonville family, and there is a lot of energy, vibrancy and growth potential in the inter-modal hub that JAXPORT represents," said Greene. "Our plans are to bring even more employees here in the future and to continue to be a company that represents the area well." □



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U.S. Army ships military equipment for Ebola aid through JAXPORT

In the fall of 2014, the U.S. Army 832nd Transportation Battalion, in partnership with JAXPORT and Portus, loaded a shipment of approximately 1,000 pieces of U.S. military equipment to be used for humanitarian aid aimed at stopping the spread of Ebola in West Africa. The 832nd is based at JAXPORT's Blount Island Marine Terminal in North Jacksonville.

The Humvees, dump trucks, forklifts and other support and construction equipment are part of Operation United Assistance, the U.S. government's efforts to contain the spread of the disease in the West African countries most impacted: Liberia, Sierra Leone and Guinea. Operation United Assistance is providing support for the World Health Organization and other international partners working in that region.

The wheeled equipment arrived at JAXPORT by rail and by truck from various military bases across the country, and was shipped to the U.S. Army Africa Joint Headquarters in Monrovia, Liberia, which serves as the command center for U.S.-led humanitarian efforts in West Africa. The machinery is being used to build up to 17

specially-designed 100-bed Ebola Treatment Units in Liberia.

The Department of Defense coordinated the move of the equipment, in support of the U.S. Agency for International Development (USAID), the lead agency in charge of the government's efforts against Ebola in the region.

JAXPORT is one of 17 U.S. Strategic Seaports, and the only one in Florida.

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.

During the same period, the 832nd also shipped more than 500 pieces of tracked military equipment to Europe as part of the U.S. government's Foreign Military Sales (FMS) program, which promotes stability and peace through the sale of equipment to U.S. allies overseas. □

JAXPORT supports the Arts... in a really big way!



Massive sculpture by artist Richard Serra moves across JAXPORT's heavy lift dock, September 2014.

A one-of-a-kind cargo shipment moved across JAXPORT's newly rebuilt heavy lift cargo berth at Blount Island Marine Terminal in October.

Eight plates of curved steel that make up a massive sculpture, *Passage of Time*, by world-renowned American minimalist sculptor Richard Serra arrived by ship from Qatar and were unloaded

"Not every port terminal has the capability to handle such unique cargo."

by master riggers employed by JAXPORT partner, Portus.

Serra is best known for his large-scale steel sculptures which sell for millions of dollars. Portus boasts a global reputation as an industry leader for handling over-dimensional and unusual cargo.

The weather-proof steel components of the sculpture are impressive in size, each weighing more than 80,000 lbs, measuring up

to 57 feet in length and standing more than 14 feet high. The sculpture's final destination is in South Florida.

"When moving something this irreplaceable, trust is a critical factor," said John Mullins, Portus Director of Customer Service and Business Development. "The cargo owner saw Jacksonville was the clear choice for this assignment. Not every port team has our level of experience and reputation and not every port terminal has the capability to handle such unique cargo." □

A recent multi-million dollar upgrade increased the capability of JAXPORT's specialty ship's berth dedicated to moving heavy and oversized cargo. The berth now ranks as one of the nation's highest weight-bearing capacity docks and offers:

- Up to 1,800 pounds per square foot of load capacity
- Increased rail capability to 78 kips per axle
- Highest and widest cargo clearance available for rail access

Cruise impact grows

The latest data released by the Cruise Lines International Association (CLIA) shows that the North American cruise industry continued to expand in 2013, generating employment, income, and other economic benefits throughout the U.S. economy.

"Taking a cruise is hands down one of the best vacation values available today for consumers," said Christine Duffy, CLIA President and CEO. "This study shows the cruise industry is also an important economic contributor, supporting businesses and jobs across America, from travel agents who help their clients select from a diverse array of exciting cruise choices, to the businesses in every state that provide products and services to cruise lines."

Florida remains the center of cruising in the United States, with its five cruise ports accounting for nearly 62 percent of all U.S. embarkations in 2013. More than 180,000 passengers embarked through the JAXPORT Cruise Terminal last year.



The cruise industry in Florida impacts more than 140,400 jobs and over \$7.3 billion in direct purchases in Florida. In Northeast Florida, the industry provides more than \$67 million in annual economic impact. □

Your Gateway To Northeast Florida



U.S. East Coast port directors to appear together at JAXPORT's 2015 Conference



Brian Taylor



Curtis Foltz



Paul Cozza

Three U.S. East Coast port directors will come together for a roundtable discussion on March 24 at JAXPORT's 2015 Logistics & Intermodal Conference.

JAXPORT CEO Brian Taylor will be joined by Curtis Foltz, Executive Director, Georgia Ports Authority and Paul Cozza, CEO, North Carolina State Ports Authority for a candid conversation about common issues facing East Coast ports.

"Although East Coast ports compete, we also share common challenges, including ongoing infrastructure needs, limited funding, labor considerations as well as carriers and shippers seeking increased efficiencies," said Taylor. "The roundtable gives us the opportunity to discuss how our ports are addressing these issues and share best practices with each other and the conference attendees."

The East Coast Port Directors roundtable is part of a series of panel discussions and keynote presentations at the conference. While the focus of the conference will be on challenges and benefits facing shippers through southern ports, speakers from around the country will discuss issues common to all logistics and intermodal decision makers. The

panelists will include senior executives from major ocean carriers, railroads, shippers and service providers.

Register now!

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JAXPORT Instagram photo

A new way to see the port

You can now follow JAXPORT on the photo sharing site Instagram under the user name Jax_port.

JAXPORT's Instagram features eye-catching photos of port facilities and events, including this photo taken from the top of a container crane overlooking the St. Johns River at JAXPORT's Blount Island Marine Terminal.

Be sure to like and share your favorites!

JAXPORT receives inaugural Right Whale Champion Award

By Laura Jane Pittman

Jacksonville is known for many things, but one distinction residents and visitors may not be familiar with is the city's place as the "right whale capital of the world." Each year, from December to March, up to 200 endangered northern right whales visit the warm Atlantic waters between Jacksonville and Cape Canaveral to give birth to their calves before heading north again.

The Right Whale Festival has been held in Jacksonville Beach each November since 2009 and now draws hundreds of people for food, fun, music and education about these gigantic, peaceful neighbors. JAXPORT was an early supporter of the festival and continues to participate in the event annually.

This year, the festival bestowed its first ever Right Whale Champion Award on JAXPORT for positive behavior and ongoing support of the festival and to honor its part in helping to protect the whales.

"We all know how important shipping is to the community, and we see it as part of the solution, not the problem. We are pleased to be acknowledging a business that is such an important part of Jacksonville," said Randy Moore, Director of the Right

throughout the winter months. Unfortunately, they are also slow moving and vulnerable to ship strikes and entanglement in commercial fishing gear.

To assist in keeping these gentle giants safe, JAXPORT implements Right Whale Initiatives each winter. These include ship speed and lane restrictions and asking captains to pay careful attention to the Right Whale Early Warning System, created by

A word for SSA Cooper. Innovative.



*"JAXPORT is setting a great example
and taking a stand in the community
that they value the right whale
and our environment."*

Whale Festival. "Because of JAXPORT, we had four major shipping companies join the festival as sponsors. JAXPORT is setting a great example and taking a stand in the community that they value the right whale and our environment."

Capable of growing to 70 tons and 55 feet in length, right whales are popular with whale watchers



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the Sea to Shore Alliance and NOAA Fisheries along with other organizations.

"The speed and lane restrictions are working well, and our shippers respect and follow our policy of encouraging them to stop when a creature is in close proximity, as well as report it to security," said David Stubbs, Director of Properties and Environmental Compliance for JAXPORT.

JAXPORT's support of the right whale, along with its push toward education and awareness, has been vital to helping improve the animals' safety and supporting a slow but steady comeback for the population.

"We really appreciate the triad of JAXPORT, NOAA and the Sea to Shore Alliance. They are critical in protecting not only the

right whale but also manatees, sea turtles, and other marine life," said Moore. □



Board Chairman John Falconetti holds the award presented by James Powell, PhD and Chelsea Parker.

Congratulations JAXPORT!

Recipient of the Inaugural Right Whale Champion Award

Presented by Sea to Shore Alliance

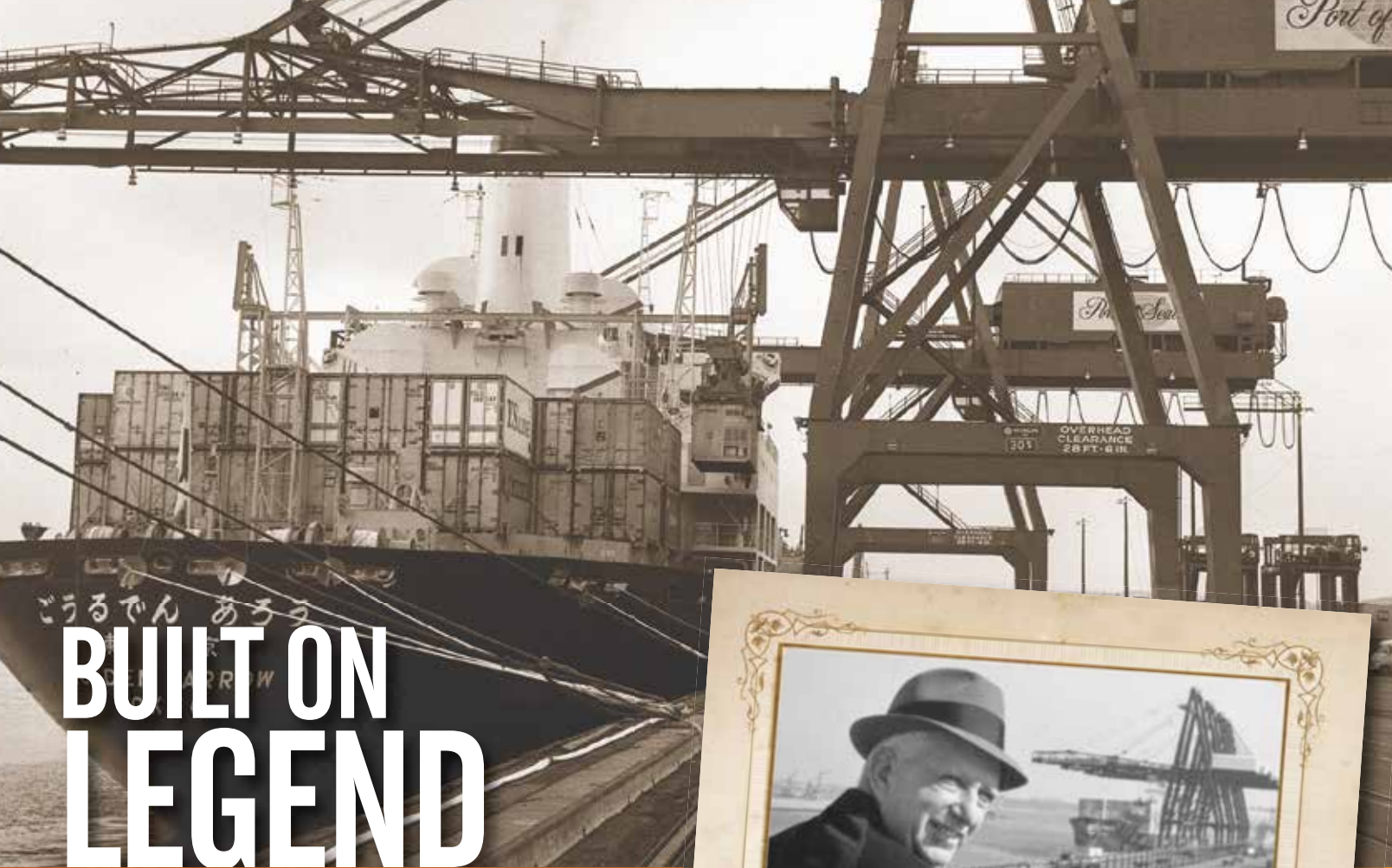
The wood carving of a mother right whale and calf by artist Bruce Shugart acknowledges JAXPORT for its support of the annual Right Whale Festival held in Jacksonville Beach. The award also acknowledges JAXPORT for its ongoing support of efforts to protect the endangered species.

Four shipping companies sponsored the 2014 Right Whale Festival in a cooperative effort with JAXPORT who served as the Host Sponsor:

- Diversified Port Holdings
- Trailer Bridge
- TraPac Jacksonville, LLC
- Wallenius Wilhelmsen Logistics

The Right Whale Festival celebrates the annual return of the right whale to its calving waters off our coast. The festival was launched in 2009 with support from NOAA, Sea to Shore Alliance, JAXPORT, and other sponsors in the public and private sector.





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