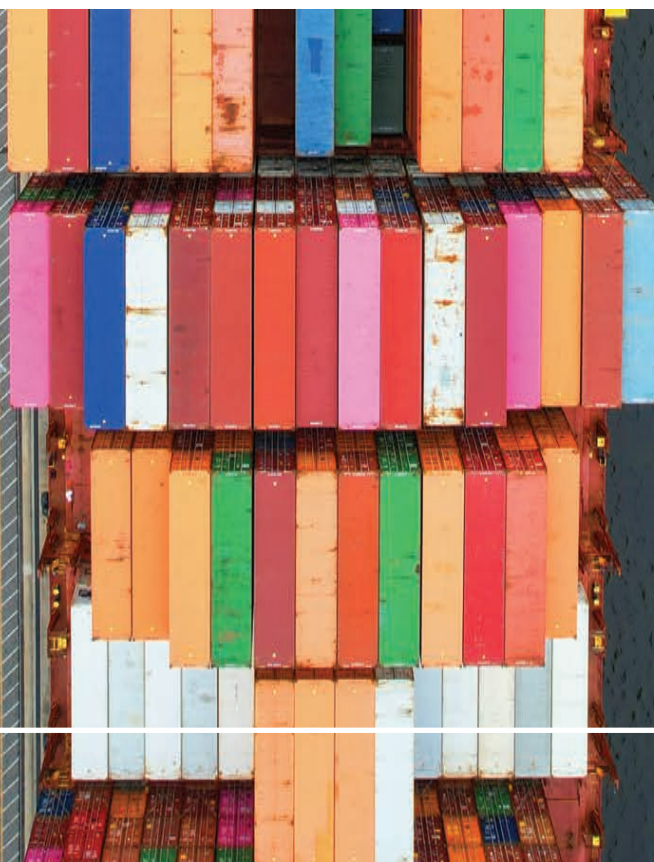




SPECIAL ADVERTISING SECTION

Jacksonville Trade and Logistics





X MARKS THE SPOT

FOR UNMATCHED EFFICIENCIES

FOLLOW THE MAP TO JACKSONVILLE, FLORIDA,
WHERE YOU'LL DISCOVER:

A two-way river channel with 47 feet of deepwater

Direct service to 140 ports in 70 countries

156M square feet of industrial space

Savings in inventory and warehouse
operating costs

Low backhaul rates via 100+ trucking firms

40 daily trains aboard Class I, regional and
on-dock rail

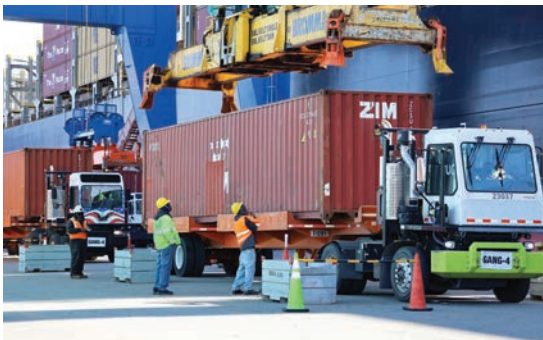
Find the U.S. port you've been seeking at the
crossroads of the nation's rail and highway
network, and seamlessly connect your cargo
and your customers today.



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JACKSONVILLE TRADE AND LOGISTICS



Jacksonville Port Authority

Jaxport is one of the country's most diversified ports in terms of trade lanes and lines of business.

JACKSONVILLE TRADE AND LOGISTICS

Embracing evolution

Jacksonville, Fla. builds for new era

Sunny beaches and rustling palm trees may come to mind when thinking of Jacksonville, Fla., but that's only one part of its charm. The northeastern Florida region has quickly developed into what it calls "America's Logistics Hub" — a considerable nickname to live up to but a goal the region is proud to be working toward. From its consistent infrastructure upgrades and prime location in the heart of the US Southeast to its innovative practices, Jacksonville has become widely known as a business-friendly city, attracting both established and up-and-coming

players in the transportation and logistics space. "When you look at Jacksonville, you have CSX, Landstar, Crowley — you have these major companies, and you create a talent pool of people that understand logistics, understand transportation," said Mitch Luciano, CEO of freight service company Trailer Bridge. "The highway system is always under construction; it's always expanding. These things create more opportunities.

"There [are] all these large companies and this incredible infrastructure that allows you to compete," he added. "You're not

X marks the spot for global logistics

LOCATED IN THE Southeastern United States at the crossroads of the nation's rail and highway network, the Jacksonville Port Authority (Jaxport) is your global gateway to Florida, the nation's third most populous state.

Efficient and reliable

With a 47-foot harbor, two-way river traffic, no wait at anchorage and open berthing windows, container ships remain on schedule at Jaxport, lowering costs for carriers and shippers.

Strategic location

More than 98 million US consumers live within a day's drive of Jacksonville, and Jaxport offers direct ocean carrier services to/from 140 ports in 70 countries.

Seamless transportation

To help your freight reach locations around the US Southeast and American heartland, Jaxport's terminals integrate with three US interstates, 100+ trucking firms, two intermodal

facilities and 40 daily trains. This includes Class I railroads CSX and Norfolk Southern, regional rail line Florida East Coast Railway, and on-dock and near-dock rail providers.

Expertise and value

Jaxport is Florida's No. 1 container port by volume and one of the leading vehicle import/export centers in the United States. Abundant backhaul opportunities, low industrial leasing rates and FTZ No. 64 deliver significant savings to shippers.

E-commerce excellence

Final-mile delivery sort centers are located close to the port and major warehousing districts in Northeast Florida.

Cold chain dedication

Jaxport terminals include 1,600 reefer plugs on dock, and port partners offer services including order picking, freight consolidation, blast freezing, US Department of Agriculture inspection, fumigation, and flexible shipping and receiving hours.

Room to grow

The area offers 156 million square feet of industrial warehousing space and a highly trained labor force of 881,000 workers, so current operations provide ample capacity to keep your freight moving efficiently.

Customized shipping solutions

Jaxport's experienced sales team can help you develop a personalized plan to benefit your business. ■

Contact us today or view customer success stories at jaxport.com/cargo.



JACKSONVILLE TRADE AND LOGISTICS



Deepening of the St. John's River aims to encourage ocean freight companies to consider Jacksonville as an alternative to larger ports.

Jacksonville Port Authority

Robert Hooper, CEO of third-party logistics provider Atlantic Logistics. He noted that the business wouldn't have the same opportunities if it were located elsewhere.

"We can do freight brokerage anywhere, but the fuel and the pieces that have come into play to make us successful rely upon that community in which we live," he said.

Part of that community is the Jacksonville Port Authority (Jaxport), a key economic driver and one of the country's most diversified ports in terms of trade lanes and lines of business.

"Jaxport is an integral part of the transportation network in northeast Florida, and a key part of that network is our interstate and rail system," said Robert Peek, chief commercial officer at Jaxport.

The network is made up of two major interstates — I-95 and I-10 — that intersect in Jacksonville near the port. Additionally, I-95 bisects the port's two largest cargo terminals. Jacksonville also boasts an extensive rail network with three railroads — CSX, Norfolk Southern and Florida East Coast Railway.

The city's population of about 1.5 million people provides a booming workforce, with approximately 26,000 of the 145,000 residents eligible to work filling roles directly or indirectly linked to local port business.

"As we start layering all these elements together — the interstate highway system, the rail network, the large labor force and a

going to be limited by growth; you're not going to be limited by talent; you're not going to be limited by service offering. You're going to have the ability to grow

so many different modes of transportation because of the partners that you build here."

These relationships are a critical element of Jacksonville's growth, agreed

A leader in the global automotive service industry

Our vision

AMPORTS' global vision is to be the premier automotive services and port terminal operator globally with a perpetual commitment to quality, safety, operational excellence and customer satisfaction.

Our culture

AMPORTS has been a leader in the global automotive service industry for more than half a century. With multiple locations in the United States and Mexico, AMPORTS is one of the largest auto processors in North America

AMPORTS provides customers with seamless logistical solutions. All of AMPORTS' deep-water facilities are located near major highway systems serving densely

populated regions. AMPORTS offers real-time vehicle tracking, state-of-the-art technology, custom software and back-up technology to ensure quality service.

Environment

Sustainable and socially responsible, AMPORTS is dedicated to protecting the environment. The business prioritizes ESG policies, advancing environmental responsibility, promoting social accountability and upholding strong governance. Together, we're building a better future. '

Jacksonville

Headquartered in the beautiful city of Jacksonville, AMPORTS' Jaxport locations

(Blount Island and Dames Point) are constantly growing and looking for ways to help the local economy, bringing jobs and opportunities to many. Join us in creating positive change today. ■

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JACKSONVILLE TRADE AND LOGISTICS

more modern port facility all run by a very large, experienced labor force — those all combine to create this transportation and logistics hub,” said Peek.

Support from the City of Jacksonville is another big draw as it continues to dedicate resources and support to the growth of infrastructure. The recent deepening of the St. Johns River aims to encourage more ocean freight companies to consider Jacksonville as an East Coast alternative to larger, more congested ports.

“Jacksonville is and always has been uniquely positioned as a supply chain hub for the Southeast and beyond,” said Beverly Hand, director of client relations at UNIT International S.A., a freight forwarder and US customs broker.

“The city sees the value of deepening the channel, new cranes in the port, new roads and rails to carry the traffic the port generates and education at the local colleges to train people in the logistics areas that all this growth requires,” she added. Hand envisions a future of

economic growth backed by innovation for the city.

“More young people are moving to our great city, and it’s my hope that manufacturing innovation follows,” Hand said. “Across the country you can find

“Jacksonville is and always has been uniquely positioned as a supply chain hub for the Southeast and beyond.”

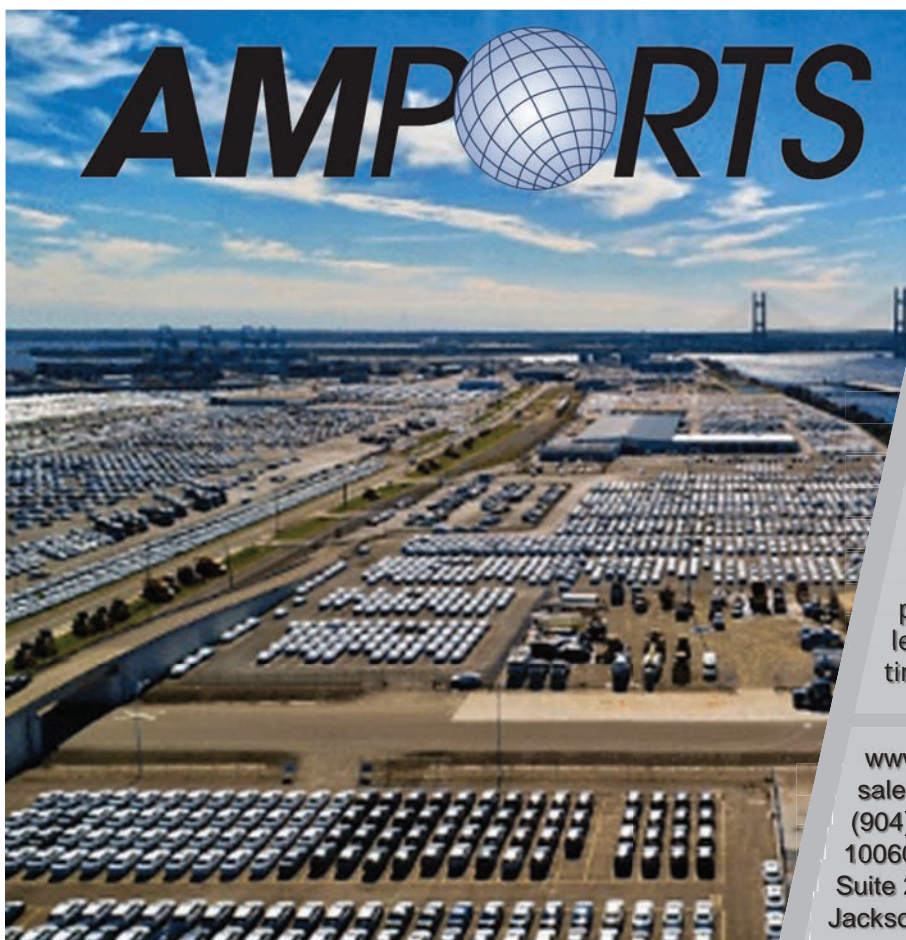
pockets of importers that have created unique projects ... I believe Jacksonville can be a center of creativity and innovation as well due to our proximity to the finest ports, transportation partners and rail.”

There is no denying Jaxport’s critical role in Jacksonville’s long-term success. Area businesses touted the importance of their partnerships with the port, noting

the part Jaxport plays in meeting their business goals. Vee Kachroo, CEO of AMPORTS, credited the port for providing necessary flexibility as its business model in the automotive market ebbs and flows. AMPORTS is one of North America’s

largest auto processors and recently celebrated 50 years of collaboration with the port.

“We’ve got simple needs: we need space, and we need vessels to be able to come in in a timely fashion. The port authority, in terms of their continued economic investment to grow those capabilities, enables us to grow,” said Kachroo.



AMPOR TS has been a leader in the global automotive service industry for over 60 years. With multiple locations in the United States and Mexico, AMPOR TS is one of the largest auto processors in North America.

AMPOR TS offers real time vehicle tracking, state-of-the-art technology, custom software, and back up technology to ensure quality service. Our teams of experts are ISO 9001:2015 certified and committed to providing you with an exceptional level of personalized service every time.

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 Suite 205
 Jacksonville, Florida 32246



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Jacksonville Port Authority



A \$72 million project to modernize SSA's Jacksonville Container Terminal at Blount Island is over halfway complete.

The business leases over 170 acres at Jaxport and handles delivery and processing for multiple vehicle brands including Audi, General Motors, Honda, Porsche and Volkswagen. AMPORTS' leases for its properties at the Blount Island and Dames Point marine terminal were each extended in 2019 for 25 years with two five-year renewals.

"When we have additional needs, the port has been very accommodating to find us additional land within their long-term plans ... Having those solution sets, having that flex, having that vision enables you to continue to attract large OEM [original equipment manufacturer] players to Jacksonville. Having a partner with that kind of flexibility enables you to be successful in the marketplace.

"It's that flex and the ability to react to market needs, and do it in a timely, dynamic fashion, that continues to build the reputation of Jacksonville," he added.

As the third-largest automobile port in the US, Jaxport plans to further develop its auto-handling capabilities by expanding one of its two dedicated automobile berths to handle two ships at a time while the other will be expanded to handle larger or roll-on/roll-off (ro/ro)

The future of northeast Florida is now

THE JACKSONVILLE CHAMBER'S regional economic development division, the JAXUSA Partnership oversees the efforts of the seven counties of northeast Florida. JAXUSA's mission is to be a catalyst for economic growth and maximize the region's unique resources to aggressively recruit jobs and capital investment to the Jacksonville region.

Since 1990, JAXUSA has been a driving economic force for northeast Florida and, together with JAXUSA's partners, has helped create more than 133,000 jobs and \$11.9 billion in capital investment.

Fostering business development

Using strategic research and targeted marketing, JAXUSA focuses on recruiting new companies, increasing private capital investment and expanding JAXUSA's existing business community. JAXUSA offers a variety of services for businesses that are considering relocation or expansion in northeast Florida.

Building the workforce of tomorrow

The availability of talent is among the most important components of a company's decision to relocate or expand, which is why talent development is one of JAXUSA's key initiatives. Earn Up (EarnUp.org), JAXUSA's workforce development initiative, promotes the development of accessible career pathways so the region can create a robust talent pipeline that is reflective of employer needs and serves as a competitive differentiator for northeast Florida.

Attracting the best and brightest talent

Find Your JAX (FindYourJAX.com), JAXUSA's talent attraction initiative, promotes northeast Florida's unmatched quality of life and unlimited opportunities to young professionals so they see the Jacksonville region as a desired place to live and work. Whether talent is looking for a change or ready to make a move, Find Your JAX has ample resources to show the many reasons why Jacksonville was named one of

the top places for young professionals to live by Forbes.

Creating a thriving economy

Northeast Florida's future is as bright as ever. The region continues to attract interest from all over the world because of its unique combination of infrastructure, business climate, talent and quality of life.

Let JAXUSA help you take your company further in Jax. ■

Learn more at JAXUSA.org.

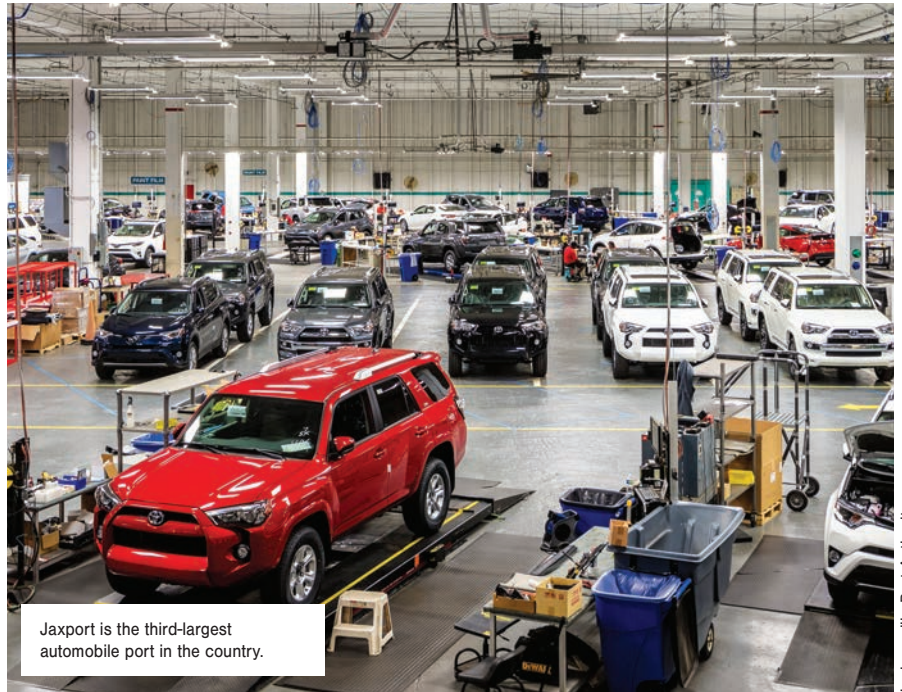


JACKSONVILLE TRADE AND LOGISTICS

ships that call the terminal. The port's largest automobile processor, Southeast Toyota Distributors, is also relocating their operations to a larger facility in the harbor. The processor is in the midst of building a 250,000-square-foot automobile processing facility on 88 acres at the port's Blount Island Marine Terminal.

Jaxport and the wider Jacksonville business community continue to innovate and invest millions of dollars in improvement projects to remain on a path of success. Most recently, SSA Marine — the port's largest international container operator — committed to making over \$100 million in terminal improvements to their Jacksonville facility. These will include repaving the terminal, new inbound and outbound gates, and the purchase of new terminal handling equipment, including three new ship-to-shore container cranes. Jaxport will add two cranes on top of that, which are currently in the process of being built and delivered.

These improvements come on the heels of the \$420 million Jacksonville



Jaxport is the third-largest automobile port in the country.

Jacksonville Port Authority

REACH THE WORLD FROM JAX



With a transportation and logistics infrastructure that includes rail, air, maritime and highway, products can easily be shipped anywhere in the world from our prime location in Northeast Florida. JAXUSA Partnership is here to help your expanding or relocating business take advantage of all the benefits of the Jacksonville Region.



BAKER | CLAY | DUVAL | FLAGLER | NASSAU | PUTNAM | ST. JOHNS

jaxusa.org

JACKSONVILLE TRADE AND LOGISTICS

Jacksonville Port Authority



Jaxport's shipping channel depth was increased from 40 feet to 47 feet in 2022.

America's leading ro/ro carrier

OPERATING LINER SERVICES in the international trades, American Roll-On Roll-Off Carrier (ARC) is the leading US flag ro/ro carrier and provides various land-based government services to support overseas operations. ARC provides port-to-port and end-to-end transport of heavy vehicles, helicopters, household goods, privately-owned vehicles and other equipment for the US government and its various agencies. ARC also carries agricultural and construction equipment for developing nations, Federal Transit Administration public transportation cargoes, US Export-Import Bank preference cargoes, and other commercial breakbulk and ro/ro business.

New in town

ARC moved its headquarters to Northeast Florida in July 2021. We conducted an extensive study to find the ideal location to best serve our customers and partners as well as support our employees. Northeast Florida offered the right business climate, a great quality of life, and proximity to Jaxport where our ships call regularly.

Ocean services

ARC's fleet is the most versatile US-flag ro/ro fleet at sea today. In various configurations, these vessels can transport thousands of automobiles, trucks and military vehicles, as well as helicopters and breakbulk cargo.

ARC is a proud participant in the US government's Voluntary Intermodal Seallift Agreement (VISA) and is committed to meeting the needs of the Department of Defense in peacetime or in time of national emergency. All of ARC's US -flag vessels are enrolled in the Maritime Security Program (MSP).

Jacksonville is one of 17 US Strategic Seaports to move military cargo for national defense, foreign humanitarian assistance and disaster relief and is the only port in Florida with this designation.

Logistics services

ARC supports our service members as they deploy around the world. ARC's global network includes best-in-class logistics support services. ARC has the project management expertise to meet all

operational requirements.

For over 35 years, ARC's maritime and logistics foundation has served as a cornerstone for growing our support to the US government. These services include expeditionary/humanitarian life support, personnel transport, and various stevedoring and terminal management services. ■

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JACKSONVILLE TRADE AND LOGISTICS

Harbor Deepening Project completed in 2022, which brought the port's shipping channel from its previous depth of 40 feet to 47 feet and modernized the large container berths that service the terminal. This positioned the port as the first US East Coast port of call for fully loaded post-Panamax vessels.

"Our business benefits from the moves Jaxport is making to generate more logistics industry growth for the region," said Aundra Wallace, president of regional economic development organization JAXUSA. "With two-way ship traffic, harbor depths reaching 47 feet, connections to 17 global shipping lines and the distinction of hosting the world's first liquefied natural gas (LNG)-powered container ship, Jaxport showcases innovation and progress. The port's extensive reach across 140 ports in more than 70 countries has gained recognition from companies interested in expanding operations and utilizing newer technologies to advance their business."

Trailer Bridge has also seen major benefits of continued port improvements, said Luciano, noting the significant increase of activity taking place during the dredging project.

"It immediately started bringing people through the Panama Canal, and they

"Because of the activity Jaxport did at Blount Island, we are now able to look at building a warehouse," said Luciano. "Now if they didn't do that, could we still do it? Maybe, but I'm more confident now that we will fill that space up pretty quickly."

"Our business benefits from the moves Jaxport is making to generate more logistics industry growth for the region."

started getting some calls from Europe. That has created more customers into the marketplace, which helps us build our logistics footprint," he said.

An example of this is Trailer Bridge's plans to build a new warehouse next to their corporate office, giving them the closest warehouse to Jaxport.

"If you look at the road we're on, when I first started 12 years ago, there were one or two warehouse spaces," he added. "Now there [are] millions of square feet; it's amazing. And it's ... because of what Jaxport did."

ARC Shipping, a provider of port-to-port and end-to-end transport of government

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JACKSONVILLE TRADE AND LOGISTICS

equipment and vehicles, moved its headquarters to Jacksonville in 2021 due in part to Jaxport's unique attributes, including its designation as one of 17 strategic ports by the Department of Defense.

"I think that Jaxport is going to be used more frequently moving forward for the deployment and redeployment of forces from the United States abroad, and when that happens, it will definitely help our relationship in the area and will help [the] local economy," said Chris Heibel, SVP Commercial at ARC Shipping.

"All of our ships are very large, strategic ro/ro's. These are ships that carry 5,000 to 7,000 cars, they require a 10-meter draft. The bottom line is Jaxport is absolutely ideal for that," he added. "Jaxport has a tremendous amount of staging area, which is perfect for deploying military units that require a lot of space."

As Jaxport looks to the future, it is aware of the importance of strategic relationships with the Jacksonville business community.

"We value our partnerships with our tenants and our service providers in the area a great deal, and that's everyone from our terminal operators and shipping lines to our local drayage and over-the-road providers to our railroad and our local warehouse and third-party logistics



Atlantic Logistics

providers," said Peek. "We've worked with them for many years, and it's been exciting to see a lot of these companies grow over time as the port has grown.

"We've been very fortunate to have outstanding labor here in Jacksonville,

including on the terminal and off-terminal," he added. "All this cargo is handled by a network of companies that makes this whole port go, and we have built this ecosystem of transportation and logistics providers who are critical to our success." ■

Carrying the supply chain forward

A GLOBAL SUPPLY chain solutions leader, Crowley offers more than service lines and full-service logistics management. Crowley's global operations connect Jacksonville to the Caribbean and Central America. Its team of seasoned experts combine industry-leading technology with a full suite of scalable, end-to-end services to create efficient, repeatable results.

Crowley's origin, in-transit and destination services include ocean, air and inland cargo transportation; cargo insurance; customs compliance; dry and refrigerated warehousing and distribution; freight forwarding and consolidation/deconsolidation services.

Through its logistics business unit, Crowley serves as a consultative partner for customers seeking to optimize their supply chains while aligning its capabilities to fulfill their demands. Crowley leverages its global, blended asset services to reduce friction while gaining speed to market for goods. The business has over 45,000 pieces of ocean-going cargo-carrying equipment and a diversified fleet of container vessels to offer its partners frequent, reliable, fixed-day weekly sailings, reaching many markets in just over two days. Crowley employs technology at its owned-and-operated terminals to increase efficiency by decreasing the amount of time it takes trucking partners to enter and leave with cargo.

Crowley is a privately held, US-owned-and-operated maritime,

energy and logistics solutions company serving commercial and government sectors. As a global ship owner-operator and services provider for over 130 years, Crowley bravely and actively commits to sustainability by investing in and implementing innovative technologies, while being the vanguard of movement. The business serves customers in 36 nations and island territories through five business units — Crowley Logistics, Crowley Shipping, Crowley Solutions, Crowley Wind and Crowley Fuels — with over \$3.4 billion in annual revenues, over 170 vessels (mostly in the Jones Act fleet), and approximately 7,000 employees around the world. The Crowley enterprise has invested more than \$3.2 billion in maritime transport, which is the backbone of the global trade economy. The world is in constant motion and Crowley is helping to carry it forward. ■



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End-to-end freight tracking



JACKSONVILLE TRADE AND LOGISTICS

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Any mode, any material, any market

FULL-SERVICE SUPPLY CHAIN solutions company Watco was founded in 1983. Since then, it has grown as an owner and operator of a diverse and unmatched network of short-line railroads, terminals and ports throughout North America and Australia. Its logistics division is a true third-party logistics provider. Because of Watco's depth and breadth of integrated services, its customers have the advantage of any transportation mode carrying any material to any market.

Rail

- Short lines: Watco owns and operates short lines in North America and Australia, including the Jacksonville Port Terminal Railroad.
- Industrial switching: Watco performs switching services at manufacturing facilities.
- SIT yards: Watco offers storage in transit, from individual cars to unit trains.
- Railcar storage: Safely house railcars across Watco's nationwide network of railroads and terminals.
- Railcar repair and maintenance: Watco handles railcar upkeep at its repair terminals and through mobile and dedicated repair services.

Transloading/terminals and ports

- Material handling: Watco loads, unloads and handles any material, commodity or product.
- Storage and distribution: Watco offers customized storage solutions for efficient distribution.
- Marine terminals: Watco's strategically located marine terminals and ports give customers direct access to major US waterways and the world.
- Transload terminals: Watco features truck and rail transloading throughout North America.
- Dedicated terminals: Watco supports its customers' material handling needs with customized operations.

Logistics

- Highway: Watco provides less-than-truckload to truckload, and all modes and equipment types.
- Retail: Watco's customizable solutions include warehouse management, e-commerce fulfillment services and more to meet customers' first- and final-mile requirements.
- Intermodal: As a leading IMC with direct Class I relationships, Watco provides solutions for door-to-door, domestic and

cross-border intermodal needs.

- Rail: Whether it's a full-service rail solution, demurrage mitigation, or something in between, Watco scales the service to your need.
- Barge: Watco's barge solutions give customers access to all major US coastal and inland waterways.
- Ocean and air: Watco has the expertise to deliver customer imports and exports almost anywhere in the world by ocean container, air and bulk or breakbulk vessels. ■

Partner with Watco and discover your competitive edge.
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JACKSONVILLE TRADE AND LOGISTICS



International connection

Global market reach offers new opportunities

As the Jacksonville, Fla., region continues to grow, so do opportunities for international trade. With its ideal location, business-friendly policies and reputation as a transportation and logistics hub, Jacksonville offers the necessary global connectivity for

companies to expand their operations. “International companies with global plans see the region as a strategic gateway into the United States because of our transportation and logistics infrastructure, but they also recognize us as a destination for corporate operations and our skilled



Any Mode, Any Material, Any Market

Partner with us — and discover your competitive edge



JACKSONVILLE TRADE AND LOGISTICS

Jacksonville Port Authority



Jaxport is the largest port in the US for trade with Puerto Rico.

talent base,” said Aundra Wallace, president of regional economic development organization JAXUSA.

The Jacksonville Port Authority (Jaxport) is the largest port in the country for trade with the island of Puerto Rico and also provides a gateway to

trade lanes in Central America and the Caribbean. This has enabled reliable, efficient growth outside of the US market for businesses such as Crowley, TOTE Maritime and Trailer Bridge.

The relationship with Puerto Rico is a notable one; throughout the COVID-19

pandemic, these three companies helped keep cargo moving uninterrupted, ensuring the island’s citizens had access to the consumer goods and essential cargo they needed, when they needed it.

“As one of the busiest ports in the United States, Jaxport provides access

One family, three brands

MERGING TO COMBINE their respective businesses, Marine Repair Services – Container Maintenance Corporation (CMC), ITI Intermodal, Inc. (ITI) and Columbia Container Services (CCS) provide a full range of unmatched dry and reefer equipment M&R, storage, drayage and over-the-road services for intermodal freight in the Midwest, Gulf, Southwest, Southeast and Northeast. All three companies provide mission-critical repair, maintenance, inspection and storage services. Creating a bigger, stronger, better company the new combined entity, CMC-ITI-CCS represents one family, three brands.

CMC, ITI and Columbia Container were founded in 1971, 1973 and 1978, respectively, and in the aggregate, have been in business for more than 144 years. Collectively, they continue to build on the legacy of the family-founded and run companies. The common denominator for each company is a shared heritage of long-term family ownership and management providing best-in-class services measured

by quality and reliability. Each business grew from its local market and expanded into adjacent geographies.

All the founders share a commitment to their combined family heritage and a keen focus on creating a safe and secure work environment for employees and offering them long-term career opportunities. CMC-ITI-CCS prides itself on prioritizing safety in the workplace – it not only protects employees, but also promotes productivity and well-being, which fosters a positive work environment.

Committed to being reliable partners for all constituencies, each company has made substantial investments in facilities, equipment, technology and, most importantly, their people to deliver unmatched quality services.

The successful combination of these operations positions CMC-ITI-CCS to meet the growing needs of the industry while continuing to focus on exceeding employee and customer expectations. By joining forces, they are able to take the company to

even greater heights while also continuing to be the preferred place to work within the industry. ■

For more information, visit:
<http://www.mrs-cmc.com/>
<https://iti-intermodal.com/>

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while it is still available.

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HYSTER

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TOTE Group

TOTE can transport goods from Jacksonville to San Juan, Puerto Rico, in 55 hours.

Building a better future

A **LEADING GLOBAL** building materials company, Cemex is committed to providing innovative and sustainable solutions for the construction industry. With a rich history of improving the well-being of those it serves through efficiency advancements and sustainability efforts, Cemex delivers high-quality products and services that exceed customers' expectations. This is achieved through its vertically integrated approach to production and distribution in more than 50 countries.

Committed to helping the world reach the next frontier of sustainable living, Cemex drives innovative building solutions to solve the world's construction challenges sustainably, with a focus on a circular economy. Cemex US has been repeatedly recognized for its efforts in sustainability and energy management, including earning the US EPA ENERGY STAR® Partner of the Year consecutively since 2019.

Future in action

Cemex's Future in Action program is focused on achieving sustainable excellence through climate action, circularity and natural resource management, with the primary objective of becoming a net-zero CO2 company by 2050, while offering customers the best sustainable construction solutions and value-added products.

By placing sustainability at the center of its strategy and actively pursuing a more sustainable future, Cemex is creating lasting impacts on the world around us.

Explore Cemex's comprehensive portfolio covering the entire construction value chain, including ready-mix concrete, aggregates, cement and urbanization solutions. Its US network includes 10 cement plants, close to 50 strategically located cement terminals, nearly 50 aggregate quarries and more than 280 ready-mix concrete plants. Cemex's quality materials can be found in homes, schools, hospitals, roads, bridges and more. ■

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JACKSONVILLE TRADE AND LOGISTICS

to global markets and facilitates the movement of goods through its extensive container terminals and intermodal facilities," said Patrick Tamasitis, general manager, Crowley Logistics.

Headquartered in Jacksonville, Crowley operates a 50-acre terminal facility along with warehousing and distribution services in the region. Tamasitis credits Crowley's proximity to major highways such as I-95 and I-10; Class I and regional railways; and airports such as Jacksonville International, Northeast Regional Airport at St. Augustine and Daytona International, with enhancing intermodal connectivity and enabling efficient domestic and international transportation of goods.

"Due to Jacksonville's strategic location, situated at the crossroads of major shipping lanes and transportation corridors, it allows us to provide access to key markets in the US and Latin America, mainly focused on our Jones Act trade and our service to Puerto Rico," Tamasitis said.

For TOTE, Jaxport serves as a critical hub for cargo handling and value-added services that benefit international business growth as well as Puerto Rico's local economy. TOTE can transport goods from Jacksonville to San Juan, Puerto Rico, in 55 hours, creating new logistics opportunities beyond the Southeast.

"As more international cargo has come into Jacksonville, I think we're going to see other opportunities grow," Trailer Bridge CEO Mitch Luciano said. "Most international carriers don't want their containers to go all the way to destination. They like to turn them fast and get them back headed where they started, so I

"As more international cargo has come into Jacksonville, I think we're going to see other opportunities grow."

Growth in international trade has potential to further diversify the Jacksonville area, creating more opportunities for logistics and transportation companies to move into different lines of business and industries.

think we'll see opportunities for more trucking out of this marketplace as there are more FEUs coming in."

Trailer Bridge has shipped all types of cargo — from containers to vehicles to oversized equipment — to Puerto Rico,

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An \$85.3 million investment in Trailer Bridge's Army Terminal was announced in March.

Trailer Bridge



the Dominican Republic, Haiti and Virgin Islands for more than 30 years. In March, a historic investment of \$85.3 million in the company's Army Terminal in Puerto Rico was announced. The funds will aid in the rehabilitation of the terminal's finger pier, increased terminal efficiencies and support for Trailer Bridge's weekly Jones Act service to the island.

The Jacksonville area also touts a foreign trade zone (FTZ) designation, providing businesses with opportunities for duty deferral, reduction or elimination on imported goods. FTZ status enables goods within the zone to be considered outside of US Customs jurisdiction, allowing significant cost savings, optimization of

import processes and minimization of tariff-related expenses. Northeast Florida's FTZ No. 64 spans more than 5,000 square miles and offers room for growth, with the ability for storage and distribution sites to come online within 30 days and production sites within 120 days.

Florida saw 86% gains in corporate headquarters relocating to the state in 2022-2023, the most of any state in the country, and Jacksonville had net growth of 67% of corporate relocations from 2022-2023, the highest of any major US city.

As globalization and trade liberalization continue to advance, Jacksonville should expect to see sustained expansion across various cargo categories and increased

interest from international companies looking to expand their reach and presence in the US marketplace. This is very much in line with the region's overall trajectory over the last few years.

"As we see growth across all of these business lines, it's in some ways reflective of the growth overall of our city," Jaxport Chief Commercial Officer Robert Peek said. "Florida is now the third most populous state in the United States, and northeast Florida is one of the fastest growing areas within the state. We're seeing a lot of growth in northeast Florida, in the city of Jacksonville and at the port, [and] we will continue to do so for many years to come." ■

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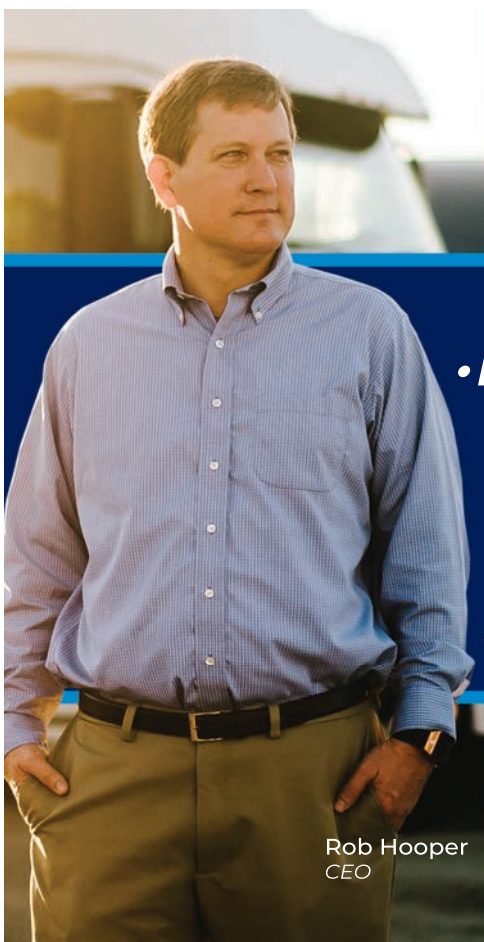
Powering partnerships

Innovation, sustainability focus attracting talent

Recently listed among the top five “boomtowns” in the United States, Jacksonville’s emergent workforce and the focus of local companies on retaining talent plays a major role in the city’s expansion. “When it came time to move, [CEO Eric Ebeling] said, ‘Where do

you think we should go?’ and the first thing that came out of my mouth was Jacksonville,” said Chris Heibel, SVP commercial at ARC Shipping.

“We had 55 people that were in our company in New Jersey, and about 80% actually moved, so they also thought it



Rob Hooper
CEO



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was a great idea to move to Florida,” he added. “And since then, we’ve been able to hire another 15 people. We’re up to 65 people in our company headquarters ... we’ve really picked up some wonderful talent here in the area.”

Collaborating closely with the Port of Jacksonville (Jaxport), Crowley Logistics supports innovation with ongoing and planned initiatives aimed at expanding infrastructure and enhancing efficiency within the port.

“The region’s focus on innovation in transportation and logistics technologies fosters a dynamic environment that attracts companies and startups specializing in automation, digitalization and supply chain optimization,” said Patrick Tamasitis, general manager at Crowley Logistics. “By embracing and supporting innovation in Jacksonville and throughout the industry, we can advance unique solutions to enhance our operational efficiency, improve customer service and adapt to changing market demands effectively.

“These projects, including the expansion of on-dock rail, are vital for accommodating larger vessels and

supporting smoother supply chain operations and container-handling equipment,” he added.

With a depot located less than two miles from Blount Island and Dames Point marine terminals as well as I-95, intermodal and marine repair services company Container Maintenance Corporation has been able to streamline its logistics operations, improving transportation efficiency.

“This [location] enhances the overall competitiveness of the port and the intermodal network in Jacksonville by reducing turnaround times, minimizing delays and optimizing supply chain management,” said Davey Miller, senior director of marine repair services. “The presence of such a facility can attract more businesses and investments to the area, further boosting economic growth and creating job opportunities for the local community.”

Aundra Wallace, president of regional economic development organization JAXUSA, links positive talent acquisition to the region’s distinct mix of industries.

“One of the biggest opportunities in the region now is to grow our innovative

niche industries,” he said. “Our niche industries — intermodal logistics, agribusiness, space and defense technologies, health tech, biomedical research and fintech — present regional opportunities for increased specialization and growth and can facilitate the region’s economic diversification and help create a more resilient economy.”

For JAXUSA, achieving that vision starts with embracing regionalism by investing in Jacksonville’s people and vibrant communities. Its workforce development initiative, Earn Up, aims to grow a talent ecosystem by aligning to the needs of the region’s population through awareness and education. This includes partnering with local colleges and universities, such as the University of North Florida, Jacksonville University and Florida State College at Jacksonville, to build curriculums and offer programs to train the next generation of transportation and logistics leaders.

“The availability of talent is among the most important components of a company’s decision to relocate or expand, which is why talent development is our number one goal,” said Wallace. “With the

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ESTABLISHED IN 1968 when Jim Moran partnered with Toyota Motor Sales to help expand the automaker’s presence in the US market, Southeast Toyota Distributors is now the world’s largest independent distributor of Toyotas. Today, Southeast Toyota distributes vehicles, parts and accessories to 177 independent Toyota dealerships in Alabama, Florida, Georgia, North Carolina and South Carolina.

Toyota vehicles manufactured in Japan are processed at the company’s Talleyrand Marine Terminal in Jacksonville, Fla., for distribution across the southeast. North American-made vehicles are processed at additional Southeast Toyota facilities located on the west side of Jacksonville and in Commerce, Ga.

A parts warehouse, also located in Jacksonville, supports dealerships across the five-state region. Southeast Toyota associates have a remarkable diversity of talent and support dealers with regional sales, customer service and marketing efforts.

Southeast Toyota also established the auto-transport company Southeast Transportation Systems, Inc. in 2000 to better serve our dealer partners. The company operates state-of-the-art facilities in Jacksonville and Commerce, which include a complete service shop, truck wash, fuel island and comfortable lounge for its dedicated drivers. Southeast Transportation Systems’ fleet of more

than 100 trucks and a team of 120 exceptional associates transport vehicles from Southeast Toyota’s vehicle processing centers to Toyota dealers. The company has been recognized as an industry leader in environmental performance and energy efficiency, and for reducing its overall carbon footprint.

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Southeast Toyota Distributors, LLC

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addition of the new University of Florida graduate campus in Jacksonville, we will continue to attract and retain the best and brightest, propelling us to have the dynamic talent base that can compete against any region in our country.”

In addition to the region’s higher learning institutions, Robert Hooper, CEO of third-party logistics provider Atlantic Logistics, emphasized the importance of investing in the Jacksonville community’s public schools.

“A long-term challenge for our community ... is to strengthen our Duval County public school system,” Hooper said. “I think that’s critical to be able to have strong candidates coming in to work in our warehouses, the port and our logistics businesses. We need to continue to have that pipeline, so that mid- and top-level leaders want to come be in the Jacksonville community.”

With these industry growth initiatives comes a focus on environmental,

social and governance (ESG) goals. Sustainability has become the key to success for many organizations in the trade and transportation landscape.

Alongside Jaxport and SSA Jacksonville, Crowley has funded Jaxport Express, a public-private partnership that aims to support sustainability initiatives at the Blount Island and Talleyrand marine terminals. This partnership is one of the first large-scale investments in zero- and near-zero-emission cargo handling equipment technologies in the state of Florida and hopes to achieve greenhouse gas reductions, energy-efficient terminal infrastructure upgrades and expanded cargo throughput at Jaxport.

“That whole project was around \$47 million. The federal grant was around \$23 million, and the tenants kicked in just about all the rest. It’s going to inject a lot of new cargo-handling equipment on our facilities that will produce lower emissions during port operations,” said Robert Peek,

chief commercial officer at Jaxport. “It’s part of a larger effort toward sustainability efforts that support our business.”

Atlantic Logistics benefited greatly from the continued development of Talleyrand Marine Terminal, calling it “a critical investment.”

“The breakbulk and the commodities that they’re able to run through that terminal is huge for us,” Hooper said. “We’ve just landed a major account out of there ... that wouldn’t happen if we didn’t have that relationship here in Jacksonville.”

Local businesses have also placed increased emphasis on sustainability and environmental stewardship within the industry. Crowley is making these changes via partnership with Jaxport to align with the company vision.

“Crowley remains committed to reducing emissions across its value chain, including transitioning to more efficient and electric terminal equipment to make a significant impact on Jacksonville’s



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Rendering of new Blount Island facility



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environmental landscape,” said Tamasitis. “Through collaboration with Jaxport on environmental initiatives and securing federal funding, such as the PIDP Grant, Crowley underscores its dedication to advancing sustainability efforts within the Jacksonville community.”

Jaxport is also leading a variety of efforts to preserve the natural environment of the region, including emissions reduction from port equipment and recycling the oil used in its cranes.

Jacksonville has also become the world leader in liquefied natural gas (LNG) as a marine fuel, with Jaxport being the home port for four LNG-powered ships.

Mike Noone, chief operating officer of TOTE Group, also recognizes the location of Jaxport and its commitment to strategic investments in maritime and logistics make it an ideal partner and home base for TOTE’s business. He specifically noted the port’s early acceptance of LNG as a maritime fuel as an important factor.

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TOTE Group, through its operating company TOTE, was the first US shipping company to commit to LNG as a maritime fuel due to its air quality benefits and decreased greenhouse gas emissions. Jaxport has been an important partner in this transition, said Noone, supporting the development of on-dock and near-dock LNG fueling capabilities.

“Jaxport’s commitment to LNG positions them to attract additional vessels calling on the port with more and more vessels utilizing LNG as a fuel,” said Noone. “TOTE Services’ LNG expertise will be critical to these carriers, and First Coast Terminals is positioned to handle a wide range of cargo that will arrive at the port.”

Third-party logistics provider Watco has continued to invest in Jacksonville’s railway system, with plans to partner with the city this year to contribute approximately \$1 million dollars to improve interchanges and add additional tracks for receipt and delivery of rail cars from the Class I railroads. This initiative

will allow the movement of more truck cargo to rail, freeing up capacity in a tight market. Every railcar used takes four container trucks off the road.

“It is really kind of unique; not a lot of other places do that,” said Marc Massoglia, Watco’s senior vice president of sales, terminals and ports. “Being able to load on dock and move it there is more cost effective, and [there is] less congestion in the port and less congestion on the roads.”

Business leaders in the industry credit Jacksonville and the northeast Florida region’s emphasis on innovation and environmentally-friendly practices for attracting transportation and logistics companies and their high-performing employees. With its population growing steadily year over year, the boom is not set to bust any time soon.

“It’s very business friendly,” said Heibel of Jacksonville. “We’ve been welcomed with open arms by virtually everyone in the community. It’s been a great transition.” ■

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Growing pains

Region's expansion may pose future challenges

Growth is positive, but it doesn't come without challenges. As the Jacksonville, Fla., area continues on an upward trajectory, both local and state leaders must consider how to best support future developments.

"The biggest challenge the region faces as a whole is keeping up with the growth and opportunities while ensuring we grow at a sustainable rate," said Mike Noone, chief commercial officer at TOTE Group. "This includes the development of new infrastructure, recruiting talent and preparing for new business opportunities in both the short and long term."

Funding the infrastructure needed to support the supply chain is not a challenge specific to Jacksonville, but a nationwide concern that has become a major talking point for President Joe Biden. Following the COVID-19 pandemic, the Biden administration announced a plan to overhaul the nation's infrastructure.

In November 2021, Congress approved a bipartisan infrastructure law, the largest federal infrastructure investment in decades. In November 2023, President Biden announced an investment of more than \$653 million in the nation's ports.

JAXUSA President Aundra Wallace pointed specifically to a gap in utility infrastructure nationwide, which industrial commercial spaces rely heavily on.

"For example, transformers across the country are difficult to ascertain," Wallace said. "We're no different than any other region in being hindered by this utility infrastructure gap. The challenge needs to be resolved nationwide to help us and other regional economies' continued growth."

Fortunately, he noted, addressing these needs are among the Jacksonville region's five-year strategic plan, which includes four goals: talent development, business growth, elevating quality of place projects and prioritizing the development of infrastructure networks.

Beyond infrastructure, fostering talent is paramount for Trailer Bridge CEO Mitch Luciano. As companies continue to grow, he noted the importance of staying in touch with your employees' needs. Business leaders should ask themselves how these can remain top of mind while their companies are growing at a rapid pace.

Shift your thinking

DON'T BE BOXED in by old clichés, such as "think outside the box" — choose a partner that takes a different approach, one that pairs a culture of service with access to a network of partners and assets to 'make it happen' for customer cargo. Throw traditional thinking out the window and consider a new supply chain route with a single-source partner that actually gives a ship.

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Trailer Bridge's team of logistics experts and global partners stand ready to support the movement of your cargo. The company hires the industry's best to ensure you have access to the expertise needed to handle any freight challenge and invest in continued training to keep employees at the top of their game.

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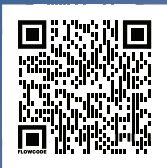
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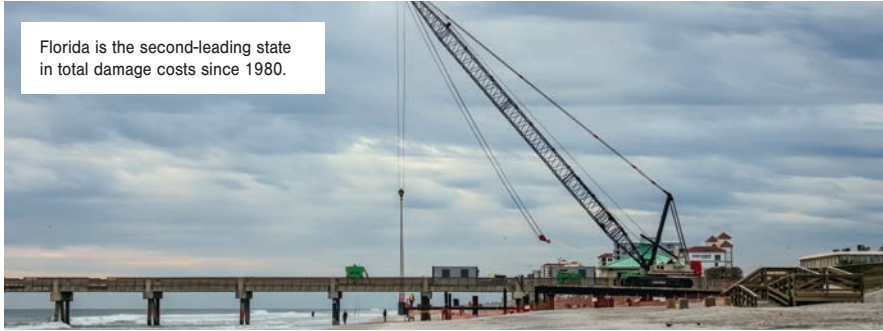
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Florida is the second-leading state in total damage costs since 1980.



“Making sure that we’re staying current with the market and taking care of our employees, that’s probably the biggest focus we have, whether it’s financially or emotionally or whatever it might be — that we’re helping them as much as possible,” Luciano said.

Additionally, companies must be aware of the increasing consistency of natural disasters. This is especially pertinent in Florida, which has suffered some of the highest damage costs of anywhere in the US, largely due to the impacts of

destructive hurricanes. Just behind Texas, Florida is the second-leading state in total damage costs since 1980 at \$389 billion.

In 2023, the United States experienced 28 separate weather and climate disasters costing at least \$1 billion, making it the highest-ever billion-dollar disaster year. Overall, the total cost of billion-dollar disasters in the US from 2019 to 2023 is \$603.1 billion.

According to the National Oceanic and Atmospheric Administration’s National Centers for Environmental Information

(NCEI), climate change is partly to blame for the increasing frequency of these extreme events, as well as increased exposure and vulnerability. The NCEI recommends that, given these combined risks, Jacksonville and the businesses that inhabit the region must continue to focus on where and how they build and invest in infrastructure updates that are designed to withstand these climate disasters.

“One of the most pressing challenges in Jacksonville is the potential impact of hurricanes and tropical storms,” said Patrick Tamasitis, general manager of Crowley Logistics.

“Natural disasters pose risks that we have worked comprehensively to offset with our business continuity plans. However, the city’s location along the coast does still bring potential for damage to critical infrastructure or disruption of port operations thus impeding the movement of goods,” he added.

Growing pains may be a natural partner to expansion, but with strategic planning and an eye on preparation, Jacksonville is situated on strong footing to withstand the challenges that may come its way. ■

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AS A LEADING American transportation and logistics company with a legacy of excellence in the maritime industry, TOTE Group is committed to delivering reliable, efficient and innovative solutions, TOTE Group has been a trusted partner for businesses and communities alike. Founded in 1975, the company has since expanded its reach across multiple sectors.

TOTE Group consists of independently operated companies spanning three business lines: Maritime, Terminals, and Services. TOTE Group takes pride in its valued position as an industry leader in maritime shipping, ship building, and management and terminal operations. The business is dedicated to serving its customers by seamlessly connecting TOTE Group’s ship services and technical solutions with its environmentally sustainable maritime vessels and world-class terminal operations.

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TOTE Group continues to set new standards in the industry, reflecting its unwavering dedication to providing unparalleled services and fostering long-lasting relationships with clients. Driven by a team of seasoned professionals and a culture of continuous improvement, TOTE Group remains at the forefront of the maritime landscape, positioning itself as a dynamic and forward-thinking force in global commerce.

TOTE Services and First Coast Terminals are TOTE Group companies that operate out of the Port of Jacksonville (Jaxport)

TOTE offers twice-weekly sailings from Jacksonville to Puerto Rico and the Caribbean, delivering critical cargo and services to the islands.

TOTE Services is a leading ship management company that provides crewing, technical services and vessel construction and offers LNG bunkering and expertise at Jaxport.

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