

GEORGIA PORTS AUTHORITY

# ANCHORAGE

FALL 2014 VOLUME 65 | GAPORTS.COM

## SAVANNAH HAS CAPACITY TO TAKE ON MORE BUSINESS



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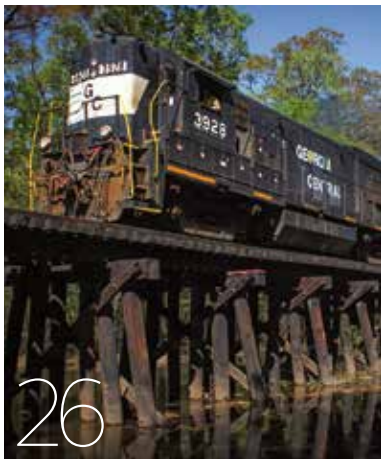
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### ABOUT THE COVER:

Work begins at the Georgia Ports Authority Garden City Terminal, Saturday, July, 5, 2014, in Savannah, Ga.  
Cover photo by Stephen B. Morton.

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

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# PERSPECTIVE

## Savannah: A Wealth of Opportunity



The Georgia Ports Authority is making infrastructure improvements now to accommodate more than twice the Port of Savannah's current throughput within 10 years.

By employing the most efficient machinery, maximizing land use on our existing footprint, and making the required additions to infrastructure, we are steadily expanding our capabilities, with a capacity goal of 6.5 million TEUs by 2024.

Long-term plans call for increasing the number of ship-to-shore cranes from 22 to 30 and rubber-tired gantry cranes from 116 to 169. Meanwhile, the state Department of Transportation will complete the Jimmy Deloach Parkway Extension in the summer of 2016 to provide a one-of-a-kind cargo beltway connecting the Port of Savannah with Interstates 95 and 16.

These infrastructure improvements will not only strengthen the Port of Savannah's ability to expand and grow for many years to come, but expand the long-term efficiency and reliability of our supply chain. The central purpose is simple: To move cargo in the quickest way possible with the lowest cost to customers.

Our dedication to this goal has informed our long-running effort to see the Savannah Harbor Expansion Project through to completion. As our most important infrastructure project for the future of the port, the harbor deepening will positively impact the regions we serve and the commerce we enable.

For longshoremen, crane operators and tug boat captains, the harbor deepening means the continued security of a living made on the waterfront. For distribution centers using Savannah, the cost savings associated with larger, more efficient vessels means they can expand operations throughout the Southeast. Small business operators say the ports give them an efficient link to global sourcing, while agricultural interests say the cost savings realized from the deepening will make their products more competitive in the global market.

Georgia is uniquely equipped to help manufacturers compete for business around the world. By providing reliable, cost effective solutions to more than 21,000 businesses across the nation, the Port of Savannah has become today's load center for trade in the U.S. Southeast.

Savannah's outlook is bright, and filled with a wealth of opportunity.

Curtis J. Foltz  
GPA's Executive Director

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Operations and Safety*

# BELGIAN TEXTILE COMPANY TO CREATE 350 JOBS IN BARTOW

**Belgium-based Beaulieu International Group (B.I.G.) will establish its U.S. headquarters and create 350 jobs in Cartersville over the next five years.**

The plant will be constructed on 120 acres of land, previously owned by Anheuser-Busch InBev. In the first phase, the B.I.G. manufacturing campus will design and produce 47 million square yards of cushion vinyl for commercial and residential application.

**“We are experiencing growth across the globe for finished floorcoverings,” said Geert Roelens, CEO, Beaulieu International Group. “Our new plant in Cartersville will significantly increase our production and enable us to better supply the U.S. market. We greatly appreciate the state and local authorities in Georgia who supported this project.”**

Beaulieu International Group holds a solid market position both in producing raw materials and intermediate goods and in offering an extensive range of finished floorcoverings. A Port of Savannah customer, B.I.G. has 3,500 employees spread across 13 countries and plans to continue to invest in innovative manufacturing processes.

“We are honored to add another world-class manufacturer such as Beaulieu International Group to Cartersville’s family of industries,” said Cartersville Mayor Matt Santini. “Cartersville welcomes this respected company with a global presence, a long history of success and a vision for continued success in the years to come. The city of Cartersville looks forward to providing our quality services and a skilled workforce to Beaulieu International Group to make its vision a reality. I personally thank the company’s leaders for their investment.”

## GEORGIA CENTERS OF INNOVATION ACHIEVE RECORD YEAR

**T**he Centers of Innovation, a division of the Georgia Department of Economic Development, connected and assisted nearly 4,000 Georgia companies during fiscal year 2014, up 30 percent from the previous year.

“We are proud to offer this unique economic development resource to both companies that call Georgia home and those looking to locate here,” said Georgia Gov. Nathan Deal. “For businesses to remain competitive, they must keep up with the ever quickening pace of change and growing levels of complexity in the global marketplace. Our Centers of Innovation provide outstanding assistance to these companies, helping ensure success and bolster Georgia’s economic development efforts.”

Exclusive to Georgia, the Centers of Innovation deliver the technical industry expertise, collaborative research and partnerships to help the state’s strategic industries connect, compete and grow globally. The six individual centers are focused on the aerospace, agribusiness, energy technology, information technology, logistics and manufacturing industries.

During the Fiscal Year 2014, the Georgia Centers of Innovation helped companies commercialize revolutionary wireless health monitoring systems, created new business models for unmanned aerial vehicles in the agriculture industry, secured federal grants to support the floor covering industry, developed new waste-to-energy technologies and supported the startup of 40 new food businesses. In addition, a collaborative partnership with the Georgia Department of Agriculture also allowed the centers to add streamlined access to the resources available through the Department’s Georgia Grown initiative while strengthening the connection both departments already share with international export efforts.



**“The Centers of Innovation showcase Georgia’s focus on understanding the needs of business and our commitment to support private industry growth,” said GDECD Commissioner Chris Carr. “When we couple the resources of our centers with the other divisions of our department and programs such as Quick Start, it creates an environment that is truly the best state in which to do business.”**

# MOL, VIKEN SHIPPING ANNOUNCE PARTNERSHIP



Photo: Stephen B. Morton

**Mitsui O.S.K. Lines, Ltd. has announced that the company has decided to establish a ship-owning joint venture with Viken Shipping AS and participate in a shuttle tanker project. The joint company is called Viken MOL AS, and will be managed from Viken Shipping's office in Bergen (Viken Shipping; CEO: Tom C. Steckmest; headquarters: Bergen, Norway).**

The initial investment by the joint company will be the acquisition of Viken Shipping Group, which owns five crude oil shuttle tankers currently serving on long-term charter contract with Petrobras Transporte S.A. of Brazil (Transpetro), a wholly owned petroleum and gas transport subsidiary Petrobras, Brazil's national oil company.

MOL and Viken Shipping intend to develop long term cooperation through Viken MOL AS, centered on joint investments in high quality vessels under long-term contracts with reputable charterers. Although the initial investment is in crude oil shuttle tankers, the joint venture is not intended to be restricted to this market segment only.

Offshore business including shuttle tankers will become the backbone of MOL operations as it seeks to secure mid- and long-term contracts that generate stable profits. This partnership reflects MOL's ongoing commitment to participate in worldwide energy transport projects.

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of all goods transported globally are carried by ship

**SHIPPING EMITS <4%**  
of the world's CO2 emissions

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- ★ **616,000 Chicken Paws** ★
- ★ **108,000 Vidalia Onions** ★
- ★ **58,000 Pounds of Wood Pulp** ★

SOURCE: Maersk Line, USAPEEC, Shuman Produce, GPA



# Mass production begins at Mando Corporation foundry

**Mando Corporation America has invested \$42.6 million to build a** 176,000 square-foot casting plant (known as “G2”) adjacent to its initial 445,142-square-foot brake machining and assembly facility (known as “G1”) in Hogansville, Ga. The company moves hundreds of containers through Savannah each year.

Mass production began at the facility April 2014.

“Between 2009 and 2011, most of the foundries in the U.S. closed up, so there’s not many foundries that do automotive parts. They’ve all moved out of the U.S.,” said Mando America President Tae Young Kwak. “So when we decided to build a casting plant here, people thought we were nuts. Well, we needed it, and now that we do have a casting plant, our customers want to buy castings from us, because they can’t buy from anywhere else.”

Quick Start, the company’s partner since before the first building was completed, will continue working with Mando on the startup of the casting facility, providing training in core-making, finishing, sand systems, melt deck operations and other job-specific functions.

Initially, employees at the G1 plant received and machined brake calipers. Since the startup of G1, more processes have been added, including machining and assembling of anti-lock brake/electronic stability control (ABS/ESC) valve systems and assembling a rack electronic power steering assembly.

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## LATVIA-BASED MANUFACTURER TO CREATE 150 JOBS IN DUBLIN

**Valmiera Glass, a Latvia-based manufacturer of fiberglass products, will** locate in Dublin, Ga., creating 150 jobs and investing \$20 million within five years into its first U.S.-based headquarters and manufacturing facility.

This project represents the first substantial investment from the former Soviet Union, which underscores the fact that Georgia’s thriving automotive and aerospace industries are gaining attention in the international marketplace.

Valmiera Glass will locate on 40 acres in an industrial park on I-16 in Dublin. The approximately 80,000-square-foot facility will manufacture fiberglass products for the North American market, heavily utilizing the Port of Savannah.

“The Dublin-Laurens County Development Authority is extremely happy to have Valmiera Glass join our community,” said Scott Beasley, chairman of the Dublin-Laurens County Development Authority. “They are very strong financially and will be manufacturing products that will be used in the automotive industry. We appreciate their investment into Laurens County and the jobs that will follow.”

## OOCL, CMA CGM, CSCL and PIL Launch Joint Service in November



Orient Overseas Container Line has announced a co-operation with CMA CGM S.A., China Shipping Container Lines and Pacific International Lines on a new service in the Northeast Asia, Australia and New Zealand trades commencing from Shanghai in early November.

The new service will be operated with seven vessels of 4,250 TEU nominal capacity, of which three vessels will be provided by CMA CGM, two vessels by OOCL and one vessel each by CSCL and PIL. It will be replacing the current “ANZEX” / “NZN” service operated by CMA CGM & OOCL.

The weekly service will turn around in 49 days, offering extensive port coverage in Asia and New Zealand and including a stop in Australian port on the way from Asia. The full port rotation and phase in plan will be confirmed by end of the month once final arrangements are made.

The line is aimed to provide our customers with a direct, reliable and competitive service for both southbound and northbound legs between North East Asia and New Zealand.



# TOP QUALITY LOGISTICS

to create 75 jobs in Fulton County



“It is important for us to locate in states that are committed to economic development and job growth. Our national satellite offices are extremely important in our ability to grow market share and continue to be the leading service provider in the third party logistics industry.”

— **KERRY BYRNE**, TQL EXECUTIVE VICE PRESIDENT

**Freight brokerage company Total Quality Logistics will create 75 new jobs** and invest \$1 million into an Atlanta facility over the next three years.

The company will rent office space in midtown Atlanta and the 75 jobs created will primarily be sales positions. The new TQL office represents the company's first presence in Georgia. This facility will allow the company to provide better transportation and logistics services to its customers.

“It is important for us to locate in states that are committed to economic development and job growth,” said TQL Executive Vice President Kerry Byrne.

“Our national satellite offices are extremely important in our ability to grow market share and continue to be the leading service provider in the third party logistics industry.”

TQL is headquartered in Cincinnati, Ohio and has been in business since 1997. The company offers freight brokerage services, matching companies that need to ship products with quality carriers who move the freight. TQL arranges the movement of approximately 20,000 loads of freight per week throughout North America.

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## AMERICAN TEXTILE

TO CREATE MORE THAN 100 JOBS IN TIFTON

**American Textile Company (ATC), a leading provider of innovative sleep solutions has announced plans to expand operations in Tifton, Ga., creating more than 100 new jobs. The port customer will invest \$10 million over the next three years.**



Hundreds of government officials, community leaders and partners attended a grand opening at American Textile Company's expanded 418,000 square foot, state-of-the-art Manufacturing and Distribution Center in Tifton, Ga. American Textile, a leading provider of innovative sleep solutions since 1925, has doubled the size and expected employment at the facility. From Left to Right: American Textile Company Chairman Jack Ouellette; Tifton-Tift County Chamber of Commerce Chairman Mike Davis; U.S. Rep. Austin Scott, R-Ga; Executive Vice President of Sales, Marketing and Product Development Blake Ruttenberg; Tift County Commission Chairman Grady Thompson; Chairman Emeritus Reid Ruttenberg; Tifton Mayor Jamie Cater; Tift County Development Authority Board Members Richard Golden, Norman Hill, Jay Short, Frankie Mathis; American Textile Company Chief Executive Officer Lance Ruttenberg; TCDA Board Member James Herring; TCDA President and CEO Brian Marlowe. (PRNewsFoto/American Textile Company)

# SAVANNAH HAS CAPACITY TO TAKE ON **MORE BUSINESS**

“With more than 4 million square feet of industrial real estate currently available and enough fully entitled land to build 34.6 million square feet more, Savannah has the capacity to take on more business.”

— **CURTIS J. FOLTZ**, GEORGIA PORTS AUTHORITY EXECUTIVE DIRECTOR

## **In his annual State of the Port address Georgia Ports Authority**

Executive Director Curtis Foltz told an audience of more than 1,300 people that the Port of Savannah remains the fastest growing port in the nation.

In FY2014, the GPA handled a record 3.14 million twenty-foot equivalent container units (TEUs), up by 6.3 percent compared to the previous year.

The Port of Savannah has added cargo at a faster rate than any other port in the nation over the past decade. In the 10-year period from 2003 through 2013, the Port of Savannah expanded by a cumulative annual growth rate of 7.1 percent -- faster than any top-10 port in the nation — and doubled its annual throughput to 3 million twenty-foot equivalent container units per year. To accommodate continued growth, the Port of Savannah will increase capacity over the next 10 years from 4.5 million TEUs to 6.5 million TEUs per year.

Foltz credits the expansion to increasing demand in the fast-growing U.S. Southeast market, along with greater efficiency in reaching target markets such as Atlanta, Charlotte and Memphis by truck and rail from Savannah.

Foltz also reported 1,950 new jobs and 2.7 million square feet of

industrial expansion tied to a year of phenomenal growth for Georgia's deepwater ports.

“Record growth at our ports, coupled with strong statewide pro-business leadership clearly played a pivotal role in landing these new companies and related jobs, including developments by Bed, Bath & Beyond, Shaw Industries, Pactra and Trident Seafood,” Foltz said. “This strong performance not only aided the addition of 1,950 new port-related jobs, but created additional positions throughout the transportation and logistics chain as well as supporting more than 350,000 jobs across the state.”

Gov. Nathan Deal said Georgia's ports are a key factor in the state's ability to attract and grow industries.

“Our ports are a critical driver of our economy, creating jobs and offering new opportunities in every corner of the state,” Deal said. “In the past two years alone, Georgia has been ranked the top state in the U.S. for business by three different scoring agencies. Our state's commitment to maintaining a high-performing, interconnected logistics infrastructure such as our ports is one of the reasons we were able to achieve this success. Companies know that when they choose to locate here, they are choosing a state with a global logistics hub, top-ranked workforce and a business-friendly government.”





Photo: Stephen B. Morton





# TOYOTA CHOOSES SAVANNAH FOR EXPORTS TO AUSTRALIA, NEW ZEALAND

*Ocean Terminal to Move Thousands of Highlanders Every Year*

Above, Toyota Highlanders destined for New Zealand and Australia are off-loaded from rail cars at the Port of Savannah's Ocean Terminal. The carmaker expects to export thousands of the SUVs every year through the Georgia Ports Authority terminal.



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### The Georgia Ports Authority has doubled its Toyota export business, as the company is now moving Highlander SUVs bound for Australia and New Zealand through the Port of Savannah's Ocean Terminal.

"The efficiency and world-class customer service at our roll-on/roll-off facilities in Savannah and Brunswick have made GPA a trusted name in the movement of vehicles and heavy equipment," said GPA Executive Director Curtis Foltz. "Combined, our terminals moved more than 700,000 cars, trucks and tractors last fiscal year, and we're on track to beat that record in FY2015."

Toyota began exporting Venza crossovers via the Port of Brunswick to Eastern Europe a year and a half ago.

"When researching a location for exports to Oceania, Toyota's experience in Brunswick made a GPA facility an appealing option," said Corinne Akahoshi, National Manager of Marine Logistics Operations at Toyota Motor Sales, U.S.A., Inc. "The challenge was in bringing together the service profile - vessel schedules, processing, survey requirements and direct rail service. The collaboration among the GPA, WWL, Vehicle Services Americas,

and Norfolk Southern with Toyota made this move from concept to reality within an incredibly abbreviated time frame. We had great confidence that with the GPA as a partner, the project would get done."

The Japanese automaker will move thousands of Highlanders annually from the carmaker's Princeton, Ind., plant through the GPA terminal in Savannah. The right-hand drive version of the truck is known as the Kluger in Australia.

The vehicles will arrive in Savannah by Norfolk Southern, where they will be staged at Ocean Terminal prior to export. The GPA recently completed paving an additional five acres at Ocean Terminal, bringing the total on-terminal parking area for roll-on/roll-off cargo to 40 acres.

Craig Kessler, director of breakbulk and bulk operations at Ocean Terminal, said four to 10 acres will be devoted to Toyota staging, depending on shipping schedules.

Undercoating will be conducted at a temporary facility until a permanent structure is built, according to Bill Jakubsen, GPA global manager for Ro-Ro, bulk and general cargo. In addition, Toyota plans to build an on-terminal car wash to service their vehicles, which should be completed in early 2015.



Photo: Stephen B. Morton

From the left, Georgia State Rep. Bob Bryant, Neovia Senior Vice President Eric Cagle, Caterpillar General Manager of Global Network Operations Greg Janssen, and State Senator Buddy Carter take part in a ribbon cutting at Neovia Logistics, Monday, Sept. 15, 2014, at the Neovia Logistic facility near the Port of Savannah, in Savannah, Ga.

## NEOVIA LOGISTICS TO ROUTE CATERPILLAR CARGO THROUGH SAVANNAH

**N**eovia Logistics has implemented a container cross dock operation in Savannah for Caterpillar Inc. as part of Caterpillar's global hub and spoke network.

"Shipping to more than 190 countries, Neovia Logistics delivers a nimble, cutting-edge approach to supply chain management," said Curtis Foltz, Executive Director of the Georgia Port Authority. "Their state-of-the-art solutions mesh perfectly with the Port of Savannah's speed, efficiency and its global reach delivered through 38 weekly container ship services."

The 170,000-square-foot operation is located less than two miles from the Port of Savannah.

Greg Janssen, Caterpillar's general manager of global network operations, said that considering the company's global sourcing and sales, it is essential to "get logistics right." Janssen said Caterpillar uses cross dock warehouses as consolidation / deconsolidation centers to supply its factory clusters.

"In the U.S. we have a Southeast cluster, a Southwest cluster and a Midwest cluster," Janssen said. "Similarly, we have clusters in Brazil, Japan, China and India."

As the factories make parts orders or ship out tractor subassemblies, the cross dock operations either consolidate loads into fewer containers for shipping, or unload consolidated containers for final delivery to factories in a given cluster. The model reduces Caterpillar's overseas shipping costs.

Neovia's container cross dock solution is one of several new services that will be offered not only to Caterpillar, but to clients worldwide.

"Savannah is known as a premier logistics and distribution hub," said Trip Tollison, president of the Savannah Economic Development Authority. "Companies like Neovia Logistics further add to the reputation that the Port of Savannah is a leading port to import and export goods."

For the Savannah operation, Neovia has partnered with Coastal Logistics Group, a local logistics provider specialized in manufacturing support services.



# PORT OF SAVANNAH TO DELIVER FRESHER FRUIT

*Pilot program will mean better shelf life  
for citrus, grapes, blueberries*

**South American citrus, grapes and blueberries will arrive sooner and last longer for consumers in the Southeastern U.S. thanks to the Georgia Ports Authority's participation in a USDA pilot program.**

**“South American fresh fruit destined to the Southeast market has traditionally been shipped to Northern U.S. ports,” said GPA Executive Director Curtis Foltz. “Delivery to Savannah means fruits won’t have to be trucked as far to reach Southeastern markets, allowing fresher offerings for stores and longer shelf life for consumers.”**

Starting Sept. 1, the Port of Savannah began handling fruit from South America that has undergone cold treatment, a process that prevents the transmission of agricultural pests.

Through the U.S. Department of Agriculture pilot program, citrus fruits, grapes and blueberries will be chilled for at least 17 days prior to entry into the U.S. to protect against fruit flies. The process will be done in producing countries – including Peru, Chile and Brazil – or at transshipment points such as Panama. The fruit will move in refrigerated containers held just over freezing during transit aboard cargo vessels, effectively cutting the time the fruit must remain stationary for treatment.

“We will work closely with the Georgia Port Authority and Customs and Border Protection over the next year to evaluate the application of cold treatment and monitor its progress,” said Osama El-Lissy, Deputy Administrator to Plant Protection and Quarantine, a program under USDA’s Animal and Plant Health Inspection Service. “Bringing cold treatment to the Port of Savannah is just one example of USDA’s commitment to facilitating trade while protecting American agriculture.”

Besides faster delivery, the program also cuts logistics-related



emissions by reducing truck miles and allowing more efficient shipments. Trucks carrying refrigerated cargo containers may be loaded up to 100,000 pounds (truck and cargo weight) on Georgia highways, where domestic trucks may be loaded only to 80,000 pounds. Transit savings could mean lower prices for consumers.

Removing potential pests via cold treatment also reduces the need for pesticides.

“Cold treatment is an environmentally-friendly alternative to fumigation-based pest control methods that emit greenhouse gases into the atmosphere,” said APL Vice President for Global Reefer Trade Eric Eng. “Its increasing acceptance by the U.S. Department of Agriculture and other import authorities around the world enhances the overall viability of shipping fresh produce by sea.”

Cliff Pyron, GPA Chief Commercial Officer, said port customers have been requesting the delivery of fruit closer to the fast-growing market of the Southeastern U.S.

“We look forward to a successful pilot, leading to a permanent program expanded to include new countries and more commodities,” Pyron said. “Because the South American growing season is opposite that of the U.S., these shipments are vital for keeping fresh produce on shelves year-round.”

Garden City Terminal in Savannah has a refrigerated container capacity of more than 2,600 containers. The refrigerated boxes are powered by 600 chassis plug-ins and 2,016 container rack slots. The Port of Savannah is the only port in the nation to use reefer racks on this scale.

# SWEET ONION FARMERS USE PORTS TO GO GLOBAL

*Shuman Produce Partners with Growers in Peru, Chile*



“We chose the Port of Savannah for our business imports based on the proximity of the port to our farm operations in the Vidalia region and the ease of working with port staff. Customer service is vital to our business. Our produce needs to keep moving and is time-sensitive. The Port of Savannah’s customer service is simply unmatched anywhere else.”

— **JOHN SHUMAN**, PRESIDENT & DIRECTOR OF SALES

**Sweet onions, a product Georgia farmers pioneered with the Vidalia sweet onion,** always seem to be in season at the grocery store. The reason this at least appears to be true is all thanks to international operations led by local farmers like those working with Reidsville, Ga.-based Shuman Produce.

A second-generation and family-run business, Shuman Produce has grown from a seasonal operation into an international, year-round provider of sweet onions. Growing up in the Vidalia onion industry, Mark and John Shuman know a thing or two about the sweet onion business.

"All I ever saw my dad doing was being a farmer and being in the fertilizer business. We were around everything to do with farming 24 hours a day, seven days a week," said John Shuman, president and director of sales of Shuman Produce. "We consider ourselves very blessed to have seen our company grow from a seasonal Vidalia onion farming operation into a year-round international program over the last three decades."

Taking advantage of opposite growing seasons between the Northern and Southern hemispheres, Shuman Produce grows and sources sweet onions in Georgia and three other states domestically as well as in Peru and Chile. Now, sweet onion connoisseurs in the U.S. never have to worry about their availability before heading to grocery stores.

The sweet onion seeds Shuman grows domestically are the same variety planted at South American farms, to maintain the quality their customers have come to expect. Shuman Produce began an off-season import program in 1998 that continues to be well received domestically for bringing in high-quality, mild, sweet onions during the fall and winter months when Vidalia is out of season.

"The Georgia Ports Authority is committed to providing the best service and experience for our customers," said Cliff Pyron, Chief Commercial Officer for Georgia Ports Authority. "Supporting local Georgia businesses such as Shuman Produce as they expand their operations internationally is part of GPA's central mission of economic development."

From August through February, sweet onion imports arrive at the Port of Savannah via the Panama Canal.

Upon arrival at the Port of Savannah, the sweet onions make the short trip by truck to Shuman Produce's facilities in the Vidalia growing region. Held in cold storage, they are distributed on a first-in, first-out basis all over the United States and even into Canada.

Currently, Shuman uses overseas sourcing partnerships to ensure food safety regulations are met, product quality control remains high and port-to-door service is streamlined.

In FY2014, Shuman Produce accounted for 29 percent of the market share of onion imports through the Port of Savannah, or roughly 1,280 TEUs (twenty-foot equivalent container units.)

#### ABOUT SHUMAN PRODUCE

Beginning with a family farm headquartered in the Vidalia growing region of South Georgia more than 25 years ago, Shuman Produce is proud to have grown into an industry leading grower and shipper of world-famous sweet onions. Still a family-owned business today, Shuman Produce prides itself on providing only the sweetest, highest quality and safest sweet onions available.



## Foreign-Trade Zone 104

### Increase Your Competitive Edge

- Duty deferral improves cash flow.
- Direct delivery saves time.
- Duty elimination on exported goods saves money.
- Merchandising Processing Fee reduction saves money.
- Inverted tariffs save more money!

Other benefits can include elimination of drawback, improved customs compliance, lower insurance costs, improved security, no constraints on storage and improved inventory control.



In addition to recapping the Port of Brunswick's FY2014 performance, Foltz reported on the maintenance dredging of the Brunswick shipping channel. He said the Water Resources Reform and Development Act of 2014 will gradually redirect more of the tariffs collected by ports back to their original purpose of harbor maintenance.

He said the Obama Administration's FY2015 budget included \$3.9 million for Brunswick maintenance. The House Appropriations Committee has approved funding at that level, which is down from \$5.3 million in FY14. Foltz said that in response to the reduced federal funding, the GPA Board approved spending up to \$3 million to supplement federal maintenance dredging funds.

“We would like to thank the Georgia delegation and the U.S. Army Corps of Engineers for their continued efforts to address the shortfall of funding for this critical infrastructure,” Foltz said. “Maintaining the harbor at its authorized depth, both now and in the future, is vital to the free flow of trade at the Port of Brunswick.”

— **CURTIS J. FOLTZ**, GEORGIA PORTS AUTHORITY  
EXECUTIVE DIRECTOR



# BRUNSWICK

## AIMS TO BE **NO.1 IN RO/RO**

### Auto Port Has 742 Acres Permitted For Expansion

At his Brunswick State of the Port address, Georgia Ports Authority Executive Director Curtis Foltz told an audience of more than 300 to expect expansion announcements for the port's auto and machinery infrastructure.



*Photos by: Stephen B. Morton*

**F**or the third year in a row, the GPA achieved a record total for auto and machinery units with a 10 percent improvement in FY2014. Moving 700,702 roll-on/roll-off units constituted an increase of 63,760. Most of that business, or 674,327 units, moved over Colonel's Island terminal in Brunswick. Taken individually, Colonel's Island Ro/Ro increased by 8.3 percent, or 51,625 units, compared to the previous fiscal year.

"We're expecting strong growth to continue in Ro/Ro traffic," said GPA Executive Director Curtis Foltz. "Fortunately for us, we have a lot of land to grow into."

Colonel's Island Terminal in Brunswick has 742 acres already permitted for expansion. "We've got enough land to more than double our roll-on/roll operation."

Expanding into the new acreage will strengthen Brunswick's position as a leading Ro/Ro port – currently second only to Baltimore.

"Already the nation's second busiest auto handler, the Port of Brunswick

is in an excellent position to significantly expand capacity and, in turn, grow its market share," Foltz said.

Foltz reported double-digit growth in total tonnage and a record number of auto and machinery units moved over Brunswick docks in fiscal year 2014.

"Our deepwater terminals in Brunswick achieved broad growth in all business sectors, including forest and farm products as well as breakbulk cargo, auto and machinery units," Foltz said. "Total tonnage was up by 11.6 percent, at more than 3.4 million tons of cargo."

GPA Board Chairman James Walters said Georgia's ports provide an important link to overseas markets for U.S. manufacturing and farm production. "Georgia's business-friendly tax structure and targeted training programs make our state an attractive home for industries hoping to expand their global reach."

New business in Brunswick includes Honda imports, as well as expansions in the number of vehicles moved for Audi, Bentley, GM, Land Rover, Kia, Maserati, Mercedes-Benz, Nissan, Porsche, Rolls Royce, Subaru and Toyota.

# GPA HELPS DELIVER CUTTING EDGE TECHNOLOGY FOR CANCER TREATMENT

Proton therapy system weighs as much as two space shuttles



## ABOUT PRONOVA

ProNova is partnered with some of the leading healthcare and proton therapy providers and developers in the country, including Provision Health Alliance of Knoxville, Provision Center for Proton Therapy (PCPT), ProCure, Oak Ridge National Laboratory, the University of Tennessee and Indiana University Health. In addition, the ProNova system is developed in our own facility, partnered closely with a highly integrated clinical site, providing you the opportunity for an inside look at its development. To get an inside view as it's developed, visit [www.provisionproton.com](http://www.provisionproton.com).



### Good things don't always come in small packages, and this is most

certainly true for some cutting-edge cancer treatment equipment that recently moved from Kobe, Japan through Georgia Ports Authority's Ocean Terminal in Savannah.

Proton therapy is an advanced, precise form of radiation cancer treatment. The technology is able to target cancer tissue with much less damage to surrounding healthy tissue compared to traditional radiation treatments. However, the units are very large. Crews at Ocean Terminal loaded more than 70 crates onto trucks bound for ProNova Proton Therapy Center in Knoxville, Tenn., the first proton equipment manufacturing facility in the U.S.

A fully assembled proton therapy system weighs over 220 tons, or the equivalent of two space shuttles.

"With extremely massive cargo such as ours, it was imperative that we found the shortest transit and most cost-effective land route possible," said Bill Hansen, vice president of Business and Strategic Development for Provision Health Alliance -- a partner of ProNova in providing the new therapy. "Georgia Ports' Ocean Terminal was the best choice logistically and geographically to move our cargo."

ProNova, a leader in proton therapy research, development and design, has partnered with some of the leading healthcare and proton therapy providers and developers worldwide to further this technology, making it more accessible and affordable to cancer patients and their doctors.

Once fully assembled, this equipment will create the ProNova SC360 Proton Therapy System's accelerator, also known as a cyclotron. Protons are extracted from the hydrogen atom in a single drop of water -- in which there are enough protons to treat 10,000 cancer patients. These protons are accelerated inside the cyclotron to two-thirds the speed of light, then used to penetrate the human body and destroy the cancer cells.

This targeted and non-invasive treatment, which developers say has low side effects, helps fight a variety of cancers, especially those previously unreachable or untreatable without considerable damage to healthy tissues.

"This instrument incorporates a 360-degree treatment angle, which allows patients to remain in one position during treatment sessions," said Hansen. "Technology such as this delivers greater accuracy and faster treatment as it decreases the need to re-position and re-image the patient during treatment."

Proton therapy centers cost up to \$200 million to build. At this time, there are 14 centers in operation in the U.S. with an additional 25 under construction, including Emory Proton Therapy Center, Winship Cancer Institute, Georgia's first center for proton therapy treatment.

Until now, the equipment currently being used in Knoxville was designed and manufactured in Belgium and Japan. This new generation of equipment being assembled in Knoxville will be sent to Oxford University in England for treatment of cancer patients. Eventually, the Tennessee center will manufacture the equipment as well.

Knoxville has become a natural hub for proton therapy innovations due to the passion ProNova founders have for cancer related diagnostics

and treatment. The Oak Ridge National Laboratory, a multi-program science and technology national laboratory managed for the U.S. Department of Energy, is located in this region and has contributed to the technological advancements in nuclear medicine and proton therapy.

Of the 1.6 million people annually who are diagnosed with cancer in the U.S., according to the American Cancer Society, approximately 20 percent of those diagnosed are potential candidates for proton therapy. Depending on the type of cancer and tumor site, proton therapy can take one day to seven weeks. Despite the enormous cost to build proton treatment facilities, nearly all insurance providers cover proton therapy, including Medicare.

"This treatment will generally cost more than conventional radiation, but less than surgery. However it is the revolutionary concept of maintaining quality of life with this painless treatment that makes it the future of cancer treatment," said Hansen.

The idea of proton treatment for cancer came about, in part, through discoveries made via the Manhattan Project during World War II. In 1990, the first patients were treated using these methods at the first hospital-based proton center in California, the Proton Treatment Center at Loma Linda University Medical Center (LLUMC). Since its foundation, the LLUMC has treated more than 10,000 patients using this technology.

"Our ability to move critically important and enormous cargo by offering faster and more economical connections to the population centers of the Southeast, helps the GPA to win and retain the new business that has such an important impact on the nation's economy."

— **CLIFF PYRON**, CHIEF COMMERCIAL OFFICER, GEORGIA PORTS AUTHORITY

#### ABOUT PROVISION HEALTH ALLIANCE

Provision Health Alliance at Dowell Springs (PHA) is committed to the development of new, innovative, comprehensive healthcare product and service solutions that make major improvements in patient care, outcomes and value. PHA believes in an open healthcare provider model in which the patient is better served through physician and hospital system cooperation and partnership.

# SAILING SCHEDULE

Go to [WWW.GAPORTS.COM](http://WWW.GAPORTS.COM) to download a copy of the Global Services Tool for all-water and inland transit times.

## PORT OF SAVANNAH

| TRADE AREA/LINE | CARRIER CODE | FREQUENCY | TERMINAL | TYPE SERVICE |
|-----------------|--------------|-----------|----------|--------------|
|-----------------|--------------|-----------|----------|--------------|

### AFRICA (East-South-West)

|              |     |           |     |                   |
|--------------|-----|-----------|-----|-------------------|
| ACL Grimaldi | AG  | Bi-Weekly | OT  | BB/CONT/RO/RO     |
| CSAL         | CSA | Monthly   | OT  | BB/RO/RO          |
| CMA CGM      | CC  | Weekly    | GCT | CONT/REF          |
| Maersk       | MS  | Weekly    | GCT | CONT/REF          |
| Safmarine    | SAF | Weekly    | GCT | CONT/REF          |
| Safmarine    | SAF | 10 Days   | OT  | BB/CONT/REF/RO/RO |
| United Arab  | UA  | Weekly    | GCT | CONT/REF          |
| ZIM          | ZIM | Weekly    | GCT | CONT/REF          |

### AUSTRALIA/NEW ZEALAND

|                                |     |           |     |               |
|--------------------------------|-----|-----------|-----|---------------|
| ANL                            | USL | Bi-Weekly | GCT | CONT/REF      |
| CMA CGM                        | CC  | Bi-Weekly | GCT | CONT/REF      |
| Marfret                        | MAR | Bi-Weekly | GCT | CONT/REF      |
| Wallenius Wilhelmsen Logistics | WWL | 10 Days   | OT  | BB/CONT/RO/RO |

### CARIBBEAN/ISLANDS OF THE ATLANTIC

|                        |     |           |     |          |
|------------------------|-----|-----------|-----|----------|
| ANL                    | USL | Weekly    | GCT | CONT/REF |
| CMA CGM                | CC  | Weekly    | GCT | CONT/REF |
| Hanjin                 | HJ  | Weekly    | GCT | CONT/REF |
| Hapag-Lloyd            | HPL | Weekly    | GCT | CONT/REF |
| Hyundai                | HYU | Weekly    | GCT | CONT/REF |
| Marfret                | MAR | Bi-Weekly | GCT | CONT/REF |
| Mediterranean Shipping | MSC | Weekly    | GCT | CONT/REF |
| Norasia                | NCL | Weekly    | GCT | CONT/REF |
| NYK                    | NYK | Weekly    | GCT | CONT/REF |
| Yang Ming              | YM  | Weekly    | GCT | CONT/REF |
| ZIM                    | ZIM | Weekly    | GCT | CONT/REF |

### FAR EAST/INDONESIA/MALAYSIA

|                        |      |             |     |          |
|------------------------|------|-------------|-----|----------|
| ANL                    | USL  | Weekly      | GCT | CONT/REF |
| APL                    | APL  | Weekly      | GCT | CONT/REF |
| BBC Chartering         | BBC  | Monthly     | OT  | BB       |
| China Shipping         | CS   | Weekly      | GCT | CONT/REF |
| CMA CGM                | CC   | Weekly      | GCT | CONT/REF |
| COSCO                  | COS  | Weekly      | GCT | CONT/REF |
| Evergreen Line         | E    | Weekly      | GCT | CONT/REF |
| Grieg Star Shipping    | GSS  | Monthly     | OT  | BB       |
| Hanjin                 | HJ   | Weekly      | GCT | CONT/REF |
| Hapag-Lloyd            | HPL  | Weekly      | GCT | CONT/REF |
| Hyundai                | HYU  | Weekly      | GCT | CONT/REF |
| Hyundai General Cargo  | ISS  | Monthly     | OT  | BB       |
| "K" Line               | K    | Weekly      | GCT | CONT/REF |
| Maersk                 | MS   | Weekly      | GCT | CONT/REF |
| Mediterranean Shipping | MSC  | Weekly      | GCT | CONT/REF |
| Mitsui OSK             | MOL  | Weekly      | GCT | CONT/REF |
| NYK                    | NYK  | Weekly      | GCT | CONT/REF |
| NYK RoRo               | ISS  | Monthly     | OT  | RO/RO    |
| Oldendorff             | WWL  | Monthly     | OT  | BB       |
| OOCL                   | OOC  | Weekly      | GCT | CONT/REF |
| Pan Ocean              | C/NL | Fortnightly | OT  | BB       |
| Saga                   | SAG  | Inducement  | OT  | BB       |
| S K Shipping           | TER  | Monthly     | OT  | BB       |
| Stolt                  | ISS  | Fortnightly | GCT | BULK     |

## SAVANNAH

### OCEAN CARRIER KEY

|            |  |
|------------|--|
| <b>ACL</b> | <b>Atlantic Container Line</b><br>(800) 225-1235       |
| <b>AG</b>  | <b>ACL Grimaldi</b><br>(888) 860-4013                  |
| <b>APL</b> | <b>APL</b><br>(800) 999-7733                           |
| <b>BBC</b> | <b>BBC Chartering</b><br>(713) 668-4020                |
| <b>C</b>   | <b>Carolina Shipping Company, LP</b><br>(912) 234-3222 |
| <b>CC</b>  | <b>CMA CGM (America) Inc.</b><br>(877) 556-6308        |
| <b>COS</b> | <b>COSCO</b><br>(843) 769-5443                         |
| <b>CS</b>  | <b>China Shipping</b><br>(912) 920-2372                |
| <b>CSA</b> | <b>CSAL Montreal</b><br>(514) 940-0660                 |
| <b>E</b>   | <b>Evergreen Line</b><br>(770) 953-2626                |
| <b>GSS</b> | <b>Grieg Star Shipping</b><br>(770) 226-5900           |
| <b>HJ</b>  | <b>Hanjin Shipping Co., LTD.</b><br>(770) 825-5500     |
| <b>HPL</b> | <b>Hapag-Lloyd (America)</b><br>(888) 851-4083         |
| <b>HYU</b> | <b>Hyundai</b><br>(877) 749-8632                       |
| <b>ISS</b> | <b>Inchcape Shipping</b><br>(912) 644-7151             |
| <b>K</b>   | <b>"K" Line</b><br>(770) 618-4100                      |
| <b>MAR</b> | <b>Marfret USA, Inc.</b><br>(888) 627-3738             |
| <b>MOL</b> | <b>Mitsui OSK Lines</b><br>(678) 855-7700              |
| <b>MS</b>  | <b>Maersk</b><br>(704) 571-2000                        |
| <b>MSC</b> | <b>Mediterranean Shipping</b><br>(843) 971-4100        |
| <b>NL</b>  | <b>Norton Lilly International</b><br>(912) 234-4342    |
| <b>NCL</b> | <b>Norasia Container Lines</b><br>(800) 804-9391       |
| <b>NYK</b> | <b>NYK Line</b><br>(770) 956-9444                      |
| <b>OOC</b> | <b>OOCL (USA), Inc.</b><br>(843) 881-2910              |



|                                |     |         |     |               |
|--------------------------------|-----|---------|-----|---------------|
| United Arab                    | UA  | Weekly  | GCT | CONT/REF      |
| Wallenius Wilhelmsen Logistics | WWL | 10 Days | OT  | BB/CONT/RO/RO |
| Yang Ming                      | YM  | Weekly  | GCT | CONT/REF      |
| ZIM                            | ZIM | Weekly  | GCT | CONT/REF      |

**MEDITERRANEAN**

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

**NORTH EUROPE/UK/IRELAND/SCANDINAVIA/BALTIC**

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

**RED SEA/PERSIAN GULF/INDIA/PAKISTAN/MYANMAR**

|                        |     |         |     |                   |
|------------------------|-----|---------|-----|-------------------|
| APL                    | APL | Weekly  | GCT | CONT/REF          |
| Bahri (formerly NSCSA) | C   | 21 Days | OT  | BB/CONT/REF/RO/RO |
| CMA CGM                | CC  | Weekly  | GCT | CONT/REF          |
| COSCO                  | COS | Weekly  | GCT | CONT/REF          |
| Evergreen Line         | E   | Weekly  | GCT | CONT/REF          |
| Hanjin                 | HJ  | Weekly  | GCT | CONT/REF          |
| Hapag-Lloyd            | HPL | Weekly  | GCT | CONT/REF          |
| Hyundai                | HYU | Weekly  | GCT | CONT/REF          |
| Maersk                 | MS  | Weekly  | GCT | CONT/REF          |
| Mediterranean Shipping | MSC | Weekly  | GCT | CONT/REF          |
| Mitsui OSK             | MOL | Weekly  | GCT | CONT/REF          |
| NYK                    | NYK | Weekly  | GCT | CONT/REF          |
| OOCL                   | OOC | Weekly  | GCT | CONT/REF          |
| Safmarine              | SAF | Weekly  | GCT | CONT/REF          |
| United Arab            | UA  | Weekly  | GCT | CONT/REF          |
| Yang Ming              | YM  | Weekly  | GCT | CONT/REF          |
| ZIM                    | ZIM | Weekly  | GCT | CONT/REF          |

|            |   |
|------------|---|
| <b>SAF</b> | <b>Safmarine</b><br>(866) 866-4723                      |
| <b>SAG</b> | <b>Saga Welco AS</b><br>(912) 790-0300                  |
| <b>SFC</b> | <b>Saga Forest Carriers</b><br>(912) 790-0300           |
| <b>SS</b>  | <b>Southern Shipping</b><br>(912) 644-7083              |
| <b>TER</b> | <b>Terminal Shipping</b><br>(912) 964-5200              |
| <b>TKK</b> | <b>Toko Line</b><br>(201) 392-0368                      |
| <b>TUR</b> | <b>Turkon Line</b><br>(912) 233-7877                    |
| <b>UA</b>  | <b>United Arab</b><br>(404) 261-7598                    |
| <b>USL</b> | <b>US Lines</b><br>(866) 651-5847                       |
| <b>WWL</b> | <b>Wallenius Wilhelmsen Logistics</b><br>(912) 233-3239 |
| <b>YM</b>  | <b>Yang Ming (America) Corp.</b><br>(770) 931-9033      |
| <b>ZIM</b> | <b>Zim American-Israeli</b><br>(912) 964-3100           |

**SAVANNAH TERMINAL  
& CARGO SERVICE KEYS**

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

| TRADE AREA/LINE | CARRIER CODE | FREQUENCY | TERMINAL | TYPE SERVICE |
|-----------------|--------------|-----------|----------|--------------|
|-----------------|--------------|-----------|----------|--------------|

For all-water and inland transit times and services, visit the GPA Global Carrier Service Matrix at [www.gaports.com](http://www.gaports.com).

#### SOUTH/CENTRAL AMERICA

|                                      |           |                  |           |               |
|--------------------------------------|-----------|------------------|-----------|---------------|
| ANL .....                            | USL ..... | Bi-Weekly .....  | GCT ..... | CONT/REF      |
| APL .....                            | APL ..... | Weekly .....     | GCT ..... | CONT/REF      |
| CMA CGM .....                        | CC .....  | Weekly .....     | GCT ..... | CONT/REF      |
| COSCO .....                          | COS ..... | Weekly .....     | GCT ..... | CONT/REF      |
| Hanjin .....                         | HJ .....  | Weekly .....     | GCT ..... | CONT/REF      |
| Hapag-Lloyd .....                    | HPL ..... | Weekly .....     | GCT ..... | CONT/REF      |
| Hyundai .....                        | HYU ..... | Weekly .....     | GCT ..... | CONT/REF      |
| Maersk .....                         | MS .....  | Weekly .....     | GCT ..... | CONT/REF      |
| Marfret .....                        | MAR ..... | Bi-Weekly .....  | GCT ..... | CONT/REF      |
| Mediterranean Shipping .....         | MSC ..... | Weekly .....     | GCT ..... | CONT/REF      |
| Mitsui OSK .....                     | MOL ..... | Weekly .....     | GCT ..... | CONT/REF      |
| NYK .....                            | NYK ..... | Weekly .....     | GCT ..... | CONT/REF      |
| Norasia .....                        | NCL ..... | Weekly .....     | GCT ..... | CONT/REF      |
| Saga .....                           | SAG ..... | Inducement ..... | OT .....  | BB            |
| Wallenius Wilhelmsen Logistics ..... | WWL ..... | 10 Days .....    | OT .....  | BB/CONT/RO/RO |
| Yang Ming .....                      | YM .....  | Weekly .....     | GCT ..... | CONT/REF      |
| ZIM .....                            | ZIM ..... | Weekly .....     | GCT ..... | CONT/REF      |

## PORT OF BRUNSWICK

| TRADE AREA/LINE | CARRIER CODE | FREQUENCY | TERMINAL | TYPE SERVICE |
|-----------------|--------------|-----------|----------|--------------|
|-----------------|--------------|-----------|----------|--------------|

#### NORTHEAST/SOUTHEAST ASIA

|                                      |           |                   |          |       |
|--------------------------------------|-----------|-------------------|----------|-------|
| Eukor .....                          | ISS ..... | Monthly .....     | CI ..... | RO/RO |
| Höegh Autoliners .....               | HU .....  | Fortnightly ..... | CI ..... | RO/RO |
| "K" Line .....                       | KCC ..... | Fortnightly ..... | CI ..... | RO/RO |
| NYK Ro Ro .....                      | ISS ..... | Weekly .....      | CI ..... | RO/RO |
| Wallenius Wilhelmsen Logistics ..... | WWL ..... | Fortnightly ..... | CI ..... | RO/RO |

#### AUSTRALIA/NEW ZEALAND

|                |           |                   |          |       |
|----------------|-----------|-------------------|----------|-------|
| "K" Line ..... | KCC ..... | Fortnightly ..... | CI ..... | RO/RO |
|----------------|-----------|-------------------|----------|-------|

#### MIDDLE EAST

|                                      |           |                  |          |       |
|--------------------------------------|-----------|------------------|----------|-------|
| Eukor .....                          | ISS ..... | Monthly .....    | CI ..... | RO/RO |
| NYK RoRo .....                       | ISS ..... | Inducement ..... | CI ..... | RO/RO |
| Wallenius Wilhelmsen Logistics ..... | WWL ..... | Monthly .....    | CI ..... | RO/RO |

#### NORTHERN EUROPE/UK/IRELAND/SCANDINAVIA/BALTIC

|                                      |           |                   |          |       |
|--------------------------------------|-----------|-------------------|----------|-------|
| American RO/RO .....                 | WWL ..... | Fortnightly ..... | CI ..... | RO/RO |
| Grieg Star Shipping .....            | GSS ..... | 14 Days .....     | MP ..... | BB    |
| "K" Line .....                       | KCC ..... | Weekly .....      | CI ..... | RO/RO |
| Mitsui OSK Bulk Shipping .....       | NL .....  | Monthly .....     | CI ..... | RO/RO |
| Volkswagen Logistics .....           | C .....   | Weekly .....      | CI ..... | RO/RO |
| Wallenius Wilhelmsen Logistics ..... | WWL ..... | Weekly .....      | CI ..... | RO/RO |

#### MEXICO

|                                      |           |               |          |       |
|--------------------------------------|-----------|---------------|----------|-------|
| American RO/RO .....                 | WWL ..... | Monthly ..... | CI ..... | RO/RO |
| Mitsui OSK Bulk Shipping .....       | NL .....  | Monthly ..... | CI ..... | RO/RO |
| Volkswagen Logistics .....           | C .....   | Weekly .....  | CI ..... | RO/RO |
| Wallenius Wilhelmsen Logistics ..... | WWL ..... | Weekly .....  | CI ..... | RO/RO |

#### SOUTH/CENTRAL AMERICA

|                                      |           |               |          |       |
|--------------------------------------|-----------|---------------|----------|-------|
| Eukor .....                          | ISS ..... | Monthly ..... | CI ..... | RO/RO |
| Mitsui OSK Bulk Shipping .....       | NL .....  | Monthly ..... | CI ..... | RO/RO |
| Wallenius Wilhelmsen Logistics ..... | WWL ..... | Weekly .....  | CI ..... | RO/RO |

#### AFRICA

|                                |           |                   |          |       |
|--------------------------------|-----------|-------------------|----------|-------|
| Eukor .....                    | ISS ..... | Fortnightly ..... | CI ..... | RO/RO |
| Mitsui OSK Bulk Shipping ..... | NL .....  | Monthly .....     | CI ..... | RO/RO |

#### SAVANNAH TERMINAL & CARGO SERVICE KEYS

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

## BRUNSWICK

#### OCEAN CARRIER KEY

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

#### BRUNSWICK TERMINAL & CARGO SERVICE KEYS

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



In their own words

“I can’t overstate this: Predictability and reliability, particularly as we are trying to improve the velocity of our supply chain, is a very critical piece. Rail access directly into the terminal, as well as access to the interstates, makes the Georgia Ports a good strategic partner for Caterpillar.”

– Ed O’Neil ▪ Caterpillar  
Manufacturing Logistics  
Services Manager

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See why the world’s leading manufacturer of diesel and natural gas engines depends on the fast road and rail access of Georgia’s ports to help export 40% of its engines and generators.



# CORDELE

## ADDS OVERNIGHT RAIL SERVICE

Exporters in Southwest Georgia and the neighboring regions of Florida and Alabama can now take advantage of overnight rail service to the ports of Savannah and Brunswick.

**Cordele Intermodal Services has improved its dedicated rail service to Georgia Ports Authority terminals by offering next-day service.**

Exports and imports are now able to ground at GPA and CIS on Mondays, Wednesdays and Fridays via shortline railroads Heart of Georgia and Georgia Central.

As part of Georgia Ports Authority's Network Georgia and its broader Rapid Routes initiative, Cordele Intermodal Services has created an inland gateway to the Ports of Savannah and Brunswick.

In 2013, the Georgia Ports Authority and Cordele Intermodal Services signed a Memorandum of Understanding. The two entities exchange information and expertise that strengthen trade and economic prosperity. CIS operates as an extension of GPA, exclusive to GPA. In turn, GPA recognizes CIS as the sole provider of inland rail services in Cordele and adjacent counties. The partnership has proven to be effective. CIS has experienced tremendous growth, and GPA has seen a significant volume of truck traffic converted to rail.

Because of the Heart of Georgia and CSX interchange in Cordele, CIS is able to source empty containers by rail from Savannah, Atlanta, Memphis and other container depots in the Southeast.

Maersk Lines and CMA CGM have designated Cordele Intermodal Services as a container yard. CIS is able to increase market visibility for the steamship lines and triangulate imports and exports against the Cordele ramp. This ensures steamship lines that containers stay loaded and moving, reducing dwell times. CIS is currently working with several other steamship lines to offer more container yard designations.

"With the passage of the Water Resources Reform & Development

Act and the Savannah Harbor Expansion Project under way, increased throughput is imperative for GPA," said CIS President Jonathan Lafevers. "Transitioning more volume from truck to intermodal is the most efficient, available solution."

Lafevers noted that repositioning empty containers off terminal to sites like Cordele will help make room for increased container volume related to larger vessels calling on the Port of Savannah.

"With federal regulations decreasing truck operators' hours of service, forecasted reductions in cost-effective drivers, and increased costs associated with trip-leasing chassis, GPA's intermodal rail service has become a very reliable and cost effective method to transport customers' containers," said John Trent, GPA's Senior Director of Strategic Operations and Safety. "GPA's service and rail connectivity is unmatched on the U.S. East Coast. Two on-dock ICTFs allow CSX and Norfolk Southern to offer daily service to and from all major cities east of the Mississippi."

The Cordele ramp essentially repositions the GPA gate 200 miles inland, extending the GPA's geographic reach.

In addition to all the operational efficiencies gained by using Cordele Intermodal Services, intermodal transportation is a much greener alternative to traditional all-truck drays. A single train can transport over 200 containers. Shipping intermodal from Cordele reduces carbon emissions by 50 percent.

Birdsong Peanuts has benefited by using Cordele Intermodal Services.

"CIS has been an innovative and cost effective transportation option for us to manage our export volume coming out of South Georgia," said Birdsong Logistics Manager Pam Snipes. "We feel good about not only decreasing our freight cost, but also helping to lower greenhouse gas emissions."



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- Georgia Ready for Accelerated Development (GRAD) Certified Park

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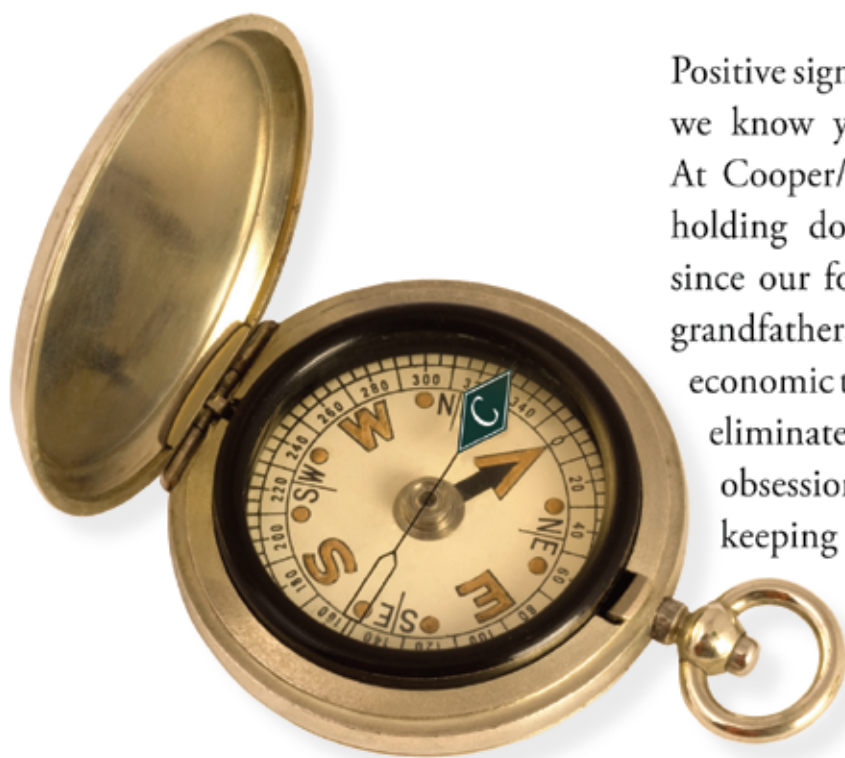
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