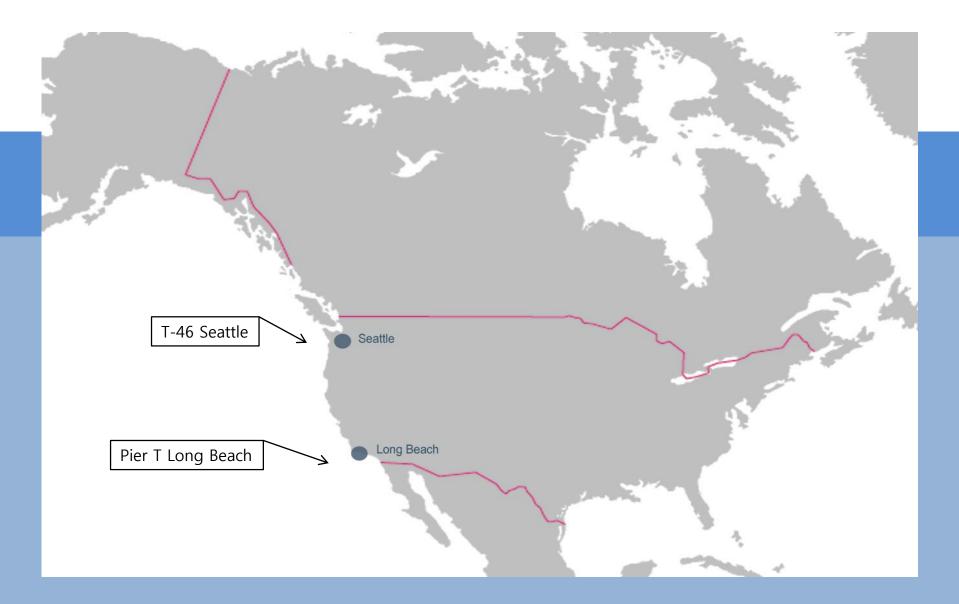


AAPA Presentation



TTI Locations





Overhead View of Pier T





LONG BEACH PIER-T



Long Beach	Pier T			
	Total Terminal Area	385 Acres	155 Hectares	
DIMENSION	Length of Berths	5,000 Feet	1,524 Meters	
	Wharf Height	14.7 Feet	4.5 Meters	
	Design Depth of Water	55 Feet	16.8 Meters	
FACILITY	Gates	Front 31	21 In & 10 Out	
		Back 14		
	Open Storage Area	267 Acres	108.1 Hectares	
	On-Dock Rail	16 x Tracks	27Km / 30 acre	
	Reefer Plugs	1,800 Wheeled storage		
	Physical Address	301 Mediterranean Way		
		Long Beach, CA 90802		
	Website	http://ttilgb.com		
	Phone	(562) 256-2700		

Terminal Equipment- Pier T



Gantry Cranes	14 ZPMC Super Post Panamax (6 Raised)	Outreach: 22 containers across
Clear lift/Above water	6 x 152 Feet & 8 x 120 Feet	46 Meters & 36.5 Meters
UTR Tractors	185	
RTG	24	
Top Handlers	66	
Pickups	115	
Computer Pickups	82	
Bomb Carts	202	
Buses	4	
Sweepers	2	
Fuel Trucks	5	

LA/LGB PORT COMPLEX - LOCATION





TTI On-Dock Rail



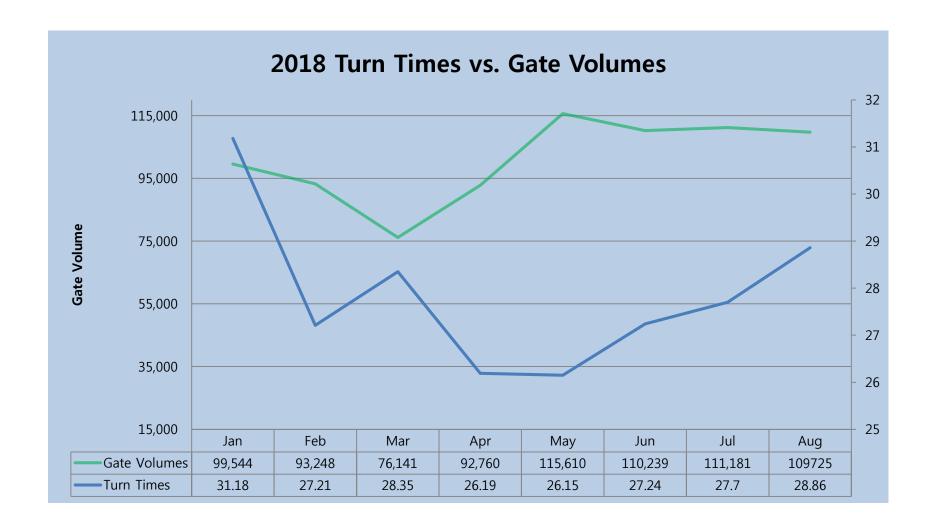
- 16 Tracks
 - Multiple 12,000' trains
- 10,000 moves/Week
- 125,000 linear feet
- Daily Service
 - BNSF
 - Union Pacific
- Full service
 - Air Compressor
 - On-dock repair
 - 4 Switch Crews
 - Fueling On Dock





2018 Turn Times & Gate Volumes





Service Improvement



HTA Turn Times (Oct-Aug)

Terminal	17-Oct	17-Nov	17-Dec	18-Jan	18-Feb	18-Mar	18-Apr	18-May	18-Jun	18-Jul	18-Aug
APL (EMS)	103	91	94	105	115	119	85	75	68	79	82
ITS	91	89	100	90	97	91	94	78	88	90	82
Matson	36	34	35	38	37	35	36	36	35	37	36
PCT	78	70	76	92	83	77	75	80	89	81	73
Pier 400 (APMT)	87	79	77	79	73	77	77	70	116	115	114
Pier A (SSA Pier A)	73	64	66	73	78	68	63	73	65	67	61
STS (STS-Everport)	83	91	82	89	86	75	74	75	76	94	72
Trapac	97	105	101	105	105	72	72	80	80	73	66
TTI	91	98	89	86	77	83	77	79	79	78	84
WBCT	78	108	111	75	79	76	82	109	93	104	91
YTI	67	72	64	61	65	60	54	56	63	72	69

Transport Topics: "Total Terminals International, which averaged nearly two hours last summer, was back down to 86 minutes, the best result since February 2014. LaBar credits new CEO Graham Scott and his team for the turnaround".

JOC Article: "A substantial turn time reduction" "TTI's Pier T, Long Beach's largest container terminal at 385 acres, had an average truck turn time of 139 minutes in May 2017. The average turn time in the harbor was 84 minutes, according to truck mobility numbers reported by the HTA. Turn times at TTI steadily improved, and last month it's average visit time was 77 minutes, close to the harbor's average truck visit time of 72 minutes in April.

Trucker Summits:

- Continue to have outreach programs
- Goal is to educate the trucking community and build solid relationships

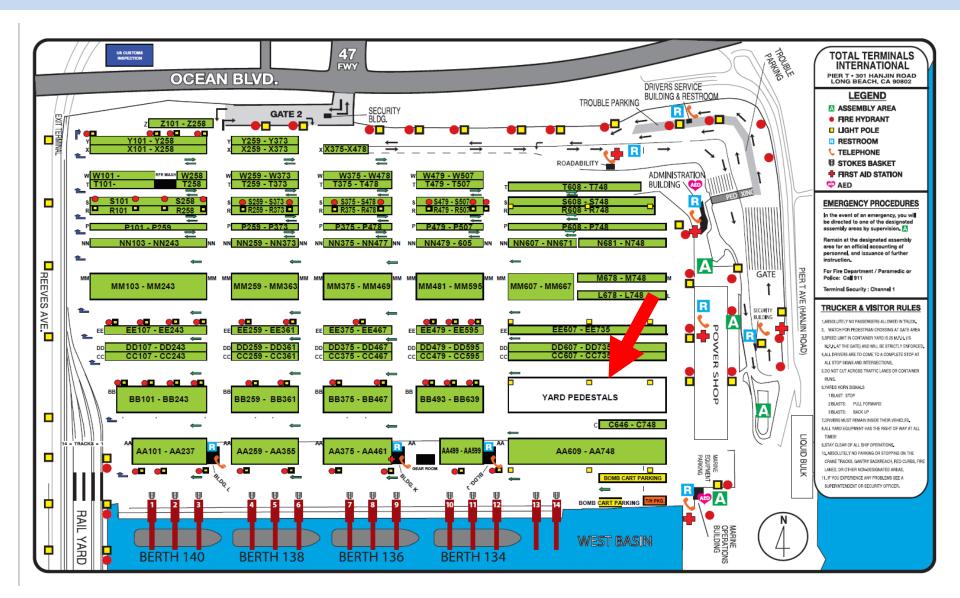
Straight from Gate for Empties & Exports





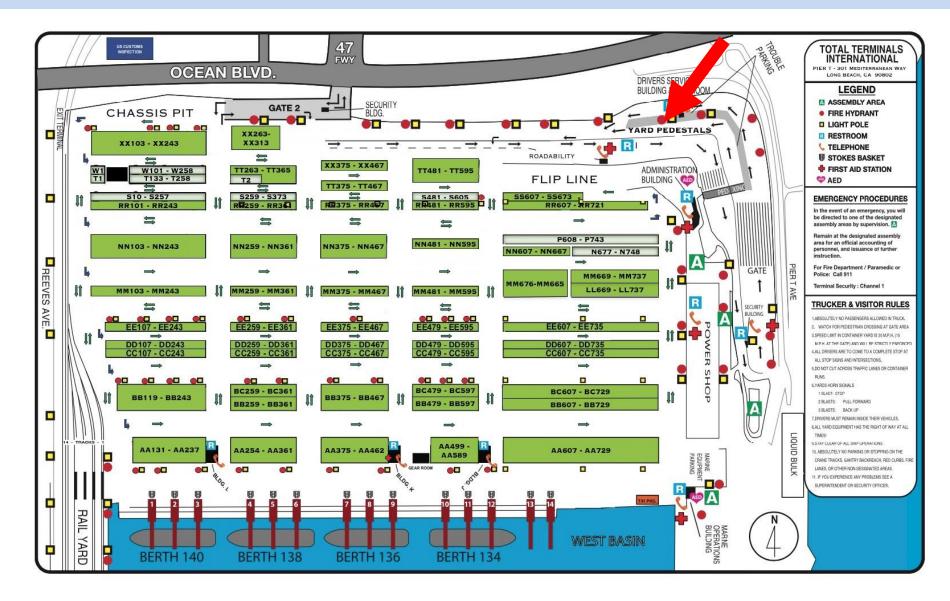
2nd Pedestal Relocation





New Location





New Decking Area





Looking Ahead



Continue to build solid relationships with the ILWU

Continued focus on building solid relationships with the trucking community and BCO's

Increased free flow opportunities

A more robust Terminal Operating System (TOS)

Upgrades to our gate system

Off-dock chassis facilities?

MTO Overview



- Build Solid Relationships:
 - ILWU (Union Labor)
 - Truckers
 - BCO's
 - Railroads
 - Port Representatives
- Invested in Your People
 - Training courses
 - Crosstrain employees so managers are multi functional
- Question Old Policies/Procedures:
 - Challenge your team
 - Is this the best way?
 - 5 whys?

- Review Terminal layout:
 - When was this terminal built?
 - What operational changes have you seen over time?
 - What is obsolete?

- Look Ahead:
 - Terminal changes take time
 - Don't wait too long
- Equipment Investment:
 - As volume comes more EQ gets damaged
 - Lack of EQ can handcuff an operation and start times