



Alliance of the Ports of Canada, the Caribbean,
Latin America and the United States



TAMPA PORT AUTHORITY

Trade Lane Competition

**Mike DiVirgilio –
Senior Vice President , Business Development
Ceres Terminals Inc., East Brunswick, NJ**

American Association of Port Authorities Conference

January 23, 2008 - Tampa, Florida



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Panel Participants

Mr. Michael Leone –

Port Director, Massachusetts Port Authority, Boston MA

Mr. James Lyons –

Director and CEO, Alabama State Port Authority, Mobile AL

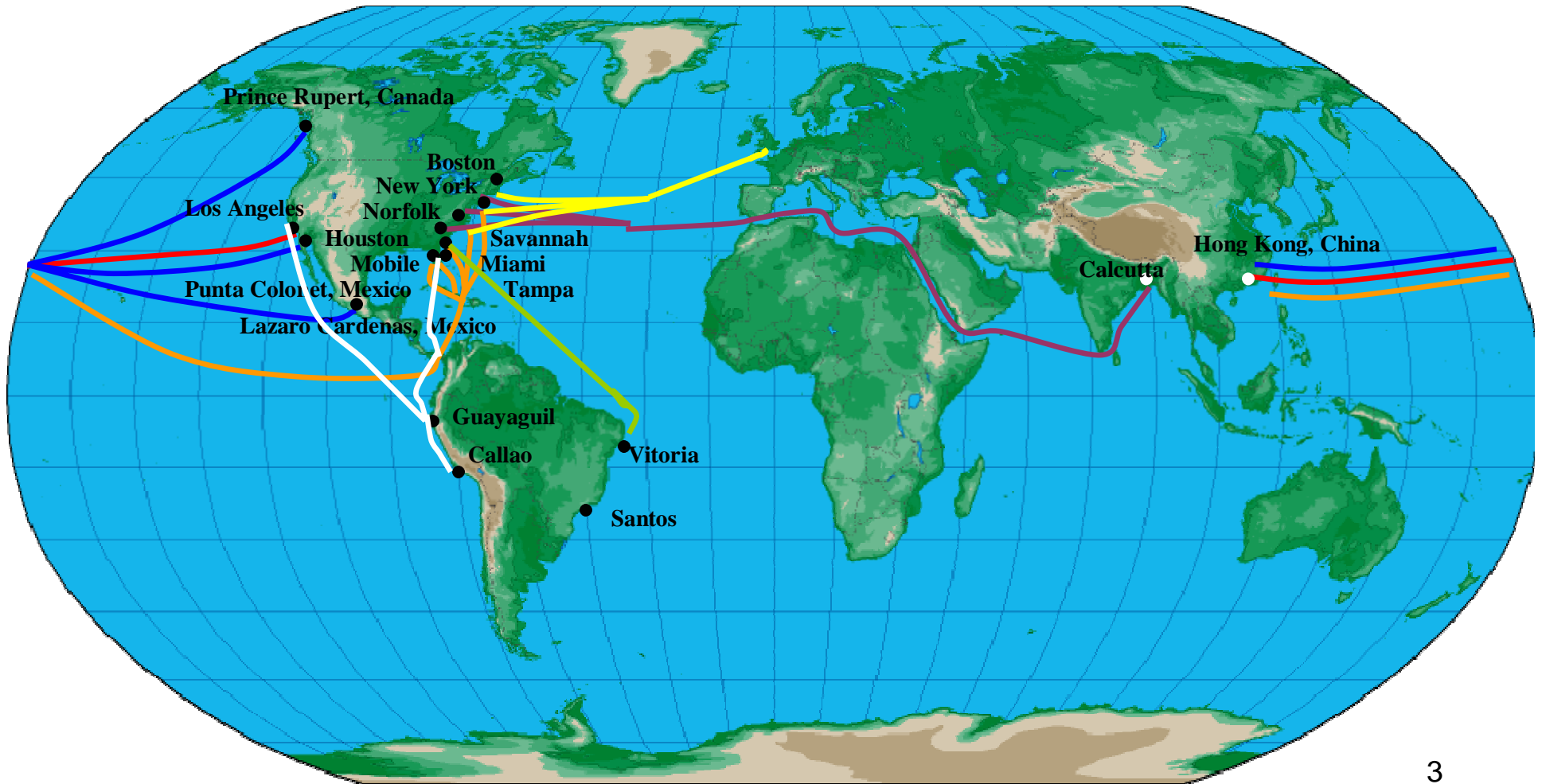
Mr. Simon Munn –

Vice President, DHL Ocean Procurement North America, Newark NJ

Mr. Gregory Tuthill –

Senior Vice President, NYK North America Operating Services

Current and Future Routes to the US



Routing Decisions and Gateways

Factors for Deployment Planning

- Speed to market (Transits time)
- Distribution Center Development
- Economics
- Market growth rates
- Regulatory initiatives
- Port capacity
- Vessel to rail connectivity
- Port labor considerations

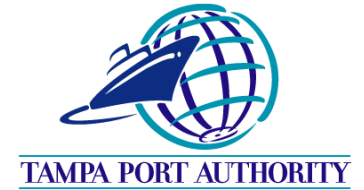
Routing Decisions

Other Considerations

- Fuel costs and network costs
- Environmental challenges and compliance
- Infrastructure for local and inland delivery
- Demographics and distribution costs
- Logistics and rail economics



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Panel Discussion