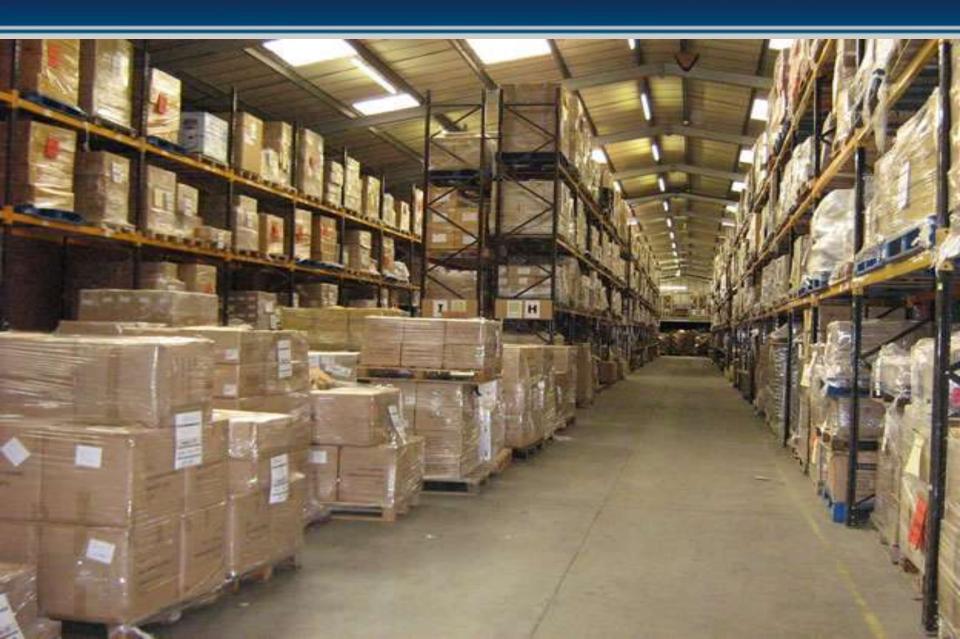


## TRENDS IN NON-CONTAINER TERMINAL OPERATIONS

AAPA TERMINAL MANAGEMENT TRAINING OCTOBER 2010



BULK ROLLSDRUMS

222

GIPPELI MARKA

#### □ STEEL COILS, BEAMS, PLATES, PIPES









### DIFFERENCES BETWEEN BREAK-BULK AND CONTAINER FACILITIES

# MORE LABOR INTENSIVE INCREASED CARGO FOOTPRINT

INCREASED CARGO DWELL TIME

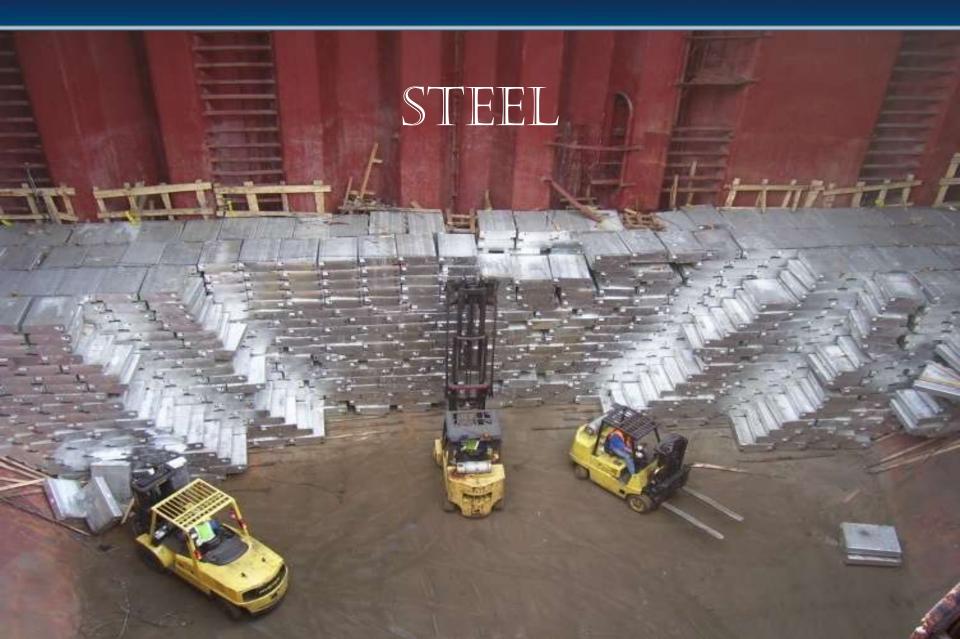
### SUPPLY CHAIN DIFFERENCES BETWEEN BREAK-BULK AND CONTAINER FACILITIES



### TECHNOLOGY

# REDUCTION IN DOCUMENTATION REDUCTION IN LABOR CARGO LOSS REDUCTION

# CURRENT TRENDS



### CURRENT TRENDS

TRANSPORTATION 46%
LOGISTICS 34%
POWER AND WATER 16%
OIL AND GAS 4%

PROJECT CARGO

### CURRENT TRENDS

ALTO

### COLD STORAGE/WAREHOUSING

### THE FUTURE



### THE KEYS TO SUCCESS

### DIVERSIFICATION OF COMMODITIES

### DIVERSIFICATION BY TRADE LANE

□ DIVERSIFICATION BETWEEN IMPORTS AND EXPORTS



# QUESTIONS?

