

AAPA Marine Terminal Management Training Program

Surviving the Competitive Marine Terminal Industry

Who is willing to pay for keeping the infrastructure and operating systems efficient, green and suitable to meet industry supply chain requirements?

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TO Comments on Status of Rate Structure

USEC

“when wages were far less, production was also in the high teens to low 20 with 25 being an exceptional vessel, all in rates at NFK were around 35 to 45 dollars, which did not include terminal”

USWC

“using LA/LB as an example, the rate was \$300/move when the several terminals opened in 1991. It’s about the same now, some 20 years later. Figures at APMT and TTI substantiate that rate level and are likely lower”

PNW

“PNW TO rates are up some since then, most noticeably in Vancouver, where volume has increased through same basic terminal footprints”

Industrial Transpacific Eastbound Revenue/TEU Figures
based on annual averages for all origins/destinations

	Year	Average REV/TEU	
5/1/1993	1993-1994	\$1,804	0.16%
5/1/1994	1994-1995	\$1,687	
5/1/1995	1995-1996	\$1,711	
5/1/1996	1996-1997	\$1,246	
5/1/1997	1997-1998	\$1,102	
5/1/1998	1998-1999	\$1,252	
5/1/1999	1999-2000	\$1,658	
5/1/2000	2000-2001	\$1,359	
5/1/2001	2001-2002	\$1,463	
5/1/2002	2002-2003	\$1,529	
5/1/2003	2003-2004	\$1,635	
5/1/2004	2004-2005	\$1,675	
5/1/2005	2005-2006	\$1,526	
5/1/2006	2006-2007	\$1,658	
5/1/2007	2007-2008	\$1,702	
5/1/2008	2008-2009	\$1,331	
5/1/2009	2009-2010	\$1,852	

Industrial Transpacific Eastbound average Rev/Teu

