



***Shifting Trade Routes
One Gulf Port's Perspective***

Robert M. Landry
Director of Marketing
Port of New Orleans
19 January 2012

New Orleans Container Terminal



New Gantry Cranes

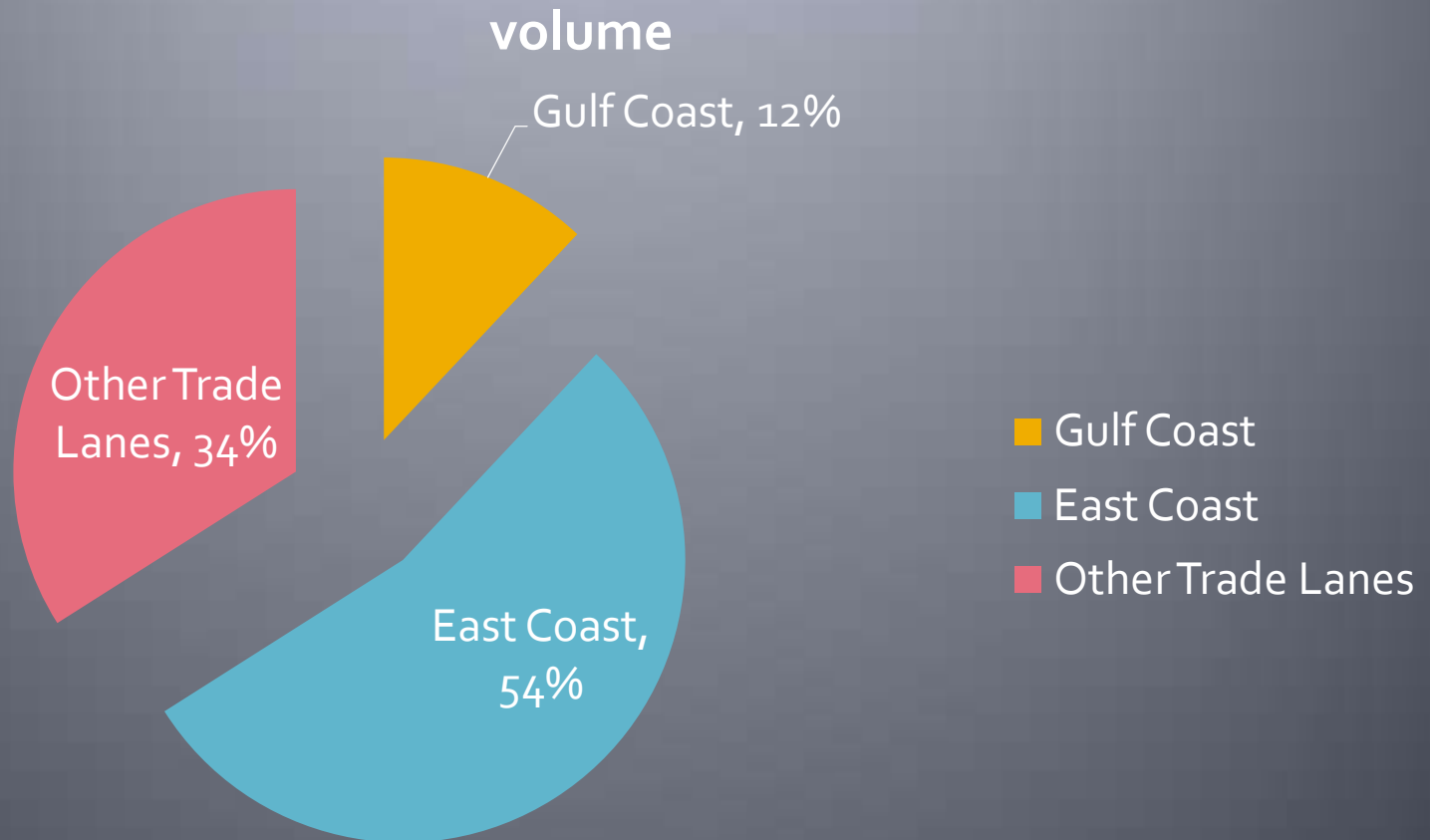


Container Terminal Expansion



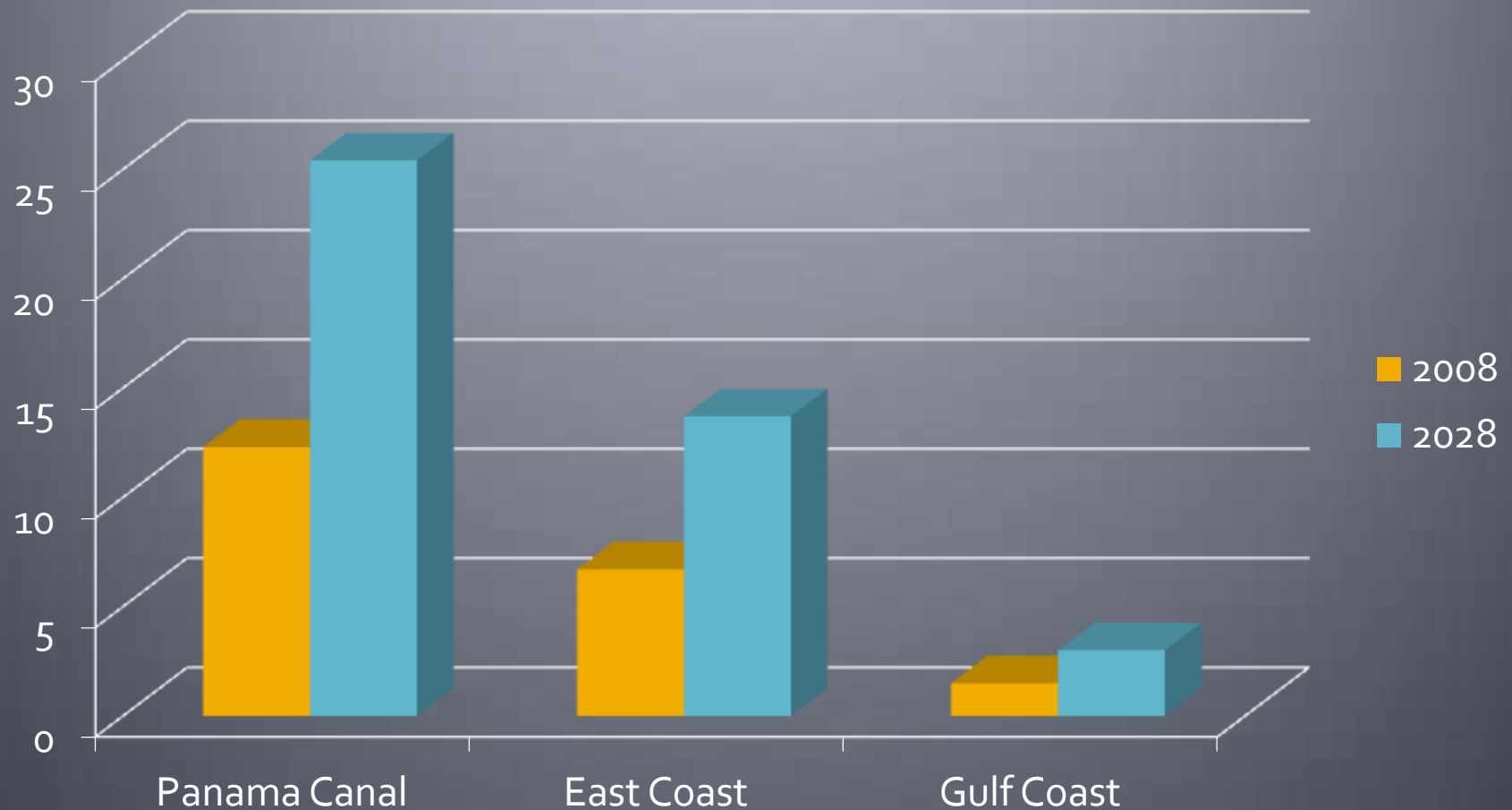
Red	Existing	594,000 TEUs
Green	Phase 2	194,000 TEUs
Blue	Phase 3	800,000 TEUs
Total		1.58M TEUs

Panama Canal Trade Lane Volume



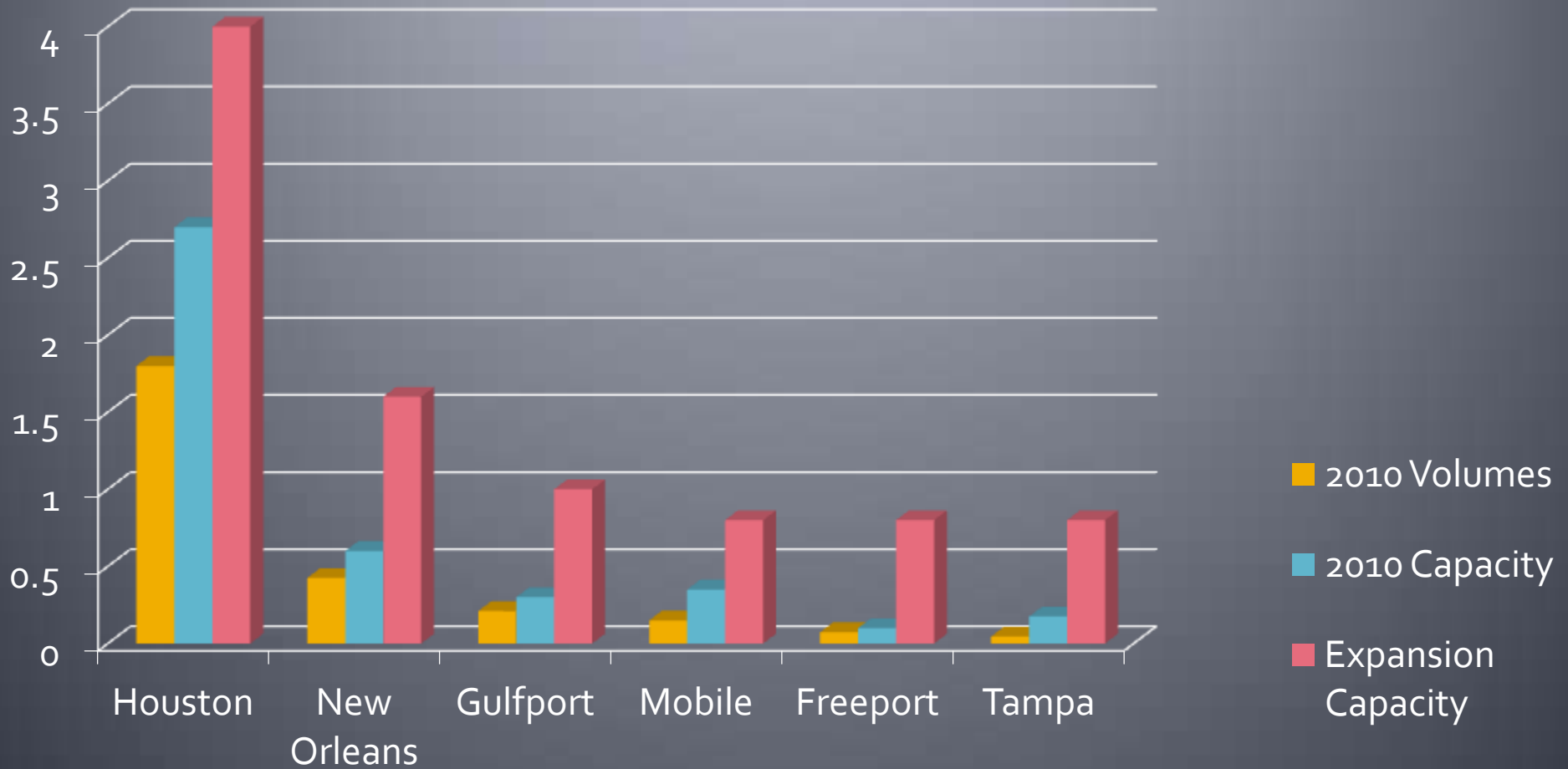
Source: AT Kearney

Projected Volume Increases



Source: AT Kearney

Gulf Capacity



Outpacing Projections

PARSONS-BRINKERHOFF STUDY

- 3.5 % CAGR in U.S. container volumes
- Predicted 1% CAGR for existing business with the ability to attract 100,000 - 200,000TEUs in new business by adding 1-2 Asian services.

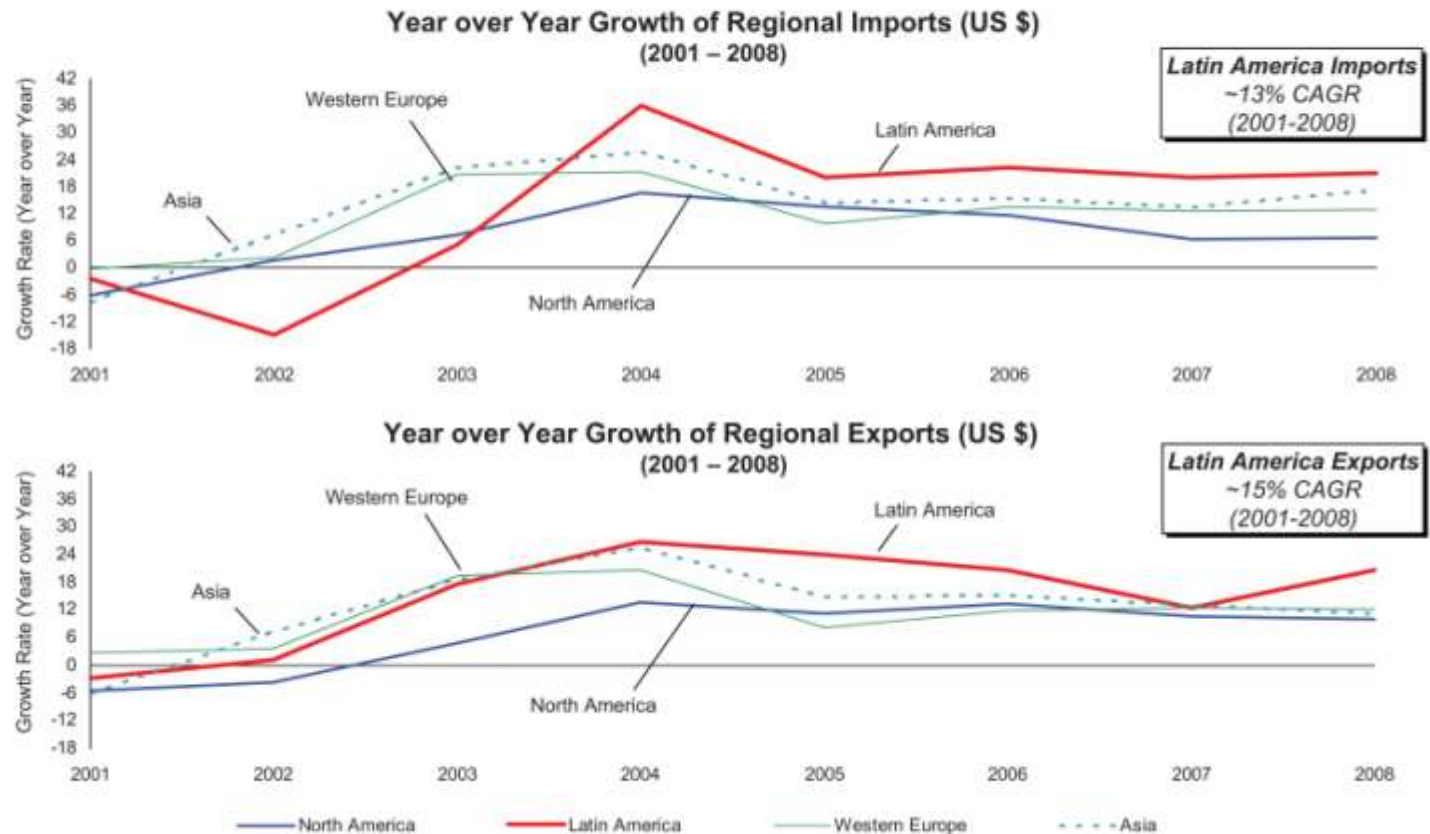
ACTUAL VOLUMES

- U.S. Container volumes increased 3.9% in 2009 & 6.4% in 2010
- New Orleans Container volumes grew 33% in 2010 and 12% in 2011.

Too much focus on Asia?

Trade assessment

Latin America's growth in trade has exceeded that of Asia, Western Europe, and North America in recent years



(1) IHS Global Insight World Industry Forecasts, January 2009



***Shifting Trade Routes
One Gulf Port's Perspective***

Robert M. Landry
Director of Marketing
Port of New Orleans
19 January 2012