

Dole Fresh Fruit Company Overview

- Fully integrated grower, shipper, marketer of tropical fruits.
 - 150 million+ individual bananas per week.
 - Export linerboard & other materials for farms.
- 4th largest importer of containerized product into US (WalMart #1) with over 2100 FEU/week. 18th largest shipping line.
- VOCC: Dole Ocean Cargo Express for 3rd party cargo.
- 5 US terminals: Wilmington (DE), San Diego (CA), Gulfport (MS), Freeport (TX), Pt. Everglades (FL) + San Juan, Puerto Rico.
- Weekly, fixed day schedules, 52 weeks per year. 260 vessel calls per year.
- 7 fully cellular container ships deployed in our North American services.
 - 6 owned, 1 chartered.
 - Owned vessels are all self-geared with onboard gantry cranes.
- Own or lease 12,000+ reefer containers + chassis & gensets.
- Distribution in all 50 states, 100% truck delivery (no rail).



Dole Fresh Fruit Company Overview

- Ports are a critical component of our supply chain.
- Long-term relationships:
 - Gulfport since 1964
 - Wilmington & Freeport since 1984
 - San Diego since 2002
 - Pt. Everglades since 1995
- We consider ourselves a member of the communities in which we operate.
- At Dole we conduct our business responsibly, ethically and professionally.

Dole's Owned Fleet of Self-Geared Refrigerated Container Vessels

Vessel mounted gantries



**4 x Italian Class: 491 FEU
3 in San Diego, 1 Gulfport**



**2 x HDW: 1000 FEU
USEC Service**

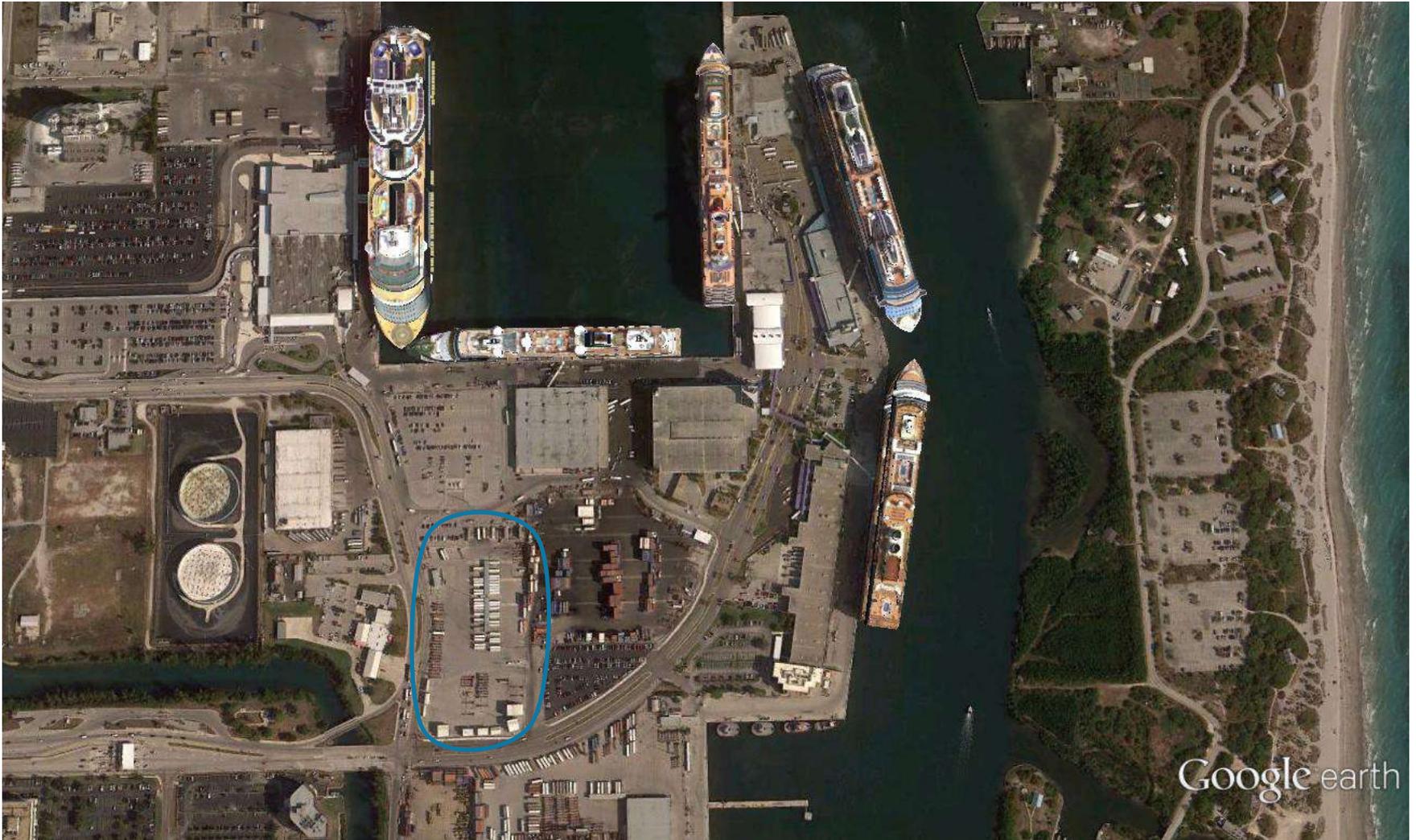


US East Coast

Port of Wilmington, DE



Port Everglades, FL





3 Italians (Owned)
491 FEU's weekly discharge capacity
DCA, DEC & DHO built in 1989-91

US West Coast





Gulfport Overview





Antares J (Chartered)
250 FEU's weekly discharge capacity

Freeport



Business Requirements



Port Selection Criteria

- Schedule integrity
 - Berth & crane priority
 - Labor flexibility / start-times
 - Minimal steaming time from sea buoy to berth
- Labor
 - Skill sets (reefer cargo, chassis & genset maintenance).
 - Stability
 - Safety
 - Productivity
 - Flexibility (start times, guarantees)
- Infrastructure to support business needs
 - Acreage sufficient for wheeled operation
 - On-dock/near dock cold storage
 - Dedicated interchange gates
 - Rail & warehousing for inbound liner board shipments (Gulf, Northeast)
 - Inspection platforms for AQI and internal product inspections
- Homeland Security Resources
 - Sufficient staffing for on-site AQI & CBP inspections
 - Flexible gate hours on RPM
 - On-site VACIS

Port Selection Criteria, p. 2

- Competition
 - It's all about the delivered cost to the customer.
- Access
 - Connections to major highways / population centers / customer base
- Cost: Bananas are a commodity – Prices at retail unchanged since 2009!
 - Stability: Customers are on long-term, fixed price contracts.
 - Entire package: tariffs, tugs, lease, electricity, labor.

Total US - Yellow Banana Average Yearly Retail Price Per Pound 2009-2013 YTD as of July 14, 2013

