



“A New Way of Doing Business”

**Eamonn Killeen
Leasing Officer
Port of Long Beach**

What We Do

- Lease shipping terminals
- Major revenues from customer leases
- No tax revenues used to operate
- Income reinvested into Port development



Port Complex

- 3,200 sq. acres of land
- 7 container terminals
- 72 Post-Panamax cranes
- 76-foot-deep main channel
- \$100 billion a year in trade



Major Commodities



Petroleum



Autos



Pet Coke



Lumber

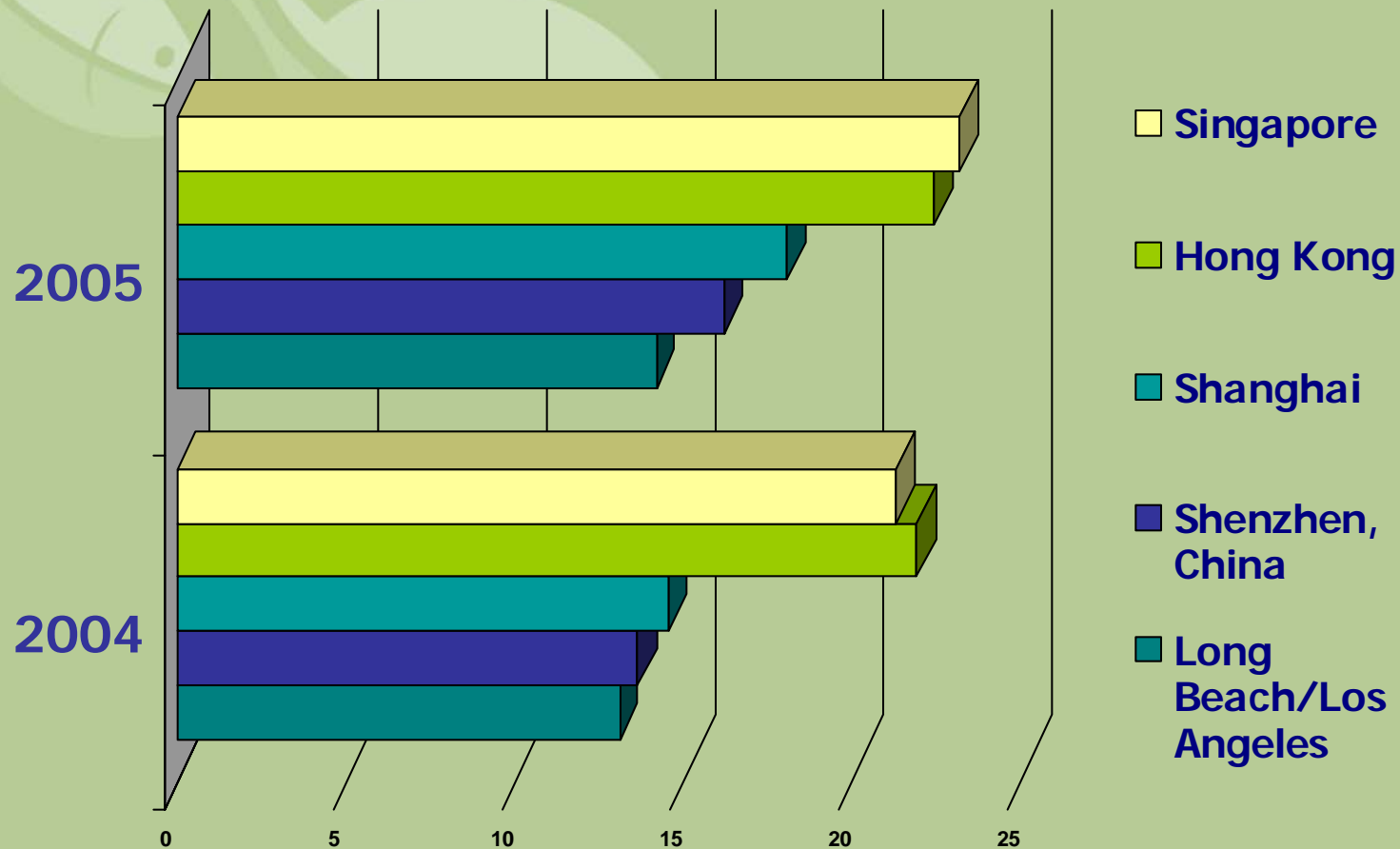


Steel

Container Cargo



World's Top Container Ports



Challenges



- Trade growth
- Terminal, roadway improvements
- Environmental issues
- Air quality, traffic congestion

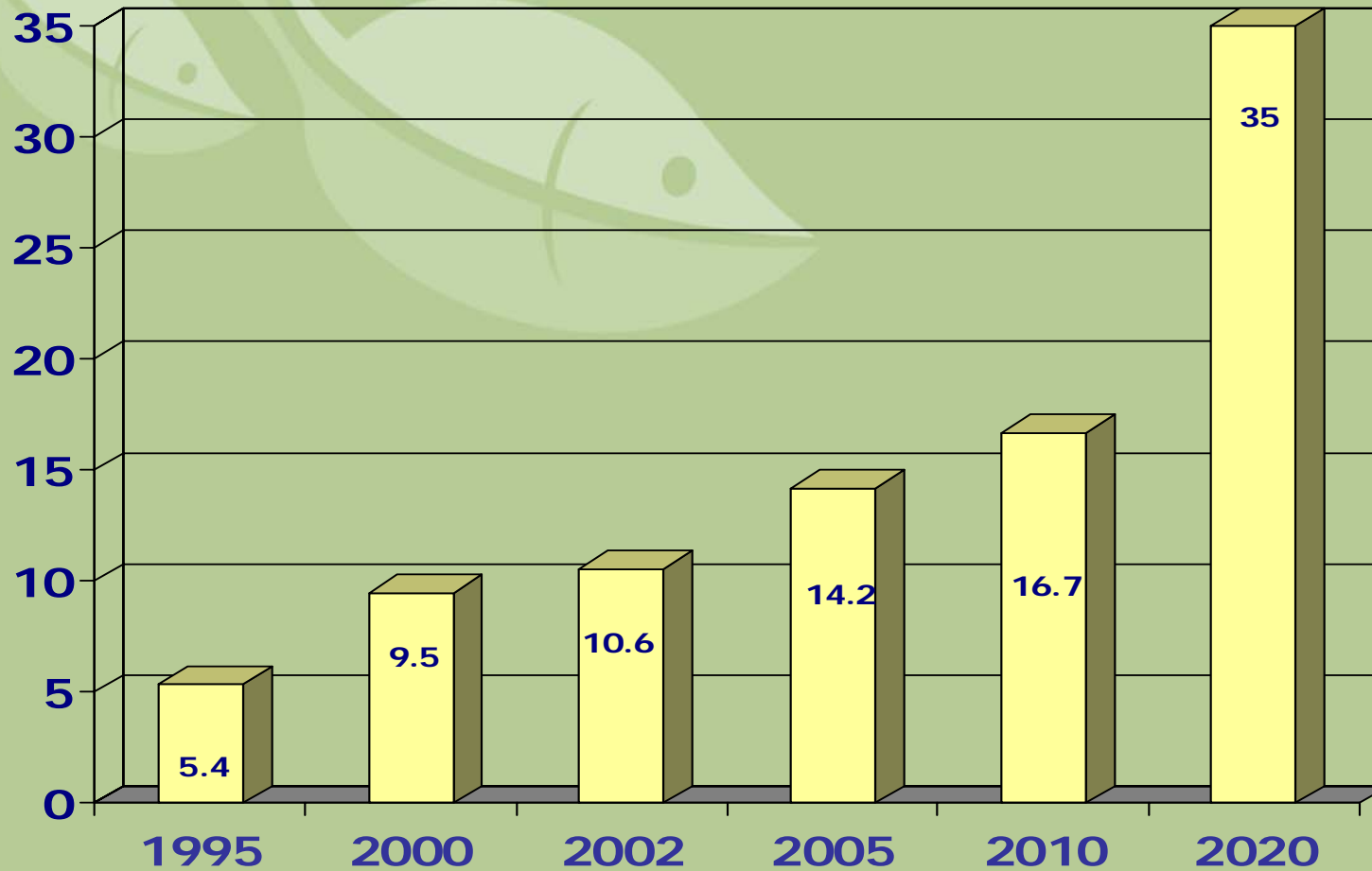


Port Trade Demands

- Record trade
- Up 40% in last two years
- Projected growth of 8-12% in 2006
- Double or triple trade in 15 years



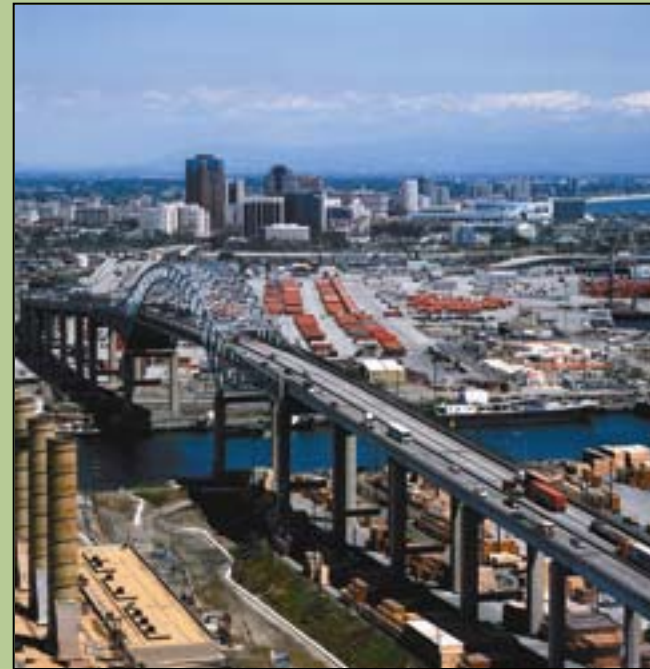
Volume Projections (POLB/POLA)



* In millions of TEUs

Infrastructure Projects

- Roadway upgrades
- Terminal improvements
- Gerald Desmond Bridge replacement
- More on-rail yards



Infrastructure Needs: Roads

Long-Term Solutions

- **Highways**
 - **Arterial Highway**
 - I-710 Freeway Expansion
 - Alameda Street Upgrade
 - **Regional Highway Expansion**
 - **Truck-only Lanes to Inland Distribution Facilities**
- **Harbor Bridges**
 - Gerald Desmond – (higher & wider)
 - Commodore Hein – (fixed, higher & wider)



Infrastructure Needs: Rail

Long-Term Solutions

- **On-Dock Intermodal Operations**
 - Greater capacity
 - Efficient layout
 - More tracks that are 1,500m – 2,400m length
- **Intermodal Storage Yards**
 - Rapid turnaround of on-dock trains
 - Track length: 1500m – 2400m
- **Near-Dock Intermodal Operations**
 - Second facility within 10km of Port
- **Mainline**
 - Double & triple tracking of major U.S. routes
 - Grade separations in urban areas



Smart Infrastructure

- PierPASS
- More On-Dock Rail
- Virtual Container Yards
- Radio Frequency ID



Terminal Development & Capacity

Port – Landlord

- Terminal Development
- Terminal Optimization Projects (TOPS)
- Harbor District
 - Roads
 - Bridges
 - Waterways



Green Port Policy

Guiding Principles:

- Protect the community from harmful port impacts
- Use best available technology
- Promote sustainability
- Distinguish the Port as environmental leader
- Engage the community

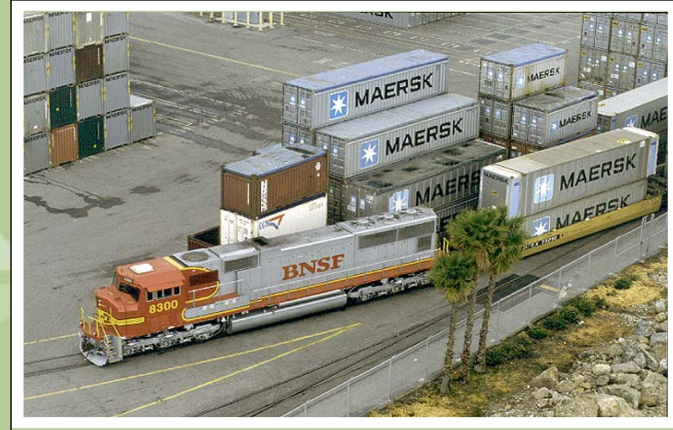


Green Port Projects

- **Clean Diesel Locomotives**
- **Green Flag Vessel Speed Reduction**
- **New Green Leases**
 - **Shore-side Power**



Clean Air Action Plan



Clean Air Action Plan

- Ships
- Locomotives
- Yard equipment
- Trucks
- Harbor craft



CAAP Proposals

- Truck fleet retrofit, replacement
- Vessels use low-sulfur fuels
- Shore-side electricity
- Yard equipment modernization
- Alternative technology



Vision Ahead of Decision-Making

- **Prepare for Cargo Demands**
- **Minimize or Avoid Environmental Impacts**
- **Work Cooperatively with Customers**
- **Engage in Community Partnerships**



Thank You