

The background is a light blue gradient with several realistic water droplets of various sizes scattered across the surface. The droplets have highlights and shadows, giving them a three-dimensional appearance.

# MAKING ROOM FOR RORO

ADAPTING TO CARGO YOU CAN'T STACK

BECAUSE THIS IS NOT AN OPTION

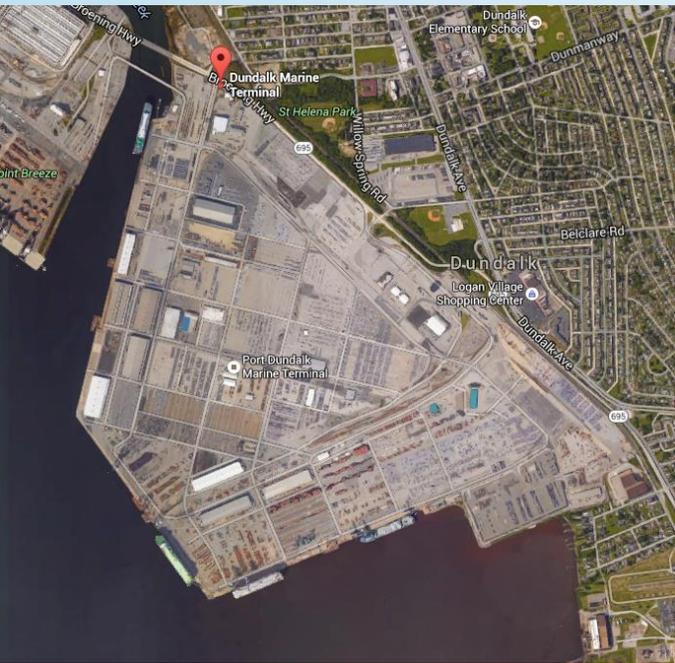




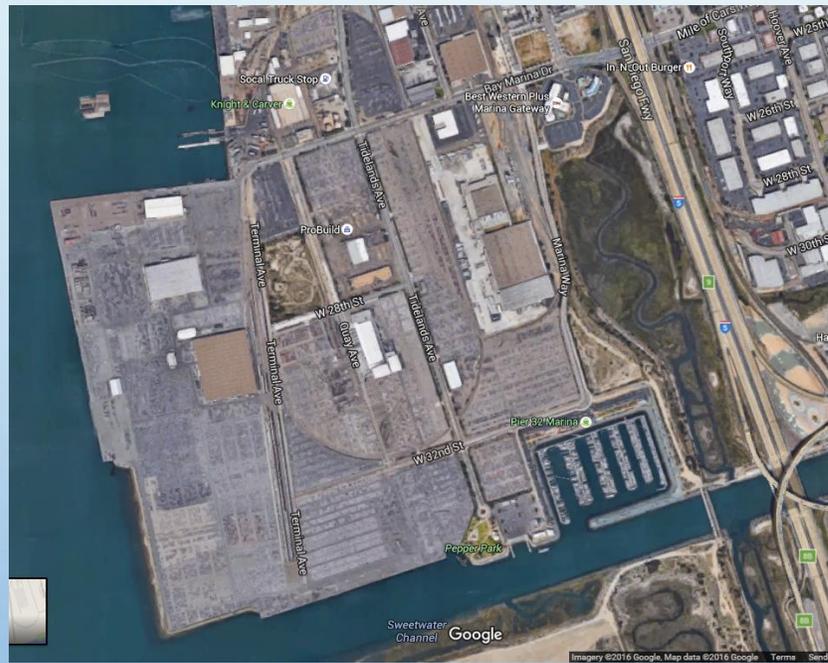
# WATERFRONT PROPERTY IS EXPENSIVE



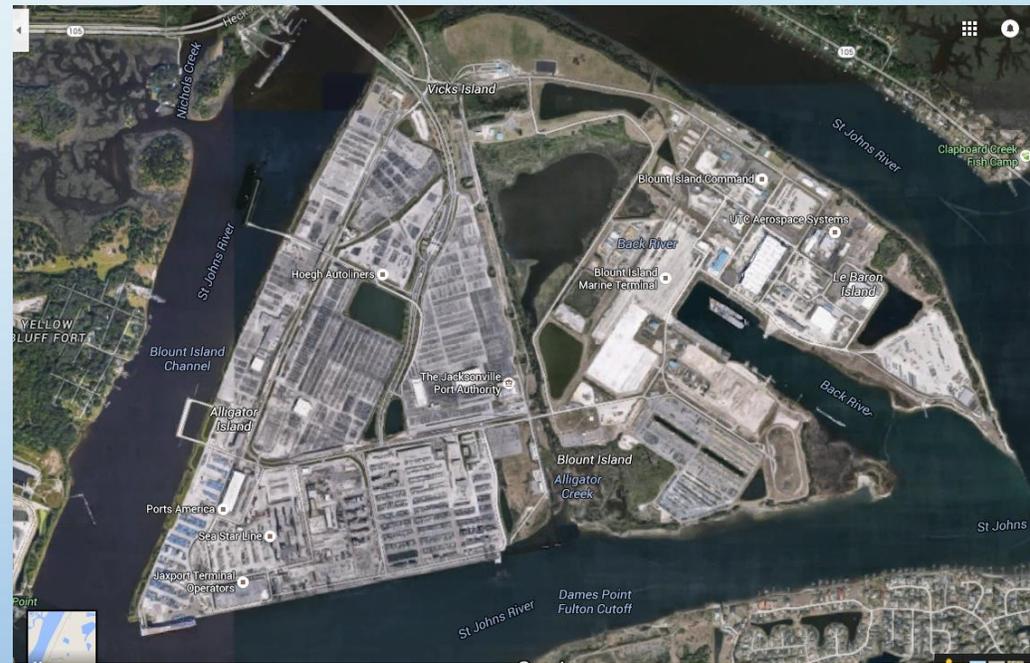
# LAND LOCKED PORTS NOT IN THE TRADITIONAL SENSE



Baltimore, MD



San Diego, CA



Jacksonville, FL

# PORTS WITH ROOM FOR EXPANSION

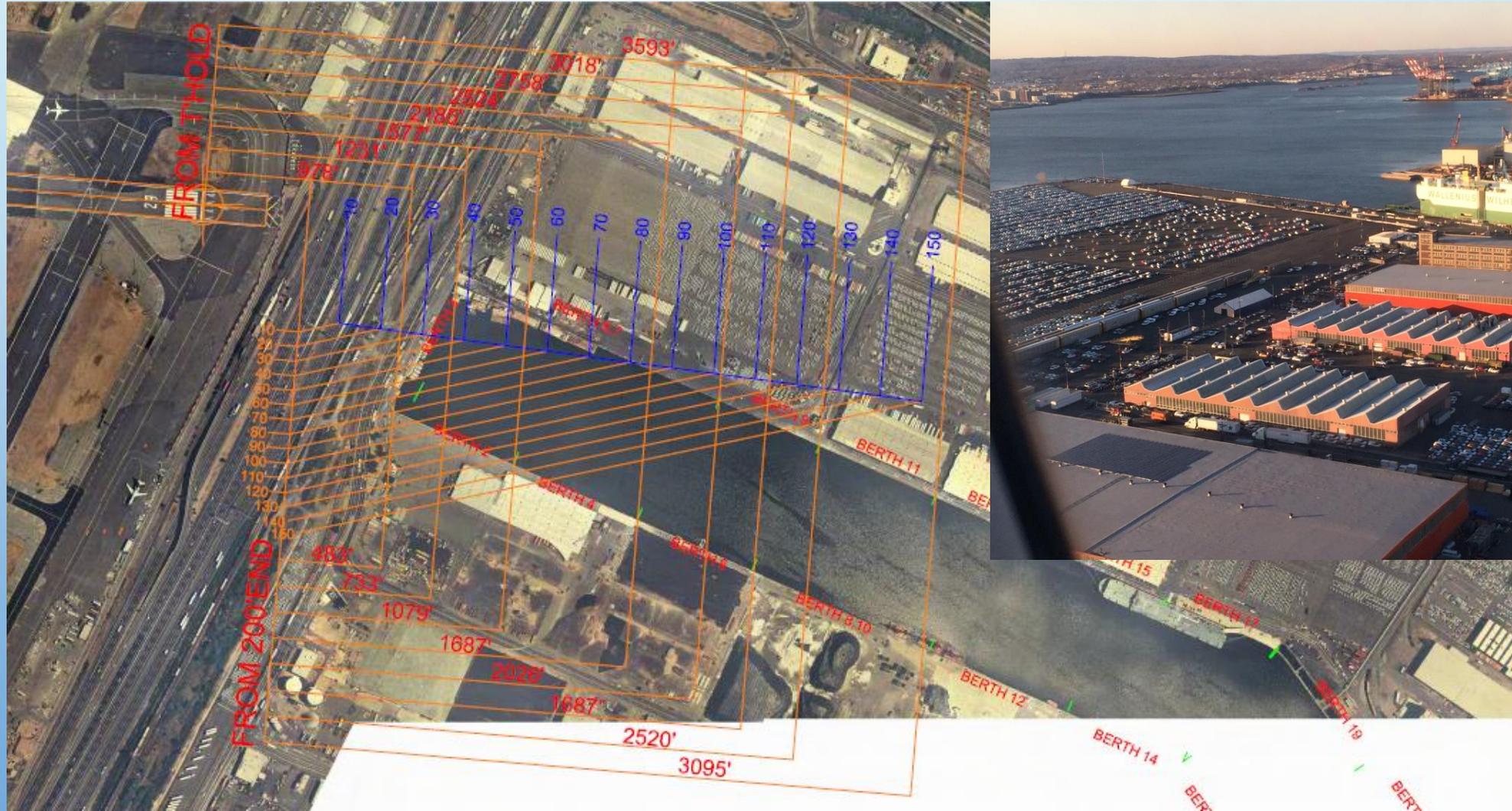


Brunswick, GA



Davisville, RI

# NEWARK'S FLIGHT PATH ISSUES PERHAPS THE ONLY REASON THERE IS A RORO TERMINAL IN THE PORT



# FACTORS AFFECTING SPACE

- SALES ISSUES

- RECALLS
- ENVIRONMENTAL CONCERNS
- CURRENCY VALUATIONS
- OVER PRODUCTION
- SEASONAL FLUCTUATIONS

- PRODUCTION ISSUES

- LABOR SITUATIONS
  - STRIKES/SLOWDOWN
  - INSUFFICIENT LABOR FORCE
- LOST TIME IN MOVING UNITS DUE TO OVERCROWDING
- INACCURATE FORECASTS – IMPROPER PLANNING
- OVER SELLING PORT CAPABILITIES

# OPTIONS FOR COPING

- REDUCE MOVES FOR PROCESSING
  - BY DOING SIMPLE PROCESSES AT THE FIRST POINT OF REST DWELL TIME IS SIGNIFICANTLY REDUCED AND MAN POWER IS SAVED. FLOOR MATS, MANUALS AND SIMILAR ACCESSORIES ARE PERFECT OPTIONS FOR THIS AS WELL AS LASHING HOOK REMOVAL.
- INCREASE WORKING HOURS
  - INCREASING SHIFTS CAN DOUBLE OR TRIPLE THROUGH PUT BUT ALL SUPPLIERS HAVE TO BE READY
- OFF SITE STORAGE
  - ONLY A VIABLE OPTION FOR LONG TERM STORAGE SITUATIONS.
  - HI TRANSPORTATION COSTS AND REDUCED SECURITY MAKES THIS A LAST RESORT TO MOST CUSTOMERS.
- INCREASE PORT FOOTPRINT

# GOOD OPTIONS IN DAVISVILLE



# GREAT OPTIONS IN BREMERHAVEN



COULD WE DARE TO DREAM?



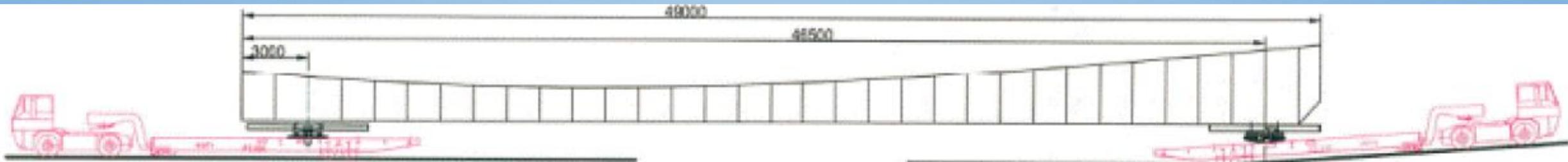
[Car Park Video](#)

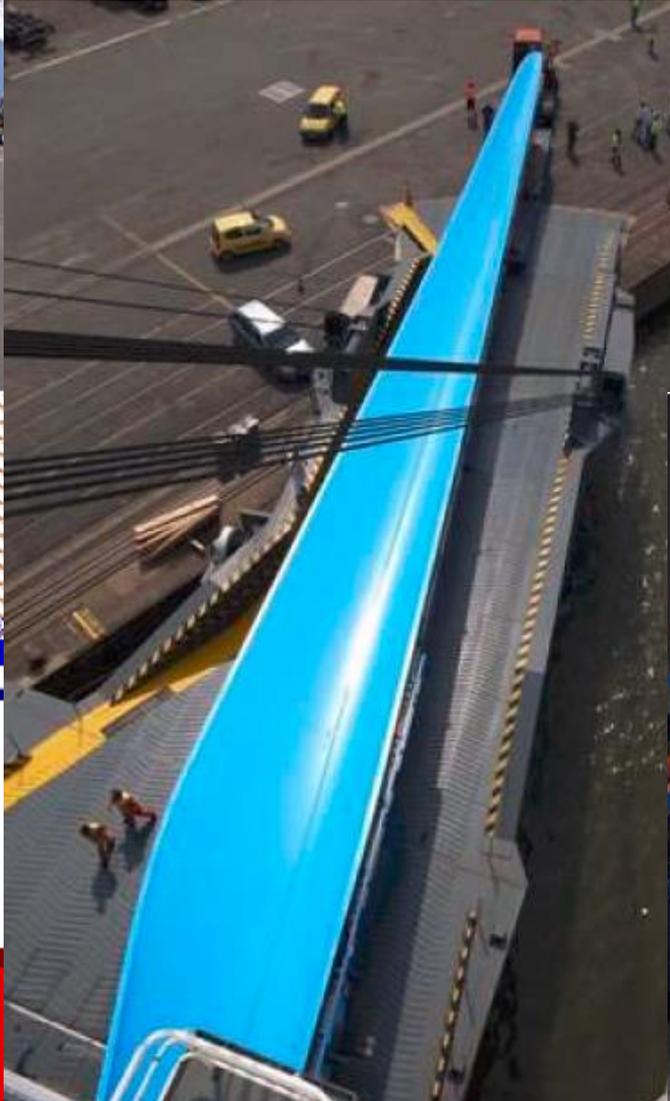
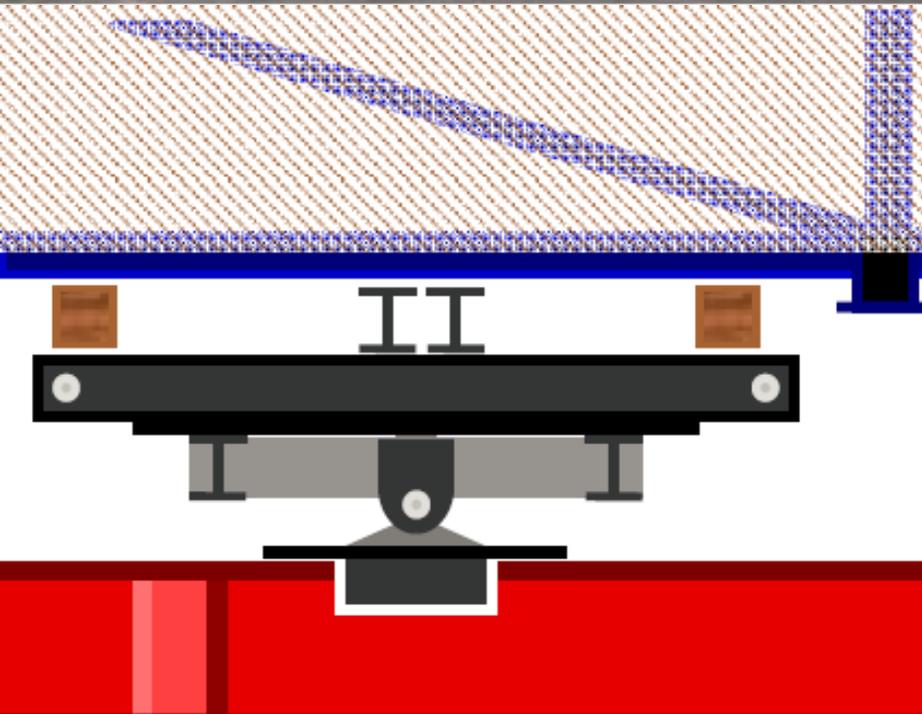
# SALES INFORMATION FOR AUTOMATED GARAGES

- WITH AN AUTOMATED PARKING SYSTEM, YOU NO LONGER HAVE TO PARK YOUR CAR YOURSELF. THIS ALONE REDUCES POLLUTANT EMISSIONS BY 70-80% COMPARED TO A CONVENTIONAL PARKING GARAGE. A FULLY AUTOMATED PARKING SYSTEM BY WESTFALIA ALSO NEEDS LESS BUILDING SPACE WHICH WILL ALLOW YOU TO MAKE ROOM FOR MORE GREEN AREAS.
- WITH THEIR HIGH-TECH APPEAL, AUTOMATED PARKING SYSTEMS INCREASE THE PROFITS OF A PROPERTY BY USING 50% LESS SPACE TO PARK VEHICLES ADDING TO PROFITS BY DEVELOPING THE ADDITIONAL SPACE WITH HIGHER INCOME ASSETS SUCH AS CONDOS, RETAIL SPACES, OFFICES, OR APARTMENTS. SPACE IS SAVED NOT BY DECREASING THE AMOUNT OF CARS ELIGIBLE TO FIT IN A GARAGE, IN FACT 30% TO 50% MORE CARS CAN NOW FIT IN YOUR AUTOMATED FACILITY VERSUS A CONVENTIONAL GARAGE. THE SPACE IS SAVED BY REPLACING TRADITIONAL RAMPS WITH AUTOMATED LIFTS, PARKING CARS CLOSER TOGETHER, AND REDUCTION IN INTERNAL CIRCULATION SPACE.
- CONVENIENCE, SAFETY, AND PRESTIGE GARNERED FROM AN AUTOMATED PARKING SYSTEM WILL GENERATE HIGHER INCOME FROM USERS OF THE SYSTEM. NOT ONLY WILL YOUR PROFIT FROM HAVING THIS TYPE OF HIGH VALUE SYSTEM INCREASE, YOUR OPERATIONAL COSTS DECREASE SIGNIFICANTLY.
- COSTS OF OPERATING AN AUTOMATED PARKING GARAGE ARE 50% LESS THAN THOSE ASSOCIATED WITH A CONVENTIONAL GARAGE. CONVENTIONAL GARAGES REQUIRE HIGHER MAINTENANCE, SECURITY, AND CLEANING INCLUDING DEBRIS, SNOW AND SALT REMOVAL. WHEREAS AN AUTOMATED PARKING GARAGE CAN BE OPERATIONAL WITH MINIMAL MAINTENANCE, AND ALMOST NO CLEANING REQUIREMENTS WITH TWICE THE LIFE EXPECTANCY OF A CONVENTIONAL PARKING GARAGE.
- HIGH-QUALITY AUTOMATED PARKING SYSTEMS ARE CUSTOMIZED TO THE SPECIFIC CLIENT'S NEEDS. THE VALUE OF THIS PRODUCT AND SERVICE IS REFLECTED IN ITS PREMIUM PRICE.
- COST FOR FULL SYSTEMS CAN VARY DEPENDING ON EACH PROJECTS SPECIFIC NEEDS AND REQUIREMENTS.
- FOR MORE DETAILED LISTS OF BENEFITS YOU CAN VIEW HERE: [HTTPS://WWW.WESTFALIAUSA.COM/PRODUCTS/AUTOMATED-PARKING-SYSTEMS](https://www.westfaliausa.com/products/automated-parking-systems)

# OTHER RORO CAPABILITIES

- AS RORO SHIPS ARE EXPANDING IN SIZE THE CAPABILITIES FOR STATIC AND BREAK-BULK CARGO ARE EXPANDING VERY QUICKLY.
- OUTSIDE OF THE BOX THINKING HAS DEVELOPED TRANSPORTATION METHODS THAT MAKE LIFT ON LIFT OFF AND THE RISK INVOLVED ONLY REQUIRED FOR THE EXTREMELY LARGE CARGO.
- RAMP CAPACITIES ARE NEARING 500 METRIC TONS







# CREATING THE HUB



- LOCATION DRIVEN – NOT JUST WATER, RAIL, HIGHWAY AND POPULATION ARE MAJOR FACTORS
- BY DEVELOPING “BACK HAUL” CARGO YOU CAN CREATE YOUR OWN SPACE
- LOOKING TO DEVELOP THE TRANSHIPMENT HUB ALLOWS LOCAL PROCESSORS TO DO WORK FOR MUCH SMALLER MARKETS BUT CLOSER TO THE FINAL PORT OF DESTINATION THEREBY LESS SUSCEPTABLE TO CURRENCY FLUCTUATIONS.



# ATTRACTING RORO CARGO

- RORO IS QUALITY DRIVEN
  - FINAL PRODUCT IS HANDLED IN EVERY STEP OF THE SUPPLY CHAIN
- LABOR TRAINING IS REQUIRED TO PREVENT DAMAGES
  - MANY PORTS HAVE A TRAINING PROGRAM THAT DOESN'T DEDICATE NEAR ENOUGH TIME TO THE TRAINING IN REGARDS TO RORO AND THE SPECIFICS REQUIREMENTS.
- PORT INFRASTRUCTURE IS KEY TO PROTECT THE CARGO.
- SHORT SEA SHIPPING IS BECOMING THE WAY OF THE FUTURE FOR RORO CARGO
- AT THE END OF THE DAY RORO IS A TRAMP SHIPPING BUSINESS AND WE WILL GO WHERE THE CARGO GOES.



# RORO RODEO - BALTIMORE

- PORT STAKE HOLDERS INCLUDING SHIPPING LINES, STEVEDORES AND MANUFACTURERS GATHER TO TRAIN THE ILA DRIVERS ON HIGH HEAVY CARGO, LASHING AND QUALITY INITIATIVES
- HANDS ON TRAINING ALLOWS THE DRIVERS TO EXPERIENCE HANDLING DIFFICULT MACHINERY WITH COMPANY REPRESENTATIVES.
- ALONG WITH Q-CHAT INITIATIVE RORO SHIPPERS ARE PROVIDED A SENSE OF COMMUNITY AND SERVICE.



THANK YOU



MATTHEW MARTYN

AREA OPERATIONS MANAGER

NYK LINE NORTH AMERICA

201-314-7068