Meeting Landside & Waterside Infrastructure Needs

Jerry Nagel
President / CEO
Rickmers-Linie (America) Inc.
October 28, 2009

An Ocean Carrier’s Perspective
The World’s Oldest Profession!
US Transportation Jobs

- Government: 22 Million (25%)
- Leisure / Hospitality: 14 Million (16%)
- Health / Education: 19 Million (21%)
- Transport: 6 Million (7%)
- Construction Manufacturing: 21 Million (24%)
- Other: 6 Million (7%)

Can Transportation Be Exciting?
International Space Station
m/v RICKMERS NEW ORLEANS
What’s The Connection?
Special Cargo On A Breakbulk Ship

Endeavour mission set for March 11 rendezvous

Shuttle will take more lab devices to space station

By MARX CARREAU
HOUSTON CHRONICLE

NASA has cleared the shuttle Endeavour for a March 11 launch on a mission to the international space station with the first piece of a Japanese science module and a two-armed Canadian robotic device.

The launch, at 1:23 a.m. CDT from Kennedy Space Center in Florida, will come less than...
Who Is Rickmers?

Celebrating Our 175th Year in Shipping
RICKMERS – GROUP

Rickmers Holding GmbH & Cie. KG

- Ship Owning & Management
- Ship Financing
- Technical Services
- Ship Chartering
- Terminal Operations & Real Estate
- Liner Shipping

founded 1834
The Fleet of Rickmers Group

75 Container Vessels (13,000 teu – 1100 teu)
+ 13 Conbulkers
+ 2 Bulk Carriers
+ 9 Multipurpose Vessels (Superflex)
+ 1 Car Carrier

= 100 Vessels in service (plus 9 RL charter)
+ 37 vessels on order/under construction

Total Fleet 137 vessels
Total Capacity:
  more than 5,300,000 dwt
  more than 389,000 TEU + MPP / BULK

Staff:
  more than 2750 crew onboard
  more than 250 employees ashore
Historic Rickmers’ Ship Names

…. NOW

Rickmer Rickmers

Ethna Rickmers

Sophie Rickmers

Rickmers Houston
Rickmers Ships Are Everywhere!!
RICKMERS-LINIE ROUTES
Rickmers-Linie Routes:

Eastbound Round-The-World
Pendelum Europe – Mid East
Pendelum USA – North Asia

More than 200 Annual US Port Calls
<table>
<thead>
<tr>
<th>Port Range</th>
<th>Tons (Millions)</th>
<th>Total US %</th>
</tr>
</thead>
<tbody>
<tr>
<td>GULF COAST</td>
<td>1,202.1</td>
<td>49.6%</td>
</tr>
<tr>
<td>EAST COAST</td>
<td>565.3</td>
<td>23.3%</td>
</tr>
<tr>
<td>WEST COAST</td>
<td>334.2</td>
<td>13.8%</td>
</tr>
<tr>
<td>GREAT LAKES</td>
<td>321.9</td>
<td>13.3%</td>
</tr>
<tr>
<td>TOTAL</td>
<td>2,423.5</td>
<td>100%</td>
</tr>
</tbody>
</table>

Source: AAPA
HOW MUCH IS THAT?

- 20 TONS
- 5 TRUCKLOADS (100 TONS)
- 6 RAIL CARS (600 TONS)
- 35 BARGES (21,000 TONS)

1050 = 1
HOW MANY CONTAINERS?

1 CONTAINER

2 – 4 CONTAINERS

500 – 10,000 CONTAINERS

Now How Many Trucks?
The Port

The Ultimate Modal Interchange Point

Requirements:
- Ship Berths
- Terminal Space
- Manpower
- Equipment
- Roads
- Rails
- Formalities Capability
Containerized Operations

- Relatively Simple
- Repetitive
- Voluminous

- Solve the Congestion & Environmental Issues
  - ..... All is then well
Non - Containerized

- Liquid
- Dry Bulk
- Commodities
- Project – Heavy Lift
Project – Heavy Lift - Oversize

- Capital Goods
- Infrastructure Needs
- Basic Economic Activity Engines

- These cargoes are what helps to drive consumption i.e. container cargo to an area.
Project Cargo

The Heavier it is
The Bigger it is
The Uglier it is

.......... The more we should like it!!!
Project Cargo

- Power Plants Foster
  - Residential Development
  - Industrial Activity
  - Retail & Service Activity, and so on
- Bridges Foster
  - Mobility
  - Commerce
- Chemical Plants / Refineries Foster
  - Jobs
  - Overall Economic Activity and Growth

- .... And so on.
US Ports – The Scorecard

The Factors:
- Physical Facilities – Berths / Docks
- Weight Bearing Capacity
- Road Interchange & Network
- Rail Interchange & Network
- Barge Interchange & Network
- Environment
- Ingress & Egress Limitations
- Equipment
- Cost Structure
- Attitude / Spirit
Reality Today
HEAVY, WIDE & UGLY!

Best in Permits, Ingress & Egress, Expertise and Capability

Houston

DECREASING CAPABILITY

INCREASING INABILITY

LITTLE TO NO ABILITY

LESS DIFFICULT

DIFFICULT
WHAT CAN IMPROVE IT

- Solutions Oriented Attitude
- Assistance With Authorities
- Allow Use of BEST Facility for Operations When Needed
- Encourage Capital Investment to Spur Economic Activity
- Eliminate Road Blocks
Don’t Put This Sign Up!
Thank You