American Association of Port Authorities
Shifting International Trade Routes

Michael Hassing
CEO and President

February 1, 2011
Overview

• A Look back at 2010 and Impact on Business

• Key Themes for 2011

• Industry Outlook: Medium to Long Term
Look back at 2010

• Inventory replenishing earlier in the year and recovery of the market helped volumes recover close to 2008 levels

• Cost management was key

• Rate pressure across the industry

• Adjustments to supply chain and inventory strategies

• Reduced investments

• Ports America’s position
Key Themes for 2011

• Cautiously optimistic view on the economy and market

• A more “toned down” 2011 volume growth is expected

• Supply and demand management
Industry Outlook: Medium to Long Term

• Container volume will continue to outperform GDP growth

• Aging US infrastructure and terminal capacity challenges may be ahead in 2012-2013

• Increased focus on automation, labor flexibility, environmental initiatives and elimination of bottlenecks

• Strategic Public-Private Partnerships’ greater role
Question and Answer Session