

THE PORT OF PHILADELPHIA

Opportunity, Efficiency, Differentiate



Presented By:
Holt Logistics Corp.

Overview of Facilities

Northport & Pier 98 annex

Packer Ave Marine Terminal



Pier 5 Broadway

Gloucester Marine Terminal

Holt Logistics Corp.

A family view on Customer Service

Our History

Since 1927 Holt Logistics Corp. has been offering flexible and cost saving supply chain solutions to the international shipping community. We pride ourselves on ensuring that our customers get the highest levels of service when they bring their products to our affiliated port & warehouses facilities. Our goal is to save you time and money. Period.

Our Advantage

We treat our customers like they are part of the family. No matter how big or small a shippers' volume is, we are just a phone call away from helping the shipper out with their problem. The advantage for a steamship line is this reflects positively on your service levels. We help the shippers coordinate trucking, can build them a warehouse management platform, or offer them advice on how to save money on their inland supply chain utilizing one of our warehouses.

Truck & Intermodal Brokerage

Holt Logistics Corp. works with a trusted and select group of truck and intermodal companies to provide shippers with the best rates with the best service to local and national destinations!

Our Suite of Services



Packer Avenue Marine Terminal

Port of Philadelphia Container Facility Overview

AREA 106 Acres (42.9 ha)
BERTHS 6 berths with 3,900 linear ft
PLUGS 1,350 reefer plugs
CRANES 7 Container Cranes (2 post panamax)
SPACE 4 million cubic ft- Refrigerated 300,000 sqft- food grade dry
RAIL Access to 3 Class One Rail Roads NS, CSX, & CP
INSPECTIONS Onsite USDA, APHIS, Customs
M&R All M&R done onsite Chassis Roadability done on terminal



PORT OF PHILADELPHIA- LINER SERVICES

PACKER AVENUE MARINE TERMINAL

EXPORTS TO EUROPE FROM PHILLY



NORTH EUROPE



TRANSHIPMENTS WORLDWIDE



CENTRAL AMERICA



ASIA

TOKO LINE

GLOVIS

WEST COAST SOUTH AMERICA



EAST COAST SOUTH AMERICA



OCEANIA





Operations

High Productivity



Vessel Productivity

- 🍏 Greenwich Terminals LLC, operators of the PAMT, consistently achieve over **35 moves per hour!** In August 2010, one vessel broke the 50 move per hour mark
- 🍏 Greenwich Terminals employs 9 house gangs which means that you will always have the same great highly productive labor working your vessels
- 🍏 19 start times (compared to 5 in NY) allow for flexibility in planning your vessels departure and arrival
- 🍏 This means your vessel gets in and out quicker saving you money

Yard Productivity

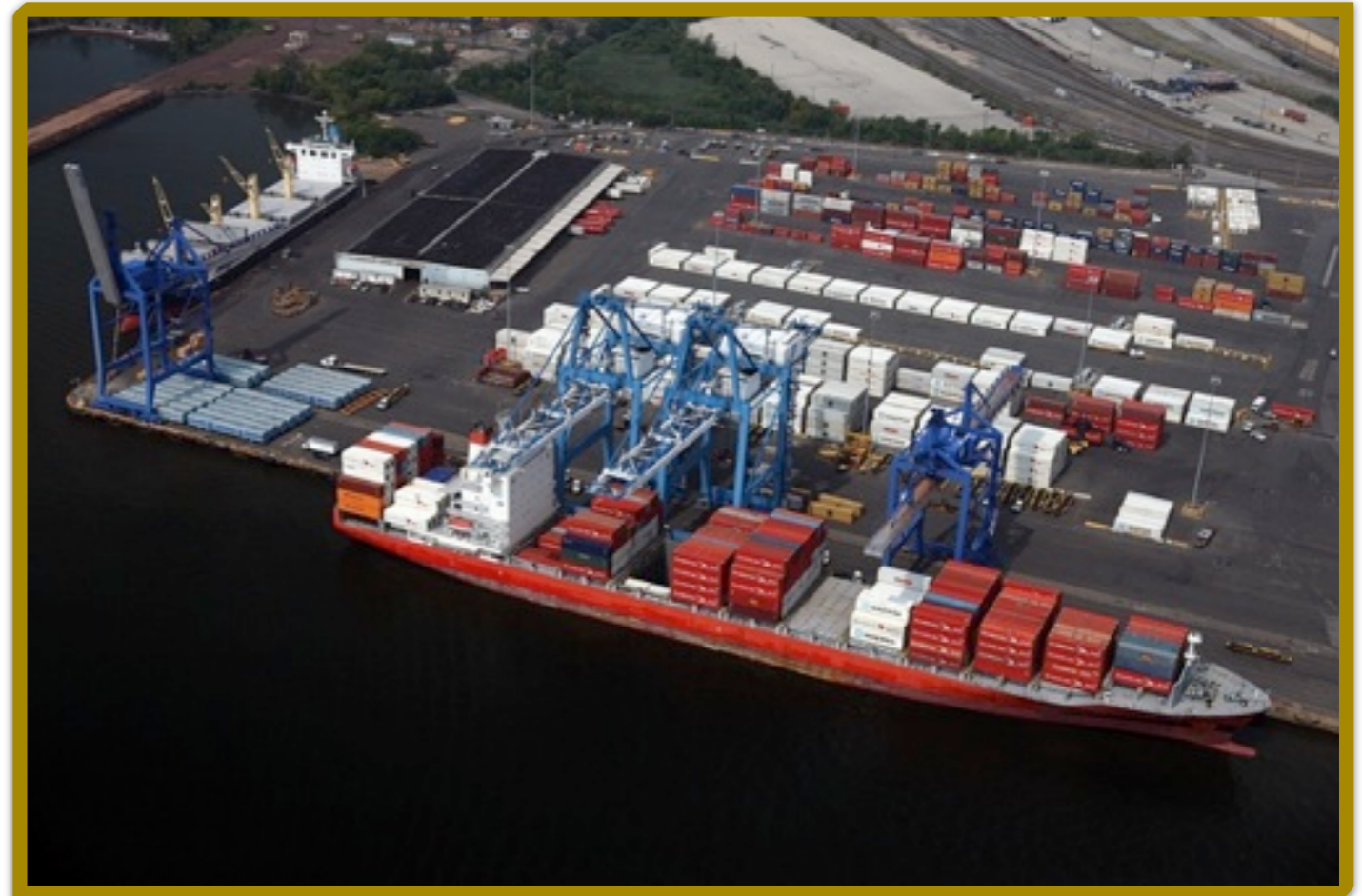
- 🍏 Gate turn times consistently under 40 minutes (double move)
- 🍏 Truckers spend less time on the terminal and more time on the road giving your customers more turns per day.
- 🍏 Low Congestion makes for high levels of customer satisfaction

Operations

Reefer Specialists

Packer Avenue Marine Terminal Your Fruit Port

- ◆ Handle over 2 million tons of reefer product annually
- ◆ **1,350 reefer plugs are the most on the USEC**
- ◆ **USDA inspections done onsite!**
- ◆ Over 4 million cubic feet of reefer space available on dock
- ◆ Block Stowage Option- Terminal can block large amount of reefer cargo for expedited movement through the terminal



Operations

Inspections Done on Terminal

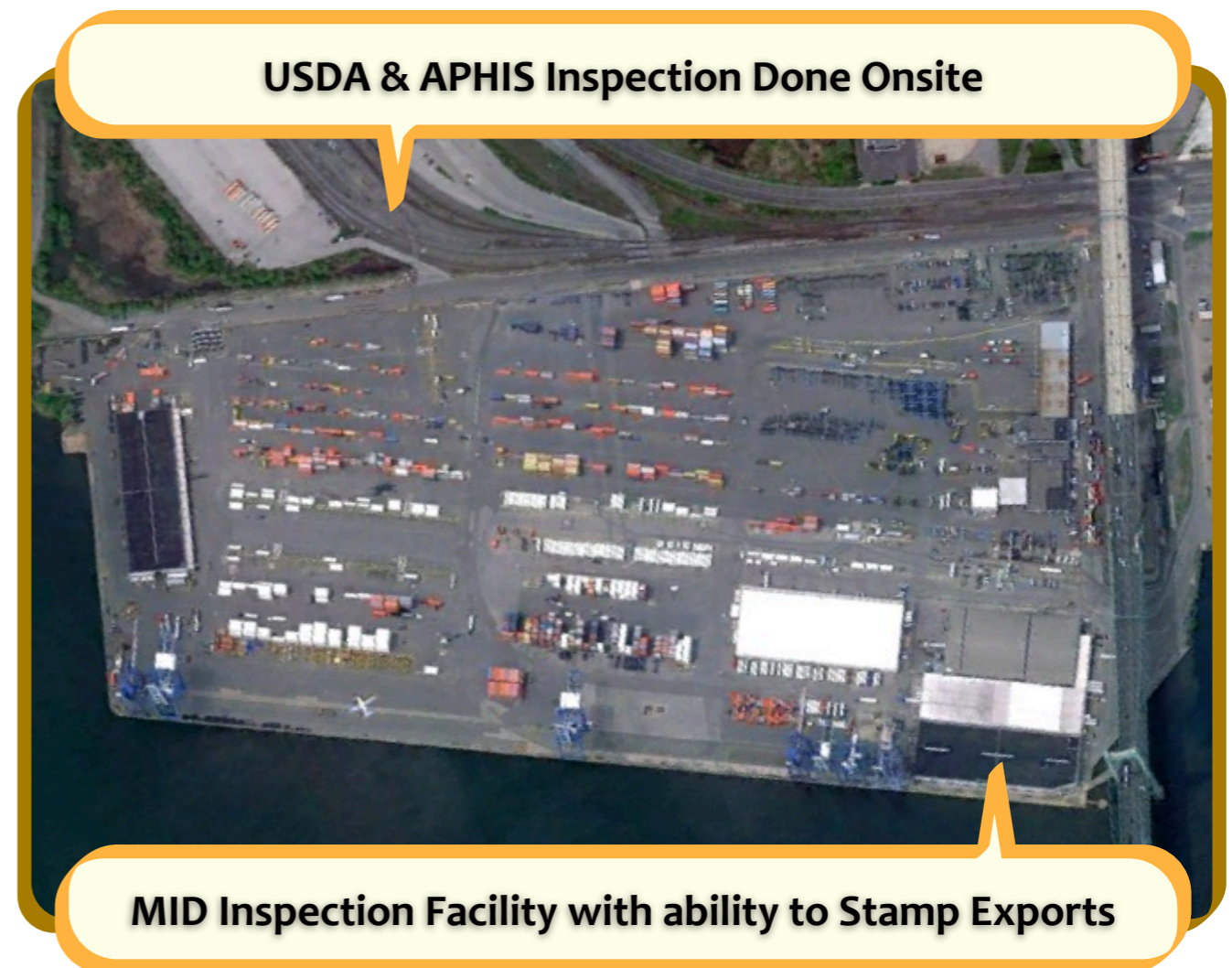
“Port of New York & New Jersey Announce That Inspections must now take place at an OFFSITE Customs Exam Station”

What does this mean for fruit shippers?

- A significant increase in Costs
- Increased Congestion
- Increase Time to Market
- Increased HEADACHES

How Can Shippers Avoid this?

- Ship their products to Philadelphia
- All Inspections done onsite
- No congestions issues
- Reduced time to market



THE PHILADELPHIA ADVANTAGE

Metric	Philadelphia	New York	Baltimore
Air Draft	188ft (57.3m)	150ft (45.7m) Bayonne Bridge Restricted	155ft (47.2m) Bay Bridge
Assessment	No Assessments	NYSA Assessment \$135.00	no assessments
Start Times	19 ILA Start times	5 ILA Start Times	7 ILA Start Times
On-Dock DC	4 million Cubic ft-refrigerated 300,000 sqft- food grade dry	No On-Dock Distribution Center	No On-Dock Distribution Center
Production	Over 35 moves per hour (typically over 40's)	Approx. 25 moves per hour	Low to Mid 30's
Truck Turn Times	Less than 40 minutes (2x move)	Unfavorable due to congestion	45 minutes
Pension Withdrawal Liability	None	Yes	Yes
Location	Middle of all 3 Markets	North	South
Time From Sea Buoy	6 hrs	4 hrs	12hrs

Rail Connections

3 Class One Railroads



<p>Norfolk Southern provides “double stack” service to major Midwest and Southern U.S. destinations</p>	<p>Intermodal provides service to Midwest and Southern U.S. Destinations</p>	<p>CP Rail provides direct second day service to major Eastern Canadian markets Montreal and Toronto</p>
<p>Trains Serviced at Port Authority transfer facility adjacent to the terminal</p>	<p>CSX owns/operates the 80 acre Greenwich Terminal intermodal facility adjacent to the port</p>	<p>Offers 3rd morning reefer protected service to Montreal and Toronto!</p>
<p>Mustin Intermodal Yard, a 70 acre, \$65 million facility with 70 acres to expand is 1/2 mile away from the Packer Avenue Marine Terminal</p>	<p>Multi-million dollar facility that handled over 200,000 TEU’s last year</p>	<p>Cost effective solution for shippers sending product to Canada</p>

Rail Connection & Highways

Your Gateway to Canada



Canadian Pacific by train:

- 🇨🇦 3rd morning Service to Montreal and Toronto
- 🇨🇦 Reefer Protected Service

Canada By Truck

- 🇨🇦 337 miles (542 kilometers) by truck from Philadelphia to Montreal
- 🇨🇦 Favorable Truck Rates through our truck brokerage program



**CANADIAN
PACIFIC
RAILWAY**

Pier 5 Broad Way

Pier 5 Broadway-Sales Pitch



- 🍏 Can be used for deciduous & Tropical Cargoes. Last year the facility was used for Walmart’s longterm storage program.
- 🍏 This facility is located less than a mile away from the Packer Avenue Marine Terminal. A 20 minute dray to the Facility.
- 🍏 150 reefer plugs gives customers the ability to drop and pick operation for maximum turns in a day
- 🍏 Perfect for a fruit importer or exporter of any size. The three warehouses allow for a scalable operation.
- 🍏 Open and ready for Business!

Facility Overview



Owner: South Jersey Port Corp.

Lessee: Camden Waterfront Development

Operator: Southport LLC

Terminal Area: 28 acres (11.3 ha.)

Depth at MLW: 35ft (10.7 m)

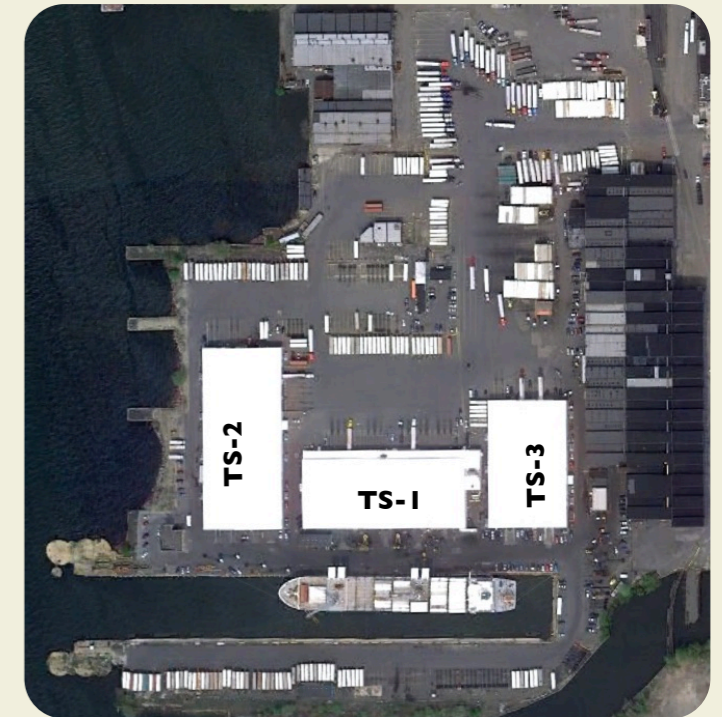
Number of Berths/Size: 1 Berth: 1,135 linear ft.

Reefer Plugs: 175

Rail Connections: CSX, NS, & CP

Warehouses: 3 Reefer Buildings- 207,000 sq. ft.
1 Dry Building- 25,000 sq. ft.

Warehousing Overview



Pier 5	Warehouse TS-1	Warehouse TS-2	Warehouse TS-3
Pallet Spaces	1,800	2,900	2,600
Square Feet	72,500	78,600	55,800
Temp.	40 f	30 f	30 f
Truck Doors	20	12	8

On-Dock Distribution Centers

Delaware Avenue Enterprises

Services

- * Full Suit of Distribution Center Services
- * Storage- Reefer, Frozen, and Dry
- * Consolidation and Deconsolidation
- * Swingloads

Why Utilize On-Dock Services?

- * Ship Containers Heavy for Ocean Freight reduction
- * Max out weight or cube of Trucks to Reduce Inland Freight
- * Avoid Demurrage and Per diem Issues
- * Reduced Time to Market
- * Reduction in Drayage Costs



Why Philadelphia?

4th Largest Metropolitan Region in US



In the middle of it all

- The Packer Avenue Marine Terminal sits in the middle of the arterial highways on the North East part of the US
- It sits in between New York and Baltimore which allows shipping lines to serve all three markets with one vessel call.
- Distribution Centers continue to be built in the Lehigh Valley and South New Jersey

Why Philadelphia?

Dredging the Delaware River to 45ft

- The main ship channel of the Delaware River will be deepened from its existing 40 feet (12.2 meters) to 45 feet (13.7 meters) between a distance of 68 miles (109.4 kilometers)
- Completion will be in line with Panama Canal deepening
- Allows the largest ships to call the Port of Philadelphia.
- Funding Included in the Presidents Federal Budget



Recent Support letters for an All Water Asian Service to Philadelphia

- A.C. Moore
- Advanced Sports, Inc.
- Aker Shipyard
- American Chung Nam
- Ames True Temper
- Arbill
- Arkema
- Barthco
- BDP International
- Burlington Coat Factory
- Camden Iron and Metal
- Cardone
- Case Paper
- Charles Jacquin et Cie., Inc.
- Charming Shoppes Inc.
- Clark Associates
- Cramco Inc.
- Crayola
- David's Bridal
- Deb Shops Inc.
- DHL
- Don Wasserman International
- DOW Chemical
- Eagle Shipping Ltd.
- Enersys
- Fishman and Tobin, Inc.
- FlowServe
- Frankford Chocolate
- GE
- Gemini Shippers Group
- GEO Specialty Chemicals
- Globe Runners Cargoes
- Globex International
- GP Harmon
- Griff Paper and Film
- Hershey
- Home Line Industries
- IKEA
- Ivanhoe Industries, Inc.
- JBS/Swift Export Cargoes
- Jones Apparel Group
- K'nex
- Kraft Foods
- Lasko Products, Inc
- Lilly Pulitzer
- Lund's Fisheries
- Menasha
- Metal One
- Mt. Aire Farms
- NFI
- Philadelphia Gear
- Phillips – Van Heusen Crop
- PLCB
- Rastelli Global Cargoes
- Rhodia
- Rio brands
- Rite Aid
- Rotem/Suntrans Project
- Royal Paper Products
- Sempermed
- SIG Combibloc
- SIMS Group
- Titan Steel
- Trek
- Lilly Pulitzer
- Uniqema
- Unique Industries
- UPS
- Various cocoa bean shippers
- Westinghouse
- World Imports

GOING GREEN IN THE PORTS OF PHILADELPHIA

“RIVERSIDE RENEWABLE ENERGY SOLAR PROJECT”



Project Details:

- 🍏 27,528 Solar panels
- 🍏 Covers over 1.1 million square feet or 103,000 square meters of roof top
- 🍏 Will Create 9 mega watts of power each year
- 🍏 It is the LARGEST roof top solar array in North America

Environmental Benefits:

- 🍏 Eliminating 16 million pounds of CO2 a year
- 🍏 Removing 1,200 cars from the road
- 🍏 Planting 400,000 trees
- 🍏 Enough energy to power 1,500 homes



The Gloucester Marine Terminal

Largest On-Dock Refrigerated Warehouse in the United States

Gloucester Terminals

- 🍌 Gloucester Terminals is located directly across the river from the Packer Avenue Marine Terminal
- 🍌 Largest on-dock warehouse in the country with over 20 million Cubic Feet of Refrigerated Space
- 🍌 Gloucester Terminals is home to 4 out of the 5 largest importers of deciduous fruits in the Country
- 🍌 It is the largest distribution point for Spanish and South African Citrus in the US.
- 🍌 Del Monte & Walmart both use Gloucester Terminals as their North East Distribution Center
 - 🍌 Gloucester Terminals services 48 Walmart superstores around the country & is listed as a Walmart distribution center in their system!
- 🍌 It has 200,000 square feet of Dry food grade space for specialized paper or food products. It also has about 600,000 sq ft. of dry space for other cargoes including steel, plywood, and lumber products
- 🍌 **Services include:**
 - 🍌 Fumigation
 - 🍌 Storage
 - 🍌 Pre-cooling (InstaFrio)
 - 🍌 Distribution Center Services
 - 🍌 Consolidation

A Global Fruit Port and Distribution Center



Home to the Largest Rooftop solar array in North America



Pier 5 Facility- Overview



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Thank You!