

Maritime Overview



PORT OF OAKLAND

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Business Development and Marketing

11 October 2012

The history of Oakland...

is the history of the 1849 California Gold Rush and U.S. westward expansion.



755 Ships in port, Oakland, California.

A NEW AND MAGNIFICENT CLIPPER FOR SAN FRANCISCO.
MERCHANTS' EXPRESS LINE OF CLIPPER SHIPS!
 Landing none but First-Class Vessels and Regularly Dispatching the greatest number.
THE SLENDON NEW OUT-AND-OUT CLIPPER SHIP



CALIFORNIA

HENRY BARREN, Commander, AT PIER 13 EAST RIVER.

This elegant Clipper Ship was built expressly for this trade by Samuel Hall, Esq., of East Boston, the builder of the celebrated Clippers "Albatross," "Clamshell," "John Brown," and others. She will fully equal them in speed! Unusually prompt dispatch and a more quick trip than be desired again. Despatchments should be made at once.

Agents in New York: RANDOLPH M. COOLY, 88 Wall Street, Tenth Building.

FOR CALIFORNIA!
DIRECT
EXTRAORDINARY INDUCEMENTS!!
THIRTY-FIVE DAYS TO GOLD REGIONS!
 The "California Steam Navigation Co."
 Will dispatch their first vessel from New York, the NEW and SPLENDID
STEAM SHIP!
NICARAGUA
 On FRIDAY, MARCH 23d, 1849.
 Via the River St. John and Lake Nicaragua, across the Isthmus of Leon.

Capt. BROWN, of the U. S. Topographical Engineers.

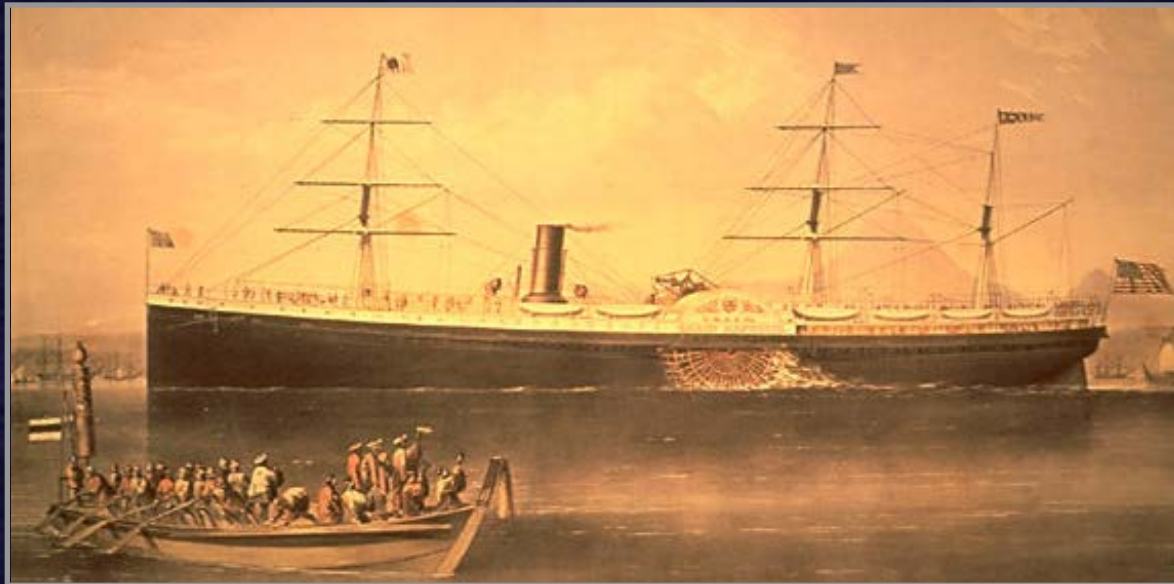
200 JACK ASSES!

The Quickest, Safest and Cheapest!!
Price of Passage Through Ninety Dollars!
 To be paid in NEW YORK. Dinner and half board, taken on ship.

For further particulars apply on board or to the Agent of South Street No. 25, or to the undersigned Agents for the Company. Applications by mail, to meet application, will be paid, addressed to the Company's Agents, HOBSON, BROTHERS & Co., 127 Wall Street, (opposite the Bankhead).

Trans-Pacific service began in 1867

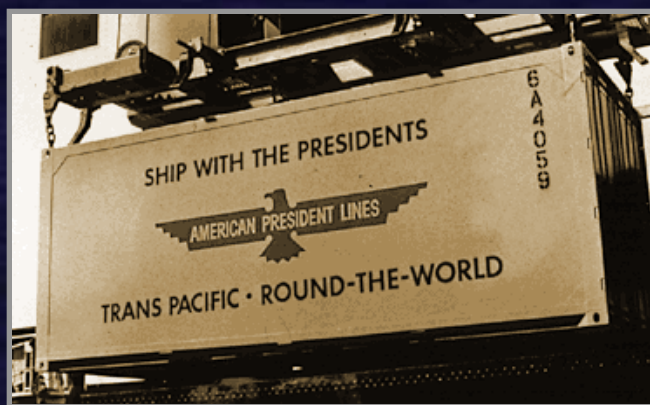
SS Colorado sailed between San Francisco Bay and Yokohama, starting 145 years of trade, tourism and immigration.



SS Colorado arriving at the Port of Yokohama

Partner with the Pioneers of Containerization

- In the 1950s, Sea-Land, APL and Matson invested assets and infrastructure early on to promote containerization
- As a result, Oakland was the largest U.S. port through the 1960s, and second largest in world



The Port Today

5th largest in U.S., 55th largest in world

- 7 container terminals
 - 30 post-Panamax and super-post Panamax cranes
 - 20 berths, 6,000 meters of dock
 - Average depth of -15 meters MLLW

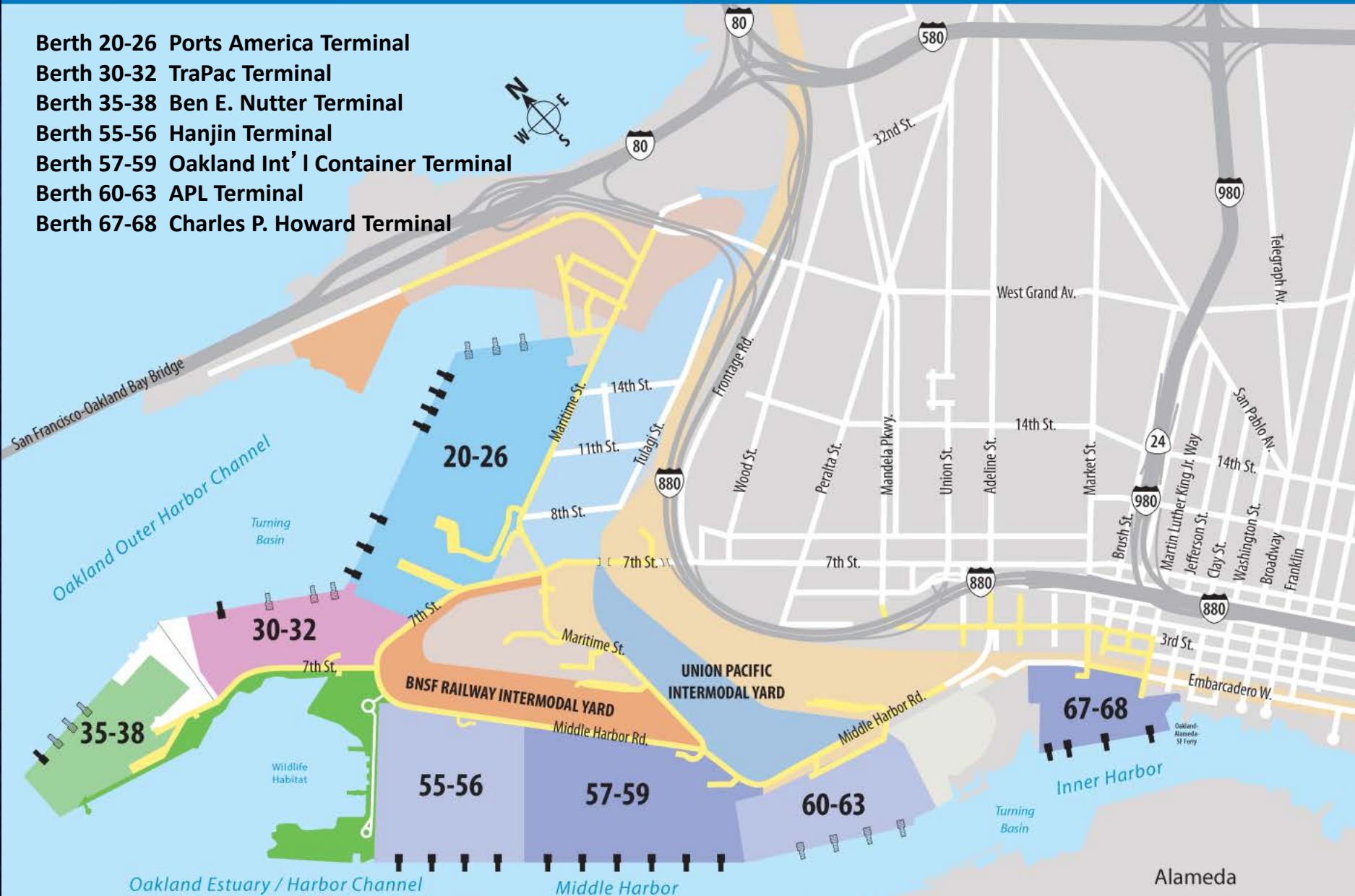


Port of Oakland Marine Terminals

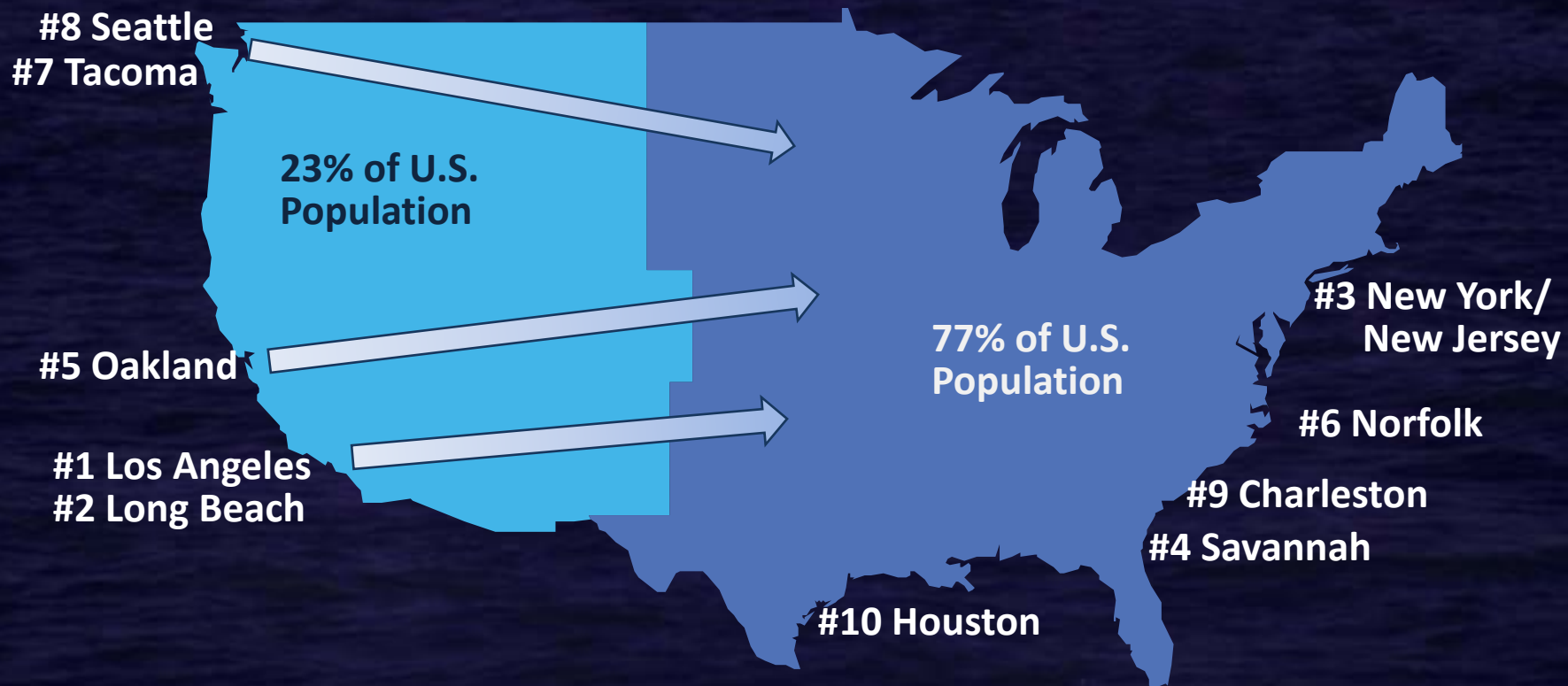


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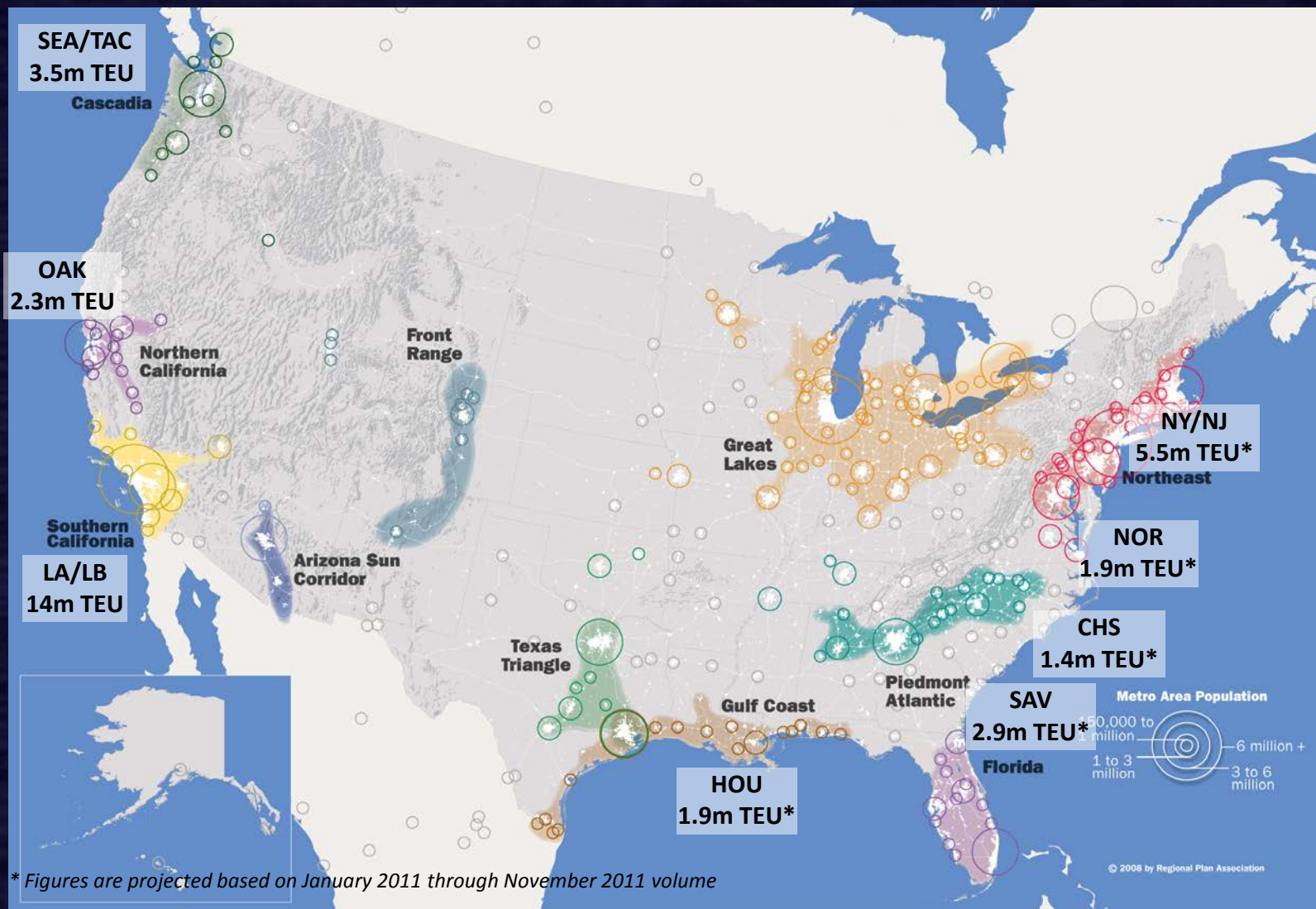
- Berth 20-26 Ports America Terminal
- Berth 30-32 TraPac Terminal
- Berth 35-38 Ben E. Nutter Terminal
- Berth 55-56 Hanjin Terminal
- Berth 57-59 Oakland Int'l Container Terminal
- Berth 60-63 APL Terminal
- Berth 67-68 Charles P. Howard Terminal



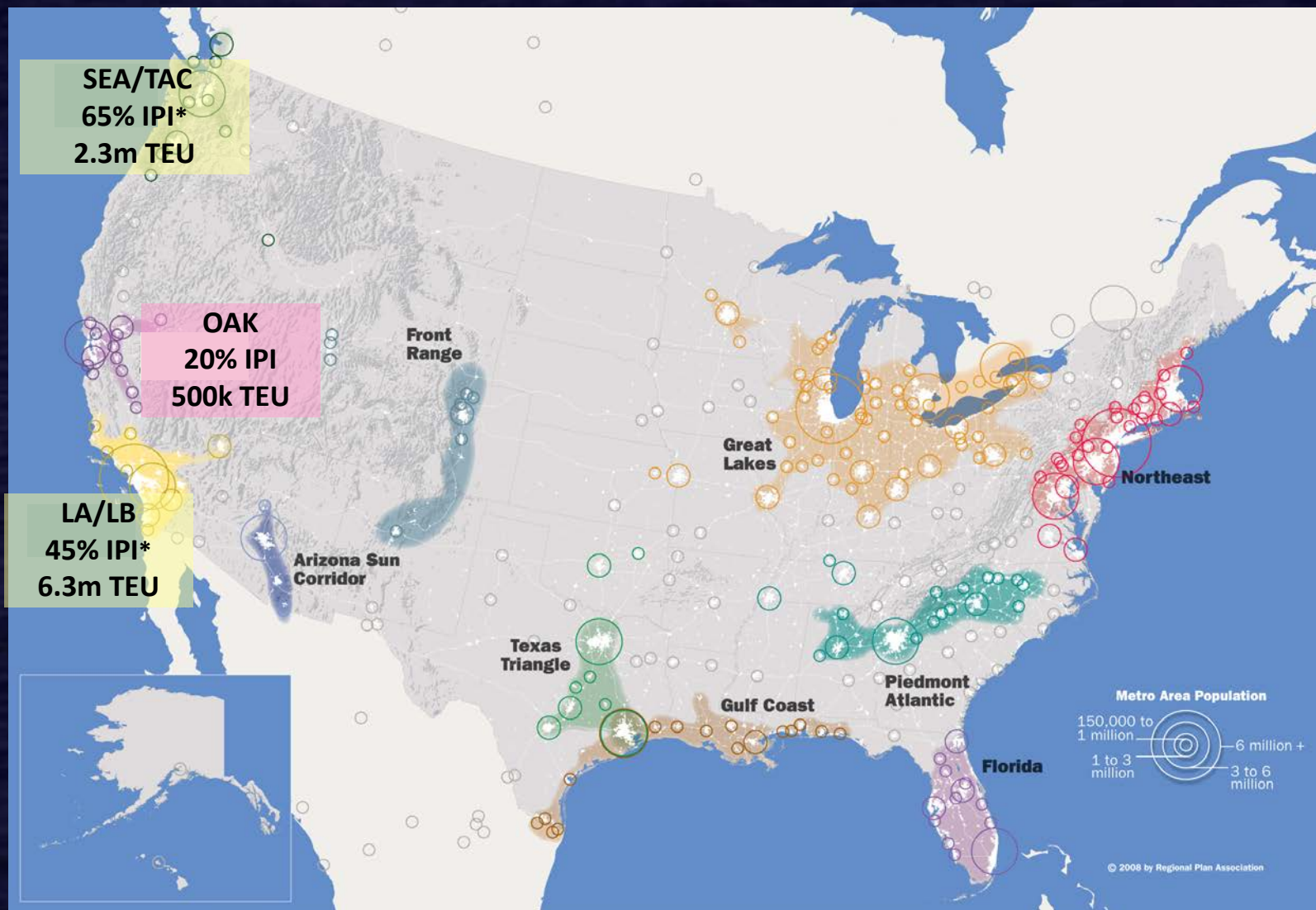
2011 U.S. Port Rankings



2011 Container Volumes

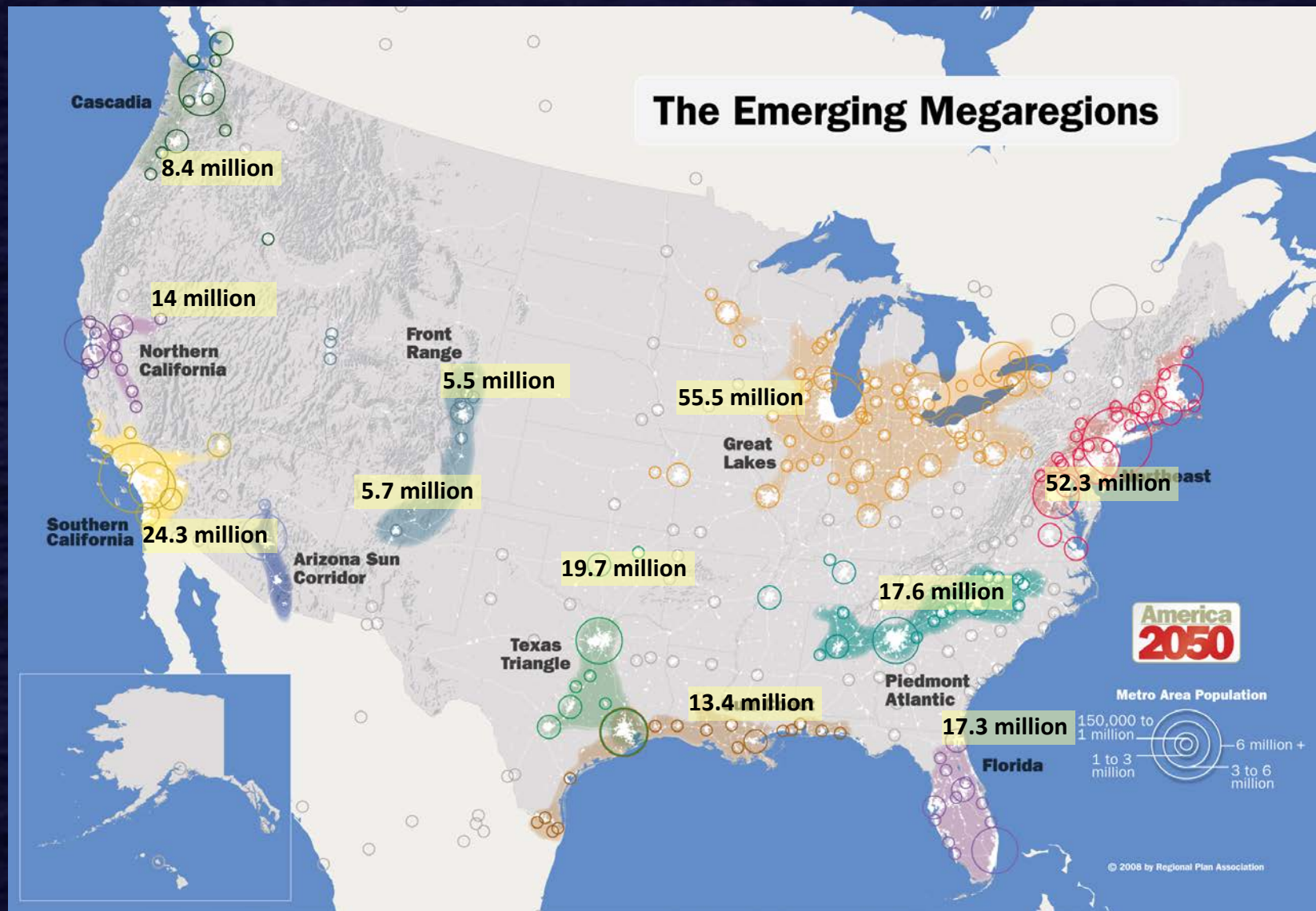


Approx. USWC Intermodal Volume



* Estimated

Megaregion Population



Source: America 2050 / Regional Plan Association

Transit from Asia to Columbus, OH



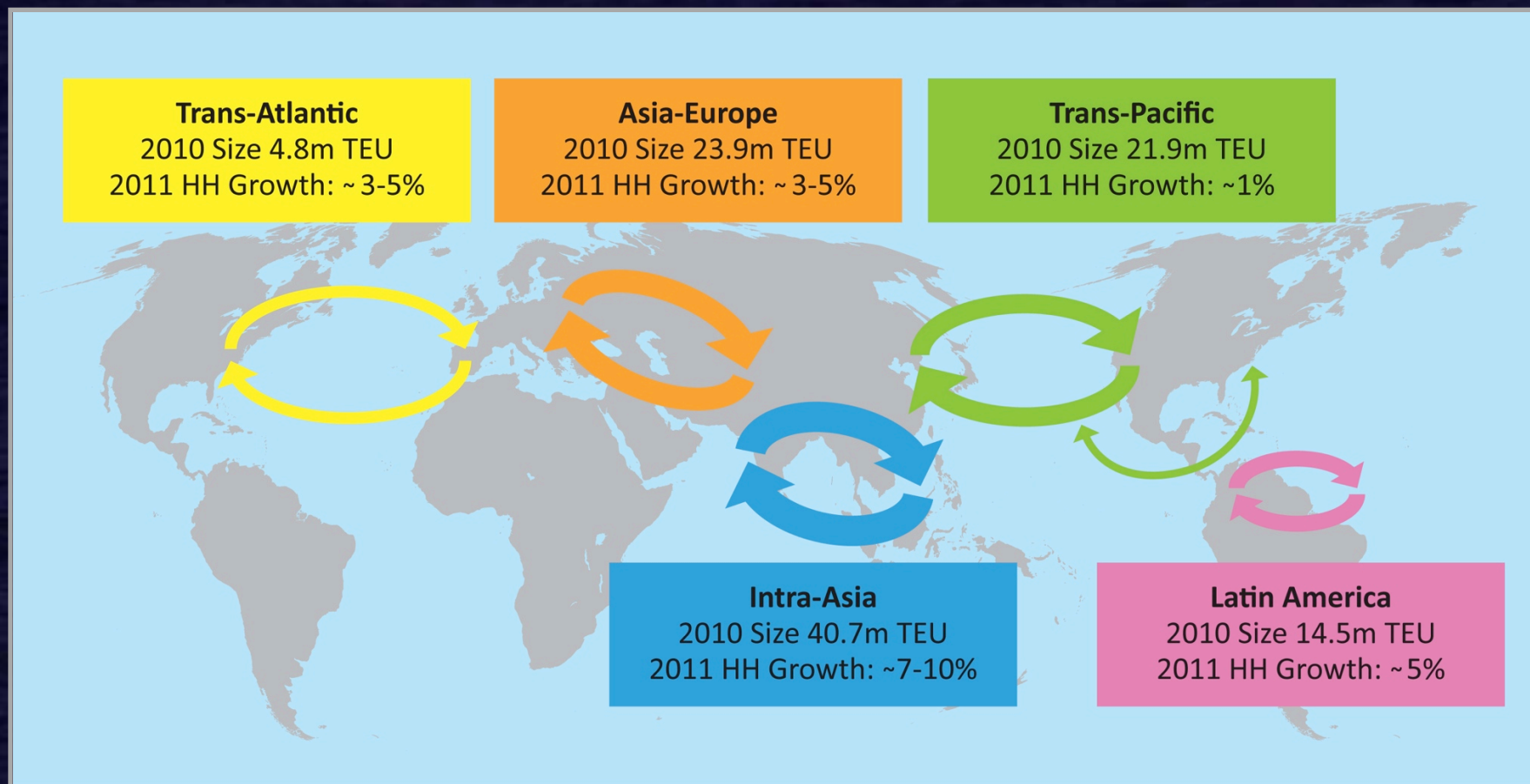
From Shanghai via Oakland: 17

From Singapore via Oakland: 22

From Shanghai via Norfolk (Panama): 29

From Singapore via Norfolk (Suez): 31

Trade is growing within sourcing markets



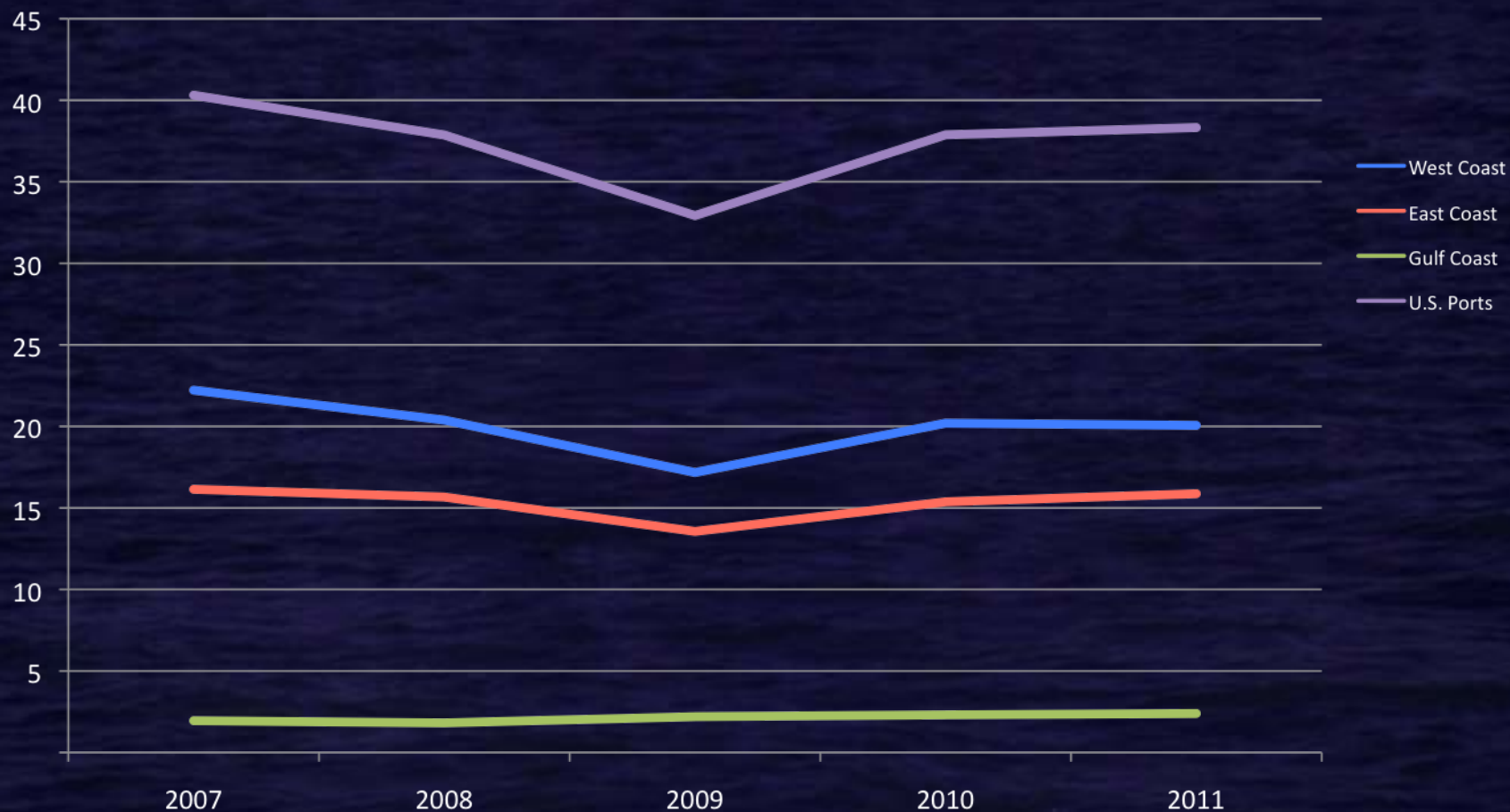
...but fairly anemic in traditional routes

Annual Port Growth in TEU



U.S. Container Volume

– at major U.S. container ports



Note: East Coast and Gulf Coast 2011 figures are projected based on January 2011 through November 2011 volume

Source: American Association of Port Authorities (AAPA)

Major Exports by Value, 2011

Total value of all exports—\$14.5 Billion

Commodity	\$ Millions
1 Edible Fruit and Nuts	2,871
2 Meat	2,144
3 Machinery	812
4 Beverages	734
5 Vehicles	640
6 Metal Scrap	617
7 Precious/Rare-earth Metals	598
8 Chemicals	547
9 Medical Equipment	431
10 Cereals	420

Major Imports by Value, 2011

Total value of all imports—\$26.6 Billion

Commodity	\$ Millions
1 Machinery	5,535
2 Electrical Equipment	3,848
3 Apparel	2,465
4 Home Furnishings and Decorations	1,419
5 Beverages	1,320
6 Coffee	1,036
7 Plastics	863
8 Toys and Sports Equipment	791
9 Vehicles	723
10 Iron/Steel Products	605

Source: Bureau of Census, U.S. Department of Commerce

Top Ocean Carriers Serving Oakland

Total 2011 volume: 2.3 million TEU (loaded & empty)

Carrier Ranking	2011 TEU
1 APL	180k
2 Evergreen Marine	172k
3 Mediterranean Shipping Company	139k
4 Hanjin Shipping	135k
5 Yang Ming Lines	128k
6 Hapag-Lloyd	101k
7 Maersk Lines	100k
8 Horizon Lines	94k

Environment — A Major Challenge

- Close to residential areas
 - Exposure to diesel particulates from trucks and idling vessels (hoteling)
 - Share roads and shoreline
- Reduce diesel emissions by 85% by 2020
 - Ban older trucks
 - Require vessel shore power (cold ironing) and cleaner fuels while near port



Managing Growth – The Next Challenge

- No land to easily expand port footprint
- Technology and productivity must support planned growth
- Continued dredging to handle larger, next-gen vessels



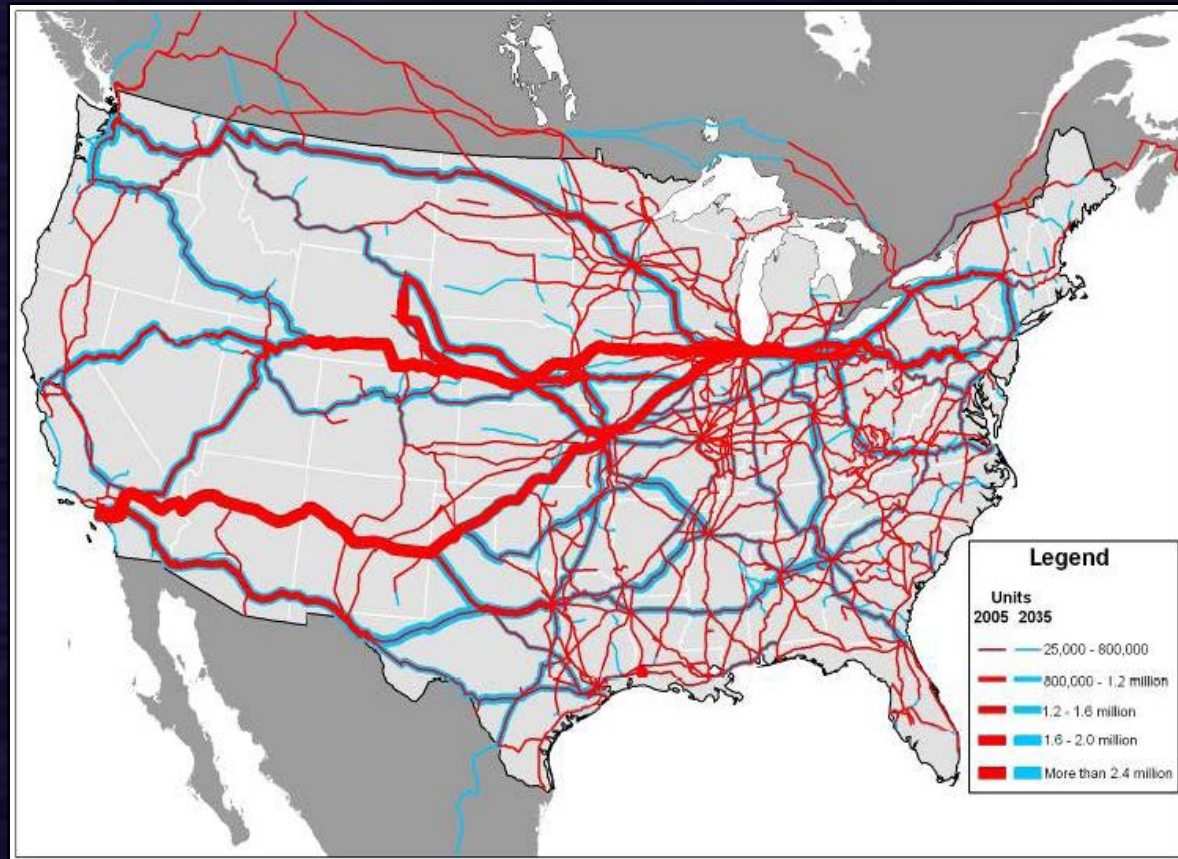
Managing Growth – The Next Challenge

- Dependent on rail networks
 - No ondock rail
 - Physical restrictions of routes over Sierra mountain passes – limits length and height of trains
 - As a result, Oakland can be a more expensive intermodal option than LA or Seattle
 - However, that will change once rail improvements that permit higher and longer trains over Sierra and via Tehachapi



Expected Rail Growth through 2035

Oakland will play larger role in IPI movement



MAQIP & CTMP Adopted in 2009

- Bans pre-2004 trucks from serving port
- No new fees, minimizes bureaucracy
- Allows employee drivers and owner operators to continue to serve the Port



CTMP Clean Truck Timeline

Port requirements are same as CARB — no more, no less

2010	2012	2013	2014	2021
1993 and older trucks banned	2004 trucks must have DPM filter	2005-2006 trucks must have DPM filter	All trucks must meet 2007 engine emissions standards	CARB may implement statewide bus and truck rules
1994-2003 trucks must have DPM filter			2007 and newer trucks fully compliant	

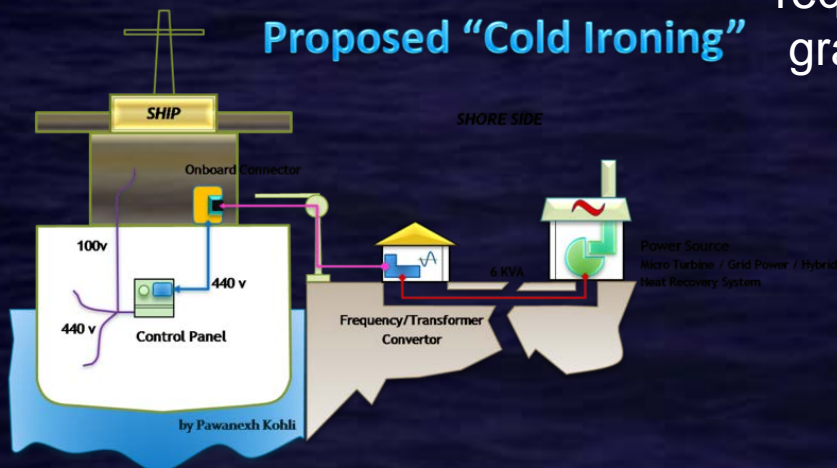
Port of Oakland goal to reduce PM emissions by 85% by 2020

Shorepower at all Terminals by 2014

2009	2010-2011	2011-2013	2013	2014
PLAN preliminary design, permits and approvals (6 months)	DESIGN final design, award of construction contract (18 months)	BUILD construction and installation (22 months)	BUILD And COMMISSION	Deadline for ships to plug in to grid (or earlier if required by grants)

Plug-in if required under grants (2012)

Proposed "Cold Ironing"



Oakland is “BIG SHIP” ready

MV MSC Beatrice made its maiden call to Oakland last week. The vessel is the largest ship to call North America.

TEU CAPACITY: 13,798 -- LOA: 1,201 ft. -- BEAM: 167 ft.



Plans for the Future

- Development of 168 acres of former Army Base using private partnership



Strategic Plan 2011 - 2015

- Economic Development is the center of the Port's work
- Maintain and aggressively grow core business
 - Export Promotion Program
 - First port of call and intermodal rail incentive programs
 - Foster development of trade infrastructure



Marine Highways Initiative



Promoting the West Coast Gateways

**Connecting America
with the World**



**U.S. West Coast
Collaboration**

Collectively offer the best combination of service, reliability, and intermodal connections

Most comprehensive reach to manufacturing and consumer markets throughout North America

Competitiveness is Critical

- Remain as a top 5 U.S. port with attractive mix of transit times, fast throughput, and low costs
- Counter threats from East Coast and Canadian ports, which are poised to gain market share with rail and Panama Canal expansions
- Partner with rail carriers to ensure price/service advantage for West Coast ports
- Maintain balance of imports and exports to promote greater efficiencies



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