



TraPac

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August 9, 2013

VIA FACSIMILE & U.S. MAIL

Geraldine Knatz, Ph.D.
Executive Director
Port of Los Angeles
425 S. Palos Verdes Street, 5th Floor
San Pedro, California 90731

Re: Third Party Container Customers - Oceania, South Seas and South America Service

Dear Dr. Knatz:

Earlier last year, container service partners Hamburg Sud, Hapag Lloyd, ANL (CMA CGM, US Lines), CCNI, MSC and Polynesia Line issued a request for proposal to a number of terminal operators in the San Pedro Bay. After a successful bid, the service partners agreed to move their Oceania, South Seas and South America Service to the TraPac terminal. The first ship arrived at the TraPac terminal in August of 2012.

Notwithstanding that the service partners' ships have been calling at TraPac for one year, the actual terminal agreement was signed very recently with the majority of the service partners in the various trade lanes. The terminal agreement is for five years, with an additional five year option. We project the partners will handle approximately 200,000 twenty-foot equivalent units (TEUs) through our facility on an annual basis.

The services concern the following tradelanes:

- Australia and New Zealand (2 container services)
- South Pacific Islands
- South America

We felt it important to advise you of this recent development. Securing this new third party business means additional revenue to the Port and increases the Port's profile in the trades mentioned above.

Sincerely,

TraPac, Inc.

Frank N. Pisano
Executive Vice President

FNP:all

TraPac, Inc.

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TRANSMITTAL 1