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Gateway To The World



American businesses, shipping products to destinations across the globe, have chosen the Port of Savannah as a critical gateway in their supply chains.

In the following pages, industry leaders will detail the size and scope of their operations, and how their businesses and the nation's economic wellbeing would be jeopardized — if not for Savannah's continued reliable, efficient and cost-effective operation.

Today, the Port of Savannah reaches 44 percent of the American population — roughly 140 million people — within a two-day drive.

It serves as the cargo hub for a region covering the entire U.S. Southeast and reaching into the heartland. Beyond the well-known accolades of being the fourth busiest and fastest growing in the nation, this port creates jobs and economic opportunity throughout the country.

Featured in the center of this publication (Page 14) and at the heart of the Southeast's ability to continue creating jobs and building for the future is the Savannah Harbor Expansion Project.

The harbor deepening, which has entered the construction phase, will allow today's larger, more efficient ships to transit the channel with heavier loads and greater scheduling flexibility.

A deepened harbor is important because the shipping industry is moving to larger vessels. In 2016, the Panama Canal will complete its expansion. The new locks will send ships to Savannah that are as much as three times the capacity of ships currently able to transit the Canal.

Major manufacturers and retailers look to the harbor deepening as an important opportunity to become more competitive at home and abroad. U.S. Army Corps of Engineers studies show that Super Post-Panamax vessels more efficiently served by a deeper Savannah harbor will lower shipping costs for containerized trade by \$174 million a year.

Decreased costs per container will lower the bottom line for the more than 21,000 U.S. businesses, and thousands of international businesses shipping via the Port of Savannah.

The following testimonials from port customers show how the Georgia Ports Authority is a key part of their supply chain, and why meeting the new industry standard in Super Post-Panamax capacity at the Port of Savannah is vital to the nation's economy.

<i>"The Port of Savannah plays a key role in delivering on that promise."</i> — Target	4
<i>"With partners such as the Georgia Ports Authority... we are able to flow product to and from the facility... and get to our end customer efficiently."</i> — Home Depot	6
<i>"Working directly with Caterpillar, the GPA considers the entire transportation and logistics chain... to best serve our needs."</i> — Caterpillar	8
<i>"Deepening the Savannah Harbor will allow us to keep our markets that we have and go out and get others."</i> — Bell Farms	10
<i>"We rely on the Georgia Ports Authority to help us deliver those savings."</i> — Dollar General	12
<i>"[GPA] allows us to be more competitive on a global standpoint as far as helping lower costs for our customers."</i> — Georgia-Pacific	16
<i>"We're also producing a full range of skid steer loaders... right here in Savannah for global export via Georgia's ports."</i> — JCB	18
<i>"The Georgia Ports Authority has been instrumental in our success."</i> — KIA	20
<i>"The Ports of Savannah and Brunswick help save time and money."</i> — International Paper	22
<i>"The Georgia Ports Authority, for us, is a bridge to the world."</i> — AJC International	24
<i>"As ocean carriers commission more efficient ships, Savannah's Harbor Expansion will help Lowe's take full advantage of the changes."</i> — Lowe's	26

Teaming up with GPA to serve the Southeast

Founded as Dayton Dry Goods Company in 1902 by George D. Dayton in Minneapolis, the company now known as Target has had an innovative approach to business from the outset.

As early as 1920, the company began moving goods from New York to Minneapolis by plane to avoid cargo disruptions – helping to pave the way for a new method of transporting merchandise across the United States. Just over 40 years later, the Dayton Company formed a discount chain store, which would come to be known as Target. By 1969, Target had opened its first distribution center, in Fridley, Minn.

In 1989, the growing company made a big push into the Southeast — opening 30 new stores in Kentucky, Tennessee, Georgia, North Carolina, South Carolina and Florida. The move established Target as a national retailer with stores from coast-to-coast.

To support its stores across the Southeast, Target established a distribution center in 2007 in Savannah — a facility that, at 2.1 million square feet, dwarfed their first DC. The company also operates a 1.5 million square-foot distribution center in Tifton and another 1.5 million square feet in Midway, Ga., — making its warehousing footprint in Georgia more than 5 million square feet.

“We decided to grow our presence in Georgia in large part because of the ease of doing business through the Port of Savannah,” said Joshua

Dolan, Senior Director of International Transportation for Target. “Because the container operation is on a single, 1,200-acre terminal, the turn times for trucks carrying our cargo are much faster. Combined with direct access to interstates 95 and 16, Savannah gives us great access, great customer service and no congestion delays.”

Target stages cargo coming off ships at its Savannah location, while the Tifton and Midway sites manage distribution to stores across the region.

“Target works in close partnership with suppliers around the world,” said Dolan. “We are always looking for new and innovative ways to not only deliver more value to our customers, but also strengthen the communities where we do business.”

“The Southeastern U.S. has the fastest growing population of any region in the nation. Supplying that market with high-value products while keeping costs low for the customer is central to Target’s brand identity. The Port of Savannah plays a key role in delivering on that promise.”

— Joshua Dolan, Senior Director of International Transportation for Target



Target operates a cross-dock facility (foreground) and a 2.1 million square foot warehouse in Savannah (top right).

Savannah helps Home Depot do more

Headquartered in Atlanta, The Home Depot was created with the vision of one-stop shopping for the do-it-yourselfer with the customer service philosophy of “whatever it takes.”

The company now operates in more than 2,200 locations throughout the U.S., Puerto Rico, Virgin Islands, Canada, and Mexico.

“Home Depot is poised for growth from both a sales position, as well as from a supply chain perspective,” said Reade Kidd, Director of International Logistics for The Home Depot. “We want to align ourselves with service providers that can support our growth and provide us with innovative approaches and solutions and the necessary resources when we need them.”

With the most vessel calls in the South Atlantic, the Port of Savannah gives customers more options for meeting their logistics needs.



On the land side, Savannah’s 1,200 acre, single-operator container terminal simplifies truck transit.

The Home Depot’s expansion demonstrates how they combine vast knowledge of the broader home improvement industry with the needs and unique shopping trends of each location to best serve customers. Each retail store maintains approximately 35,000 types of building materials, supplies and appliances, while there are more than 700,000 products available online.

“The Port of Savannah operates very efficiently which immediately translates into operating efficiencies for Home Depot. We use fewer assets to turn our containers due to the way the Port of Savannah operates and is organized. Being able to pick up and return containers to the same terminal is a real time saver,” said Kidd.

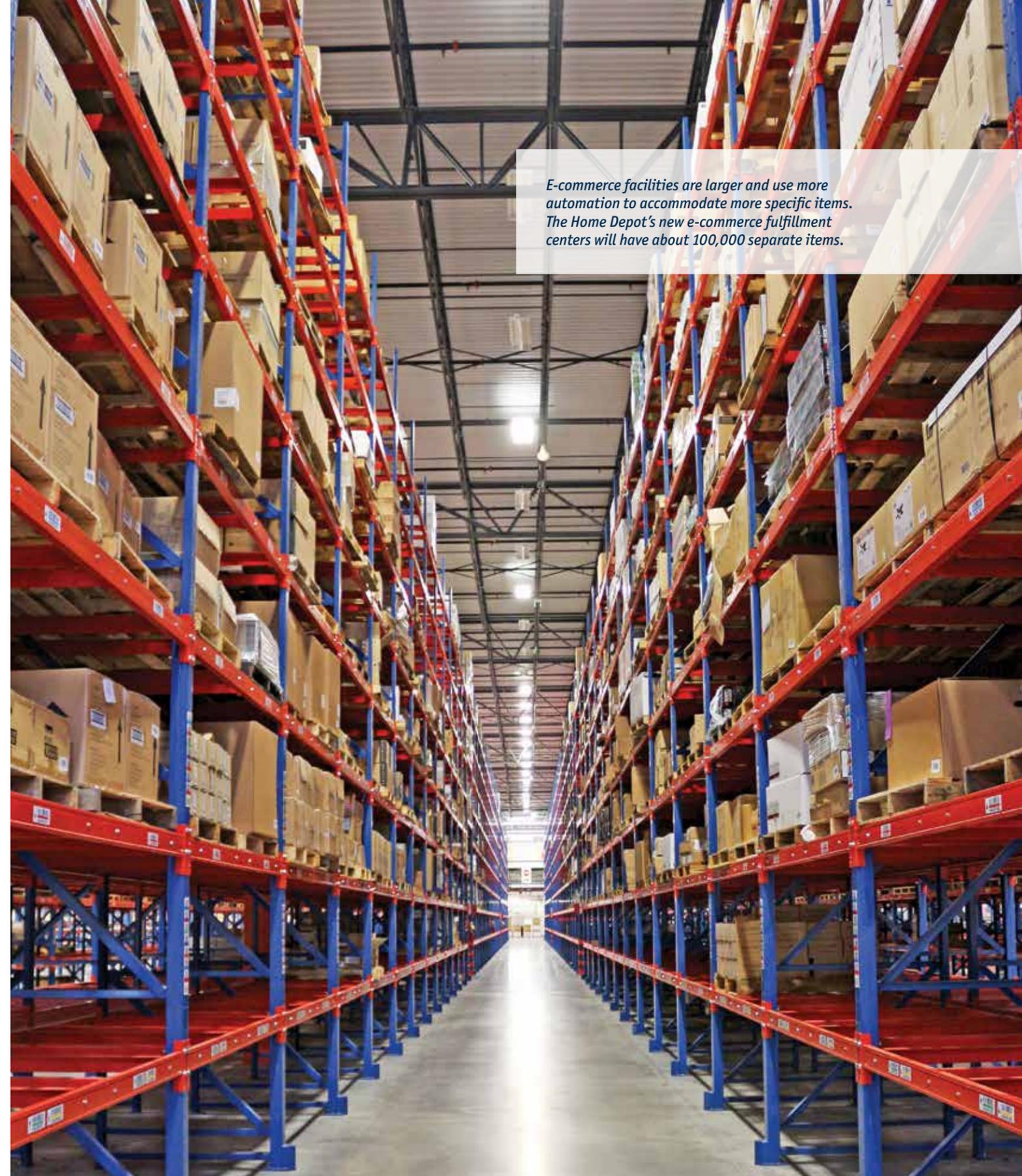
When customers choose Savannah, they get fast turn times, a breadth of ocean carriers, trucking, and rail services, and the vision of the state and private organizations to ensure that growth will continue.

“With partners such as the Georgia Ports Authority, from an overall supply chain point of view, we are able to flow product very well to and from the facility. We are able to get what we need out when we need it and really get to our end customer efficiently,” said Kidd.

“We are able to get what we need out when we need it and really get to our end customer efficiently.”

— *Reade Kidd, Director of International Logistics for Home Depot*

E-commerce facilities are larger and use more automation to accommodate more specific items. The Home Depot’s new e-commerce fulfillment centers will have about 100,000 separate items.





Building on a history of success

With dealers in more than 180 countries, Caterpillar Inc. is one of the world's leading manufacturers of construction and mining equipment, gas engines, turbines and diesel-electric locomotives.

Caterpillar sets incredibly high standards for specifications, delivery and price.

Georgia Ports Authority has been helping Caterpillar meet and exceed those standards for years.

"Approximately 40% of our North America machine exports pass through the Georgia Ports for global destinations across Asia, Europe and South America. This makes the Georgia Ports a critical part of our outbound distribution network," said Scott Shepherd, Director of Logistics for Caterpillar.

"In addition, the Georgia Ports support both imported machines to our North American dealers and customers, along with imported parts and components for our U.S. factories."

Creating innovative logistics solutions is a common theme to both Georgia Ports Authority and Caterpillar.

"Velocity and reliability of delivery on our machines is critical. And so having that predictability and capability inside the transportation infrastructure and particularly the port structure is critical. Working directly with Caterpillar, the GPA considers the entire transportation and logistics chain, from ship to destination and beyond to best serve our needs."

— Scott Shepard, Director of Logistics for Caterpillar

Rail connectivity from the Port of Savannah means cargo owners enjoy daily service to every major destination east of the Mississippi. As the only East Coast port offering two Class I rail providers on a single terminal, Savannah serves as the Southeast's hub for intermodal moves.



Cotton has been an important export commodity for Savannah for centuries, and the Bell family has helped supply that market for six generations.

Bell Farms

Opening global doors to small business and family farms

The Georgia Ports Authority supports the activities of small businesses across the region, including retail, trucking companies, various services and even family farms.

“It’s just an honor for us to be able to farm,” said Gary Bell. Owner of Bell Farms. “I think it’s a noble profession to be able to grow food and fiber to feed the whole world.”

Based in Bellville, Ga., Bell Farms’ offerings range from cotton and pecans, to forest products and beef cattle.

“We export about 60 percent of our cotton and around 40 percent of our pecans,” said Bell. “We use the Port to reach international markets.”

Their Georgia-grown cotton goes to China, Vietnam, Turkey and India, while the pecans go mostly to China and India.

“The port is located only 50 miles from here, so that’s real advantageous for us,” he said one sunny morning from the edge of a cotton field. “Having the Port of Savannah so close to our operation adds value to our crop. The Southeast is looked at as a major supplier, and we can ship our products out — whether it’s forestry, cotton, poultry — in a moment’s notice.”

Bell added that Georgia’s landside infrastructure also helps to get farm products to market.

“We have good infrastructure with our roads and railroads, and it all ties together,” he said. “It’s a very efficient operation. And the Port of Savannah

pulls cotton out of all the Southeast states — South Carolina, Tennessee, Alabama — so its efficiency provides a cost savings to the cotton industry.”

Bell said he sees the success of his farm tied to the success of the Port of Savannah.

“The Port is very important to us. Our farm is a centennial farm, and the port keeps our farm going,” he said.

“It’s very beneficial to our operation and keeps us profitable out here. We’re very blessed here on Bell Farms. We have the sixth generation now coming up on the farm. That’s very important for us to keep the tradition going. The Savannah port has kept us on the farm.”

That long-time relationship is one reason Bell supports the Savannah Harbor deepening.

“Deepening the Savannah Harbor will allow us to keep our markets that we have and go out and get others. (Savannah) is going to be one of the cheaper ports to export out of to get our product around the world. It’ll lower our cost of production and tie us in to exporting to major countries around the world.”

— Gary Bell, Owner of Bell Farms



Helping Customers Save Time and Money

The Georgia Ports Authority is a trusted logistics partner for some of America's most respected brands, including Dollar General, the nation's largest small-box discount retailer with more than 11,700 stores in 43 states.

Dollar General has been helping customers save time, save money — every day — for more than 75 years, by providing low prices on items frequently used and replenished in convenient easy-to-shop stores.

As one of America's fastest-growing retailers, Dollar General has more than one billion customer transactions annually. The company's distribution network is an integral part of retail operations.

"We currently operate 12 distribution centers, and getting retail goods to our stores across the country in a timely, reliable manner is critical to

our operation," said Adam Hall, Senior Director of International Logistics for Dollar General. "Families across America count on Dollar General to help them save money, and we rely on the Georgia Ports Authority to help us deliver those savings. Using the Port of Savannah, we can move cargo to our inland locations without delay or congestion."

Consistent with its mission of serving others, Dollar General is committed to giving back to its communities. The Dollar General Literacy Foundation supports initiatives that help others improve their lives through literacy and education. Since 1993, the Dollar General Literacy Foundation has awarded more than \$98 million in grants to nonprofit organizations, helping more than 5.8 million individuals take their first steps toward literacy or continued education.

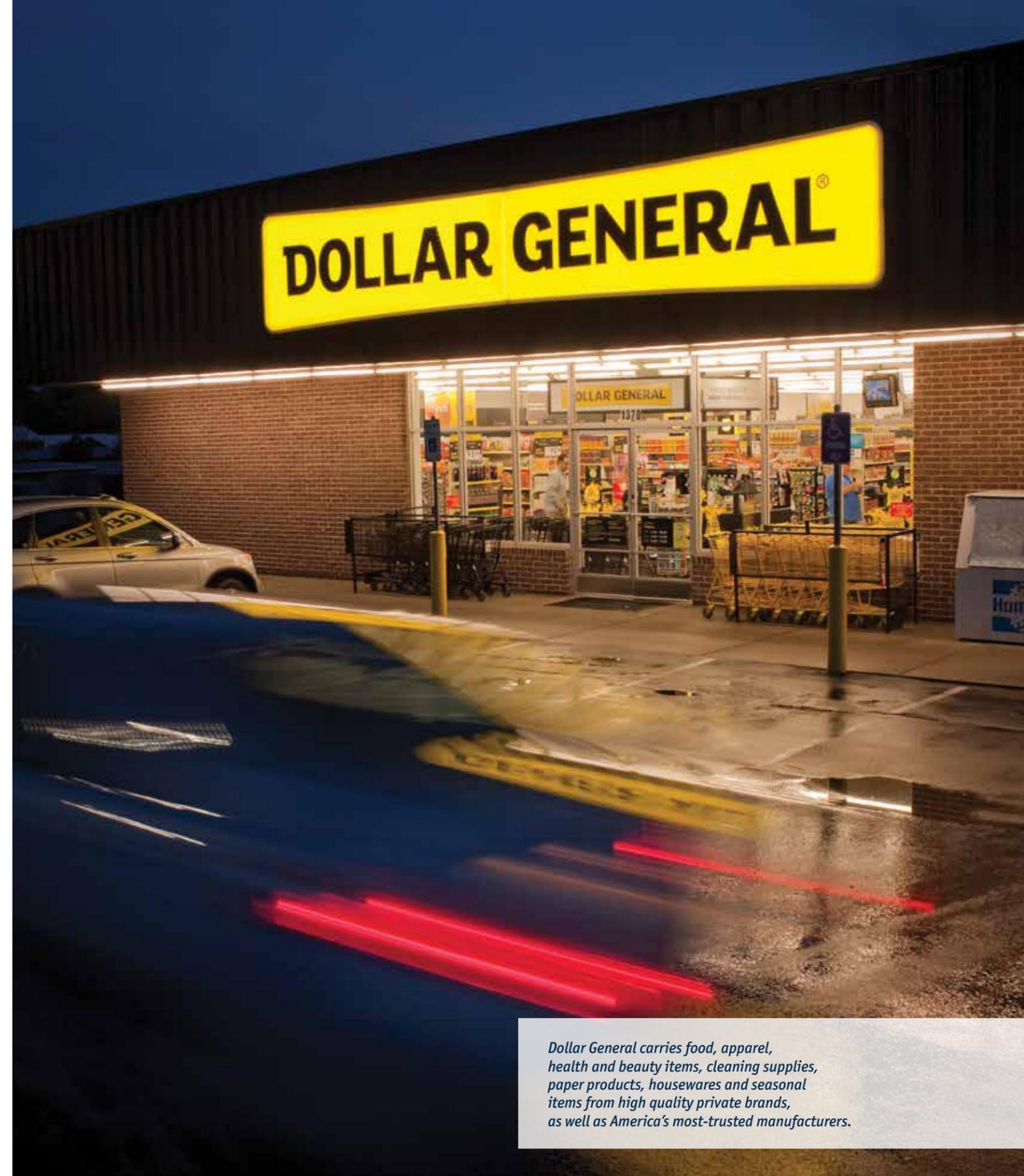
Dollar General is also continually improving its sustainability through successful recycling efforts, from computer equipment to store fixtures to office paper and plastic. Nearly 2.4 million trees are saved annually by Dollar General's recycling of cardboard.

"Not only do we work to reduce our own environmental footprint, we seek out business partners who operate in a sustainable fashion," Hall said. "The GPA has shown a strong commitment to environmental stewardship through its programs to reduce air emissions, improve water quality and protect centuries-old trees growing on terminal."

Dollar General completes more than a billion customer transactions annually.

"Families across America count on Dollar General to help them save money, and we rely on the Georgia Ports Authority to help us deliver those savings."

— *Adam Hall,
Senior Director of
International Logistics
for Dollar General*



Dollar General carries food, apparel, health and beauty items, cleaning supplies, paper products, housewares and seasonal items from high quality private brands, as well as America's most-trusted manufacturers.



The Georgia Ports Authority connects the Southeast's economy to markets of the world, generating opportunities for the entire region. As the nation's fastest growing and fourth-busiest container port, the Port of Savannah handles more than 3 million twenty-foot equivalent container units per year for more than 21,000 U.S. businesses.

Harbor deepening moves into construction phase

One of the most important and productive civil works projects in the country, the Savannah Harbor Expansion Project will support jobs and commerce throughout the nation. The total economic impact of Georgia's deepwater ports is \$67 billion. The Georgia Ports Authority supports more than 352,000 jobs and approximately \$18.5 billion in personal income annually.

- After more than 15 years of study, construction has begun on the Savannah Harbor Expansion Project (SHEP), which will deepen the 18.5-mile outer harbor to 49 feet at mean low water and the Savannah River channel to 47 feet.
- SHEP will enable the port to more efficiently serve the larger vessels expected to call in greater numbers after the expansion of the Panama Canal.
- With construction under way, dredging will be completed as early as 2019.
- Georgia has approved \$266 million in bonds to cover the state's projected share of construction costs.
- Lower prices per container slot on Post-Panamax vessels will benefit U.S. companies moving goods through Savannah, saving 20 to 40 percent on transportation.
- Savannah offers a complete logistics package, with direct interstate access, on-terminal rail, near-port distribution centers and a location that is 100 miles closer to Atlanta than any other port.



Georgia Pacific is responsible for more than 12% of electricity generated from renewable woody biomass in the U.S.

Georgia-Pacific

Benefiting from Georgia's deepwater terminals

Headquartered in Atlanta, Ga., Georgia-Pacific, LLC is one of the world's leading manufacturers of tissue, paper, cellulose pulp, packaging, building products and related chemicals.

Founded in 1927 by Owen Cheatham, this once small lumberyard is now a global enterprise and household name with 35,000 employees working in more than 200 facilities worldwide. Today, Georgia-Pacific, a leading producer of gypsum products and lumber, is a major supplier to large do-it-yourself warehouse retailers.

Industries such as construction, manufacturing, aerospace, mining, healthcare, food services, education, consumer products, retailers and more rely on Georgia-Pacific to meet their needs around the world in a timely and cost-effective manner.

Working together, Georgia-Pacific and the Georgia Ports Authority are always looking for innovative ways of conducting business so that customers, consumers and society benefit. One reason for this successful partnership is rooted in GPA's single terminal facility model.

As the fourth-busiest container terminal in the U.S., much of the Southeast region's growth and prosperity are inextricably linked to the success of Georgia's ports and the ability to complement them with the best surface logistics network in the nation.

"This strong, sustained growth is possible because Georgia's deepwater ports offer faster and more economical connections to major markets across the Southeast," said GPA Board Chairman James Walters. "Delivering world-class service helps the GPA retain and win the new business that is such an important impact to the nation's economy."

A top exporter through both of GPA's deepwater terminals, Georgia-Pacific has played a valuable role in the double-digit growth in total tonnage moving via the Port of Brunswick during this recent fiscal year.

"Having two world-class ports in the state of Georgia that are industry leaders is a big benefit not only for Georgia and Georgia-Pacific, but for our country as well," said Ryan Hutcherson, Senior Director of Supply Chain and Logistics for Georgia-Pacific.

"The benefit of a single terminal facility is that our drivers are able to get in and out of the port quickly and efficiently. That allows us to be more competitive on a global standpoint as far as helping lower costs for our customers."

— Ryan Hutcherson, Senior Director of Supply Chain & Logistics for Georgia-Pacific



The GPA provides a competitive advantage

The story of JCB is one of innovation, ambition and sheer hard work. JCB has gone from small beginnings building agricultural tipping trailers in 1945, to the global force in manufacturing the company has become today.

As part of its global operation, JCB maintains a special presence in Savannah — both as a manufacturer and exporter of heavy equipment, and as an importer of machines produced overseas.

JCB officials say the efficiencies gained at the Port of Savannah help the company take advantage of growing markets.

“Despite the decline in many construction markets globally, the North American market remains buoyant with our core, end use markets growing by over 11 percent in 2014. We view 2015 as a critical ‘step change’ year, in which we seek to accelerate growth in the

U.S., Canadian and Mexican markets,” said Ken Bianco, Vice President of Commercial Operations for JCB North America. “Not only are we importing machines from the UK, we’re also producing a full range of skid steer loaders, compact track loaders and 3CX backhoe loaders right here in Savannah for global export via Georgia’s ports.” Counting its Savannah factory, the privately owned company manufactures more than 300 different machines from 22 plants on four continents, including the United Kingdom, India, Brazil and the United States.

JCB recently received its largest single vessel shipment of 341 machines to the Georgia Ports Authority from its manufacturing facility in the UK — representing more than \$30 million of construction and agricultural equipment.

The shipment is a testament to JCB’s growth in North America, as well as the company’s contribution to the local and state economies.

“As JCB celebrates 15 years of business in Savannah, shipments such as this continue to show our investment and dedication to growth in North America,” said Arjun Mirdha, President and Chief Executive Officer of JCB Inc. “With partners such as the Georgia Ports Authority, JCB is able to continually use those investments to also support the local community.”

“As JCB celebrates 15 years of business in Savannah, we continue to show our investment and dedication to growth in North America.”

— *Arjun Mirdha, President and Chief Executive Officer of JCB Inc.*

From its 500,000 square-foot Savannah facility, JCB’s state-of-the-art headquarters supports a network of over 100 dealers in the U.S., Canada and Mexico, providing parts, training and expertise.



A story of automotive growth and success

KIA's success is due in large part to its U.S. assembly plant — Kia Motors Manufacturing Georgia (KMMG) — which has produced over 1.5 million vehicles in West Point, Ga. since 2009. The facility assembles two of Kia's best-selling vehicles in the U.S. — the Optima and Sorento CUV — with automotive parts and components sourced locally and globally, which makes a successful partnership with the GPA a vital part of the fast-growing automaker's success.

"More customers purchased a new Kia vehicle in 2014 than ever before, and to keep up with the record-setting demand KMMG operates three shifts, 24 hours a day, and our lean manufacturing approach requires ongoing parts delivery to facilitate 'just in time' production," said Randy Jackson, Senior Vice President of Human Resources and Administration. "The Georgia Ports Authority has been able to accommodate the demands of our rigorous schedule and allowed KMMG, and the Kia brand, to thrive."

In 2014, KMMG produced over 40-percent of all Kia vehicles sold in the U.S., helping Kia become the 8th largest auto brand by sales volume. Together with on-site and local suppliers, the state-of-the-art plant — which represents an investment of more than \$1.1 billion — is responsible for the creation of more than 14,000 jobs in West Point and the surrounding areas.

"The Georgia Ports Authority has been instrumental in our success. Any time we have needed them, they have been able to respond immediately, and by working together as one team — KMMG, our team members and the ports — we ensure a very bright future for all of us."

— Randy Jackson, Senior Vice President of Human Resources and Administration for KIA



International Paper is a global leader in the packaging and paper industry and supplies a wide range of products that people rely on every day.

International Paper

The Georgia Ports Authority — the perfect logistics package

International Paper has partnered with the Georgia Ports Authority because of its need for safe, fast, reliable cargo movement.

“For a company like ours, with worldwide customers and operations, the safe efficient movement of raw and finished goods is of utmost importance,” said Fred Towler, Vice President of Supply Chain Operations for International Paper.

International Paper is a global leader in packaging and paper with manufacturing operations in North America, Europe, Latin America, Russia, Asia and North Africa. Its businesses include industrial and consumer packaging and uncoated papers. International Paper is proud to export approximately 23% of its North American production.

A leading manufacturer of containerboard and corrugated packaging, end products include corrugated boxes, bulk packaging, retail displays, specialty packaging and paper bags. Important market segments include food and beverage, fresh fruits and vegetables, as well as shipping and distribution.

Meanwhile, IP’s coated paperboard is used in packaging for food and beverages, pharmaceuticals, cosmetics, tobacco products, and juice and milk cartons. International Paper’s product line also includes just about every type of uncoated paper used in home offices,

businesses and commercial printing applications. And its pulp business produces fluff pulp used to manufacture absorbent hygiene products like diapers, and market and tissue pulp that is used in the production of writing papers, tissue and towels. International Paper is dedicated to making people’s lives better by using renewable resources to make products people depend on every day.

Headquartered in Memphis, Tenn., the company employs approximately 58,000 people, with offices in more than 24 countries serving customers worldwide.

International Paper is able to service its global operation with greater flexibility in timing and more competitive options through the Port of Savannah’s 38 international shipping services — the most of any terminal in the U.S. Southeast.

“The Ports of Savannah and Brunswick help International Paper save time and money through safe on-port efficiencies, and enable us to reach our markets through a broad carrier network.”

— *Fred Towler, Vice President of Supply Chain Operations for International Paper*



Savannah provides global reach

Founded on over 40 years in agricultural trade, AJC International is a leading global marketer of food proteins — with products sold worldwide in retail, wholesale, food service and the industrial market segments.

Headquartered in Atlanta with 14 global offices, AJC suppliers and customers are located in more than 140 countries on six continents.

“The Georgia Ports Authority for us is a bridge to the world,” said Chris Swartz, Director of Global Transportation and Logistics Services. “We export to over 100 countries around the world. And we can reach all of those countries, all those ports, all those destination markets, and more importantly all of our customers through the GPA. We really see the GPA as an extension to our highway system. It allows us to reach our customers around the world.”

In addition to marketing chilled food products, AJC International provides world-class logistics services — tapping truck, rail and breakbulk relationships with food producers, customers, transportation firms and industry service providers. At Garden City Terminal in Savannah, AJC is a major user of the port’s 2,016 refrigerated container rack slots. Savannah is the only U.S. port to use refrigerated container racks on this scale.

AJC International remains the direct transportation link between clients and their cargo. Rail transit is a key strategic advantage, trucking operations are 24/7 and coupled with warehousing infrastructure, there is never anything less than “just in time” to AJC International.

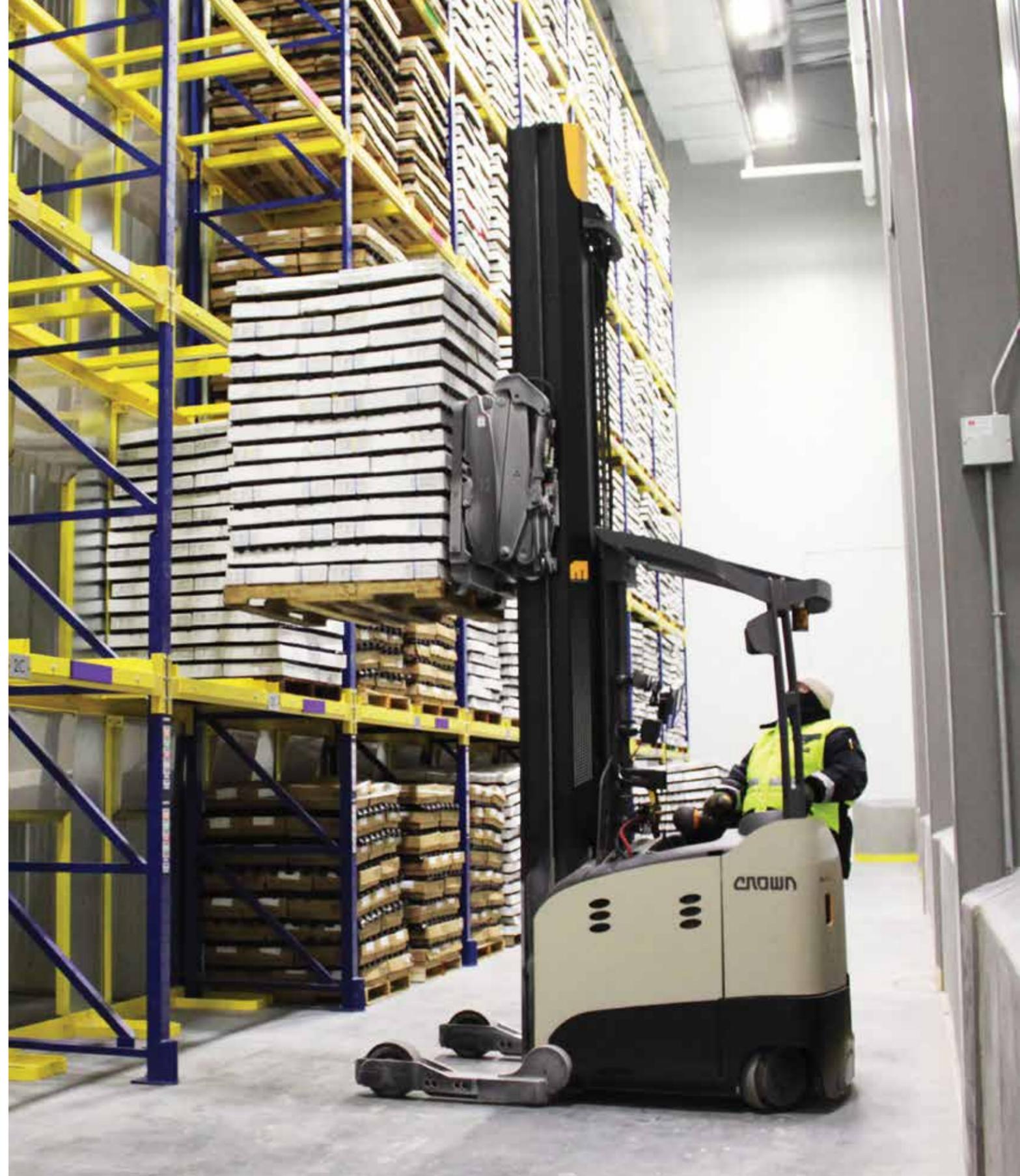
“We pull product from 20 states — as far as Mississippi, Illinois, Alabama, Arkansas — so that connectivity to the interstate system in the United States is critical to our success,” said Swartz. “It keeps our cost down. It keeps our pricing low and allows us to compete around the globe.”

AJC International defines success by the quality and scope of customer and supplier relationships, product and market knowledge, the ability to build long-term value with proprietary food products and services, and the efficiencies achieved throughout the management and supply chain of global food distribution.

“The Georgia Ports Authority for us is a bridge to the world. We export to over 100 countries. The GPA allows us to reach our customers around the world.”

— *Chris Swartz, Director of Global Transportation and Logistics Services for AJC International*

AJC International supplies poultry, meat, pork, seafood, vegetables and fruits from all major producing areas, including North and South America, Europe and Asia.



Improving efficiencies

Lowe's Companies, Inc., based in Mooresville, N.C., is a FORTUNE® 100 home improvement company serving approximately 16 million customers a week in the United States, Canada and Mexico.

Lowe's has a network of strategically located distribution centers designed to efficiently transport products. Streamlined supply chain solutions help the company lower its bottom line.

Rick Gabrielson, vice president of transportation for Lowe's, said the Port of Savannah is an important link in delivering goods to customers throughout the Southeast and the nation.

"At Lowe's, we're excited to hear Savannah's port deepening has moved into the construction phase," he said. "The improved access to Super Post Panamax vessels allowed by the deeper harbor will help improve efficiencies as we move products to stores across the Southeast."

Economies of scale mean container slots will cost less on larger ships.

Lowe's Home Improvement operates a 1.4 million square-foot distribution center in Rome, Ga. The company invested \$125 million and created 600 jobs through the project.

"The Panama Canal is expanding to accommodate vessels that hold twice as many containers as the largest ships transiting the canal today. As ocean carriers commission more efficient ships, Savannah's harbor expansion will help Lowe's take full advantage of the changes."

— Rick Gabrielson, Vice President of Transportation for Lowe's

