PORT Manatee

Now more than ever...
The right turn on Tampa Bay

2019

BUSINESS DIRECTORY

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Seabulk Towing is a leading tugboat operator with operations along the Gulf Coast and Southeastern seaboard port system from Cape Canaveral, Florida, to Port Arthur, Texas. With almost 60 years of professional service to the maritime industry, Seabulk Towing is a proud and reliable ship docking partner.
Seabulk Towing is a leading tugboat operator with operations along the Gulf Coast and Southeastern seaboard port system from Cape Canaveral, Florida, to Port Arthur, Texas. With almost 60 years of professional service to the maritime industry, Seabulk Towing is a proud and reliable ship docking partner.

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www.PortManateeCommerceCenter.com
The Port Manatee 2019 Official Directory is the latest edition of the authorized, comprehensive resource guide for one of Florida's fastest-growing seaports. Previous editions have been recognized with awards from the American Association of Port Authorities and other entities. Please be sure to visit www.portmanatee.com for the latest information on Port Manatee.

ON THE COVER:
As the Port of Southwest Florida, Port Manatee can handle a variety of bulk, breakbulk, containerized and heavylift cargos. Port Manatee is one of the fastest-growing seaports in Florida and offers superior intermodal connectivity, competitive rates and a prime location, with nearly 5,000 acres of surrounding green space ripe for development.

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PORT SERVICES
We offer a variety of port services, which include:
- Stevedoring
- Trucking
- Warehousing
- Equipment Rentals
- Tug & Barge Services

SITE PARTICULARS
- 10 acres open laydown (approximate 200k ton capacity)
- Conveyor systems: 1,440 ft. 60-inch belt, 4,000 ton per hour capacity
- 24/7 truck scale and load out facilities
- Class 1 Rail service (300 plus RR car capacity) via Port Manatee short line to CSX
- Options on additional 7 acres laydown and 50k sqft covered in extensions (2019)
- Large scale acreage extension opportunities within Florida International Gateway
- Build-to-suit warehousing and facilities with turn-key customer solutions

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13751 Eastern Avenue ● Palmetto, FL 34221
A Leading Terminal Operator

LOGISTEC provides quality cargo-handling services to shippers and industrial customers throughout Eastern North America. We work with bulk, break-bulk, heavy lift and reefer cargo. Our operations in Port Manatee have received Food Safety Management Systems (FSMS) certification from PrimusGFS.

LOGISTEC values its successful working relationship with the Manatee County Port Authority and the support of our customers.

Visit us at www.logistec.com
Dear friends of Port Manatee:

Warmly welcoming commerce from throughout the globe and just around the corner, Port Manatee continues to fortify its diverse capabilities while capitalizing upon its ideal location at the doorstep of vibrant Southwest and Central Florida markets.

Already generating more than $2.3 billion a year for our region’s economy and directly and indirectly supporting more than 24,000 jobs while handling all-time-high cargo volumes, Port Manatee is purposefully moving forward – without the levying of ad valorem taxes – to encourage enduring trade growth and a still-greater role in the lasting prosperity of Manatee County.

As I am honored to now be fulfilling my third consecutive term chairing the Manatee County Port Authority, I’m gratified to confidently extend cooperative efforts with my board colleagues, port management and staff and the full spectrum of present and future stakeholders to not only attract more business but, moreover, enhance service to all parties benefitting from Port Manatee.

At the same time, Port Manatee remains at the vanguard of safety, security, environmental consciousness and community commitment, further bolstering its value as a prime asset of our county.

On behalf of the Manatee County Port Authority, I offer you a heartfelt invitation to explore abundant opportunities to flourish with Port Manatee, where we steadfastly stand ready to enthusiastically partner in long-lasting mutual successes.

Most sincerely,

Vanessa Baugh
Chairwoman
Manatee County Port Authority
About the Manatee County Port Authority

As a dependent special district created by the Florida Legislature, Port Manatee’s governing body is the seven-member Manatee County Port Authority, or MCPA for short. Members serve four-year staggered terms, with annual election of officers. The authority sets policy and approves major expenditures for Port Manatee. It consists of the seven members of the elected Manatee County Commission, but with distinctly separate officers and financial accountability.

Serving dual roles as port authority members and county commissioners provides exceptional understanding of the port’s $2.3 billion annual economic impact and motivates a commitment to ensure economic health and competitive viability.

The MCPA board meets on the third Thursday of each month at 9 a.m. at the Port Manatee Intermodal Center. Meetings are open to the public.

Mission statement

The mission of Port Manatee is to be a powerful catalyst of countywide economic growth and hub of trade-related activity, by developing diversified and competitive deepwater shipping facilities and conducting maritime-related activities in a profitable and environmentally responsible manner.

--Adopted in open session June 19, 1996
Welcoming you to Port Manatee

Dear Port Manatee stakeholders, colleagues and friends:

What a privilege it is to be entering my eighth year at the helm of one of the nation’s most dynamic and diversified deepwater seaports!

Steered by the perceptive dedication of the Manatee County Port Authority board, Port Manatee, in concert with a broad spectrum of industry partners, is strategically building upon its trusted reputation as preferred global gateway for Southwest and Central Florida and beyond.

In the past year, Port Manatee has again shattered records for cargo activity while assertively advancing infrastructure enhancements that set the course for continuing gains in business and even more significant contributions to our region’s socioeconomic wellbeing.

Wide-ranging development incentives and business-encouraging initiatives of such leading-edge entities as the International Trade Hub at Port Manatee augment the port’s unparalleled geographic positioning to attract commerce from throughout the world while spurring growth for local entrepreneurs.

We look forward to playing an integral role in your supply chain’s success, welcoming you to peruse the pages of this 2019 official directory and – at www.portmanatee.com – our user-friendly website. We’re confident you will concur that, now more than ever, Port Manatee is the right turn on Tampa Bay.

Most respectfully yours,

Carlos Buqueras
Executive Director
Manatee County Port Authority
About the Port Manatee team...

A dedicated team of trusted trade and transportation professionals manages day-to-day operations at Port Manatee, with business development leaders traveling the world to carry out initiatives to retain and expand the port’s wide-ranging commercial activities.

Port Manatee senior staff team members combine to offer more than two centuries of industry experience, including expertise in moving diverse cargos on Tampa Bay. Their unique understanding of the Central and Southwest Florida region and its benefits, as well as the greater global maritime commerce community, is integral to the advancement of new opportunities.

Port Manatee senior staff

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From mariners to truckers, to longshoremen and more – PORT MANATEE and its family of tenants support thousands of jobs without the benefit of ad-valorem taxes.

PORT Manatee
The right turn on Tampa Bay

300 Tampa Bay Way • Palmetto, FL 34221-6608 • Ph. (941) 722-6621
portmanatee.com

MANATEE COUNTY PORT AUTHORITY BOARD:
Vanessa Baugh, Chairwoman
Priscilla Whisenant Trace, Vice Chair • Reggie Bellamy, Second Vice Chair • Betsy Benac, Third Vice Chair
Stephen R. Jonsson, Member • Misty Servia, Member • Carol Whitmore, Member
Port Manatee breaking records, preparing for continuing growth

Continuing to break records for cargo activity, Port Manatee is successfully advancing a diversified growth strategy to build upon its longstanding enviable reputation as “the right turn on Tampa Bay” and further its multibillion-dollar socioeconomic impacts upon Southwest and Central Florida.

Ideally situated where Tampa Bay meets the Gulf of Mexico, Port Manatee encompasses 1,100 acres supported by nearly 5,000 acres of largely undeveloped land offering incentivized development opportunities just outside the deepwater port’s gates.
Encompassing 1,100 acres, supported by nearly 5,000 neighboring acres, Port Manatee is breaking cargo records while providing vast development opportunities.

Expert handling of overdimensional project cargos is among the diverse capabilities offered by Port Manatee and its industry partners.
Port Manatee – which is the closest U.S. deepwater seaport to the expanded Panama Canal and Cuba’s Port of Mariel – enhances its perfect geographic positioning with superior intermodal connectivity, uncongested facilities and highly competitive rates, as well as expansive adjacent green space and proactive encouragement of international trade.

Since its dedication in 1970, Port Manatee has significantly broadened the scope of its operations, now literally fueling Southwest Florida with annual throughput of more than 420 million gallons of gasoline while moving 73 million gallons of fruit juices and 413,060 tons of fruits and vegetables, including bananas and pineapples shipped throughout the U.S. Southeast. Commodities from lumber and wood pulp to phosphate rock and granite, as well as oversized project cargo modules, also substantially contributed to Port Manatee’s best-ever performance in the fiscal year ended Sept. 30, 2018.

During fiscal 2018, Port Manatee established new all-time highs for activity, including handling a record of more than 9.3 million cargo tons, up 19.1 percent from the preceding 12-month period, with all key sectors – containers, dry bulk, liquid bulk and breakbulk – enjoying record performances. The port has done so while maintaining the highest standards of personalized customer service.
Long-recognized as “the right turn on Tampa Bay,” Port Manatee hosts a broad spectrum of cargo vessels at its deepwater berths.
Guided by a recently completed master plan update and the wisdom of the seven-member Manatee County Port Authority, Port Manatee is realizing a focused strategic vision through a multiyear $750 million infrastructure investment program.

Recently completed infrastructure enhancements at Port Manatee include reconstruction of Berth 9 to accommodate heavier loads and expansion of the south gate to facilitate moves of larger oversized cargos. Expansion of Port Manatee’s north gate and modernization of the port’s access control system are among projects advancing to bring further efficiencies. Future endeavors include additional berth improvements, expansion of paved storage areas and warehouse renovations.

One of Florida’s largest and fastest-growing seaports, Port Manatee generates more than $2.3 billion in annual impacts for the local community, while supporting more than 24,000 direct and indirect jobs, all without levying of ad valorem taxes.
The International Trade Hub at Port Manatee, founded in 2014, serves as a vital link between markets in Florida and throughout the world. The hub provides expert advice and support tools to local and global firms, assisting them with production, distribution and related activities, including development of innovative supply chain solutions.

The hub, based at the Port Manatee Intermodal Center, with offices in Colombia and Spain, is an invaluable catalyst for introducing global companies to the business-friendly environment of greater Manatee County and Southwest Florida while helping the region’s entrepreneurs make the most of productive connections worldwide.

Companies engaged with the International Trade Hub at Port Manatee include firms specializing in commodities from gourmet coffee and pastries to tropical fruit products to fragrances and handbags. Others are in such diverse sectors as construction and computer software.

The hub has received visits from high-level government and trade officials representing more than a dozen nations, including Argentina, Canada, Chile, Colombia, Costa Rica, Dominican Republic, Ecuador, El Salvador, Germany, Guatemala, Honduras, Japan, Mexico, Peru, Poland and Spain.

In addition, the International Trade Hub at Port Manatee in August 2018 conducted a business development tour featuring expo-style showcases in Fort Lauderdale, North Port and Bradenton plus visits to farmers markets, food stores and college campus sites in Manatee and Sarasota counties.

Visit the hub’s website at www.internationalhubportmanatee.com for more information.
Multiple initiatives promote development of business in and around Port Manatee

Business development in and around Port Manatee is encouraged by numerous forceful initiatives, including special incentive-offering districts, availability of grants and expedited permitting, and Port Manatee’s Foreign-Trade Zone No. 169.

The Florida International Gateway Improvement District, which extends east of Interstate 75 between Manatee County’s north border and Buckeye Road to the south, inclusive of Port Manatee, directs revenues from the port area into the Port Manatee Improvement Trust Fund in support of various port-related activities in the district.

Within this district is the Florida International Gateway (FIG) itself, encompassing nearly 5,000 acres of largely undeveloped land proximate to Port Manatee, offering an array of incentives to attract logistically focused manufacturing, processing, warehousing and distribution facilities through cooperative efforts of the Manatee County Port Authority, Manatee County Government and the State of Florida.

The Planned Development Encouragement Zone (PDEZ) established by Manatee County facilitates preapproval of a variety of land uses on lands in the port’s vicinity, providing non-expiring entitlements.

Furthermore, the Manatee County economic development team provides expedited review of all county permitting related to building and development in the Port Manatee area, while economic development incentive (EDI) grants are available on a customized basis to companies creating a minimum of five high-wage jobs in the port area. Also, a multimodal transportation impact fee incentive offers qualifying businesses relief from road impact fees. Additional incentives are provided by several local and state economic development agencies.

Port Manatee’s Foreign-Trade Zone No. 169 (FTZ No. 169) allows many businesses within a 60-mile radius or 90-minute drive of the port to defer, reduce or even eliminate costly U.S. Customs duties on products imported into the United States. For more on FTZ No. 169, contact Malcolm Edwards, Port Manatee’s senior manager for trade development, via email at medwards@portmanatee.com or by phone at 941-722-6621.
Diverse stakeholders count on Port Manatee in fostering mutually beneficial relationships

As a highly diverse global gateway, Port Manatee enjoys mutually beneficial relationships with a broad spectrum of industry partners, from stevedores and tug operators to companies engaged in movement of numerous cargos.

Featured on the following pages are short profiles of each of Port Manatee's five stevedoring firms, followed by the two tug operators serving the port and, finally, five tenants representative of the broad array of Port Manatee stakeholders. The profiles within each section appear in alphabetical order by company name.

In addition to those profiled, Port Manatee tenants and stakeholders include Martin Marietta, operator of facilities for handling aggregate rock shipments; citrus juice product shippers Citrosuco North America Inc. and Louis Dreyfus Commodities; Gulfstream Natural Gas System LLC, importer of natural gas used by Florida Power & Light Co.; TransMontaigne Product Services Inc., importer of fuel oils and diesel; and World Fuel Services, which recently established a marine fuel supply hub at the port.

Businesses just off the port property include Port Manatee Commerce Center, a 314,143-square-foot, six-building industrial park complex as well as Air Products and Chemicals Inc., which in 2014 dedicated a facility for making massive liquefied natural gas heat exchangers.
Federal Marine Terminals

Federal Marine Terminals’ recently enhanced equipment fleet augments a highly trained labor force in facilitating cargo moves at Port Manatee.

The people of Federal Marine Terminals Inc. (FMT) are committed to supplying full-service operating capabilities at Port Manatee – as is the case at each of the dozen port locations where the firm provides stevedoring and terminal handling services, covering the U.S. Gulf Coast, U.S. East Coast and U.S. and Canadian Great Lakes.

FMT has recently invested more than $2 million in significant enhancements to its dedicated modern equipment fleet at Port Manatee, including addition of two new reachstackers, four 12-cubic-foot material-handling grabs and numerous shuttle chassis.

The diverse capabilities offered by FMT at Port Manatee encompass handling of a full spectrum of cargo types – from containers to breakbulk forest products to bulk cements to oversize project units.

FMT maintains trusted long-term relationships with multiple ocean carriers calling at Port Manatee.

An industry leader in seamless supply chain management solutions for more than half a century, FMT is a subsidiary of Fednav Limited, with a continuing focus on efficiency, safety, security and environmental consciousness. All FMT customers can expect top-quality, damage-free handling of their cargo at competitive rates, including expeditious truck loading and reliable reporting of cargo movements by a highly trained management team and labor force familiar with unique needs.

Carver Maritime

Carver Maritime’s Port Manatee facility encompasses a renovated conveyor system plus laydown area for accommodating a full array of cargos.

Under a long-term marine terminal operating agreement commenced in August 2018, Carver Maritime LLC offers users of Port Manatee a 10-acre facility with deepwater access for handling aggregate and other bulk materials along with a laydown area with capabilities for efficiently accommodating breakbulk and project cargos.

Carver has extensively renovated the Port Manatee site, including refurbishing its 1,400-foot-long conveyor system and installing new scale facilities.

A “cradle-to-grave” terminal operator, Carver is adept at providing the full gamut of supply chain and related services, from vessel offloading to point of delivery and even assembly, including for large heavy construction projects, upholding the company’s decades-honored tradition of honesty, integrity and service.

The Port Manatee facility is the third maritime endeavor for Carver Companies, which was founded in 1989. The first, the Port of Coeymans, is a 400-acre privately owned and operated maritime industrial complex opened in 2007 on the Hudson River, 10 miles south of Albany, New York, which has handled such cargos as the steel beams used in reconstruction of the Tappan Zee Bridge. The second was established in 2016 on a former naval base property in North Charleston, South Carolina, and now encompasses 40 acres of industrial laydown and warehousing.
Kinder Morgan Port Manatee offers an integrated system for meeting customer demands for safe, efficient, timely movement of bulk cargos.

With more than 150 terminals strategically located in key markets along major waterways, highways and railways, Kinder Morgan is North America’s largest independent terminal-operating company, providing a strong network that gets products where they need to be in an efficient, safe and timely manner.

To protect product integrity, Kinder Morgan Port Manatee facilities have consistent operating procedures and standards to provide the highest quality of service, embodying a mission to set a new industry standard for efficiency, reliability and customer support. With its operational expertise and financial resources, Kinder Morgan can handle business transactions of almost any size.

Kinder Morgan has been operating at Port Manatee for more than 15 years, servicing customer needs for outbound and inbound bulk cargos. Kinder Morgan Port Manatee has an integrated system which allows products being unloaded from railcars to be conveyed directly to a vessel or barge combined with the ability to be conveyed to storage and later reclaimed to vessel. Inbound bulk is unloaded via ship cranes into Kinder Morgan’s shoreside hoppers and conveyed to one of four warehouses or directly to trucks for off-berth storage.

Kinder Morgan Port Manatee is committed to operating safely, reliably and in an environmentally responsible manner.

Logistec Gulf Coast maintains a pride-driven tradition in reliable handling of prilled sulphur and other bulk cargos at Port Manatee.

Logistec Gulf Coast LLC is a joint venture that was created in 2017 between Gulf Coast Bulk Equipment Inc. and Logistec USA Inc. to furnish specialized stevedoring and related terminal services for a broad spectrum of bulk commodities.

Headquartered in Palmetto, just outside Port Manatee’s gates, the company carries on a tradition of pride-driven core values put in place with the establishment at Port Manatee in 2008 of Gulf Coast Bulk Equipment, with a focus upon reliability, imagination, sustainability and relentlessly going above and beyond the status quo, all with an unwavering commitment to safety. A firmly held company belief is that it is possible to be successful as well as responsible.

Logistec Gulf Coast has developed and built dedicated equipment – including world-leading clamshell buckets and hoppers – specifically designed for safe, efficient handling of a wide array of bulk commodities. Products cost-effectively handled at Port Manatee by the Logistec Gulf Coast team of qualified experts include such bulk goods as fertilizers, chemical salts, aggregates, prilled sulphur, sugar and glass.

While maintaining steadfast dedication to its Port Manatee roots, Logistec Gulf Coast has extended its trusted provision of bulk-handling services throughout the Gulf Coast, Atlantic Seaboard, Great Lakes and Mississippi River.
**Logistec USA Inc.**

With Port Manatee operations since 2003, Logistec USA Inc. plays integral roles in supply chains of a diverse customer base.

Logistec USA Inc. has been instrumental in providing high-quality specialized cargo handling and port logistics to a diverse customer base at Port Manatee since 2003, with more than 100 pieces of equipment, including two port-owned Gottwald mobile harbor cranes, each with lifting capacity of 100 metric tons.

Logistec works with all types of cargo, including refrigerated, containerized, breakbulk, bulk, project and heavylift loads. With its experienced labor force, Logistec excels in loading and discharging of vessels, truck and rail loading and unloading, inventory management, repacking, warehousing and added-value services as required by its long-term customer base.

With operations at more than two dozen U.S. and Canadian ports, Logistec offers operational excellence to port authorities and many well-known shippers, shipping lines, freight forwarders, brokers, traders, importers and exporters, as well as various industrial clients. Logistec’s team of experienced employees furnishes solutions, efficiency and cost savings to customers and stakeholders.

Realizing a vision of the Logistec family of companies dating back more than 65 years, Logistec’s Port Manatee presence is an important part of an overall mission to continue to play a vital role in customers’ supply chains, with a commitment to getting products to market in the most efficient and economical way.

---

**Marine Towing of Tampa LLC**

Patriot is one of five high-horsepower tractor tugs making up Marine Towing of Tampa’s modern fleet, which serves Port Manatee.

Founded in 1999 by an esteemed group of local towing professionals, Marine Towing of Tampa serves all of Tampa Bay, including Port Manatee, providing customers with top-notch equipment, first-class operators and a premier management team with industry-leading knowledge.

Key partners of Marine Towing have been engaged in the towing business in Tampa Bay dating back as far as the 1950s and 1960s, while family maritime interests in the company trace roots to the Great Lakes in the 1850s. Globally, Marine Towing captains have docked Trident-class submarines and some of the world’s largest bulk carriers and containerships.

Most recently, Marine Towing became the first U.S. ship-docking company to receive a certificate of inspection under Subchapter M safety standards from the U.S. Coast Guard.

Leadership of Marine Towing pioneered the advent of highly versatile tractor tugs in the United States in the early 1980s, in accordance with the belief that state-of-industry equipment is a prerequisite to successfully serving valued customers in the tugboat business. Indeed, Marine Towing’s fleet is made up exclusively of high-horsepower Z-drive tractor tugs specifically designed for ship assist work in close quarters, offering perhaps the youngest average fleet age in the harbor tug business anywhere in the world.
Seabulk Towing provides safety-conscious harbor ship assist operations at Port Manatee and several other U.S. Gulf and Southeastern Seaboard ports.

Seabulk Towing, a SEACOR Holdings Inc. company, is recognized as an established leader in harbor ship assist operations and offshore towing services, assisting deep-sea and coastal vessels calling ports of Florida, Alabama, Louisiana and Texas, including Port Manatee.

With a trusted history dating back more than six decades, the company’s success is anchored in uncompromised commitment to health, safety and environmental stewardship, with a strong collaborative effort between Seabulk’s professional mariners and shoreside management and industry partners. Seabulk Towing strives to preserve a clean and healthy environment at all times by operating in a highly responsible manner that protects natural resources while reducing emission levels.

Operating a modern fleet of more than two-dozen tractor tugs and conventional tugs, including U.S.-built advanced rotortugs, or ARTs, that feature triangular propulsion for optimum maneuverability, Seabulk Towing has voluntarily implemented the International Safety Management Code adopted by the International Maritime Organization, and its safety management system is certified and audited by the American Bureau of Shipping.

Seabulk Towing is an active member of the American Waterways Operators, maintaining Responsible Carrier Program certification for more than 15 years. In addition, Seabulk meets the highest code of corporate ethics for U.S. Department of Defense military support.

Arrow Terminals

With 465,000 square feet of warehouse space at Port Manatee, Arrow Terminals supports G2 Ocean’s growth in Florida and beyond.

A Port Manatee tenant for nearly two decades, Arrow Terminals Inc. originally was incorporated in 2001 as Port Manatee Forestry Terminals, developed to accommodate increasing volumes of forestry products carried by Gearbulk Pool Ltd.

Arrow’s Port Manatee presence has expanded to embrace approximately 465,000 square feet of undercover warehouse space, with additional outside storage for aluminum products. Shortly after construction of its initial warehouse – 154,000-square-foot Shed 9 – Arrow added a second 140,000-square-foot facility and, as imports from Brazil of solid wood products realized exponential growth in the early 2000s, 172,000-square-foot Shed 11 was brought online.

Following demand declines associated with the housing and overall financial crises of 2007 and 2008, recent years have seen consistent double-digit percentage growth for Arrow, which has found Port Manatee to be an ideal gateway for imports of such commodities as aluminum, fencing, woodpulp and other forestry products. Arrow enjoys a close relationship with Federal Marine Terminals, which has provided labor, equipment and management services to Arrow since its inception.

With the formation in 2017 of the G2 Ocean joint venture of shipping companies Gearbulk and Grieg Star, Arrow’s mission at Port Manatee has become support of G2 Ocean’s growth in Florida and neighboring Southeastern states.
Representative tenants

**Del Monte Fresh Produce**

Del Monte Fresh Produce has been importing fruits into Port Manatee for 30-plus years, serving consumers throughout the U.S. Southeast.

One of North America’s largest marketers and distributors of fresh produce and the world’s No. 1 fresh pineapple marketer, Del Monte Fresh Produce has been operating at Port Manatee for more than 30 years.

The company imports bananas, pineapples and melons, primarily from Costa Rica and, in smaller volumes, such other countries as Guatemala, Nicaragua, Colombia and Ecuador. Fruits imported into Port Manatee are distributed mainly in the U.S. Southeast region, including throughout Florida, Georgia and the Carolinas. Export commodities include linerboard that is used in the making of packaging materials, as well as various third-party containers and project cargos.

Del Monte Fresh Produce’s ongoing transition to using containers for shipment, as opposed to transport via conventional palletized method, allows the company to meet evolving needs of customers while continuing to offer premium quality products.

Having found Port Manatee to be an exceptional niche port location, enabling efficient import and distribution of products from Central and South America to the U.S. Southeast for many years, Del Monte Fresh Produce in 2016 signed a lease extension to keep its products coming into Port Manatee. The extended agreement ensures continuation of the fruitful relationship through at least 2021, with options through 2036.

**Konecranes**

For more than a decade, two Konecranes Gottwald mobile harbor cranes have reliably fulfilled lifting needs of Port Manatee customers.

Konecranes is a world-leading group of Lifting Businesses™, serving a broad range of customers, including manufacturing and process industries, shipyards, ports and terminals. Konecranes provides productivity-enhancing lifting solutions, as well as services for lifting equipment of all makes.

The company portfolio includes a complete range of Konecranes Gottwald mobile harbor cranes, including rubber-tired portal harbor cranes, rail-mounted portal harbor cranes and floating cranes derived from mobile harbor crane technology. These cranes offer maximum capacity of 200 tons and radii of as many as 64 meters to serve every kind of terminal, vessel and application, including container, bulk, general cargo and heavy, as well as bulky project cargo.

Two Konecranes Gottwald Model 6 mobile harbor cranes have been in operation at Port Manatee for more than a decade, offering customers outstanding reliability and performance. True to the mobile harbor crane manufacturer’s promise of “always at your service,” the cranes boast high availability with minimal downtime.

Konecranes shares are listed on the Nasdaq Helsinki stock exchange under symbol KCR. The group has more than 16,000 employees at 600 locations in 50 countries, and, in 2017, group sales totaled 3.136 billion euros, which is the equivalent of nearly US$3.6 billion.
Port Manatee Ship Repair and Fabrication

Port Manatee Ship Repair and Fabrication offers numerous services for vessels trading throughout the Gulf of Mexico region and beyond.

An ideal complement to the extensive operations of the diverse port, Port Manatee Ship Repair and Fabrication LLC furnishes industrial services for a broad spectrum of commercial vessels – from containerships and general cargo vessels to tugboats and barges – trading in the Gulf of Mexico region, as well as throughout the U.S. Southeast and Caribbean.

From its strategic location at Port Manatee, near the entrance to Tampa Bay, the company engages in the full array of at-berth topside vessel repair and fabrication services, encompassing marine and industrial contracting, ballast water treatment systems, structural fabrication and pipe fabrication and repairs. Specific services cover everything from valves, pumps, winches and hatch covers to hydraulic systems, air conditioning, electrical installations and structural repairs. Fabrication activities take in materials including mild steel, aluminum, stainless steel, copper nickel and Bondstrand.

The firm’s securely fenced 5-acre Port Manatee property features two 10-ton overhead indoor cranes for fabrication and a complete machine shop with welders holding American Bureau of Shipping certification.

While the company was formed at the port in 2015, Port Manatee Ship Repair and Fabrication’s leadership team offers more than 80 years of combined experience in vessel repair and fabrication, providing availability on a 24/7 basis.

World Direct Shipping

World Direct Shipping vessels provide dynamically growing service across the Gulf of Mexico, between Veracruz and Tamaulipas and Port Manatee.

With its global headquarters at Port Manatee, World Direct Shipping (WDS) offers consistent fixed-day weekly sailings across the Gulf of Mexico, linking the Mexican states of Veracruz and Tamaulipas with Port Manatee and markets throughout much of the eastern United States.

Since initiating service in late 2014, WDS has doubled its owned vessel fleet from one ship to two, with a third vessel – and second weekly Port Manatee call – during peak season. The three-day transit time provides the fastest short-sea connection between Mexico and the U.S. Southeast, Northeast and Midwest for refrigerated produce and other cargos, with multimodal door-to-door service. In addition, refrigerated warehousing is offered at Port Manatee.

WDS also has enhanced its equipment fleet, adding significantly to its contingent of both refrigerated and dry containers, as its cargo mix beyond growing volumes of time-sensitive perishable fruits, vegetables and juices, extends to include greater quantities of finished goods imports from Mexico and exports of raw materials for paper products.

World Direct Shipping now sails to Port Manatee from Tuxpan, in the north-central portion of Veracruz, the closest commercial port to Mexico City, in addition to Coatzacoalcos, in southern Veracruz, and the Port of Tampico, in the state of Tamaulipas.
Safety and security represent a critical priority at Port Manatee, where a dedicated team of highly trained security professionals provides around-the-clock surveillance and protection.

Recent federal port security grant awards continue to enable further efforts, including enhancements to Port Manatee’s access control system, expansion of the port’s north gate and North River Fire District’s acquisition of a response boat with firefighting capabilities, while earlier grants have bolstered resiliency and recovery through installation of emergency power generation capabilities at the port’s primary operational building, acquisition of a specially equipped response vehicle and implementation of security-related software upgrades.

With an emphasis on preventing unwanted activity while supporting the efficient movement of legitimate commerce, Port Manatee in 2018 opened a dedicated customer service window at its main gate access control center to expedite entry for authorized high-priority guests.

The past year also marked the 10-year anniversary of the launch of the Zone Watch program of Port Manatee and the U.S. Coast Guard, which has become a global model for similar undertakings. The “win-win” community-based program provides prescreened and trained recreational boaters access to a prime fishing area surrounding manmade island Manbirtee Key while the credentialed Zone Watch members furnish an extra level of security for the seaport.

Port Manatee also is widely recognized for its conducting of Coast Guard-approved facility security officer (FSO) training, being the only Florida port to do so. Over the past decade, more than 1,000 students from ports nationwide have graduated from the primary FSO training, with many completing refresher courses as well.

In 2017, Port Manatee earned certification from U.S. Customs and Border Protection as a member of the Customs-Trade Partnership Against Terrorism (C-TPAT), a voluntary federal homeland security program that facilitates expedited clearance of rightful import shipments. C-TPAT participants with documented risk alleviation procedures are subject to fewer Customs examinations, thereby allowing them to benefit from accelerated cargo processing.

Through another cooperative effort with federal authorities, Port Manatee’s security department offers the local community an approved application center for the Transportation Security Administration’s TSA Pre® program, which allows low-risk travelers expedited screening at participating airport checkpoints throughout the nation.

Indicative of an unwavering portwide commitment to ensuring safety 24/7, a security boat patrols a harbor area of Port Manatee.
Environmental consciousness thrives with firm Port Manatee commitment

Proactive environmental consciousness is a key component of everything that goes on at and around Port Manatee, which consistently meets or surpasses regulatory compliance requirements while earning local, national and hemispheric recognition.

One of the most recent examples of “green” engineering related to Port Manatee infrastructure enhancements is the baffle box system put in place as part of the project to rebuild Berth 9. While reconstructing the berth to accommodate heavier loads, the port installed the leading-edge system, which features a large underground chamber and skimmers that remove oil, grease and other potentially pollutive materials from landside rain water. Permitting has been secured for further similar installations on future berth rehabilitation endeavors.

The current storm water pollution prevention plan adopted by Port Manatee in 2018 meets or exceeds federal and state mandates and, as part of the port’s tariff documents, holds all tenants and users to such standards – one of several ways in which the port collaborates with its stakeholders in keeping operations as clean as possible.

Port Manatee’s efforts to protect the Tampa Bay ecosystem also include operation of low-emission diesel-electric locomotives on the port’s own Class III railroad – and the commitment extends into surrounding waters as well.

Healthy waters off Port Manatee are supported by transplantation, begun in 2001, of seagrasses in a vital portion of a 400-acre management area. Indeed, the port’s seagrass project has been recognized with awards from the U.S. Environmental Protection Agency and the hemispherewide American Association of Port Authorities.

Clearer Tampa Bay waters also are encouraged by a unique program involving placement of 600,000 juvenile clams off Port Manatee, which since 2016 has been partnering in the effort with Eckerd College, the Gulf Shellfish Institute and Manatee County-based Bay Shellfish Co. The native-species clams naturally filter nitrogen, phosphorous and chlorophyll-a from bay waters while feeding on phytoplankton, providing innate fertilizer for indigenous seagrass and supporting a full range of local marine species.

Meanwhile, Manbirtee Key, the 60-acre manmade island created in conjunction with Port Manatee’s original channel project half a century ago, continues to offer a flourishing nesting and feeding habitat for terns and a host of other aviary species. The thriving bird sanctuary, advanced in partnership with Audubon Florida and Gulfstream Natural Gas System LLC, is maintained by port personnel, with annual undertakings including tilling of a plateau area formed in the island’s center to soften ground for target species to lay eggs safely protected from predators. The efforts have garnered awards from such groups as the Tampa Bay Regional Planning Council.

Pelicans (above) are a regular seasonal sight on waters in and around Port Manatee, which proactively supports thriving bird habitats.

Manbirtee Key (left), a 60-acre manmade island, provides a vibrant nesting and feeding habitat for terns and other bird species.
Beyond its impressive annual economic impacts pegged at more than $2.3 billion, Port Manatee serves as a vital contributor to the social wellbeing of worthy people near and far.

The Port Manatee Propeller Club, a not-for-profit service organization made up of port stakeholders, has for each year since its 2005 inception held a golf classic annually generating thousands of dollars in college scholarships for local high school graduates pursuing maritime industry careers.

Among the Port Manatee Propeller Club’s further benevolent efforts is hosting of its cornhole-like Porthole tournament, producing generous donations to the Manatee Riverside Rotary Club and the Palmetto Rotary Club for their programs sending local youths and their parents to the central highlands of Guatemala to build schools. The group also collects school supplies for underserved pupils of Palmetto elementary schools.

Furthermore, the Port Manatee Propeller Club takes the lead in support of Anchor House, an on-port ministry that for more than a quarter of a century has met spiritual, physical and emotional needs of seafarers who come to Port Manatee from throughout the world. Among ongoing Propeller Club efforts is collection of basic clothing and toiletry items for ship crew members.

Most recent undertakings of Anchor House include establishment of outreach to truck drivers serving Port Manatee, including opening of a Truckers Center just outside the port’s main gate.

Each spring since 2016, Port Manatee has held a Trucker Appreciation Day, providing hundreds of professional drivers with free picnic-style lunches and commemorative T-shirts plus flashlights, pens, hats, calendars, cookies and other giveaways from supportive sponsors such as Federal Marine Terminals Inc., Trans-Phos Inc., Arrow Terminals Inc., World Direct Shipping, Indian River Transport, TransMontaigne Partners LP and Manatee Truck & Trailer Wash LLC.
**Port Manatee by the numbers ...**

**Gateway to dynamic markets**

Perfectly positioned near the Gulf of Mexico’s entrance to Tampa Bay, Port Manatee offers an ideal global gateway to fast-growing consumer markets of Southwest and Central Florida and is located amidst the state’s largest concentration of distribution centers.

More than 8 million Florida residents live within a two-hour drive of Port Manatee, while a majority of Florida’s 120 million annual visitors come within a three-hour drive of the port. In the past decade, Florida has surpassed New York to become the third-most-populous state, behind only California and Texas.
2-hour drive of Port Manatee

More than 8 million Floridians live within a two-hour drive of Port Manatee.

3-hour drive of Port Manatee

Majority of Florida’s nearly 120 million annual visitors are within a three-hour drive of Port Manatee.

Superb road and rail links

Excellent highway and railway connections seamlessly complement Port Manatee’s perfect location.

Trucks leaving Port Manatee reach Interstate 75 and I-275 in as few as four minutes via 60-mph access offered by U.S. Highway 41, putting customers throughout North America within hassle-free reach without urban congestion.

The port’s short-line railroad connects directly to the CSX Corp. mainline and is available to port users on a 24/7 basis. The short line features modern switcher engines and nearly 7 miles of track, offering a capacity of more than 300 railcars.

Driving distance from Port Manatee to:

- Palmetto, Florida ......................... 5 miles
- Bradenton, Florida ..................... 12 miles
- Sarasota, Florida ...................... 24 miles
- St. Petersburg, Florida .............. 24 miles
- Tampa, Florida .......................... 41 miles
- City of North Port, Florida .......... 53 miles
- Lakeland, Florida ...................... 63 miles
- Orlando, Florida ....................... 95 miles
- Fort Myers, Florida .................... 96 miles
- Naples, Florida ......................... 136 miles
- Miami, Florida ........................ 249 miles
- Jacksonville, Florida ............... 252 miles
- Tallahassee, Florida ................. 308 miles
- Savannah, Georgia .................. 366 miles
- Atlanta, Georgia ...................... 490 miles
- Charleston, South Carolina ....... 491 miles
- Mobile, Alabama ..................... 549 miles
- Charlotte, North Carolina ........ 636 miles
- New Orleans, Louisiana .......... 691 miles
- Nashville, Tennessee .............. 739 miles
- Richmond, Virginia ................ 853 miles
- Washington, D.C. ................. 963 miles
- Houston, Texas ..................... 1,014 miles
- Indianapolis, Indiana .......... 1,025 miles
- New York, New York .............. 1,164 miles
- Detroit, Michigan ................. 1,208 miles
- Chicago, Illinois .................. 1,240 miles
- Boston, Massachusetts ....... 1,377 miles
- Toronto, Canada .................. 2,199 miles
Diverse cargos and trade partners

The more than 9 million tons a year of cargo moving through Port Manatee include a broad range of commodities, representing imports from and exports to countries of Latin America, Europe, Africa, Asia and Australasia.

<table>
<thead>
<tr>
<th>Primary import commodities</th>
<th>Primary export commodities</th>
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<tbody>
<tr>
<td>Natural gas</td>
<td>Fertilizer</td>
</tr>
<tr>
<td>Petroleum Products</td>
<td>Liner board</td>
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<tr>
<td>Granite</td>
<td>Used vehicles</td>
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<tr>
<td>Phosphate Rock</td>
<td>Scrap metal</td>
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<tr>
<td>Fruits/vegetables</td>
<td>LNG heat exchangers</td>
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<td>Lumber products</td>
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<tr>
<td>Aluminum and other nonferrous metals</td>
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<tr>
<td>Steel</td>
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<tr>
<td>Project cargo</td>
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<td>Cement</td>
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<td>Salt</td>
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</tbody>
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Top 10 trade partners for imports (by value)

Brazil                   Chile
Argentina                Germany
Costa Rica               United Arab Emirates
Russia                   Turkey
Mexico                   Morocco

Top 5 trade partners for exports (by value)

Colombia
Guatemala
Mexico
Australia
Costa Rica
Multiple cranes

Port Manatee offers two Gottwald HMK 6407 mobile harbor cranes capable of handling containers, bulk, breakbulk, heavylift and general cargos at multiple berth locations.

**Crane specifications:**
- Greatest tandem lift capability of any Florida port authority (165 tons)
- Lift capacity of each crane of 100 tons at 80 feet
- Reach capability across 13-container width
- Each able to move as many as 25 containers per hour
- Hoisting speeds of 66 feet per minute for 100 tons, 132 feet per minute for 45 tons
- Maximum radius each of 167 feet
- Height each of 131 feet
- Height each of 257 feet from ground with boom elevated to 36-foot radius point
- Eye view from operator’s cab of 85 feet
- Operational weight each of 460 tons

**Truck scale operations**

Port Manatee’s scale house is available 24 hours a day with advance notice, with regular hours of operation of 7 a.m. to 6 p.m. Monday through Friday.

**Abundant warehouse space**

Port Manatee offers more than 1 million square feet of public warehouse and office space, featuring 207,000 square feet of refrigerated space.

**Large laydown area**

Port Manatee offers approximately 70 acres of laydown area.

---

**40-foot-draft channel**

Port Manatee is just 12 miles from the Egmont Key pilot station, including 2.95 miles from the intersection of Cut B with the main Tampa Bay Shipping Channel.

The channel and berthing areas are maintained at the design depth of 40 feet at mean low water.

The channel width at the toe of slope is 400 feet.

The turning basin has a diameter of 1,300 feet, capable of accommodating Panamax vessels.

**Ten 40-foot-depth berths**

Berths 4, 5, 6, 7, 8, 9, 10, 11, 12 and 14 are each maintained at 40-foot design draft at mean low water.

**Plentiful refrigerated plugs**

Port Manatee offers 328 stationary refrigerated plugs plus 120 portable receptacles, for a total reefer plug capacity of 448.
Port Manatee offers more than 1 million square feet of public warehouse and office space, featuring 207,000 square feet of refrigerated space.

Port Manatee’s mobile harbor cranes are capable of handling bulk, breakbulk and general cargos at multiple locations.
Tenants & facilities

1. Transit Shed #3
2. Argos
3. Carver Maritime
4. Kinder Morgan
5. TransMontaigue Product Services Inc.
6. TransMontaigue Laboratories
7. Anchor House Mission
8. FMT Shop
9. Transit Shed #2 - Chill
10. Berth 8 Pad
11. Suwanee American Cement
12. Port Manatee Scrap Metal
13. Transit Shed #1
14. Alpico International
   - Transit Shed #7 • Harris Intermodal Complex
15. Port Manatee Forestry Terminal (PMFT) - Arrow Terminals
   - Transit Shed #10
16. Transit Shed #9
   - World Direct Shipping Office / FMT
17. Transit Shed #5
18. US Customs and Border Protection
   - US Department of Agriculture • Cruise Terminal
19. Port Manatee Administration Offices
   - Logistec USA Inc. • Chill Transit Shed #4
20. Del Monte Fresh Produce Office
21. Del Monte Fresh Produce
22. Chill Transit Shed #6
23. Container Yard w/Reefer Plugs
24. Port Manatee Open Storage
   - Zone B Truck Queuing/Storage
25. FPL/Transtate Pipeline
26. CSX Interchange Tracks
27. Intermodal Building • MCPA Chambers
   - International Trade Hub at Port Manatee
28. Operations & Maintenance Building
29. Carver Maritime Conveyor
30. Truck Queuing Facilities
31. Access Control Center
32. Scale House
33. Supplemental Parking
34. Logistec Gulf Coast Cargo Pad
35. Florida Fish and Wildlife Conservation
36. Port Manatee Commerce Center
37. Transit Shed #11
38. Transit Shed #2 - Dry
39. Martin Marietta Materials Aggregate Yard
40. Vecenergy
41. Martin Marietta Conveyor System
42. Air Products
43. Intermodal Yard
44. Laydown Area w/Reefer Plugs
45. Manatee Ship Repair and Fabrication
46. Manatee Truck and Trailer Wash
47. Port Plaza

Available lots:
1. 10 acres, 0.37 mile from the dock
2. 6.5 acres, 0.45 mile from the dock
3. 26 acres, 0.76 mile from the dock
4. 21 acres, 0.22 mile from the dock
5. 6.5 acres, 0.45 mile from the dock
6. 5 acres, 130 feet from the dock
7. 21 acres, 520 feet from the dock
8. 24 acres, 130 feet from the dock
9. 52 acres, 1 mile from the dock, located off port
10. 10 acres, 1.7 miles from the dock, located off port
Berth information

Berths 4 & 5

- Berth 4 - 616 ft.
- Berth 5 - 616 ft.
- 40-ft. draft
- 130-ft. asphalt apron
- Rail service
- Dry bulk
- Public
- Conveyor systems:
  - 1,440 ft. 60-inch belt, 4,000 ton per hour capacity;
  - 4,900 ft. 48-inch belt, 4,000 ton per hour capacity

Transit Shed #3:
- 35,000 sq.-ft.
- Dry storage
- Public
Berth 6
- 750 ft.
- 1,458 ft. cont. with adjacent Berth 7
- 40-ft. draft
- 100-ft. asphalt apron
- Rail service
- Dry bulk, liquid bulk and breakbulk
- Public
- Port-owned covered conveyor system to private cement mill with two silos
- Private office space

Berth 7
- 750 ft. (1,458 ft. contiguous with Berth 6)
- 40-ft. draft and 100-ft. asphalt apron
- Petroleum pipeline to tank farm
- Rail service
- Two fixed gantry conveyor loaders, 1,200 ton per hour capacity
- Dry bulk, liquid bulk and breakbulk
- Public

Transit Shed #2:
115,000 sq. ft. dockside warehousing featuring 30,000 sq. ft. freezer capacity, 25,000 sq. ft. chill; (55,000 sq. ft. combined chill) 60,000 sq. ft. ambient

Public/leased – Kinder Morgan:
235,000 sq. ft. private dry warehouses
Berth information

Berth 8

- 783 ft. 40 ft. draft
- 120 ft. asphalt apron
- Petroleum pipeline to tank farm
- Dockside bunkering
- Pneumatic cement discharge system below dock surface, connecting 4 silos with 50,000-ton capacity
- General cargo, containers, breakbulk, freezer capacity, chill, liquid bulk and project cargo
- Public

Transit Shed #1:
- 28,000 sq. ft. dockside warehouse for dry storage with 4,000 sq. ft. office/leased
- Public

Transit Shed #2:
- 115,000 sq. ft. dockside warehousing featuring 30,000 sq. ft. freezer capacity and 25,000 sq. ft. chill (55,000 sq. ft. combined chill)
- 60,000 sq. ft. ambient
- Public/leased

Transit Shed #7/Harris Intermodal Complex:
- 120,000 sq. ft. warehouse located 130 yards from dock
- 27,000 sq. ft. chill
- 73,000 sq. ft. ambient with 3,000 sq. ft. office/leased
- Public
Berth 9
- 788 ft. (1,527 ft. continuous with Berth 10), 40 ft. draft
- RO/RO ramp at east end
- 100-ft. concrete/asphalt apron
- Petroleum pipeline to tank farms
- Dockside bunkering
- Rail service
- RO/RO, general cargo, breakbulk, containers, liquid bulk and project cargo
- Public

Transit Shed #9:
- 171,000 sq. ft. dry warehouse including 5,000 sq. ft. of office space/leased
- Transit Shed #10: 140,000 sq. ft. dry warehouse. Public/leased
- Transit Shed #5: 5,000 sq. ft. dry warehouse. Public/leased

Cruise Embarkation Terminal:
- 12,500 sq. ft.
- Public

Berth 10
- 788 ft. (1,527 ft. continuous with Berth 9), 40 ft. draft
- 100 ft. concrete/asphalt apron
- Petroleum pipeline to tank farms
- Dockside bunkering
- General cargo, containers, liquid bulk and breakbulk
- Public

Transit Shed #4 / Port Manatee Main Office:
- 45,000 sq. ft. multi-use facility including two 7,500 sq. ft. chill rooms/leased
- 15,000 sq. ft. dry storage
- 15,000 sq. ft. office/leased
- Public/leased
Berth 11

- 552 ft., 40 ft. draft
- 75 ft. asphalt apron
- General cargo, breakbulk, containers and liquid bulk
- Public

Transit Shed #6
- 58,000 sq. ft. chill warehouse with five independently temperature-controlled rooms totaling 47,000 sq. ft. and 11,000 sq. ft. of office/shop
- Public/leased

Transit Shed #8
- 66,000 sq. ft. chill warehouse with six independently temperature-controlled rooms
- Public/obligated
Berth information

Berth information

Berths 12 & 14

Berths 12 & 14
• Berth 12 - 800 ft.
• Berth 14 - 800 ft.
• 40 ft. draft with 120 ft. apron
• General cargo and containers
• 10 acre Phase 1 intermodal yard 2013
• Public

Transit Shed #11:
• 174,000 sq.ft. dry warehouse
• Public/leased

Future Development:
• 52 acres of adjacent available land
Port Manatee Ship Repair and Fabrication, LLC

- Full Service Topside Ship Repair
- Steel Fabrication / Pipe System Repair - Installations
- Maintenance Contractors
- Industrial / Chemical / Utility
- Machine Shop Specializing In Deep Well Pump and Mechanical Repairs
- 24 Hour Service / 7 Days A Week

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Clearwater, FL 33762
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<td>R S Transport</td>
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4. Commitment to employees and resources
5. Customer service and fiscal responsibility
6. Quality focus

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- Truck and rail direct to storage or vessel
- Certified truck scales
- Truck to ship / Barge
- Dual vessel loading gantry cranes
- Automated bagging system
- Product screening system

TERMINAL SPECIFICATIONS
- Size: Six acres of leased space
- Storage: Four warehouses offering covered space for 130,000 tons
- Ship Docks: Two - Draft of 40' MLW, up to panama size vessels
- Commodities: Fertilizers, Ores, Salt, General cargo
- Servicing Railroads: Port Manatee Railroad, CSX
- Servicing Major Roadways: Interstates I-75, I-4
- Servicing Body of Water: Manatee Harbor Channel

FOR ALL YOUR STEVEDORING NEEDS:

COMMERCIAL INQUIRIES
Jack Gale
PH. 813-386-5099
Email: jack_gale@kindermorgan.com

PORT MANATEE TERMINAL
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Email: ryan_oneill@kindermorgan.com
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