



AAPA

Port – Tenant Relationships

June 7, 2006



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Relations

- **Cooperation**
- **Understand Agency Goals**
- **Address Issues Openly**
- **Find Common Goals**
- **Voluntary Without Legislation**





Port – Tenant Influences

- Infrastructure Slow to Change
- Port - Tenant Accountability to Community
- Community Relations is Long Term
- Standards Will Escalate



ENVIRONMENTAL & BUSINESS FACTORS

- Environmental Issues Are Serious Business
- Meet Business Needs
- Support With Current Infrastructure
- Programs With National Application
- Solutions Should Be Cumulative



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LIMITING FACTORS

- Costs are Increasing
- ROI Can Take Years
- ROI --- Term of Lease
- Must Be Safe



DOES THIS ALL WORK?



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Approach to Environmental Protection

At Maersk, our global view emphasizes a holistic approach to environmental protection. Every facet of the organization is focused on reducing environmental impacts. It is not acceptable to fix environmental problems in one area if it results in shifting the problems elsewhere. At Maersk, it is important to take voluntary actions to improve the environment today rather than waiting until the last possible moment to comply with government mandates in the future.





State Versus EPA Environmental Dilemma

Meeting all the Environmental Regulations Doesn't
Guarantee a State Will Reduce Emissions Enough to Reach
"Attainment" Status

Obeying The Law
Won't Get The Job Done

States are Looking For
Assistance From
Voluntary Programs



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States Under Pressure From EPA to Reach Attainment by 2010

- **2006 - States Focus on Industry Sectors for Reductions**
 - **Soliciting Voluntary Reductions**
 - **Creating Regulations**
- **2007 June – State Implementation Plan Updates Due To EPA**
 - **Both Voluntary and Regulatory Reductions Included**
- **2009 - States measured for Emissions Reductions**
- **2010 – EPA to Evaluate Nonattainment States**



Open Discussion

“PANYNJ recently updated a Cargo Handling Equipment (CHE) Emissions Inventory Report. The report calculated air emissions generated by five terminal operators at the port during 2004.

This report was compared to a similar 2002 CHE emissions inventory.

Although number of pieces of equipment in the fleet have increased by 19%, operating hours have increased by 5%, and the number of containers have increased by 25%, overall emission estimates for key pollutants in tons per year have decreased overall by more than 30% and more than 45% relative to the increased activity.”



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Common Goals

Gate improvements and equipment modernization
are two strategies identified as making both
business and environmental sense.



Business Need : Automated Gate Pier 400 Los Angeles



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Changing Infrastructure : Elizabeth Terminal, New Jersey



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Voluntary : Maersk Line announces fuel switch for vessels calling California 5-26-06

Maersk Line has voluntarily switched from “bunker” fuel with relatively high sulfur content to low-sulfur distillate fuel on the main and auxiliary engines of its vessels as they approach 24 miles from port, while docked and until 24-miles out on departing journeys.

Pilot results from this switch show substantial reductions in key pollutants that have potential health effects. Maersk Line projects a 73% annual reduction in particulate matter, a 92% reduction in sulfur dioxide (SO_x), and at least a 10% reduction in nitrogen oxide (NO_x).



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Unexpected Benefit : Pier Pass in Southern California

Off Peak reached its million-truck milestone on Dec. 10. Since the start of the program, between 30 percent and 35 percent of container cargo at the ports has moved during the new Off Peak shifts on a typical day.

Taking trucks out of stop-and-go daytime traffic and letting them move at night in faster-flowing traffic is also expected to have a positive impact on air quality around the ports.

<http://www.pierpass.org/>



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RESULTS OF COOPERATIVE APPROACH

- Open Exchange of Information
- Broader Range of Expertise
- Mutually Acceptable Solutions
- Unexpected Benefits
- Flexibility is Maintained

- Enforcement Takes Energy
- Cooperation Makes Energy





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