

THE PORT AUTHORITY OF NY & NJ
PROCUREMENT DEPARTMENT
TWO MONTGOMERY STREET, 3RD FLOOR
JERSEY CITY, NJ 07302

Date: 10/11/12

ADDENDUM #1

To prospective proposers on Request for Proposals (RFP) # 30834 for the Lease and Operation of the Red Hook Container Terminal in Brooklyn, New York

Proposals due October 30, 2012, no later than 2:00 PM

CHANGE(S):

The following changes are hereby made in the RFP:

1. Add the following as Section 1.K.1 to the RFP:

"Available Documents: Documents related to the following agreements or information will be made available for reference and examination:

- The former lease- and operating-agreement, including amendments, with American Stevedoring, for the Red Hook Container Terminal ("RHCT");
- The operating agreement, including amendments, with the current terminal operator at RHCT;
- The operating agreement and/or lease agreement, including amendments, with the operator of the Red Hook barge operation site located at Port Newark;
- The lease agreement, including amendments, between the Port Authority of New York and New Jersey and the City of New York for the RHCT;
- Relevant agreements between the Port Authority of New York and New Jersey and other agencies or entities, which describe the costs, terms and conditions, and term-length of operating the barge service between Port Newark and RHCT;
- Records of accidents at the RHCT;
- Quality/Safety audit for the cranes.

These documents will be available for reference and examination on October 17, 2012 and October 18, 2012, from 9:00 AM to 12:00 PM each day, at 260 Kellogg Street, Port Newark, NJ 07114. Prospective proposers interested in attending either or both of these days should RSVP to Wayne Rakoski (973-690-3486) at wrakoski@panynj.gov."

2. Add the following documents to "Note 1" on page 9 the RFP:

- Spare Parts for Crane (Attachment L);
- Parts and shop supplies (Attachment M);
- Electrical Survey of Red Hook Marine Terminal, Piers 9-10 (Attachment N).

These documents are attached to this Addendum.

QUESTIONS AND ANSWERS

The following information is made available in response to questions submitted by prospective proposers to RFP 30834. It addresses only those questions that the Port Authority of New York and New Jersey (“Port Authority”) has deemed to require additional information and/or clarification. The fact that information has not been supplied with respect to any questions asked by a Proposer does not mean or imply anything (nor should it be deemed to have any meaning, construction or implication) with respect to the terms and provisions of the RFP, which will be construed without reference to such questions.

The Port Authority makes no representations, warranties or guarantees that the information contained herein is accurate, complete or timely or that such information accurately represents the conditions that would be encountered during the performance of the Contract. The furnishing of such information by the Port Authority shall not create or be deemed to create any obligation or liability upon it for any reason whatsoever and each Proposer, by submitting its response, expressly agrees that it has not relied upon the foregoing information, and that it shall not hold the Port Authority liable or responsible therefor in any manner whatsoever. Accordingly, nothing contained herein and no representation, statement or promise, of the Port Authority, its Commissioners, officers, agents, representatives, or employees, orally or in writing, shall impair or limit the effect of the warranties of the Proposer required by this RFP and the Proposer agrees that it shall not hold the Port Authority liable or responsible therefor in any manner whatsoever.

Questions / Requests	Answers
<p>1. Briefly describe the division of operational responsibilities related to the container barge operation between Red Hook and Port Newark. For example:</p> <ul style="list-style-type: none"> a. Identify the parties that handle the loading and discharge of the barge at either location. b. Identify the parties against which the costs are assessed. c. Identify the parties responsible for <ul style="list-style-type: none"> • Tug costs; • Costs associated with running the barges. 	<p>When applicable, the tenant/operator/stevedore takes full operational responsibility for the operation of the two (2) Port Authority of NY & NJ owned container barges under a Bare Boat Charter Party Agreement. Responsibilities include:</p> <ul style="list-style-type: none"> • The load/discharge operation of cargo on either end, and all associated labor costs. This can be done with the Port Newark piece or in conjunction with another terminal operator under a separate agreement. • Providing insurance for the barges. • Ensuring that all maintenance schedules, repairs, certifications, inspections, and classifications are maintained as current.

<p>d. Provide any additional information describing the actual costs associated with the barge operation at each location.</p>	<ul style="list-style-type: none"> • Arranging for a “towing” agreement, administering and scheduling all barge movements, maintaining all records, and assuming all towing charges and fees. <p>See the attachments to this Addendum for specific data concerning barge operation noted in the question. The attachments are:</p> <ul style="list-style-type: none"> • Red Hook Daily Staff Payroll; • Cost of Labor at Newark; • Red Hook Container Terminal Operating Statement (Results for Period 2012 – New Jersey Location); • Red Hook Container Terminal Operating Statement (Results for Period 2012 – Brooklyn Location); • Current Barge Operation from RHMT to PNMT – ASI; • Toll Calculations; • Red Hook Container Terminal Operating Statement (Results for Period 2012 – Both Locations); • Barge Activity for Red Hook Container Terminal, 2012
<p>2. How does the Port Authority anticipate handling the operating agreement with the current operator of RHCT if a new lease and operating agreement is not in place by January 2013? Is the idea to extend the current operating agreement on a month – to-month basis?</p>	<p>The status of the current operating agreement will be subject to future discussions with executives at the Port Authority.</p>
<p>3. Are there any warranties in effect on any terminal equipment?</p>	<p>The Port Authority is unaware of any such warranties.</p>
<p>4. Will a volume incentive be entertained to reduce lease cost?</p>	<p>The Port Authority will consider all proposed options. The Proposer’s Financial Offer and Business Plan shall identify all assumptions regarding the responsibilities of the parties to the lease agreement.</p>
<p>5. Please provide records of accident (frequency and type) for the last year.</p>	<p>Such information should be provided at the aforementioned document inspection site visit.</p>
<p>6. Can a recent quality/safety audit of the gear locker and crane shop be provided?</p>	<p>Such information can be provided only for the cranes. Crane-related information should be</p>

	provided at the aforementioned document inspection site visit.
7. Can you provide any cost estimates for (completed or yet-to-be-completed) black top repairs.	The Port Authority intends to repave the 28 acres of the RHCT at its own cost.
8. Are there any ongoing costs to the leaseholder to maintain the radiation portal?	Minimal maintenance is provided by terminal labor. The terminal also provides a Porta John. US Customs and Border Protection operates and maintains the Radiation Portal Monitors.
9. Would the repair/update of the front-entry gate fall under the scope of the grant funds described in the RFP?	The grant is currently approved for lighting and surveillance enhancements to the facility. The lessee could submit a request to the Area Maritime Security Committee and Department of Homeland Security for those funds to be re-programmed for other security priorities.
10. Would there be any restrictions on new subleases on any parts of the terminal?	Any subleases would be subject to concurrence by the Port Authority.
11. Will the leaseholder be responsible for repair action items related to the gantry crane inspection?	The leaseholder is responsible for ensuring that all maintenance schedules, repairs, certifications, and inspections are current.
12. Will the leaseholder have access to present FSP for amendment or will a new one have to be created?	A new FSP would have to be prepared for approval by the United States Coast Guard (USCG).
13. If there are any environmental issues related to the underground fuel tanks, would the lessee/operator be held harmless? <ul style="list-style-type: none"> • For any other environmental issue – runoff, salt, dust? 	The lessee is responsible for adhering to all city, state, and federal environmental regulations as they pertain to a terminal operation.
14. Dredging – is it the responsibility of the Port Authority?	The Port Authority will consider all proposed options. The Proposer's Financial Offer and Business Plan shall identify all assumptions regarding the responsibilities of the parties to the lease agreement.
15. Capital improvements, replacement or land/building improvements: will the Port Authority contribute to the costs of such items?	The Port Authority will consider all proposed options. The Proposer's Financial Offer and Business Plan shall identify all assumptions regarding the responsibilities of the parties to the lease agreement.
16. Will all crane removal will be at the cost of	The Port Authority will consider all proposed

the Port Authority?	options. The Proposer's Financial Offer and Business Plan shall identify all assumptions regarding the responsibilities of the parties to the lease agreement.
17. Will the Port Authority consider a smaller lease area that may not include Pier 9 berth & cranes?	The Port Authority will consider all proposed options. The Proposer's Financial Offer and Business Plan shall identify all assumptions regarding the responsibilities of the parties to the lease agreement.
18. Will the Port Authority entertain a response to manage property on their behalf?	The Port Authority will consider all proposed options. The Proposer's Financial Offer and Business Plan shall identify all assumptions regarding the responsibilities of the parties to the lease agreement.
19. Will Port Authority consider an extension to 10/30 deadline?	The Port Authority does not intend to extend the proposal due date at this time.
20. Can the Lessee replace TOS with their own Terminal system?	Yes.
21. If entitled to 1.67 million dollar Port Security Grant, what would be the timeframe before the grant is awarded to the Lessee?	A sub-grant agreement could be awarded within sixty days of the commencement of the lease. The grant would expire on September 30, 2014.
22. Does the Port Authority see any other grants or subsidies that would be associated with the Red Hook Container Terminal?	No.

This communication should be initialed by you and annexed to your response upon submission. In case any Proposer fails to conform to these instructions, its response will nevertheless be construed as though this communication had been so physically annexed and initialed.

THE PORT AUTHORITY OF NY & NJ

KATHY LESLIE WHELAN, MANAGER
PURCHASING SERVICES DIVISION

PROPOSER'S NAME: _____

INITIALED: _____

DATE: _____

QUESTIONS CONCERNING THIS ADDENDUM MAY BE ADDRESSED TO BOTH JAMES SUMMerville (JSUMMerville@PANYNJ.GOV, 201-395-3454) AND RICHARD GREHL (RGREHL@PANYNJ.GOV, 201-395-3441).

Spareparts for crane			
Part. No.	Description	In Stock	Used
Modules			
917509814	Module 09 D-OUT	2	
917510514	Module 17 A-OUT	2	1
917509214	Module 33 D-IN	2	
917510214	Module 41 A-IN	2	1
917510714	Module 57 COUNTER	2	1
917510814	Module 73 KEYBOARD	2	1
917511014	Module 75 KEYBOARD	2	1
Under carriage			
520366814	Tire	5	4
520195014	Valve extension (tire)	2	1
511638414	Proportional valve (steering)	1	
606273114	Potentiometer (wheel set steering)	2	1
512253214	Hydraulic motor (steering)	1	1
511423008	Preloaded valve (strut)	1	1
511627814	Pressure switch (strut)	4	2
512398914	Zylinder (wheel set)	1	
slewing platform			
511436714	cardrigge valve (traveling)	1	
606274414	Slewing position sensor 0-360	1	1
505185314	Oil pressure unit (slewing brake)	1	
511434714	Slewing gear security block	1	
617050814	Magnet-coil (slewing safety block)	1	1
606265014	Float switch (hydraulic tank)	1	
691179914	Thermostat (hydraulic oil heater)	1	
606011314	Float switch (diesel tank full)	1	
boom			
606264614	Hoist limit switch	1	
engine room			
550928914	Hoist control solenoid (coil engine stop)	1	1
692827214	Pressure sensor 0 - 10 bar (engine oil pressure)	1	
511490014	Temperatur regulator valve (oilcooler 60C)	1	
511416314	Pressure limiting valve (oil cooler system)	1	
512223414	Gear-type pump (oil cooler)	3	
606209514	Level controller (antifreeze)	1	
511623814	flushing valve (generator)	1	
512249914	Gear-type pump (feed pressure)	2	
511617714	Check valve (feed pressure)	1	
511444708	Check valve 0,5 bar (feed pressure for luffing)	1	
511437408	Check valve 2 bar (return to tank)	1	
511488214	Pressure limiting valve (pressure for steering)	1	
winch			
512255914	Motor (trimot hoist)	1	
606273814	Gear driven car limit switch	1	
502986614	Pressure switch (5,5 bar)	1	
511633014	Pressure regulator valve (trimot valve)	1	
cabine			
606273214	Joystick (right)	1	
606273314	Joystick (left)	1	1
switch cabinet X1, X2 and X5			
630170014	Time relay	1	
630121508	Changer Relay	1	

Parts and shop supplies

Chevron Oils 1200 gal of motor, Transmission, Hydraulic and, Antifreeze, Gear oils

15.500.00

Hydraulic Fittings in stock bins with over 150 different sizes and configuration's 4500.00

Hydraulic Hose from 5/16 to 1" roles of 250 ft. in stock 2000.00

Hydraulic hoses factory made 500.00

Kalmar Reach Stacker Parts

Switches, Wires Harness, Pins, Hydraulic Cylinders,. Boom and Spreader parts 9500.00

Engine turbo 2300.00

Kalmar radiator in stock with intercooler 5500.00

Kalmar Reach Stacker Transmission 25.000.00

Tico Truck Parts

Tico Trucks, Switches, Pumps, Wiper Motors, Heater and fans 3500.00

Transmission not remained 1200.00

Gas and Diesel

Gas, 2000 gal 3.00per 6000.00

Diesel 6000 gal 3.50 per 21000.00

Starters and alternators cab pumps 3800.00

Air, Oil, Gas Filters 5500.00

Bomb Cart chassis Parts

Springs Brake and brake chambers Valves and hard parts 4000.00

Tires

Yard Trucks 25 and 30 tires in stock 7500.00

Nut bolts clips and screws in bins and draws 6500.00

Fork lifts parts

All parts are for the older lift truck t70 and 925 caterpillar parts

10.000.00

S&V Electrical Corporation

87 Charleston Avenue Staten Island, NY 10309 718-948-0259 fax 718-701-5120 e: snvelectric@aol.com

July 16, 2012

The Port Authority of NY & NJ
NYMT
Jon Trutneff
90 Columbia Street
Brooklyn, NY 11201

Re: Electrical Survey of Red Hook Marine Terminal Piers 9 – 10
Summary of Concerns and recommendations

Dear Jon

As per the findings of the survey work performed, below is a summary of what was detailed in the report delivered July 10th 2012, the paragraphs are listed by substation, location, and importance.

27 KV Substation

Existing issues:

- It is well known there has been a recurring problem of blowing the 1 amp fuse that serves the transformer used to monitor the incoming Con Edison 27 KV service for under voltage and over voltage. When testing the transformer (VT) it was discovered that the turns ration is slightly out of the standard tolerance for precise monitoring of the system voltage.

The current settings applied to the under voltage relay to measure an under voltage is at the industry standard recommended maximum of a 15% drop in voltage to protect equipment (cranes) from damage while it is in operation.

Recommendation:

Monitor and record the power quality being supplied on the load side of the VT at least until another fuse is blown or perhaps longer. This provides verification of the under voltage circuit, relays are operating properly, also creates a record as to make the Utility Company aware and more responsible/liable to help resolve the problem.

Increase the tolerance on the under voltage settings. (This would require authorization from RHCT based on their consultation with the crane manufactures/maintainers).

- After a consultation and investigation with the Con Edison Commercial Rep (Spencer Chow) and Dom Recuperio of RHCT, It is evident that 1 or more of the 3 incoming 27 KV terminations have been leaking oil for several years. There is also evidence of oil on the floor below the

termination compartment. This is a potential and/or eventual cable failure that can cause severe damage to the cable and switch gear that will interrupt service for several days or weeks.

Recommendation:

Schedule a shutdown with Con Edison and replace the terminations (Pot Heads).

- The permanent 27KV/13KV transformer failed years ago and the facility has been running on a temporary oil filled transformer that is not properly contained nor connected as per NEC, NYC Building Department and EPA standards.

Recommendation:

Replace the temporary oil filled transformer with a new dry transformer or provide a containment structure and permanently install the existing oil filled transformer along with the proper conduit to protect the high voltage cables.

- There is inadequate Arc Flash PPE present in the switch gear

Recommendation:

Supply Arc Flash protection suit as per NFPA 70E and OSHA

- The fence around the Switch gear is damaged and cannot be locked; possibly exposing unqualified persons to the exposed 27 KV & 5 KV cables that are connected to the "temporary transformer". Trucks and jersey barriers are blocking the entrance to the both 5 KV & 27 KV substation.

Recommendation:

Repair the fence and push back the jersey barriers that make equipment access difficult in an emergency or for servicing.

13 KV Substation

- The valve regulated batteries are over 10 years old and measure higher than normal resistance, this type of battery is recommended for 5 years service for maximum reliability.

Recommendation:

Replace batteries.

Imlay Street Substation Switch Gear

- The substation is over 30 years old and has not been adequately maintained. The painted metal enclosure is extremely corroded and has holes in the roof and walls, the doors do not operate correctly, the outdoor lighting is not working and the fence is damaged around the substation making it unlock able.
- Some of the ground fault circuits are not working or have been disconnected (See detailed report)
- The oil in the 1500 KVA transformer show signs of overheating (See detailed report).

Recommendation:

Replace or repair enclosure and upgrade substation and/or substation components, this will create the necessity for several electrical service shut downs or an extreme temporary/alternative electrical service plan.

Degraw Street Substation Switch Gear

- This switchgear was installed around 1981. The painted metal enclosure is extremely corroded and has holes in the roof and walls, the doors do not operate correctly, the floor is covered in salt., and the outdoor and indoor lighting, with the exception of one light, is not working in each enclosure. The panels' contactors and circuit breakers in the substation are oxidized and it affects the equipments conductivity that causes overheating.
- The oil in the 1000 KVA transformer show signs of overheating (See detailed report).

Recommendation:

Replace or repair enclosure and upgrade substation and/or substation components, this will create the necessity for several electrical service shut downs or an extreme temporary/alternative electrical service plan.

Reefer Outlets Substation Switch Gear

- This switchgear was installed around 1981. The painted metal enclosure is extremely corroded and has holes in the roof that allows rain to pour in over the 15 KVA transformer that serves the general purpose circuits in the switch gear enclosure. As a result of the leak in the roof the transformer is shorted and needs to be replaced, as of now there are no lights, 120 volt receptacles, and heat in the switch gear enclosure. The doors are also corroded and do not lock.
- The ground fault circuits are not working on some of the Reefer outlet Load Center Distribution circuits (see detailed report).
- The oil in the 1500 KVA transformer show signs of overheating (See detailed report).

Recommendation:

Provide a new rubber roof over the existing metal roof to prevent more damage that happens when it rains. Replace or repair enclosure and upgrade substation and/or substation components, this will create the necessity for several electrical service shut downs or an extreme temporary/alternative electrical service plan.

Degraw & Imlay Substation Site Lighting underground

Degraw The underground feeders serving the buildings, crane service outlets, pier service entrance feeders and field lighting was replaced during the spring and summer of 2000. Some of the lighting circuits are shorted and have high resistance or are open in the field at this time due to being damaged from various excavations. Some lighting feeders had been replaced with THHN/THWN insulated conductors that have been subjected to salt from the storage pile

and have then failed again, ducts have collapsed and have also severed and or shorted conductors.

Imlay Some of the lighting circuits are open in the field at this time due to being damaged from ducts that have collapsed, circuits that have been rearranged for other devices that were installed, and damaged conductors that have been severed by persons dropping square manhole covers in the hole.

Approximately 85% of the light poles fed from the substation lighting pole have working circuits.

Recommendation:

Trouble shoot defective circuits and replace the sections found to be damaged, overall the RHW2 wire that exists in the underground is of a high quality and is durable, only when damaged it fails.

Repair damaged duct banks and replace damaged sections of wire and THHN wire.

After all poles have power, re-lamp and re-ballast pole fixtures as needed. The existing lighting design, when working is adequate.

Note:

Reefer outlets have been upgraded since the start of the survey (April 2012).

In conclusion, the 480 volt substations capacity is more than sufficient, however, they are in need of rehabilitation as well as some of the underground wiring.

The 27 KV substation is generally modern but has some issues that can go from a minor nuisance to a major failure (pot heads are leaking and can cause a break down in insulation thus resulting in a 27 KV ground fault and severe cable damage) and should be addressed.

Please call me if you have any questions or to further discuss the findings or recommendations of the survey.

Very Truly Yours
S & V Electric Corporation

Vincent Coscia

RED HOOK DAILY STAFF PAYROLL				Original	EFFECTIVE		
JOB TITLE	COST CENTER	HRS	2011/12	NEW PAY	JULY 1ST	NAME	
Mechanic	Crane Shop	8	34.55	\$276.40	\$276.40	Mamatas, P.	
Metro Mechanic	Crane Shop	8	66.42	\$531.36	\$531.36	Borrometi, P.	
Mechanic	Crane Shop	8	34.55	\$276.40	\$276.40	Guiliano, M.	
Mechanic	Crane Shop	8	21.00	\$168.00	\$234.00	Santoro, M.	
Mechanic Foreman	Crane Shop	9	35.55	\$337.73	\$337.73	Recupero, D.	
Chief Clerk	Delivery Office	8	33.50	\$268.00	\$268.00	Gangemi, A.	
Temp Clerk	Delivery Office	8	24.50	\$196.00	\$268.00	DeLiso, Anth	
Temp Clerk 6	Delivery Office	8	22.50	\$180.00	\$246.00	Gaudioso, A.	
Mechanic 2	Garage	8	31.55	\$252.40	\$252.40	Riera, F.	
Mechanic 6	Garage	8	22.55	\$180.40	\$204.40	Lamatina, A.	
Mechanic 6	Garage	8	22.55	\$180.40	\$204.40	Desantis, F.	
Metro Mechanic	Garage	8	66.42	\$531.36	\$531.36	Palazzo, A.	
Mechanic Foreman	Garage	8	35.55	\$284.40	\$284.40	Gambale, A.	
Crane Op 2	Paceco operator	8	31.00	\$248.00	\$276.00	Moccia, J.	
Crane Op 4	Paceco operator	8	26.50	\$212.00	\$276.00	Perrina, V.	
Crane Op 5	Paceco operator	8	25.50	\$204.00	\$276.00	Dinapoli, D	
Crane Op 5	Paceco operator	8	25.50	\$204.00	\$246.00	Guerra, C.	
Crane Op 6	Paceco operator	8	23.50	\$188.00	\$232.00	Valdes, A.	
Crane Op 6	Paceco operator	8	23.50	\$188.00	\$254.00	Castelli, N.	
Plan Clerk	Receiving Office	8	24.50	\$196.00	\$268.00	DeSilvio, N.	
Temp Clerk	Receiving Office	9	22.50	\$202.50	\$292.13	Antonello, C.	
Chief Clerk	Receiving Office	9	29.50	\$280.25	\$318.25	Aidala, C.	
Temp Clerk 4	Receiving Office	8	25.50	\$204.00	\$268.00	Maniscalco, A.	
Temp Clerk 5	Receiving Office	8	24.50	\$196.00	\$268.00	Dipaola, C.	
Asst. Tractor Boss	Supervisors	9	33.50	\$318.25	\$318.25	Cavana, L.	
Dock Boss	Supervisors	8	33.50	\$268.00	\$268.00	Tomasino, J.	
Gearman	Supervisors	8	23.00	\$184.00	\$238.00	Basile, F.	
Head Timekeeper	Supervisors	9	33.50	\$318.25	\$318.25	Frasca, F	
Hiring Agent	Supervisors	9	33.72	\$320.34	\$320.34	DeLiso, Al	
Office Maint	Supervisors	8	32.00	\$256.00	\$256.00	Migliaccio, L.	
Shop Steward - 1814	Supervisors	8	35.55	\$284.40	\$284.40	Alaimo, D	
Shop Steward - Checkers	Supervisors	8	33.50	\$268.00	\$268.00	Pimpinella, V.	
Tractor Boss	Supervisors	9	33.50	\$318.25	\$318.25	Benigno, T.	
Vessel Foreman	Supervisors	8	33.35	\$266.80	\$266.80	Palumbo, G	
Vessel Foreman - #2	Supervisors	8	33.35	\$266.80	\$266.80	Martino, D.	
Vessel Foreman - #3	Supervisors	8	25.50	\$204.00	\$268.00	Lubrano, S.	
Hatch Boss	Vessels	8	23.00	\$184.00	\$234.00	Parisi, L.	
Hatch Boss	Vessels	8	21.00	\$168.00	\$256.00	Amato, R.	
Hatch Boss	Vessels	8	23.00	\$184.00	\$256.00	Longo, S.	
Hatch Boss	Vessels	8	32.00	\$256.00	\$256.00	Savastano, F.	
Hatch Boss	Vessels	8	32.00	\$256.00	\$256.00	Cunningham, J.	
Checker	Warehouse	8	29.50	\$236.00	\$268.00	Intartaglia, A.	
Head Foreman	Warehouse	8	24.50	\$196.00	\$268.00	Vitale, N.	
HiLo Driver	Warehouse	8	33.50	\$268.00	\$268.00		
Hustler 4	Warehouse	8	25.50	\$204.00	\$268.00		
Laborer team	Warehouse	8	21.00	\$168.00	\$256.00		
Legman - second	Warehouse	8	21.00	\$168.00	\$256.00		
Location man - Breakbulk	Warehouse	8	21.00	\$168.00	\$234.00	Taranto, A.	
Longshoreman-Broom	Warehouse	8	32.00	\$256.00	\$256.00	Bagnato, F.	
Checker - Scales	Yard	8	22.50	\$180.00	\$268.00	Decorato, F.	
Location man	Yard	8	24.50	\$196.00	\$268.00	Drew, D.	
Reachstacker Driver	Yard	8	25.50	\$204.00	\$268.00		

Reachstacker Driver	Yard	8	33.50	\$268.00	\$268.00
Reachstacker Driver	Yard	8	25.50	\$204.00	\$268.00
Sender	Yard	8	24.50	\$196.00	\$268.00
TIR Man	Yard	8	70.47	\$563.76	\$563.76
Costs represented are Payroll only		455		\$13,782.45	\$15,784.07
TOTAL: ILA - 53 : Metro - 3 Year 2011/2012				Daily Cost with Add-ons	\$19,256.57

Alioto, A.
Fera, R.

COSTS REPRESENTED BELOW INCLUDE TAXES AND INSURANCE

Power Shop Labor Force

One Foreman		
Three ILA mechanics	Cost per S/T hour	\$217.92
One Metro Mechanic	Cost per S/T Day	\$1,801.89

Power Shop Labor Force

One Foreman		
Three ILA mechanics	Cost per S/T hour	\$234.33
One Metro Mechanic	Cost per S/T Day	\$2,020.18

Barge Operation Labor Force

5 Holdmen		
12 Drivers		
5 Crane Operators	Cost per S/T hour	\$572.18
2 Checkers	Cost per O/T hour	\$1,392.63

Note: On straighttime, the holdmen and crane operators are from the staff and therefore, not included in the straight time cost.

Team for Customs Operation (2-3 times per week)

Warehouse foreman		
2 drivers		
2 footmen	Cost S/T hour - 1st Tear	\$239.73
1 checker	Cost S/T hour - 2nd Tear	\$157.99

Note: If two teams are needed due to volume, the additional team has one hilo driver, 2 footmen, and one checker.

COST OF LABOR AT NEWARK

Effective 07/01/12

Classification	BASE	FICA	FUIT	NJUT	NWK TAX	WATER COMM	WORK COMP	ANN-UIITY		Guarantees
Head Foreman	\$33.90	\$2.59	\$0.20	\$0.76	\$0.34	\$0.68	\$3.67	\$1.00	Derrico	2
Hiring Agent-LS	\$33.50	\$2.56	\$0.20	\$0.75	\$0.34	\$0.67	\$1.68	\$1.00	Testa	4
Hiring Agent-CH	\$33.50	\$2.56	\$0.20	\$0.75	\$0.34	\$0.67	\$1.68	\$1.00	Notte	0
Dock Boss	\$32.50	\$2.49	\$0.20	\$0.73	\$0.33	\$0.65	\$3.51	\$1.00	Bernard	0
Head stevedore	\$33.90	\$2.59	\$0.20	\$0.76	\$0.34	\$0.68	\$3.67	\$1.00	Barnes	0
Shop Steward-LS	\$33.90	\$2.59	\$0.20	\$0.76	\$0.34	\$0.68	\$1.70	\$1.00	Costa	2
Shop Steward-CH	\$32.00	\$2.45	\$0.19	\$0.72	\$0.32	\$0.64	\$1.60	\$1.00	Persol	1MH
Timekeeper	\$33.50	\$2.56	\$0.20	\$0.75	\$0.34	\$0.67	\$1.68	\$1.00	Wordelmann	3
Head Clerk-Rec	\$33.50	\$2.56	\$0.20	\$0.75	\$0.34	\$0.67	\$1.68	\$1.00	Salerno	1 ot/ 1 mh
Head Clerk-Del	\$33.50	\$2.56	\$0.20	\$0.75	\$0.34	\$0.67	\$1.68	\$1.00	Limandri	1 ot/ 1 mh
Barge Hatch Checker	\$33.50	\$2.56	\$0.20	\$0.75	\$0.34	\$0.67	\$3.62	\$1.00	T. Walker - when barge	
Head location	\$33.50	\$2.56	\$0.20	\$0.75	\$0.34	\$0.67	\$1.68	\$1.00	Addonizio	1
Location checker	\$30.75	\$2.35	\$0.18	\$0.69	\$0.31	\$0.62	\$1.54	\$1.00	Perrone	
Inbound checkers-2	\$64.75	\$4.95	\$0.39	\$1.46	\$0.65	\$1.30	\$3.24	\$1.00	Botta, Lowe	
Outbound checker	\$30.75	\$2.35	\$0.18	\$0.69	\$0.31	\$0.62	\$3.33	\$1.00	Allen	
Head foreman - whse	\$33.90	\$2.59	\$0.20	\$0.76	\$0.34	\$0.68	\$3.67	\$1.00	D. Perez	
Warehouse checker	\$33.50	\$2.56	\$0.20	\$0.75	\$0.34	\$0.67	\$3.62	\$1.00	Venuto	
Heavy lift checker	\$30.75	\$2.35	\$0.18	\$0.69	\$0.31	\$0.62	\$3.33	\$1.00	B. Walker	
Mechanic Foreman	\$35.55	\$2.72	\$0.21	\$0.80	\$0.36	\$0.71	\$3.84	\$1.00	Mullen	2 ot/ 1 mh
Mechanic	\$34.55	\$2.64	\$0.21	\$0.78	\$0.35	\$0.69	\$3.74	\$1.00	Barrezuela	
Metro TIR - 3	\$70.79									
Metro Mechanic F/M	\$67.31									
Metro Mechanic - 3	\$63.98									
Shop steward - Metro	\$70.79									

Cost of Labor	NJ S/T	NJ O/T	NJ D/T	STD 40 HR WEEKLY COST
Head Foreman	\$43.14	\$64.21	\$85.29	\$2,367.85
Hiring Agent-LS	\$40.70	\$60.55	\$80.40	\$2,838.83
Dock Boss	\$41.40	\$61.60	\$81.80	\$1,656.10
Head stevedore	\$43.14	\$64.21	\$85.29	\$1,725.71
Shop Steward-LS	\$41.17	\$61.26	\$81.34	\$2,259.43
Shop Steward-CH	\$38.92	\$57.88	\$76.84	\$1,941.00
Timekeeper	\$40.70	\$60.55	\$80.40	\$2,536.09
Head Clerk-Rec	\$40.70	\$60.55	\$80.40	\$2,332.61
Head Clerk-Del	\$40.70	\$60.55	\$80.40	\$2,332.61
Barge Hatch Checker	\$42.65	\$63.47	\$84.29	\$1,705.82
Head location	\$40.70	\$60.55	\$80.40	\$1,930.63
Location checker	\$37.44	\$55.66	\$73.88	\$1,775.84
Inbound checkers-2	\$77.73	\$116.09	\$154.46	\$3,689.62
Outbound checker	\$39.23	\$58.34	\$77.45	\$1,860.78
Head foreman - whse	\$43.14	\$64.21	\$85.29	\$2,046.78
Warehouse checker	\$42.65	\$63.47	\$84.29	\$2,023.16
Heavy lift checker	\$39.23	\$58.34	\$77.45	\$1,860.78
Mechanic Foreman	\$45.19	\$67.29	\$89.39	\$2,927.61
Mechanic	\$43.95	\$65.43	\$86.90	\$2,846.80
Metro TIR - 3	\$70.79	\$92.48	\$114.16	\$10,708.56
Metro Mechanic F/M	\$67.31	\$90.66	\$114.01	\$4,713.01
Metro Mechanic - 3	\$63.98	\$85.66	\$107.35	\$13,399.53
Shop steward - Metro	\$70.79	\$92.48	\$114.16	\$5,921.04

\$77,400.18

<u>Power Shop Breakdown</u>	<u>NJ S/T</u>	<u>NJ O/T</u>	<u>NJ D/T</u>	<u>WEEKLY COST</u>
Metro Mechanic F/M	\$67.31	\$90.66	\$114.01	\$4,713.01
Mechanic	\$43.95	\$65.43	\$86.90	\$2,846.80
Metro Mechanic	\$63.98	\$85.66	\$107.35	\$4,466.51
Plus half of Shop Steward				\$2,960.52
				<u><u>\$14,986.84</u></u>

<u>Crane Shop Breakdown</u>	<u>NJ S/T</u>	<u>NJ O/T</u>	<u>NJ D/T</u>	<u>WEEKLY COST</u>
Mechanic Foreman	\$45.19	\$67.29	\$89.39	\$2,927.61
Two metro mechanics	\$63.98	\$85.66	\$107.35	\$8,933.02
Plus half of Shop Steward				\$2,233.26
				<u><u>\$14,093.88</u></u>

<u>Rail Drivers Breakdown</u>	<u>NJ S/T</u>	<u>NJ O/T</u>	<u>NJ D/T</u>	<u>DAILY COST</u>	<u>WEEKLY COST</u>
Mon-Thurs - 8 drivers	\$42.65	\$63.47	\$84.29	\$3,744.81	\$14,979.22
Friday - 4 drivers	\$42.65	\$63.47	\$84.29	\$1,872.40	\$1,872.40
					<u><u>\$16,851.63</u></u>

<u>Heavy Lift Team Breakdown</u>	<u>NJ S/T</u>	<u>NJ O/T</u>	<u>NJ D/T</u>	<u>DAILY COST</u>
Checker	\$39.23	\$58.34	\$77.45	\$313.81
HiLo Driver	\$40.78	\$60.67	\$80.56	\$326.24
Two longshoremen	\$40.78	\$60.67	\$80.56	\$652.48
				<u><u>\$1,292.53</u></u>

<u>Barge Operation Breakdown</u>	<u>NJ S/T</u>	<u>NJ O/T</u>	<u>NJ D/T</u>	<u>HOURLY COST</u>	<u>8 HOUR COST</u>
Checker	\$42.65	\$63.47	\$84.29	\$42.65	\$341.16
Reachstack Driver - 3	\$42.65	\$63.47	\$84.29	\$127.94	\$1,023.49
Hatch Boss	\$41.40	\$61.60	\$81.80	\$41.40	\$331.22
Longshoreman - 8	\$40.78	\$60.67	\$80.56	\$326.24	\$2,609.92
Crane operators - 2	\$43.89	\$65.33	\$86.78	\$261.34	\$2,090.72
Hustler drivers - 6	\$42.65	\$63.47	\$84.29	\$255.87	\$2,046.99
				<u><u>\$1,055.44</u></u>	<u><u>\$8,443.50</u></u>

**RED HOOK CONTAINER TERMINAL OPERATING STATEMENT
RESULTS FOR PERIOD 2012 - NEW JERSEY LOCATION**

	JANUARY	FEBRUARY	MARCH	APRIL	MAY	June	HALF YEAR RESULTS
	%	%	%	%	%	%	%
REVENUE							
Bulk/Breakbulk	114,553	32,343	127,095	0	0	0	273,992
Containers	1,710	0	0	0	0	0	1,710
Terminal/Drayage	57,087	40,482	49,793	107,128	28,710	58,584	341,784
Miscellaneous	70,809	29,211	60,297	25,270	31,614	14,632	231,832
Stripping/Stuffing	33,033	31,756	33,717	25,342	35,026	31,186	190,059
Receiving/Delivery	2,813	2,174	15,074	0	0	0	20,061
Customs Exams	0	0	0	0	0	0	0
Demurrage	46,955	11,103	25,383	10,467	11,329	34,134	139,371
CCC Subsidy	4,488	4,400	6,304	3,616	6,560	5,952	31,320
TOTAL REVENUE	331,447	151,469	317,663	171,824	113,239	144,487	1,230,128
	100.0%						
STEVEDORE EXPENSE							
Longshore Labor	320,530	296,926	359,139	339,392	372,705	352,745	2,041,436
Taxes & Assessments	52,241	40,601	47,173	43,175	47,589	43,366	274,146
Workers Comp	31,308	26,476	31,254	29,528	29,532	36,268	184,366
TIR Contract Labor - AM	69,159	61,012	76,965	62,289	74,786	74,786	418,997
Reefer Labor - AMS	12,771	9,645	18,218	9,937	8,545	8,545	67,661
TOTAL STEVEDORE	486,009	434,660	532,748	484,321	533,158	515,711	2,986,606
	146.6%	287.0%	167.7%	281.9%	470.8%	356.9%	242.8%
OPERATING EXPENSE							
Equipment Rental	87,500	87,500	87,500	72,112	73,049	68,298	475,959
Contract mechanics-AM	59,479	66,086	81,025	66,472	85,975	72,191	431,229
Equip Maint/Spare Parts	104,117	105,461	68,546	62,882	38,245	52,138	431,388
Insurance	20,921	20,921	20,921	20,521	22,725	20,814	126,822
Fuel	37,960	38,721	30,000	29,627	27,200	30,283	193,791
Utilities	26,194	30,600	17,294	15,679	11,305	11,305	112,378
Lashing Expense - AMS	24,407	25,360	41,921	26,496	28,231	27,212	173,626
Moran Towing/Barge	33,352	27,969	35,620	39,639	37,086	31,783	205,449
Snow Removal Costs	14,445	6,646	0	0	0	0	21,091
TOTAL OPERATING	408,375	409,264	382,827	333,429	323,815	314,023	2,171,733
	123.2%	270.2%	120.5%	194.1%	286.0%	217.3%	176.5%
G & A EXPENSE							
Pier Payroll	69,705	70,555	89,649	74,574	80,802	100,058	485,343
Taxes and Benefits	16,264	16,456	19,509	18,831	17,181	20,357	108,599
Office Expenses	11,256	8,514	5,500	13,934	8,292	9,676	57,173
EDI Rental	30,000	30,000	38,000	20,610	8,000	8,000	134,610
TOTAL G & A	127,226	125,525	152,658	127,950	114,276	138,090	785,724
	38.4%	82.9%	48.1%	74.5%	100.9%	95.6%	63.9%
PRE TAX INCOME	(690,162)	(817,981)	(750,571)	(773,875)	(858,010)	(823,336)	(4,713,935)
	-208.2%	-540.0%	-236.3%	-450.4%	-499.4%	-479.2%	-383.2%
# of Containers	6	0	0	0	0	0	6
Breakbulk Freight Tons	933	487	1,266	0	0	0	2,686

**RED HOOK CONTAINER TERMINAL OPERATING STATEMENT
RESULTS FOR PERIOD 2012 - BROOKLYN LOCATION**

	JANUARY		FEBRUARY		MARCH		APRIL		MAY		JUNE		HALF YEAR RESULTS	
		%		%		%		%		%		%		%
REVENUE														
Bulk/Breakbulk	10,228	0.7%	5,420	0.4%	13,468	0.9%	52,487	3.7%	26,383	1.7%	14,207	1.0%	122,192	1.4%
Containers	1,380,423	89.3%	1,245,453	91.7%	1,456,500	92.4%	1,175,130	82.8%	1,426,756	91.7%	1,289,776	88.1%	7,974,037	89.4%
Terminal/Drayage	0	0.0%	27,388	2.0%	8,895	0.6%	20,388	1.4%	26,865	1.7%	17,239	1.2%	100,774	1.1%
Miscellaneous	14,513	0.9%	6,213	0.5%	43,949	2.8%	35,355	2.5%	21,474	1.4%	26,727	1.8%	148,231	1.7%
Stripping/Stuffing	4,235	0.3%	0	0.0%	1,174	0.1%	6,912	0.5%	4,712	0.3%	19,735	1.3%	36,769	0.4%
Receiving/Delivery	22,031	1.4%	8,174	0.6%	324	0.0%	38,926	2.7%	11,502	0.7%	23,120	1.6%	104,077	1.2%
Customs Exams	81,988	5.3%	61,095	4.5%	52,213	3.3%	89,842	6.3%	37,752	2.4%	74,013	5.1%	396,903	4.4%
Demurrage	32,996	2.1%	3,836	0.3%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	36,832	0.4%
CCC Subsidy	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
TOTAL REVENUE	1,546,413	100.0%	1,357,580	100.0%	1,576,524	100.0%	1,419,039	100.0%	1,555,444	100.0%	1,464,817	100.0%	8,919,816	100.0%
STEVEDORE EXPENSE														
Longshore Labor	772,243	49.9%	652,963	48.1%	749,905	47.6%	764,801	53.9%	792,212	50.9%	752,549	51.4%	4,484,673	50.3%
Taxes & Assessments	113,596	7.3%	75,280	5.5%	84,769	5.4%	82,907	5.8%	86,956	5.6%	82,074	5.6%	525,582	5.9%
Workers Comp	86,541	5.6%	60,275	4.4%	69,712	4.4%	70,615	5.0%	63,410	4.1%	83,958	5.7%	434,511	4.9%
TIR Contract Labor - AM	11,161	0.7%	10,863	0.8%	16,696	1.1%	9,470	0.7%	14,728	0.9%	14,728	1.0%	77,647	0.9%
Reefer Labor - AMS	6,877	0.4%	1,818	0.1%	16,701	1.1%	8,134	0.6%	6,838	0.4%	6,838	0.5%	47,206	0.5%
TOTAL STEVEDORE	990,417	64.0%	801,200	59.0%	937,783	59.5%	935,927	66.0%	964,145	62.0%	940,147	64.2%	5,569,618	62.4%
OPERATING EXPENSE														
Equipment Rental	87,500	5.7%	87,500	6.4%	87,500	5.6%	72,112	5.1%	73,049	4.7%	67,898	4.6%	475,559	5.3%
Contract mechanics-AM	13,855	0.9%	17,550	1.3%	20,144	1.3%	30,039	2.1%	46,655	3.0%	35,674	2.4%	163,918	1.8%
Equip Maint/Spare Parts	85,186	5.5%	158,191	11.7%	77,750	4.9%	30,972	2.2%	29,255	1.9%	39,015	2.7%	420,370	4.7%
Insurance	20,921	1.4%	20,921	1.5%	20,921	1.3%	20,521	1.4%	22,725	1.5%	20,814	1.4%	126,822	1.4%
Fuel	80,676	5.2%	61,743	4.5%	44,000	2.8%	60,094	4.2%	52,345	3.4%	52,280	3.6%	351,138	3.9%
Utilities	60,000	3.9%	65,640	4.8%	50,640	3.2%	42,000	3.0%	46,000	3.0%	46,000	3.1%	310,280	3.5%
Lashing Expense - AMS	49,901	3.2%	51,386	3.8%	63,700	4.0%	51,767	3.6%	58,359	3.8%	47,051	3.2%	322,165	3.6%
Moran Towing/Barge	33,352	2.2%	27,969	2.1%	35,620	2.3%	39,639	2.8%	37,086	2.4%	34,348	2.3%	208,014	2.3%
Snow Removal Costs	9,488	0.6%	8,726	0.6%	8,726	0.6%	9,126	0.6%	0	0.0%	0	0.0%	36,066	0.4%
TOTAL OPERATING	440,880	28.5%	499,626	36.8%	409,002	25.9%	356,270	25.1%	365,474	23.5%	343,080	23.4%	2,414,331	27.1%
G & A EXPENSE														
Pier Payroll	57,170	3.7%	57,715	4.3%	60,377	3.8%	40,010	2.8%	37,886	2.4%	44,904	3.1%	298,063	3.3%
Taxes and Benefits	14,181	0.9%	13,685	1.0%	12,052	0.8%	9,467	0.7%	7,476	0.5%	9,018	0.6%	65,880	0.7%
Office Expenses	11,256	0.7%	12,771	0.9%	7,500	0.5%	16,585	1.2%	8,292	0.5%	11,355	0.8%	67,759	0.8%
EDI Rental	30,000	1.9%	30,000	2.2%	38,000	2.4%	20,610	1.5%	8,000	0.5%	8,000	0.5%	134,610	1.5%
TOTAL G & A	112,607	7.3%	114,171	8.4%	117,929	7.5%	86,672	6.1%	61,655	4.0%	73,277	5.0%	566,312	6.3%
PRE TAX INCOME	2,508	0.2%	(57,417)	-4.2%	111,810	7.1%	40,170	2.8%	164,171	11.6%	108,313	7.6%	369,555	4.1%
# of Containers	5,137		5,108		6,027		4,495		5,740		5,068		31,575	
Breakbulk Freight Tons	376		147		307		582		729		332		2,473	

Current Barge Operation from RHMT to PNMT-ASI			
Assumptions:			
FULL BARGE	Straight Time operation		Import Leg only
Tug roundtrip = \$3600	30mph per crane		Export Leg = same
	300teu's = 240 containers each way		Labor Cost = total cost (benefits)
Tug Cost	\$	1,800.00	one way trip
RHMT Crane Labor Cost	\$	11,000.00	(19men x 8hrs x \$70/hr)
PNMT ASI Labor Cost	\$	11,000.00	(19men x 8hrs x \$70/hr)**
Lashing	\$	4,800.00	(\$20 per container)
Total	\$	28,600.00	
Total	\$	119.17	per box
* With estimated overhead costs at ASI NJMT			
Rent = \$4,000 per day		Labor = \$16,000	M&R = \$1000
Total	\$	49,600.00	
Total	\$	206.67	per box

Barge Operation from RHMT to PNCT			
Assumptions:			
FULL BARGE	Straight Time operation		Import Leg only
Tug roundtrip = \$3600	30mph per crane		Export Leg = same
	300teu's = 240 containers each way		Labor Cost = total cost (benefits)
Tug Cost	\$	1,800.00	one way trip
RHMT Crane Labor Cost	\$	11,000.00	(19men x 8hrs x \$70/hr)
Lashing	\$	2,400.00	(\$10 per container)
PNCT Rate	\$	36,000.00	\$150 per container x 240
Lashing	\$	-	included in PNCT pick rate
Total	\$	51,200.00	
Total	\$	213.33	per box

Ancillary Barge Costs			
Insurance			??
M&R			??

Current Barge Operation from RHMT to PNMT-ASI			
Assumptions:			
HALF FULL BARGE	Straight Time operation		Import Leg only
Tug roundtrip = \$3600	30mph per crane		Export Leg = same
	150teu's = 120 containers each way		Labor Cost = total cost (benefits)
Tug Cost	\$	1,800.00	one way trip
RHMT Crane Labor Cost	\$	7,980.00	(19men x 6hrs x \$70/hr)
PNMT ASI Labor Cost	\$	7,980.00	(19men x 6hrs x \$70/hr)**
Lashing & Unlashing	\$	2,400.00	(\$20 per container)
Total	\$	20,160.00	
Total	\$	168.00	per box
* With estimated overhead costs at ASI NJMT			
Rent = \$4,000 per day		Labor = \$16,000	M&R = \$1000
Total	\$	41,160.00	
Total	\$	343.00	per box

Barge Operation from RHMT to PNCT			
Assumptions:			
HALF FULL BARGE	Straight Time operation		Import Leg only
Tug roundtrip = \$3600	30mph per crane		Export Leg = same
	150teu's = 120 containers each way		Labor Cost = total cost (benefits)
Tug Cost	\$	1,800.00	one way trip
RHMT Crane Labor Cost	\$	7,980.00	(19men x 6hrs x \$70/hr)
Lashing	\$	1,200.00	(\$10 per container)
PNCT Rate	\$	18,000.00	\$150 per container x 120
Lashing	\$	-	included in PNCT pick rate
Total	\$	28,980.00	
Total	\$	241.50	per box

Lineman		\$0.00
Crew		\$0.00

tug cost round trip	\$ 3,800	(Moran; from JT/ MD)	3500 if not stand-by
cost per crane-hour	\$ 2,000	(BK)	box = lift
lifts per hour	30		28
hours per ST day	8		

boxes per day	240	
crane cost per day	\$ 32,000	(total both sides)
tug cost one way	\$ 1,900	
cost per day	\$ 33,900	
cost per box	\$ 141.25	
call it	\$ 175	

20men * \$80/hr = \$1600 per crane per hour on Straight Time
 20men * \$110/hr = \$1220 per crane per hour on Over Time
 crane costs per box \$ 133.33
 tug cost per box \$ 7.92

Cost of a dray to NY from NJ \$ 300

SO - if we charge	\$ 275
and our cost per box is	\$ 175
our gross rev per box is	\$ 100

9/18/2011

	lowest	highest
VZ	\$ 47.26	\$ 70.00
Goethals	\$ 37.50	\$ 65.00
NJTP	\$ 7.30	\$ 8.40
	<u>\$ 92.06</u>	<u>\$ 143.40</u>

12/1/2015

	lowest	highest
VZ	\$ 47.26	\$ 70.00
Goethals	\$ 77.50	\$ 105.00
NJTP	\$ 7.30	\$ 8.40
	<u>\$ 132.06</u>	<u>\$ 183.40</u>

RED HOOK CONTAINER TERMINAL OPERATING STATEMENT

RESULTS FOR PERIOD 2012 - BOTH LOCATIONS

	JANUARY		FEBRUARY		MARCH		APRIL		MAY		JUNE		HALF YEAR RESULTS	
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
REVENUE														
Bulk/Breakbulk	124,781	6.6%	37,764	2.5%	140,563	7.4%	52,487	3.3%	26,383	1.6%	14,207	1.0%	396,184	3.9%
Containers	1,382,133	73.6%	1,245,453	82.5%	1,456,500	76.9%	1,175,130	73.9%	1,426,756	85.5%	1,289,776	88.1%	7,975,747	78.6%
Terminal/Drayage	57,087	3.0%	67,869	4.5%	58,688	3.1%	127,516	8.0%	55,575	3.3%	75,823	5.4%	442,558	4.4%
Miscellaneous	85,321	4.5%	35,424	2.3%	104,246	5.5%	60,625	3.8%	53,088	3.2%	41,359	1.8%	380,063	3.7%
Stripping/Stuffing	37,268	2.0%	31,756	2.1%	34,891	1.8%	32,254	2.0%	39,738	2.4%	50,921	3.3%	226,828	2.2%
Receiving/Delivery	24,844	1.3%	10,348	0.7%	15,398	0.8%	38,926	2.4%	11,502	0.7%	23,120	1.6%	124,138	1.2%
Customs Exams	81,988	4.4%	61,095	4.0%	52,213	2.8%	89,842	5.6%	37,752	2.3%	74,013	5.1%	396,903	3.9%
Demurrage	79,951	4.3%	14,939	1.0%	25,383	1.3%	10,467	0.7%	11,329	0.7%	34,134	2.4%	176,203	1.7%
CCC Subsidy	4,488	0.2%	4,400	0.3%	6,304	0.3%	3,616	0.2%	6,560	0.4%	5,952	0.4%	31,320	0.3%
TOTAL REVENUE	1,877,860	100.0%	1,509,048	100.0%	1,894,186	100.0%	1,590,863	100.0%	1,668,682	100.0%	1,609,305	100.0%	10,149,944	100.0%
STEVEDORE EXPENSE														
Longshore Labor	1,092,773	58.2%	949,889	62.9%	1,109,044	58.5%	1,104,192	69.4%	1,164,917	69.8%	1,105,294	51.4%	6,526,109	64.3%
Taxes & Assessments	165,837	8.8%	115,882	7.7%	131,942	7.0%	126,082	7.9%	134,545	8.1%	125,440	5.6%	799,727	7.9%
Workers Comp	117,849	6.3%	86,751	5.7%	100,966	5.3%	100,143	6.3%	92,943	5.6%	120,226	5.7%	618,877	6.1%
TIR Contract Labor - AM	80,320	4.3%	71,875	4.8%	93,660	4.9%	71,760	4.5%	89,514	5.4%	89,514	1.0%	496,644	4.9%
Reefer Labor - AMS	19,648	1.0%	11,463	0.8%	34,918	1.8%	18,071	1.1%	15,383	0.9%	15,383	0.5%	114,867	1.1%
TOTAL STEVEDORE	1,476,427	78.6%	1,235,860	81.9%	1,470,531	77.6%	1,420,247	89.3%	1,497,302	89.7%	1,455,858	90.5%	8,556,225	84.3%
OPERATING EXPENSE														
Equipment Rental	175,000	9.3%	175,000	11.6%	175,000	9.2%	144,224	9.1%	146,098	8.8%	136,195	4.6%	951,518	9.4%
Contract mechanics-AM	73,334	3.9%	83,636	5.5%	101,169	5.3%	96,511	6.1%	132,630	7.9%	107,865	2.4%	595,147	5.9%
Equip Maint/Spare Parts	189,303	10.1%	263,652	17.5%	146,296	7.7%	93,854	5.9%	67,500	4.0%	91,153	2.7%	851,758	8.4%
Insurance	41,842	2.2%	41,842	2.8%	41,842	2.2%	41,042	2.6%	45,449	2.7%	41,627	1.4%	253,643	2.5%
Fuel	118,636	6.3%	100,464	6.7%	74,000	3.9%	89,721	5.6%	79,545	4.8%	82,563	3.6%	544,929	5.4%
Utilities	86,194	4.6%	96,240	6.4%	67,934	3.6%	57,679	3.6%	57,305	3.4%	57,305	3.1%	422,658	4.2%
Lashing Expense - AMS	74,308	4.0%	76,746	5.1%	105,621	5.6%	78,263	4.9%	86,590	5.2%	74,263	3.2%	495,791	4.9%
Moran Towing/Barge	66,704	3.6%	55,938	3.7%	71,240	3.8%	79,279	5.0%	74,171	4.4%	66,131	2.3%	413,463	4.1%
Snow Removal Costs	23,933	1.3%	15,373	1.0%	8,726	0.5%	9,126	0.6%	0	0.0%	0	0.0%	57,158	0.6%
TOTAL OPERATING	849,255	45.2%	908,890	60.2%	791,829	41.8%	689,699	43.4%	689,289	41.3%	657,103	40.8%	4,586,064	45.2%
G & A EXPENSE														
Pier Payroll	126,876	6.8%	128,271	8.5%	150,025	7.9%	114,584	7.2%	118,688	7.1%	144,962	3.1%	783,405	7.7%
Taxes and Benefits	30,445	1.6%	30,141	2.0%	31,562	1.7%	28,298	1.8%	24,658	1.5%	29,375	0.6%	174,479	1.7%
Office Expenses	22,512	1.2%	21,285	1.4%	13,000	0.7%	30,519	1.9%	16,585	1.0%	21,031	0.8%	124,932	1.2%
EDI Rental	60,000	3.2%	60,000	4.0%	76,000	4.0%	41,220	2.6%	16,000	1.0%	16,000	0.5%	269,220	2.7%
TOTAL G & A	239,833	12.8%	239,696	15.9%	270,587	14.3%	214,622	13.5%	175,930	10.5%	211,368	13.1%	1,352,036	13.3%
PRE TAX INCOME	(687,654)	-36.6%	(875,398)	-58.0%	(638,761)	-33.7%	(733,705)	-46.1%	(693,839)	-43.6%	(715,024)	-44.9%	(4,344,381)	-42.8%
# of Containers	5,143		5,108		6,027		4,495		5,740		5,068		31,581	
Breakbulk Freight Tons	1,309		634		1,573		582		729		332		5,159	

CONTAINER MOVES BY MONTH ON/OFF VESSELS - RED HOOK

2009	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
AUSTRALIA NAT'L	89	167	109	146	141	124	243	138	173	191	189	213	1,923
CMA-CGM	700	1,442	817	863	698	878	1,154	778	530	584	530	1,028	10,002
BLACK PEARL		65	294	389	543	423	485	524	555	438	515	518	4,749
GRIMALDI	541	379	629	812	356	411	484	1,208	605	510	807	250	6,992
HAPAG LLOYD	8	8										0	16
MARFRET	32	65	54	73	108	42	124	39	73	59	55	56	780
N.S.C.S.A	269	310	184	174	137	141	216	174	176	110	232	246	2,369
SEABOARD	1,140	1,480	1,517	1,711	1,563	1,769	2,088	1,266	1,928	2,071	2,732	2,396	21,661
2009	2,779	3,916	3,604	4,168	3,546	3,788	4,794	4,127	4,040	3,963	5,060	4,707	48,492

CONTAINER MOVES BY MONTH ON/OFF VESSELS - RED HOOK

2010	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
AUSTRALIA NAT'L	297	160	223	174	191	174	331	205	165	169	143	163	2,395
CMA-CGM	1,182	949	1,127	1,208	1,083	1,266	1,836	1,588	957	797	1,048	605	13,646
CMA BLACK PEAR	457	450	162	217	251	0	0	0	0	0	0	0	1,537
GRIMALDI	442	470	922	373	498	672	689	481	473	651	1,182	783	7,636
MARFRET	98	41	62	86	57	108	124	58	48	64	77	47	870
N.S.C.S.A	128	69	200	311	185	317	442	359	395	438	168	116	3,128
SEABOARD	1,643	2,008	2,785	2,395	2,743	3,170	2,905	2,064	2,373	2,784	2,543	2,420	29,833
ECUADORIAN									0	765	651	774	2,190
2010	4,247	4,147	5,481	4,764	5,008	5,707	6,327	4,755	4,411	5,668	5,812	4,908	61,235

CONTAINER MOVES BY MONTH ON/OFF VESSELS - RED HOOK

2011	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
AUSTRALIA NAT'L	226	88	252	185	185	158	177	114	229	192	207	343	2,356
ATLANTIC RO RO							9	22	76	26	37	47	217
CMA-CGM	945	348	1,383	949	884	644	1,043	590	1,103	1,831	1,563	2,075	13,358
ECUADORIAN	881	602	533	398	578	623	652	582	571	820	611	853	7,704
GRIMALDI	1,374	368	724	687	927	838	595	749	1,058	651	1,193	707	9,871
MARFRET	91	28	121	57	42	59	53	41	107	71	67	146	883
N.S.C.S.A	199	0	244	420	82	233	125	295	142	102	104	90	2,036
SEABOARD	1,799	1,713	2,729	1,694	1,891	1,973	1,691	1,702	1,489	1,651	2,145	2,421	22,898
2011	5,515	3,147	5,986	4,390	4,589	4,528	4,345	4,095	4,775	5,344	5,927	6,682	59,323

CONTAINER MOVES BY MONTH ON/OFF VESSELS - RED HOOK

2012	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
AUSTRALIA NAT'L	169	183	207	173	280	186	197	222	211				1,828
ATLANTIC RO RO	53	20	157	120	214	83	121	76	198				1,042
CMA-CGM	2,187	2,354	2,494	1,805	2,152	1,716	1,548	1,841	1,917				18,014
ECUADORIAN	907	742	669	620	595	909	634	632	648				6,356
GRIMALDI	283	0	0	0	0	0	0	0	0				283
MARFRET	85	61	68	57	76	35	51	55	51				539
N.S.C.S.A	164	0	79	83	94	93	68	94	61				736
SEABOARD	1,289	1,711	2,353	1,637	2,329	2,046	1,972	1,984	1,377				16,698
A.P.L.		37											37
2012	5,137	5,108	6,027	4,495	5,740	5,068	4,591	4,904	4,463	0	0	0	45,533