



Pasha People
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PASHA PEOPLE

The Pasha Group News and Information Source

Volume 15 Summer 2014

Location, Location, Location!

Pasha Automotive Services (PAS) continues its explosive growth via two new terminals with prime locations at Port of Virginia, Portsmouth, and Port Manatee, Florida.

"Adding new locations is another way we can better serve our customers," said Ben Buben, executive director. "Portsmouth Marine Terminal (PMT) and Port Manatee offer expansive and extremely competitive North Atlantic distribution gateways for local markets as well as unit-train capacity for land-bridge destinations. With the support of both port management teams, we've already proven we can have operations up and running in as little as 48 hours!"

Portsmouth Marine Terminal

PAS was given an opportunity to open a new access point for Chrysler at PMT. Inland rail logistics had caused a shift of traffic to the mid-Atlantic, so Chrysler was exploring alternative approaches. This start-up facility in Virginia—with excellent rail service and turnkey infrastructure—meets Chrysler's immediate and urgent distribution demands.

Running direct to PMT, Norfolk Southern's recently completed Heartland Corridor makes it possible to turn around a unit train in four days. It's the most efficient high-capacity intermodal route between the mid-Atlantic and Midwest states. "The more we can keep an inventory of railcars in a closed loop, the faster we can cycle cars to their final destination," said Buben.

At Portsmouth, PAS has access to 225 acres of developed land plus an 80,000-ft² building, allowing us to handle multiple OEMs at attractive rates for our customers.

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PAS Sets Up Shop on East Coast



Photo: Stellar Exposures

Pasha Stevedoring & Terminals Dominates PMA Safety Awards

PST received top honors at this year's Pacific Maritime Association Annual Safety Awards Banquets in Long Beach and in Grays Harbor.

PST-LA brought home seven awards, including five first-place accolades: Coast Accident Improvement, Coast Class B Stevedore Accident Prevention, LA/LB Injury Rate Improvement Award, Coast Group C Mechanic Operations, and Coast Accident Prevention Award Group B, Stevedore Operations categories. PST-LA was also recognized with Coast 3 Year Zero Incident and Coast 1 Year Zero Incident awards.

"In 2012, we implemented additional safety precautions," said Jeff Burgin, senior vice president. "The team not only made sure these particular rules were met, they also kept the cargo flowing at the same time. We are extremely proud of the PST team and their ongoing commitment to safety."

The PST team also took first place in Category C for the Pacific Northwest operations in Grays Harbor, continuing PST's outstanding track record for safety.

"This year we were once again recognized for providing a safe workplace," said Tim Ryker, operations manager. "Over the last year, we saw an increase in the cargo volumes and manpower on the terminal. As a result of these increases, our team worked closely with the foremen and longshoremen to ensure safety protocols stayed top of mind.

"PST has been consistently recognized for our safety on the job," added Ryker. "We are very proud of our team here in Grays Harbor and their dedication to creating a safer work environment."



L-R: Mike DeMicco (Avizent), David VanWardenburg (PST), Mike Abazis (PST), Rudy Kampilla (PST), Wray Bartling (PST), Chris Lopez (Avizent), Mark Kuha (PST). Avizent is USL&H underwriter for PST.



L-R: London Sapolu, Mason Parke, Cale Templeton, Mandy Garcia, Aaron Christel, Jason Cornell, Jacob Knight.

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Port Manatee

Port Manatee offers a strategic Gulf Coast location that's ideal for expedited short-sea service between Mexico, the Caribbean, and the U.S. Southeast. It's the Florida port closest to Mexico, offering significantly faster ocean transit times than Jacksonville or Baltimore. Buben said, "In the same time it would take a ship to get from Mexico to either of those two ports, we could already have the vehicles offloaded, processed, and on rail or truck for inland distribution."

Port Manatee's new berth can accommodate two ships. A 174,000-ft² processing facility and proximity to CSX railroad make this a prime spot to handle both import and export traffic.

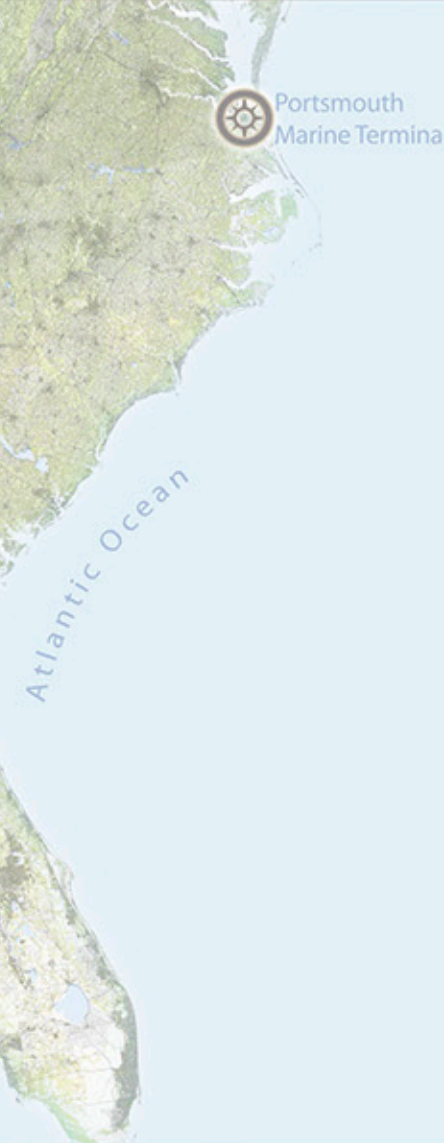
Coordinated Team Approach

Since the takeoff of these East Coast ventures, our PAS and Pasha Distribution Services (PDS) teams are even more tightly aligned. John Kreisler, senior vice president at PDS, rallied his team together to quickly find trucking solutions, complementing this success story.

Chrysler and Siem Car Carriers have been extremely important partners in our new PMT operations, just as they helped support our growth strategy in Grays Harbor and our operations in San Diego.

"Chrysler and Siem both think aggressively outside the box when analyzing logistical solutions. They aren't afraid to take a chance with innovative concepts that are strategic for the long term," said Buben.

PAS plans to expand its full suite of diversified services to a third East Coast location within the next year.



New Wheels for PDS

More Business Means More Trucks

Five years ago, we expanded PDS operations to include Belvidere, Illinois, for Chrysler. Since then, we've added terminals in Brunswick, Georgia, for Volkswagen; Dundalk, Maryland, for Ford; and Curtis Bay, Maryland, for Fiat. Our latest plans for PDS include Port Newark, New Jersey, for Ford and additional Chrysler locations in the near future.

To accommodate this service expansion, last year we added 30 new trucks, and, in January, ten 2014 Peterbilt rigs joined the St. Louis fleet. This increased our total number of auto transport rigs to 180.

Growing our fleet is essential to expanding our coast-to-coast operations. The new rigs have been equipped with top safety and emissions equipment, including cold fire extinguishers, high-visibility seat belts, all-disk antilock brakes, tire pressure indicators, and quick ratchet tie downs.

PDS received a note of recognition from the U.S. Environmental Protection Agency's SmartWay program stating, "We applaud the renewal of your SmartWay membership for 2014 and congratulate you on your work towards more cost-effective and environmentally efficient freight transportation." PDS has participated in this program since 2012.



Photo: Woody West

Chrysler First Up at Portsmouth

PAS kicked off operations at PMT in April with 5,000 export units. 2,558 units were loaded on the first charter export vessel, the *Hoegh Bangkok*, and included Jeep Cherokee and Grand Cherokee, Jeep Wrangler, and Chrysler Town & Country and 300s. After loading in Virginia, the *Hoegh Bangkok* called Baltimore, Jacksonville, and South Africa before delivering to China.

In May, nearly 6,000 vehicles arrived at PMT for processing and were exported on three sailings to the Far East. This volume included Jeep Cherokee and Grand Cherokee, Jeep Wrangler, and Jeep Compass vehicles. These units were destined for China and the Port of Xingang.

On Point

PAS hit the ground running by leveraging trained staff from across the organization to train local talent. Penny Eubanks, who initially joined PAS in National City years before helping to launch our Grays Harbor operations in 2010, was eager for the challenge to support the new venture.

Eubanks led the charge in both Baltimore and Virginia by blending Pasha employees with newly hired local labor resources. She was joined by several team members from Grays Harbor to help teach and train the new workforce at the PMT facility.

"Penny's unstoppable work ethic and mentoring methods have helped bring Virginia operations online with lightning speed," said Ben Buben. "The deployment of San Diego's Angel Fernandez, who worked alongside Penny and the operations crew, was a one-two punch for success."



L-R: Ben Buben (PAS), Stan Gabara (PAS), Kenneth Wright (Mayor of Portsmouth), Penny Eubanks (PAS), Mike Renfrow (Virginia International Terminals).

Photo: Stellar Exposures

Safety First for PST

PAS Sets Up Shop on East Coast

**Marjorie C:
Adding the Final Touches**

The shipyard is finishing the final steps before the much anticipated launch of the *M/V Marjorie C*. These processes include final painting of the ballast tanks, installation of the shaft and propeller, and painting of the underwater areas of the external hull. All assemblies, except the stern quarter ramp, have been erected.

Once in the water, the focus will be on testing and commissioning all systems, including the main engine. We look forward to the ultimate delivery and startup of service in late 2014.

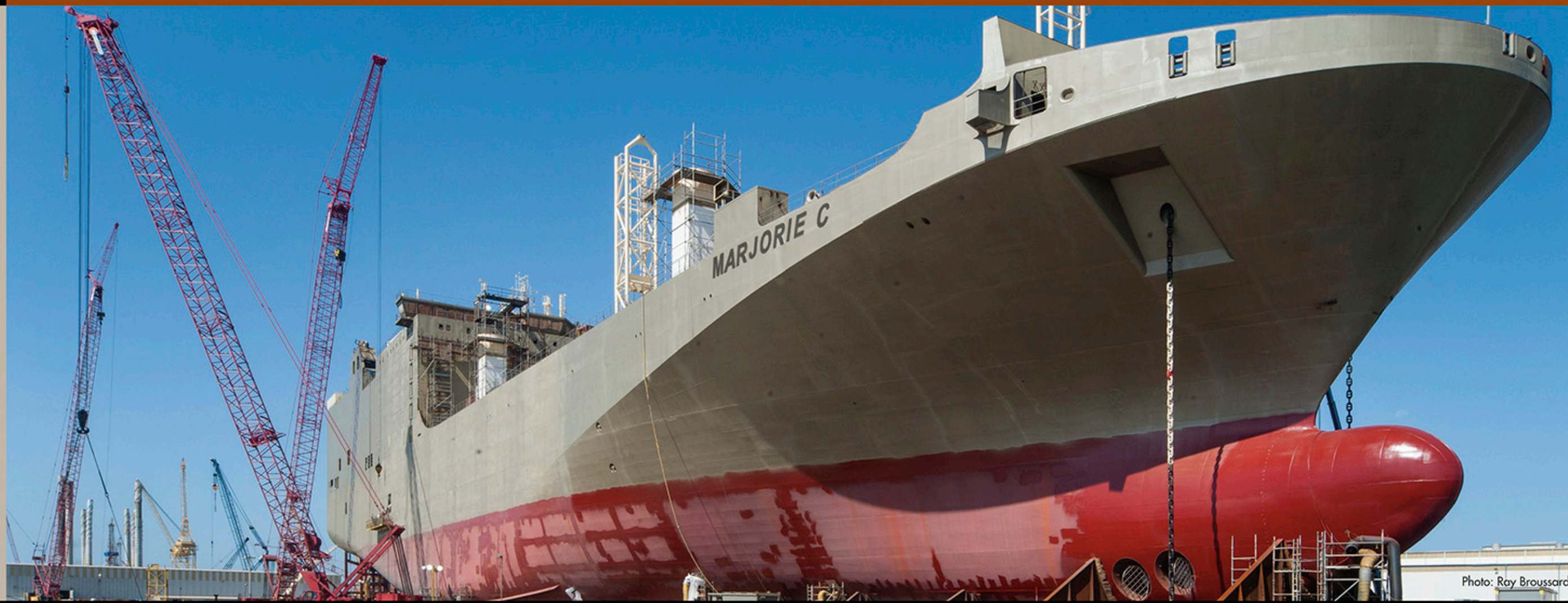


Photo: Ray Broussard

Pasha Hawaii Instrumental for Symphony

**Crane Equipment Arrives
in Unison for Condo Project**

When general contractor Nordic PCL Construction began work on the Symphony Honolulu condominium project in Kakaako, Pasha Hawaii made sure a vital Liebherr LR1200 Crane arrived on schedule from the Mainland to the job site.

To get it there, the crane was deconstructed and shipped as 33 separate pieces, including a main body weighing up to 89,000 lbs. Once in Honolulu, the main body was delivered on the Pasha Hawaii COZAD trailer by partner Akana Trucking, allowing for easy—and road legal—transport from the pier to the job site, followed by the other 32 crane components.

“We appreciate the amount of work you guys put in to keep us up to speed and make the operation painless,” said customer Bryce Gruba of Nordic PCL. Kudos to William Fell and Jonathan Ho of the Oversize Cargo team for orchestrating this complex move.

The Symphony Honolulu condo project is expected to bring over 400 jobs in construction and related industries to the area. The developer anticipates completion of the 388-unit mixed use project in early 2016.



Photo: Jonathan Ho

Relo Puts the Flex in Flexibility

For our Military Relocation team, getting more than 250 40,000-pound Strykers from Pearl Harbor to San Diego and onward to the National Training Center (NTC) at Fort Irwin, California, required more than muscle and a sturdy ship (although those came in handy, too).

What began as a straightforward assignment for the Second Brigade of the 25th Infantry Division (ID) took a twist about halfway through the move. “The unit’s cargo priority changed twice during the load-out,” explained Margaret Groth, manager of Military OHW. “So we did what we always do—we shifted our approach to accommodate the customer’s requirements.”

To help the Second Brigade move 1,650 pieces of cargo necessary for their NTC exercise, the Pasha team coordinated with Matson, which shared a portion of the move. Matson gave Pasha access to its facilities at Pier 2 and Sand Island so that the military could reassess its loading strategy and shift cargo over to Pearl Harbor.

The additional cargo changed our understanding of the 25th ID’s purpose for the *Jean Anne*, which was to provide unit integrity for the Strykers—to ship all of them together on the same voyage. “We were running out of space and realized the new priority cargo wouldn’t allow us to load all of the Strykers,” said Groth. “There was concern that Pasha wouldn’t be able to meet the mission. Then one of the unit commanders told Colonel Cox, the 599th commander, he felt sure his team could have a successful NTC training with the cargo that was loaded. Hearing this certainly provided a great degree of relief.”

While Groth, Antonio Zanellato, James Augustiniak, Cam Graham, and Jeff Ketchu were coming up with solutions on how to get all of the military cargo on the *Jean Anne* at Pearl Harbor, Kenny Borge and the PST team back in San Diego were lining up labor and equipment. This allowed Pasha to work day and night shifts, even during the Easter holiday weekend, and load up NTC-bound trucks with Strykers as soon as they came off the ship.

Demonstrating quick thinking and flexibility, Pasha successfully met the required delivery date for the entire move allocated to them.

Strykers on Board

The Stryker is a hybrid design that crosses the heavy armor of the Bradley (tracked vehicle) with the high mobility of the Humvee. These Military vehicles are not classified, but many have classified radio equipment within, which is removed prior to shipment. Strykers may only be loaded and offloaded by specially trained drivers.



Photo: Nick Souza

Record Year at Sony Open 2014

With two popular venues, the Pasha team was honored to return as a major sponsor at the annual Sony Open in support of Friends of Hawaii Charities. This year, we proudly welcomed over 1,600 military members and their families to our Military Appreciation Tent and more than 300 guests to our Skybox.

This was our sixth year hosting the “Birdies for the Brave” hospitality tent for active-duty and retired military members from all branches of the armed services. This annual event provides our staff an outstanding opportunity to mingle with these courageous men and women, who do so much to keep our country safe, and to recognize our veterans.

L-R: Karen Epenesa, Reggie Maldonado, Jonathan Ho.

We also had a great turnout in our Skybox at this prestigious PGA Tour event. The venue enables us to spend quality time with our customers in a relaxed setting and thank them for their ongoing support and business over the years. We are also pleased that Pasha Hawaii is the Official Ocean Transportation Provider for the Sony Open.

In just 15 years, the Sony Open has emerged as the largest charity sporting event in the islands and a leader in charitable giving in the state of Hawaii, raising over \$13 million for the community. Pasha Hawaii is honored to be a key participant in this fundraising venture.

Guests at our Military Appreciation Tent.



Photos: ACESxp Photography