

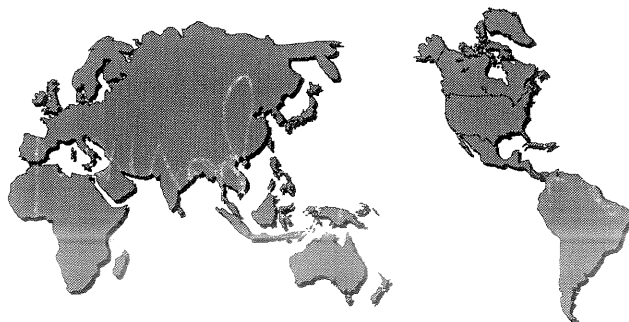
PENNSYLVANIA EXPORT INITIATIVE

The **Philadelphia Regional Port Authority** has recently expanded the Pennsylvania Export Initiative (PEI). This program has been developed to increase Pennsylvania export trade via the Port of Philadelphia. Exporters who follow the guidelines of this program will directly receive an incentive in the amount of \$50.00 per container or \$3.00 per Metric Ton for bulk shipments. Below is a list of a few simple guidelines for participation in the program.

- ✓ Export full container or bulk cargo from a location within the Commonwealth of Pennsylvania. The cargo must be sourced or manufactured in the Commonwealth of Pennsylvania.
- ✓ The cargo must be loaded on a vessel at a Philadelphia Regional Port Authority marine terminal.
- ✓ Submit a copy of the original Ocean Bill of Lading to the Philadelphia Regional Port Authority within 14 days after the vessel's sailing date.
- ✓ \$2,500 maximum incentive per shipper per vessel voyage.
- ✓ No shipper may receive more than \$7,500 under this program in a fiscal year (July 1st to June 30th).

Shippers meeting these guidelines will receive an incentive of \$50.00 (US Dollars) per full container load of cargo or \$3.00 (US Dollars) per metric ton. This incentive will be forwarded to the shipper in the form of a corporate check, drawn on a U.S. bank.

Shippers interested in participating in this program should contact the Philadelphia Regional Port Authority's Marketing Department at (215) 426-2600.



To Whom It May Concern:

This letter serves as an agreement between the Philadelphia Regional Port Authority (the Port) and _____ (the Shipper) concerning the Pennsylvania Export Initiative (PEI).

The PEI has been developed by the Port as a method of encouraging Pennsylvania companies to seek new export markets, and to enhance the export trade through the Port of Philadelphia. In order to participate in this program, the Shipper must:

- Export full container loads (TEU/FEU) of cargo or breakbulk cargo (the cargo) from a location within the Commonwealth of Pennsylvania to applicable countries. The cargo must be sourced or manufactured in the Commonwealth of Pennsylvania.
- Ship the cargo through a Pennsylvania Port Facility controlled by the Philadelphia Regional Port Authority; the cargo must leave Pennsylvania via water.
- Submit a copy of the original Ocean Bill of Lading to the port within 14 days of the shipment of the cargo. The shipper's export declaration and/or a trucker's Bill of Lading may be required to substantiate the actual shipper's location.

If the shipper meets all of the above requirements, the Port will provide the shipper of record (as recorded on the Ocean Bill of Lading) with an incentive of \$50.00 (fifty U.S. Dollars) per full container load of cargo or \$3.00 (U.S. Dollars) per metric ton. This incentive will be forwarded to the shipper in the form of a corporate check drawn on a U.S. bank. No shipper may receive more than Seven Thousand Five Hundred [\$7,500] (U.S. Dollars) under this program in a fiscal year (July 1st to June 30th). There is a Two Thousand Five Hundred [\$2,500] (U.S. Dollars) maximum incentive per vessel voyage.

The Port reserves all rights to request additional information regarding the origin of the cargo, the name of the shipper, and the vessel and voyage number on which the cargo was actually shipped. The Port also reserves the right to deny any request for a payment under this program and accepts no obligation or liability for the cargo or any incident which may or may not be related to the PEI.

Finally, the Port reserves the right, upon thirty (30) days written notice to the shipper, to terminate or modify this agreement. All shipment information is for verification purposes and will be kept strictly confidential.

Accepted as to the form:

James T. McDermott, Jr.
Executive Director

Signature

Date:

Name (Printed)

Title:

Address/Telephone Number: _____

PENNSYLVANIA EXPORT INITIATIVE INCENTIVE REQUEST FORM

Company Name: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Contact Name: _____

Title: _____

Phone: _____

Your Reference Number:
(Less than eight (8) digits) _____

Vessel Name _____

Number of Containers being requested for
incentive payment _____

Please submit request form with a copy of original Bill of Lading to:

Mr. David Harvey
Philadelphia Regional Port Authority
3460 North Delaware Avenue
Philadelphia, PA 19134