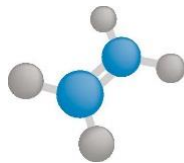


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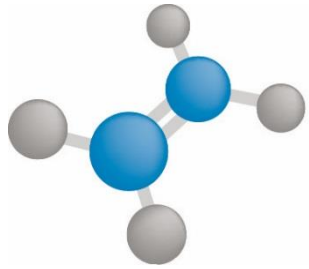
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**INSTITUTE FOR TRADE AND
TRANSPORTATION STUDIES**



TCI PACKAGING

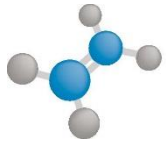


TCI PACKAGING

Company Overview

JENSEN COMPANIES

WE ARE A FAMILY-OWNED GROUP OF LOGISTICS RELATED BUSINESSES HEADQUARTERED IN NEW ORLEANS



TCI PACKAGING



Transportation Consultants, Inc.



ISI
OF
BALTIMORE



**IMPORT
SYSTEMS
INTERNATIONAL**



EDWARDS AVENUE PARTNERS



TRITON
STONE GROUP

Group Stats

- As a group, we are one of the largest packagers, warehousemen, and draymen in the Port of New Orleans today with over:
 - 120 trucks on the road daily dedicated to drayage
 - 1 million square feet of warehouse space
 - 360,000 metric tons / 800 million lbs. in current annual packaging capacity.
 - 500 full time employees.

TCI PACKAGING OVERVIEW

Founded in 2010, TCI Packaging is dedicated to the pneumatic bulk transfer and packaging of plastic resins for international distribution. We offer heavy container drayage and work 24 hours per day, 365 days per year to provide our customers with a tailored approach to export logistics.

Our location is geographically important, located just miles from the Port of New Orleans and nearest many PVC and PE production centers



Rail connections

- TCIP is connected via the New Orleans Public Belt to 6 class 1 providers: UP, BNSF, CN, KCS, CSX, and NS.
- All producers reach TCI directly with no Class 1 interline switching costs.
- NOPB's storage and handling yard is adjacent to the TCI Packaging logistics complex.



Shipping Connections

- TCIP currently ships via the following steamship lines.



MEDITERRANEAN SHIPPING COMPANY



MAERSK



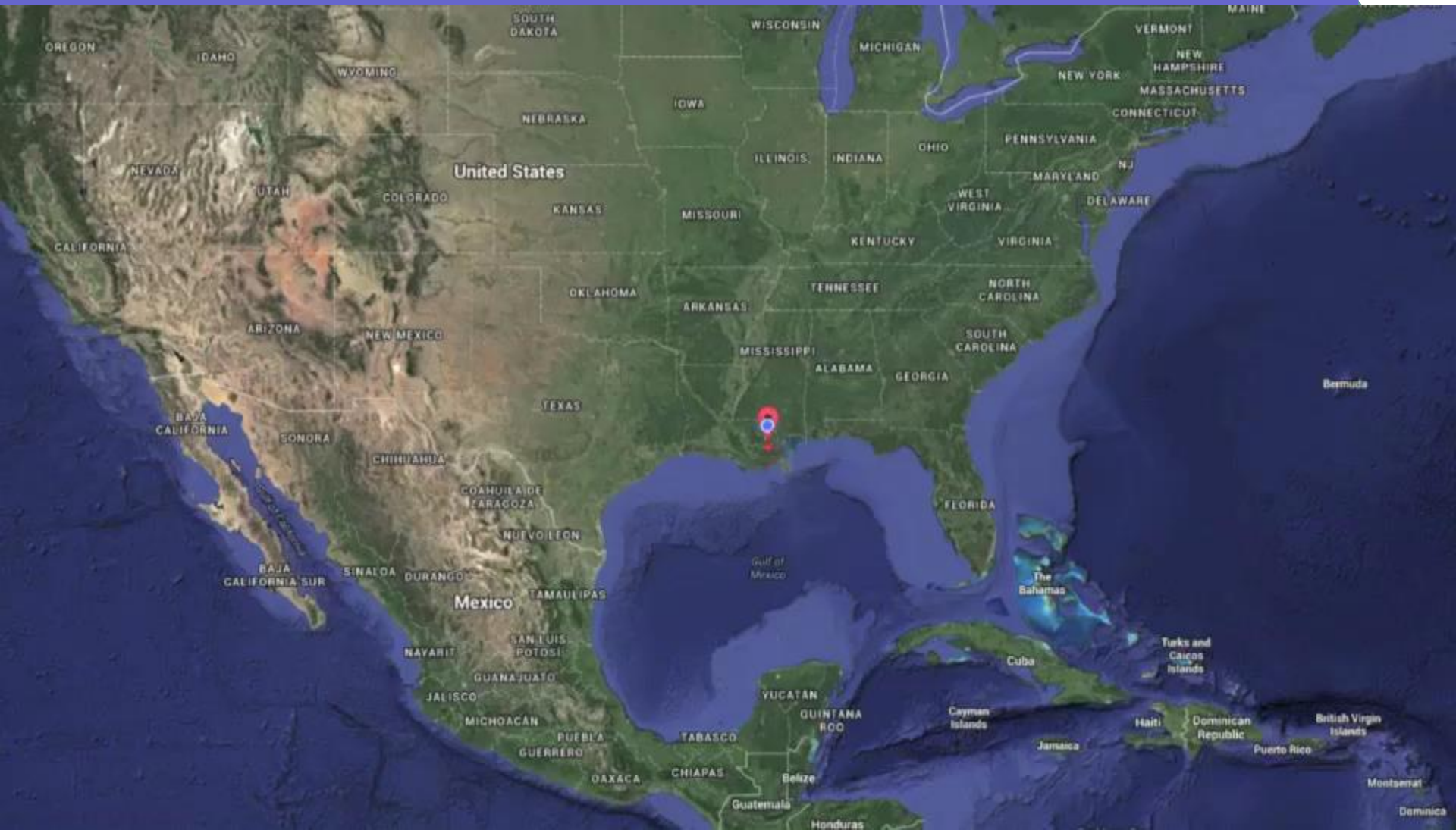
Hapag-Lloyd





FRANCE ROAD PARKWAY

25kg Operations





Governor Nicholls Wharf Super Sack Operations



TCI PACKAGING

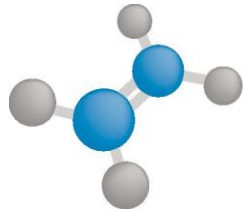
New Orleans, Louisiana



YOUR GULF COAST

PLASTICS PACKAGING PROVIDER

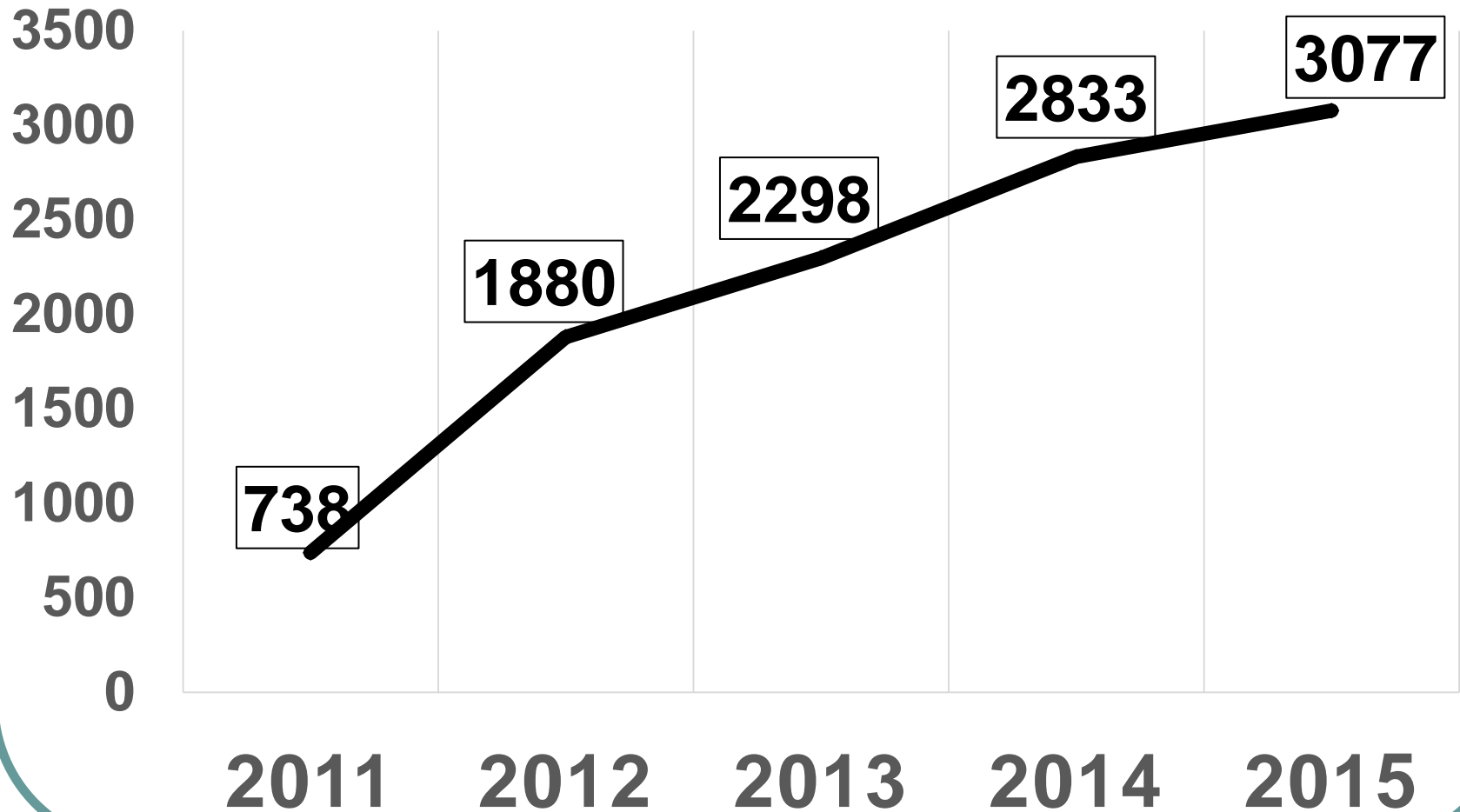
TCI Packaging is a product of hard work and determination arising from a unique combination of experience in trucking, warehousing, and bulk material handling.



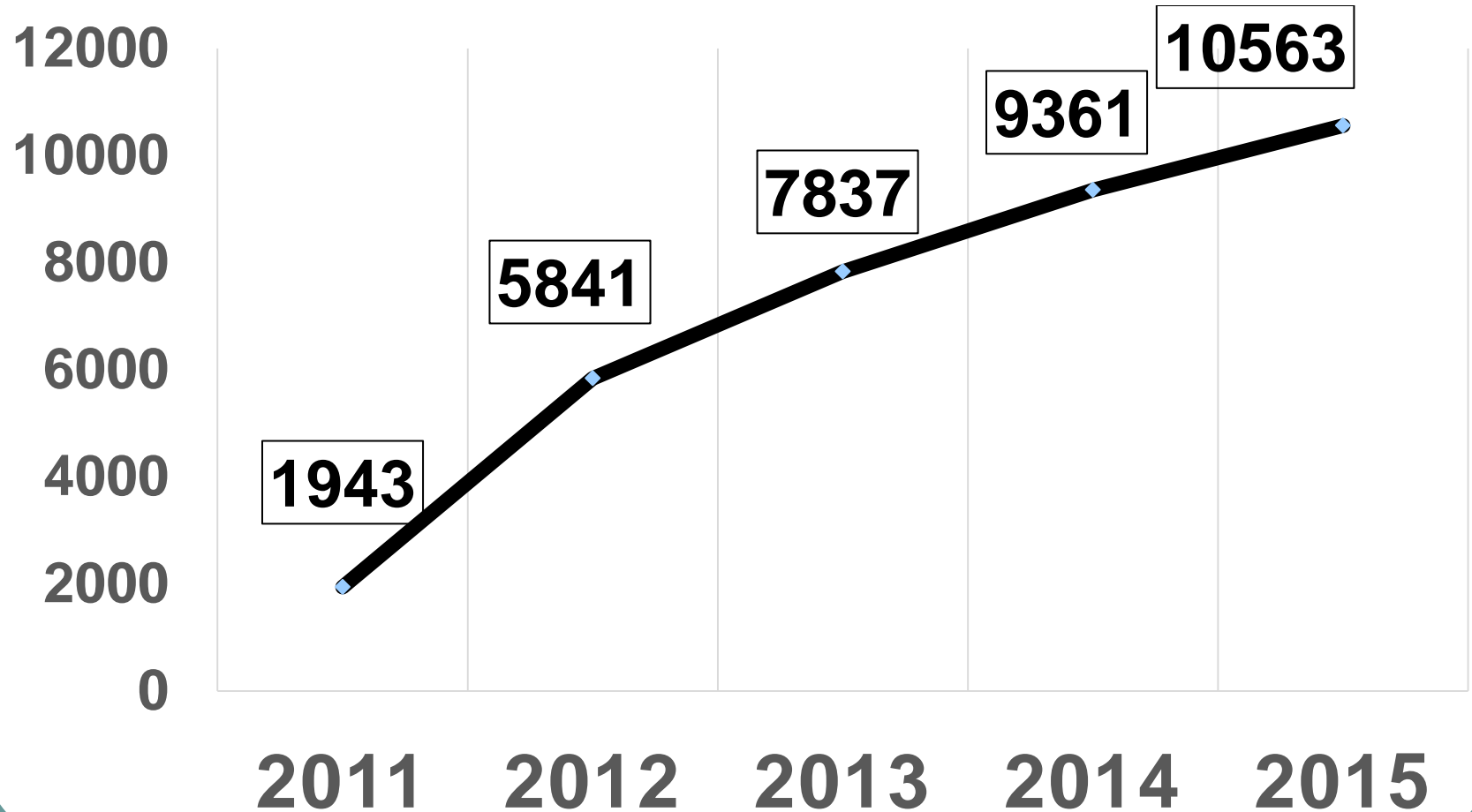
TCI PACKAGING

OPERATING HISTORY 2011-2015

2011 to 2015 Railcars Packaged Annually



2011 to 2015 Containers Shipped Annually



TCI Packaging's Investment in LA to date

TCI PACKAGING INVESTMENT HISTORY

- Investment to date (2009-2015): \$30M
- Investment Scheduled (2016-2018): \$40M
- Job Creation:
 - Grew from 1 employee (me) to 85 employees between 2011 and 2016.
 - Expecting 30 more jobs added by end of 2016. Another 60 jobs added by end of 2018
- By 2019 we will triple our existing capacity to over 1.1M metric tons of annual packaging / shipping capacity.
- By 2019 we expect to have over 120 employees.

Why Louisiana?

- **We Are Locals:** As a New Orleans Area based company, we have operated in and around the Port of New Orleans since 1983.
- **Incentives:** In the years following Katrina, we “doubled down” and invested heavily into the dormant “France Road Corridor” using tax credits and other incentive programs, New Markets Tax Credits being a primary driver.
- **Louisiana Made Products:** We sought to bring value-add and contract services closer to the actual production of plastic resins which was taking place in our back yard. *(Historically, large quantities of plastics were produced in Louisiana but shipped to Texas for packaging and export).*
- **Capitalized on Existing Infrastructure:** We had a strong existing drayage operation and knew that the Port had the capacity for us to export the volumes we sought to export in terms of equipment, steamship lines, etc.

Why Louisiana?

- Some of the Incentives we tapped were:
 - New Markets Tax Credits
 - Industrial Development Bonds
 - LA Economic Development (job creation) incentives
- The resources to tap into these incentives are endless. Of key importance were GNO Inc. and LED (LA Economic Development) – both outstanding organizations.

Final notes:

- **The General Consensus** seems to be that Operating in / Starting Operations in Louisiana is extremely difficult.
- **Sometimes this is over-exaggerated and sometimes not**
- TCIP Example: Finding qualified labor in a relatively new / unique industry (at least locally) has proved very challenging.
- **Our experience:** addressing these challenges effectively provides a unique opportunity to create competitive advantages. Particularly when dealing with out of state competition.
- For those brave (or stubborn) enough to tackle the “Louisiana challenges” the rewards can be great.
- **We are bullish on the future of Louisiana.** The future seems to hold many opportunities for both existing local companies and future Louisiana companies (if the operating environment remains as it is today).

Questions:

For questions or further inquiries, contact:

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www.tcipackaging.com