



P.O. Box 2406, Savannah, Georgia 31402
(912) 964-3886
Toll Free: 800-342-8012
www.gaports.com

Doug J. Marchand
Executive Director

October 1, 2007

Dear friends and colleagues,

As a valued member of Georgia's maritime community, we would like to offer you the opportunity to be a part of our global marketing efforts. The **2008 GPA Ports Guide & Directory**, scheduled for publication in January, 2008, will provide your company with the unique opportunity to showcase your services and capabilities in conjunction with our sales and marketing initiatives, as well as our public outreach endeavors.

The comprehensive 2008 guide will feature:

- Articles on the latest port-related activity, expansion projects and other customer-driven initiatives
- Terminal specifications, aeriels, and equipment inventories
- A directory of key GPA contacts and port-related services providers
- A comprehensive service directory providing listings for qualified port-users

With a circulation of 7,500 copies, distribution includes:

- **40%** Sales and marketing (shippers, carriers, import distribution center operators, trade media, tours, trade missions, and regional seminars)
- **25%** Trade shows (Georgia Foreign Trade Conference, the Breakbulk Transportation Conference, the East Coast Maritime Conference, RILA, the Trans-Pacific Maritime Conference, TOC Conferences and other major industry events)
- **20%** Economic Development & Site Selection
- **15%** Public outreach initiatives (general public, elected officials, national & state media, speaking engagements, libraries and more)

The **2008 GPA Ports Guide & Directory** will be published by Seaports Publication Group (www.seaportsinfo.com), the port industry publishing division of Commonwealth Business Media, Inc., publisher of the *Journal of Commerce*, PIERS and a host of other industry leading transportation and logistics publications.

For complete information on the **2008 GPA Ports Guide & Directory**, please contact David Cantwell, Associate Publisher, at 800.991.9994 (ext. 173, email: dcantwell@joc.com).

Best regards,

A handwritten signature in cursive script that reads "Doug J. Marchand".

Doug J. Marchand
Executive Director

Deepwater Terminals / Savannah, Brunswick
Barge Terminals / Bainbridge, Columbus
Trade Development Offices / Savannah, Brunswick, Atlanta
New York, USA; Tokyo, Japan; Athens, Greece; Oslo Norway