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August 2, 2010

Dear Industry Colleague,

The Port of Los Angeles is pleased to announce the selection of Seaports Publications Group, headed by publisher Ray Venturino, to produce the *2011-2012 Port of Los Angeles Shipping Handbook*.

This popular bi-annual publication, available in print and online, features an update of our *Port Services Directory*, an extensive and growing list of Port users, tenants, and suppliers. The *handbook* also will highlight the "Port of Los Angeles Advantage" in terms of state-of-the-art terminals and other business operations; cargo support services; our second-to-none regional warehouse and distribution network; intermodal facilities and national rail access.

I encourage you to join the Port of Los Angeles in helping to promote our maritime commerce and port services by participating with an advertisement and/or directory listing. Our 2011-2012 edition will be published in November 2010. Seaports Publications Group, the award-winning port industry custom publishing specialist, is also an affiliate company of the UBM Global Trade, publishers of both the *Journal of Commerce* and *JOC Sailings.com*.

For complete information, advertising opportunities and directory listings, please contact associate publisher David Cantwell or Cindy Cronin at (954) 628-0058, ext. 173 and 131, respectively, or by email at DCantwell@JOC.com and CCronin@JOC.com. We welcome and appreciate your support!

Sincerely,

ARLEY BAKER,
Senior Director, Communications