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**PACIFIC MARITIME SERVICES  
COOPERATIVE WORKING AGREEMENT**

**(FMC No. 201122-002)**

**(2<sup>nd</sup> Edition)**

**Cooperative Working Agreement**



## TABLE OF CONTENTS

ARTICLE 1. Parties to the Agreement. ....	3
ARTICLE 2. Geographic Scope of the Agreement. ....	3
ARTICLE 3. Officials of the Agreement and Delegations of Authority. ....	3
ARTICLE 4. Overview of Agreement Authority .....	5
ARTICLE 5. Terminal and Stevedoring Activities and Volumes. ....	6
ARTICLE 6. Implementation and Effectuation of This Agreement .....	7
ARTICLE 7. Effective Date; Term and Termination .....	9
ARTICLE 8. Miscellaneous. ....	9

**PACIFIC MARITIME SERVICES  
COOPERATIVE WORKING AGREEMENT  
(FMC No. 201122)**

This Pacific Maritime Services Cooperative Working Agreement (the "Agreement") is entered into between SSA Ventures, Inc. ("SSA Ventures"), a wholly-owned subsidiary of SSAContainers, Inc. ("SSAContainers") and COSCO Terminals America, Inc. ("CTA") (together "the Original Parties"), as of the 15th day of May, 2001, and between the Original Parties and Terminal Link California LLC ("TLC") and PMS as of the effective date of Amendment No. 2 to this Agreement under the Shipping Act of 1984, as amended. All of the parties will hereinafter be referred to as the "parties." SSA Containers is also a party to this Agreement for the specific purposes set forth below.

**RECITALS**

SSA Ventures, CTA, and TLC will be the sole owners of Pacific Maritime Services, LLC ("PMS" or "the Company"), a Delaware limited liability company, organized to provide container stevedoring, terminal and related services at the Pacific Coast Terminal located on Pier J in the Port of Long Beach, California. The term "members" of PMS or the Company shall refer to SSA Ventures, CTA, and TLC.

SSA Containers will provide certain labor, equipment, management, administrative, computing, vessel planner and related services to PMS.

NOW, THEREFORE, the parties agree as follows:

**ARTICLE 1. Parties to the Agreement.**

The companies participating in this Agreement are as follows:

SSA Ventures, Inc.  
1131 SW Klickitat Way  
Seattle, WA 98134

COSCO Terminals America, Inc.  
100 Lighting Way  
Secaucus, New Jersey 07094

SSAContainers, Inc.  
1131 SW Klickitat Way  
Seattle, WA 98164

Terminal Link California LLC  
One Meadowlands Plaza  
Suite 201  
East Rutherford, NJ 07073

Pacific Maritime Services, LLC  
1521 S. Harbor Scenic Drive  
Long Beach, CA 90802-6342

Additional parties may be added to this Agreement by unanimous vote of all current parties. Any new membership will be reflected in an amendment to this Agreement filed with the Federal Maritime Commission, and the membership of the new party shall not become effective unless and until said amendment becomes effective under the Shipping Act of 1984, as amended. No member of the Company shall withdraw therefrom, or from this Agreement, prior to the expiration of this Agreement as stated in Article 7(b), except with unanimous approval of all other members.

**ARTICLE 2. Geographic Scope of the Agreement.**

The geographic scope of the Agreement applies to the container terminal operations of the parties on Pier J in the Port of Long Beach, California.

**ARTICLE 3. Officials of the Agreement and Delegations of Authority.**

(a) The members of PMS shall meet on an annual basis, or more often as necessary, to

COOPERATIVE WORKING AGREEMENT  
FMC AGREEMENT NO. 20112-002  
(2<sup>nd</sup> Edition)

direct the business of the Company. Decisions of the members shall be by affirmative vote of at least seventy (70) percent of the ownership shares of the members. Meetings of the members shall be presided over by the Chairman of the Board of Managers. The members may also meet or take action, upon written consent of seventy (70) percent of the ownership shares of the members or by telephone conference.

(b) A board of managers shall manage the business and affairs of PMS. The number of managers shall be eight (8), to be appointed by the respective members, and the Members, acting unanimously, may thereafter modify the number of managers, and each member may replace a manager it has appointed, under procedures the members may from time to time establish. The members shall also nominate officers of PMS, who shall be elected by the Board of Managers. The officers shall initially consist of Chairman of the Board of Managers, President, Chief Operating Officer, Vice President, General Manager of Finance, General Manager of Terminal, and Deputy General Manager of Terminal.

(c) The following officials, as well as counsel to each of the parties, shall have the authority to file duly-approved modifications of this Agreement and to submit associated supporting materials and to delegate such authority:

SSA Ventures, Inc.  
President, or Senior Vice President

COSCO Terminals America, Inc.  
Chairman of the Board, or President

SSAContainers, Inc.  
President, or Senior Vice President

Terminal Link California LLC  
President

Pacific Maritime Services, LLC  
Chief Operating Officer

#### **ARTICLE 4. Overview of Agreement Authority**

PMS shall conduct container stevedoring and terminal operations on Pier J in the Port of Long Beach, California, including operations now conducted by SSA Containers at such location. PMS shall hold, and be the tenant under, the lease for Pier J with the Port of Long Beach. PMS shall be authorized to do the following:

- (a) Establish rates, charges and competitive practices as the parties may from time to time agree;
- (b) Publish marine terminal tariffs;
- (c) Negotiate and enter into agreements concerning marine terminal facilities and/or services, marine terminal conference agreements and/or agreements to provide stevedoring, maintenance and repair and other related services;
- (d) Either directly or through subcontractors, own and/or lease and operate all cranes, lift machines, trucks and other equipment and gear incident to PMS' purposes;
- (e) Either directly or through subcontractors, operate, pursuant to lease, sublease, assignment, purchase or acquisition, the terminal facilities and operations connected with such facilities on Pier J in the Port of Long Beach;
- (f) Enter into agreements to obtain services and materials required for such operations; and

(g) Engage in such other activities as are customary for a marine terminal operation.

(h) Perform all functions necessary to operate a Delaware limited liability company, including but not limited to maintenance of company books and records, preparation of financial statements, filing of tax returns and other tax information as required, establishment of bank accounts and investments, maintenance of offices and hiring and management of personnel, indemnification of managers and officers, and maintenance of insurance.

#### **ARTICLE 5. Terminal and Stevedoring Activities and Volumes**

(a) PMS shall enter into a terminal services agreement with COSCO Container Lines Company Limited (“COSCON”), which shall provide that COSCON shall use PMS for all of its container terminal services in the Port of Long Beach, subject to the provision of services by PMS satisfying COSCON’s requirements, and under such rates, terms and conditions as the parties may agree. The terminal services agreement shall not be implemented by the parties until filed with the Federal Maritime Commission and effective under the Shipping Act of 1984, as amended, unless otherwise exempt from the filing requirements of the Act as implemented by the regulations of the Federal Maritime Commission.

PMS shall enter into a terminal services agreement with CMA CGM, which shall provide that CMA CGM shall use PMS for a specified portion of its container terminal

services in the Port of Long Beach, subject to the provision of services by PMS satisfying CMA CGM's requirements, and under such rates, terms and conditions as the parties may agree. The terminal services agreement shall be not be implemented by the parties until filed with the Federal Maritime Commission and effective under the Shipping Act of 1984, as amended, unless otherwise exempt from the filing requirements of the Act as implemented by the regulations of the Federal Maritime Commission.

(b) It is anticipated that the terminal area at the Port of Long Beach operated by PMS will expand at some future time. CTA and SSA Ventures are authorized to discuss and agree upon the relative cargo volumes and corresponding revenues to be generated by each of them and their affiliates to fully utilize and cover the cost of an expanded terminal facility, and the operational and financial terms and conditions related thereto.

(c) Neither CTA, SSA Ventures, nor Terminal Link California LLC shall be limited in operating terminals nor any other business that might be deemed to compete with PMS.

(d) SSA Ventures and CTA shall obtain guarantees of the performance of their financial obligations under this Agreement from, respectively, SSA Containers and COSCO Americas, Inc.

**ARTICLE 6. Implementation and Effectuation of This Agreement.**

(a) SSA Containers shall provide the following, either directly or through subcontractors, for the benefit of PMS upon such terms and conditions, and at such rates, as the parties may from time to time agree: general administrative services, including



payroll, dispatching, accounting, billing, safety and claims, and labor relations; computing services, including hardware, software, staffing, and planning hardware and software; the provision of union and non-union labor; negotiation and settlement of all labor issues on behalf of PMS; the provision of terminal equipment (other than portainer cranes), and vessel planning services. SSA Containers shall provide these services as an independent contractor.

(b) SSA Containers shall provide container equipment maintenance services to the customers of PMS, with PMS acting as agent for SSA Containers in procuring contracts for such services, for such time and on such terms and conditions as the parties shall agree.

(c) The initial members of PMS shall make or have made capital contributions in proportion to their percentage ownership interests in PMS, as determined by the parties. Capital accounts shall be maintained for each such party. All items of income, gain, loss, deduction, and credit shall be allocated or distributed to the members in accordance with their percentage ownership interests in PMS or as they may otherwise agree. The parties to this Agreement shall agree upon other operational and administrative matters regarding the formation and operation of PMS.

(d) PMS shall be authorized, in its own name, to enter into contracts or subcontracts, including marine terminal facilities agreements, marine terminal services agreements, and lease agreements in furtherance of the arrangements described in this

Agreement.

**ARTICLE 7. Effective Date; Term and Termination**

(a) The Agreement shall become effective on the later of July 1, 2001 or on the date it becomes effective under the Shipping Act of 1984, as amended.

(b) The Agreement shall continue in effect indefinitely, unless terminated pursuant to the mutual agreement of the parties. The members shall make arrangements for the assignment and/or sale of either or both of their respective interests in PMS in the event of termination of this Agreement.

(c) In the event PMS is liquidated, the assets of the Company, including the lease of the Pier J terminal, shall be distributed to the members in such manner and under such terms and conditions as they may agree, and the members shall further discuss and agree on the transition to providing service to their respective customers.

**ARTICLE 8. Miscellaneous.**

(a) Assignment. The Agreement and all of the provisions hereof shall be binding upon and inure to the benefit of the parties hereto and their respective successors and permitted assigns, but neither the Agreement nor any of the rights, interests, or obligations hereunder shall be assigned by any of the parties hereto without the prior written consent of the other parties.

(b) Governing Law. The Agreement and the legal relations among the parties hereto shall be governed by and construed in accordance with the laws of the State of Delaware without regard to its conflicts of law doctrine.

(c) Disputes. Any dispute arising out of this Agreement shall be resolved by negotiation of the parties in good faith, failing which the dispute shall be submitted to mediation and if necessary arbitration under such procedures as the parties may agree.

SIGNATURE PAGE

IN WITNESS WHEREOF, the parties have agreed this 12<sup>th</sup> day of October,  
2012, to amend this Agreement as per the attached pages and to file the same with the  
U.S. Federal Maritime Commission.

**SSA VENTURES, INC.**

By \_\_\_\_\_  
Typed Name: \_\_\_\_\_  
Title \_\_\_\_\_  
Dated \_\_\_\_\_

**COSCO TERMINALS AMERICA, INC.**

By Richard D. Gluck  
Typed Name: Richard D. Gluck  
Title Attorney  
Dated October 11, 2012

**SSA CONTAINERS, INC.**

By \_\_\_\_\_  
Typed Name: \_\_\_\_\_  
Title \_\_\_\_\_  
Dated \_\_\_\_\_

**PACIFIC MARITIME SERVICES, LLC**

By \_\_\_\_\_  
Typed Name: \_\_\_\_\_  
Title \_\_\_\_\_  
Dated \_\_\_\_\_

**TERMINAL LINK CALIFORNIA LLC**

By \_\_\_\_\_  
Typed Name: \_\_\_\_\_  
Title \_\_\_\_\_  
Dated \_\_\_\_\_

PACIFIC MARITIME SERVICES  
COOPERATIVE WORKING AGREEMENT  
FMC AGREEMENT NO. 201122-002

SIGNATURE PAGE

IN WITNESS WHEREOF, the parties have agreed this 12<sup>th</sup> day of October, 2012,  
to amend this Agreement as per the attached pages and to file the same with the U.S.  
Federal Maritime Commission.

SSA VENTURES, INC.

By Kyle B. Lukins  
Typed Name: Kyle B. Lukins  
Title VP-General Counsel  
Dated September 11, 2012

COSCO TERMINALS AMERICA, INC.

By \_\_\_\_\_  
Typed Name: \_\_\_\_\_  
Title \_\_\_\_\_  
Dated \_\_\_\_\_

SSA CONTAINERS, INC.

By Kyle B. Lukins  
Typed Name: Kyle B. Lukins  
Title VP-General Counsel  
Dated September 11, 2012

PACIFIC MARITIME SERVICES, LLC

By Ryan Baird  
Typed Name: Ryan Baird  
Title General Manager of Terminal  
Dated September 12, 2012

TERMINAL LINK CALIFORNIA LLC

By \_\_\_\_\_  
Typed Name: \_\_\_\_\_  
Title \_\_\_\_\_  
Dated \_\_\_\_\_

PACIFIC MARITIME SERVICES  
COOPERATIVE WORKING AGREEMENT  
FMC AGREEMENT NO. 201122-002  
(2<sup>nd</sup> Edition)

SIGNATURE PAGE

IN WITNESS WHEREOF, the parties have agreed this 2<sup>th</sup> day of October,  
2012, to amend this Agreement as per the attached pages and to file the same with the  
U.S. Federal Maritime Commission.

**SSA VENTURES, INC.**

By \_\_\_\_\_  
Typed Name: \_\_\_\_\_  
Title \_\_\_\_\_  
Dated \_\_\_\_\_

**COSCO TERMINALS AMERICA, INC.**

By \_\_\_\_\_  
Typed Name: \_\_\_\_\_  
Title \_\_\_\_\_  
Dated \_\_\_\_\_

**SSA CONTAINERS, INC.**

By \_\_\_\_\_  
Typed Name: \_\_\_\_\_  
Title \_\_\_\_\_  
Dated \_\_\_\_\_

**PACIFIC MARITIME SERVICES, LLC**

By \_\_\_\_\_  
Typed Name: \_\_\_\_\_  
Title \_\_\_\_\_  
Dated \_\_\_\_\_

**TERMINAL LINK CALIFORNIA LLC**

By *Alan Miles*  
Typed Name: ALAN MILES  
Title \_\_\_\_\_  
Dated \_\_\_\_\_