



Gold Key Service (GKS) Schedule of Appointments Opportunity Florida

Prepared for: Mr. Rick Marcum, Executive Director, Opportunity Florida, and
Mr. Tom Pitts, Director, Port of Port St. Joe
Contact: Mary L. Lathrop, Commercial Specialist - Santiago, Chile
Cesar Jochamowitz, Senior Commercial Specialist, Lima, Peru

Monday, May 16, 2011

12:00 a.m. Meet Commercial Specialist Mary L. Lathrop and escort Lisa Gabris, at Hyatt Hotel

12:10 a.m. Depart Hotel

12:30 p.m. Ultramar Agencia Marítima
El Bosque Norte 500, Piso 18, Las Condes
Santiago, Chile
Contact: Fernando Reveco, Development and Projects Manager
Tel.: (56-2) 630-1875
Email: freveco@ultramar.cl
Contact: Gerardo Neustadt, Maritime Business Manager
Email: gneustadt@ultramar.cl
Contact: Álvaro Brunet, General Manager, Inversiones Neltume
(related company)
Email: abrunet@ultramar.cl

Information: Ultramar was founded in 1952 as a shipping agency and representatives of Hamburg-Amerika line and Norddeutscher Lloyd in Chile. In 1955 the company started activity in Arica, and in 1956, was named Lufthansa's representative in the country. In 1958, started activity in Punta Arenas. Currently, Ultramar is one of the principal platforms for innovative and integrated solutions for Chile's international business, including local regions and industries. The company provides 1) Maritime Services; 2) Maritime Representations (Stort Parcel Tankers Inc., Greenwich; Hoegh Autliners AS; Mitsui O.S.K. Limited, Tokio; and Transmares), 3) Air Services (represents Lufthansa, Swiss Airlines, Hahn Air, and United Airlines), and 4) Logistics Services: Domestic Logistics, International Logistics, and UltraComex (international business services). Ultramar is linked to the economic group "Grupo Von Appen". Ultramar is part of the consortium that operates TPI, Valparaíso Terminal Internacional Port.

To learn more about them go to <http://www.ultramar.cl/eng/home.php> . We took a picture at the end of our meeting, see attached:





In the picture left to right, you find 1) Gerardo Neustadt, COO, 2) myself, 3) Fernando Reveco, CFO, 4) Alvero Brunet, CEO, and 5) Tommy Pitts. I did the introductions and gave a description of who we were and introduced the opportunity we believed existed with Port St. Joe. We had sent materials in advance and to our delight, the three men had gone through it and had many questions and asked if they could make a presentation to us. Their presentation, including a specifically prepared power-point lasted approximately 30 minutes. Once they finished Mr. Pitts began a more specific and historical perspective. The Ultramar team asked numerous questions. I must admit that in my entire career of sales / economic development, I have never had a better first meeting. I hope we can all make something happen out of this.

Outside of my executive committee, I will not be offering the name of the company to any other of our members or EDOs. I ask that all who read this report do likewise, as we don't want loose cannons contacting the company and screwing the deal. However, I will visit with Karl Blischke of OTTED and Crystal Sircy of EFI for assistance with the possibility of Governor Scott calling Sr. Brunet and inviting him for a site visit. In that culture, such a call would go a very long way with the company.

04:00 p.m.

Agunsa, Agencias Universales
Avda. Andrés Bello 2687, Piso 15, Las Condes
Santiago, Chile
Contact: Fernando Aldunate, Assistant Manager, Business
Development
Email: FAldunate@agunsa.cl
Tel: (56-2) 631-3515
Contact: Andrés Schultz, Business Development Corporate
Manager
Email: ASchultz@agunsa.cl

<http://www.agunsa.com/>

Information: Agunsa is linked to the economic group “Grupo Urenda”, and its mission is to strengthen and expand their service network for cargo, passengers, transportation, and terminals, with an effective offer and value added to their clients, suppliers, employees and shareholders. The company understands the need for efficient marine terminals, improved timing for ships, and cargo safety, thus offering directly or through selected partner companies, an integrated array of services for transferred cargo. This group operates Agunsa’s related companies: Modal Trade S.A. (Logistic services for retail businesses); Valparaíso Terminal de Pasajeros S.A. (passenger terminal at Port Valparaíso); CPT Empresas Marítimas S.A. (domestic maritime, port and logistic services); SCL Terminal Aéreo de Santiago S.A. (Santiago International Airport operation); and Agunsa Europa S.A. (transportation and logistics services in relation to Europe).

This meeting went well, but not near to the degree with Ultramar. As is the norm, we had a middle management meeting with Francisco Alvarez Rojas, Manager of Business Development. He had also reviewed the materials and thought that one of the companies bulk operators might be the best match. Again, we identified Mr. Pitts as the point of contact, and asked that I was copied on all communiqués.



(L-R Francisco Alvarez Rojas, Mr. Pitts, and R. Marcum)

6:30 p.m.

Depart for welcome reception

7:00 p.m.

Welcome Reception hosted by
U.S. Ambassador Alejandro Wolff

9:00 p.m.

Depart for Grand Hyatt Santiago Hotel

Tuesday, May 17, 2011

10:30 a.m.

SAAM, Sudamericana Agencias Aéreas y Marítimas
Hendaya 60, Piso 8, Las Condes
Santiago, Chile
Contact: Sebastián Urzúa, International Business Development
Manager
Tel.: (56-2) 731-8240
Email: SUrzua@saam.cl

<http://www.saam.cl/websaam/index.aspx?channel=2837>

Information:

SAAM offers services in maritime and air transportation, as well as in the port industries. They partner with their clients by providing an integrated service of excellence. They are market leaders and describe themselves as having a high efficiency orientation, and centered on satisfying their clients' needs through their in-office strengths and staff, information technology, capital, and organization. SAAM is linked to the economic group "Grupo Claro", and part of the consortium that operates STI, San Antonio Terminal Internacional (partnering with SSA of America).

The only significance regarding this meeting is that Sr. Urzua was also heavily invested in the investment side of the company. The company does have an operation at the Port Everglades facility in Ft. Lauderdale area. He was interested in the demographics of the area and could see that Port St. Joe did have a much larger market reach. However, Mr. Pitts and I both felt that there was no real interest from SAAM.

Wednesday, May 18, 2011

Travel Day 12:00 a.m.

Thursday, May 19, 2011

9:00 -10:30 AM

Marcelo Bustamante, Commercial Manager
mbustamante@cosmos.com.pe

Antonio Guzman, Business Development Manager
antonio.auzman@andino.com.pe
Cosmos Agenda Maritima S.A.C.
Jiron Mariscal Miller#450 Piso 9, Callao 1
Phone: (511)714-4444 fax (511) 714-4490
Website: www.cosmos.com.pe
Year established: 1972
Number of employees: 504
Sales (US\$) 2009: 42.8 million 2010: 49.8 million

Port operators, loading, diving, transportation of personnel and materials. They are part of the Andino Investment Holding, participating in the consortium that got the award of the port of Paita, and the group of airports in southern Peru. Meeting will take place in the office of Andino Investment Holding S.A.C. Alvarez Calderon 185 Of. 402 San Isidro Lima 27 Phone:(511)315-4201 Website: www.andino.com.pe

No Picture taken as we saw nothing positive. It seemed that they were really picking our mind about Ultramar Groups interest, more than their interest in Florida.



9:00-10:30 AM

Hans Bottger, Commercial & Marketing Manager

hans.bottaer@talma.com.pe

Talma Servicios Aeroportuarios S.A.

Ave. Elmer Faucett 2879 Piso 4, Callao 1

Phone: (511)513-8900,513-4382

Website: www.talma.com.pe

Year established: 1992

Employees: 1,700

Sales (US\$) 2009: 42.3 million 2010: 54.9

Talma Servicios Aeroportuarios S.A. works in the 15 main airports of Peru. The company provides an integral solution in ground service to aircraft and cargo.

The Talma team had much interest in making a good impression and learning more about Florida ...but not as it appeared about Port St. Joe. **EFI should remain in contact with this group.**

