

Exports to Central America

..... in Dole & Chiquita Containers

The Port of Wilmington is renowned worldwide as the largest *Banana Port* in North America. Dole Fresh Fruit and Chiquita Fresh North America's reefer container lines, Dole Ocean Cargo Express (DOCE) and Great White Fleet, Ltd. (GWF) respectively, call at the Port weekly to deliver approximately 1,500 FEU's of fresh bananas and smaller volumes of other tropical fruit, juice concentrates and vegetables from Central America.

Much has been reported on the banana imports arriving to the Port of Wilmington over this trade lane. However, both services provide area shippers with an excellent opportunity for export cargo destined for ports in Central America.

DOCE's and GWF's state-of-the-art vessels, especially equipped to handle 40 ft. reefer containers, are very suitable for shipment of both refrigerated and non-refrigerated cargoes to Central America. Export refrigerated reefer cargoes include seasonal agriculture products such as apples, yams and onions as well as exports of frozen beef, pork and turkey. Non-refrigerated cargoes include clothing, textiles, furniture, previously owned vehicles, paper for packaging and humanitarian goods. The exports carried in these containers originate in the North East, Mid-Atlantic, Midwest and Canada.

The Wilmington-based carriers are two of the three shipping lines that operate

a direct weekly service from the U.S. Mid-Atlantic ports to Central America. Transit time to the first Central American port from Wilmington is five days.

Great White Fleet's vessels *M/V Frances L*, *M/V Edyth L*, and *M/V Courtney L* arrive early in the week at Wilmington and depart after a one- to two-day discharge and loadout. DOCE's *M/V Dole Colombia* and *M/V Dole Chile*, the world's largest reefer-only containerized vessels, call Wilmington on Saturday and depart on Monday.

The frequent reliable southbound sailing schedules offered by both DOCE and GWF make shipping from Wilmington to Central America especially suitable for small shippers and convenient for their customers. Central American importers can maintain low inventories, conserve space in their warehouses, match shipping expenses to sales, optimize cash flow and benefit from *just in time* inventory control.

"In order to market our fruit with optimum quality, we have to distribute Dole Fresh Fruit's products from the farms to the American markets on a rapid schedule. This competitiveness ensures shippers using our vessels a very reliable service," said Dole Ocean Cargo Express General Manager Stuart Jablon.



Weekly reefer container lines to the Port of Wilmington provide excellent export opportunities for destinations in Central America.

It also means that GWF and DOCE must maintain their vessels and inland transportation equipment in top-notch condition to meet the marketing needs of Chiquita Fresh and Dole Fresh Fruit in North America. Consequently, third party exporters who ship with GWF and DOCE enjoy the same schedule frequency and quality of service.

Both carriers maintain bilingual customer service and operations offices in the U.S. and Central America.

“DOCE is a small niche carrier that can provide extra flexibility in its service and can tailor a shipping solution to meet specific customer needs,” said Theresa Penot, office manager of Strachan Shipping Agency & Northern Lily International Company which handles DOCE bookings.

“GWF has developed an exclusive and dedicated in-house customer service center to personally answer our customers’ needs and we provide extended operating hours as a

convenience to our shippers,” said GWF General Manager William Montgomery.


“During its 100 years of operations in Central America, Chiquita has accumulated valuable market knowledge and experience in the business environment as well as a highly developed infrastructure which supports the service,” Montgomery explained.

For booking information with DOCE, contact Dole Ocean Cargo Express through its agent Strachan Shipping Agency & Northern Lily International Company at 1-800-874-3402.


For booking with GWF, contact the Great White Fleet, Ltd. at 1-888-SAILGWF.

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*Captain H. Hickman Nowland, Jr.
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DOCE AND GWF VOYAGE DESTINATIONS FROM WILMINGTON

DOCE

- Santa Marta, Colombia
- Puerto Limon, Costa Rica
- Puerto Castilla, Honduras
- Nicaragua and El Salvador via Puerto Castilla

GWF

- Puerto Cortes, Honduras
- Puerto Barrios, Guatemala
- Puerto Limon, Costa Rica
- El Salvador via Puerto Barrios
- Nicaragua and Panama via Puerto Cortes