

JAMES I. NEWSOME III

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PROFESSIONAL PROFILE

Experienced supply chain executive with over 40 years in container shipping, ports, and international transportation. A significantly visible senior executive in global shipping circles with an impeccable reputation for business acumen, industry leadership, and personal integrity. An extensive network of contacts and relationships that can be leveraged to support growth and new opportunities. A frequent participant in industry forums with great experience in both private and public sector settings. Numerous awards of significance. Strong involvement in economic development, industrial real estate, and global supply chain visibility initiatives.

CORE COMPETENCIES

- Strategy Development
- Business Turnarounds
- Organizational & Cultural Transformations
- Thought Leadership
- Innovation
- Building Customer Relationships
- Analytical Prowess
- Operational Excellence

EXECUTIVE EXPERIENCE

South Carolina Ports Authority

Charleston, SC

President and CEO

2009 – 2022

- Led the turnaround of the port's fortunes as a major container port
- Grew port significantly in terms of volume and operating cash flow, overseeing an increase from 700,000 pier containers in 2009 to 1.6 million pier containers in 2022 and an increase from operating cash flow of \$38 million in 2009 to \$190 million in 2022
- Undertook over \$2 billion in investments to build port infrastructure to address industry trends, such as deepening the Charleston Harbor, building the first new container terminal in the US in over 10 years, and upgrading existing facilities in both capacity and capability
- Orchestrated the transition from a manufacturing supply chain focus based on automotive to a retail emphasis based on Asia sourcing through the attraction of Walmart Import Distribution Center 7 in 2021
- Demonstrated strong thought leadership by simplifying contracting and revenue management, developing an industry-leading inland port network, leading the formation of SMART chassis pool based on new assets and a net lease model, and implementing a constructive solution to the Verified Gross Mass (VGM) challenge
- Prepared the organization for the next generation of leadership including board appointment of an internal successor without the need for an external search
- Oversaw cultural transformation resulting in minimal employee turnover and improved organizational performance
- Pursued a charge before the National Labor Relations Board relative to a labor dispute with the International Longshoremen's Association (ILA)

Hapag-Lloyd (America) Inc.

Piscataway, NJ & Atlanta, GA

President and CEO

2009

- Became the first non-German executive to hold a position on the global Executive Committee
- Gained multicultural experience through overall responsibility for North America and Latin America
- Led transition from agency to owned organizations in Latin American countries
- Successfully managed through the business recession of 2009 including organizational streamlining

Senior Vice President

1997 – 2008

- Oversaw significant organizational growth through business development and acquisition
- Appointed the North American point person for the 2006 acquisition of CP Ships and the North American point person for global business process redesign
- Led commercial transition from largely intermediary (NVOCC) focus to cargo owner (BCO) focus, building significant major account relationships
- Spearheaded turnaround of a failing organization on arrival in 1997 following the termination of the previous SVP

Nedlloyd Lines (USA) Corp.

Atlanta, Georgia

Executive Vice President, Directorate Americas

1987 – 1997

- Became the first non-Dutch executive to hold a position on the global Executive Committee.
- Led both the North American and Latin American organizations
- Managed bottom-line trade responsibility for the North Atlantic trades, leading North American trade to profitability for the first time
- Organizational growth and transformation through converting agency organizations into owned organizations
- Led Nedlloyd's first foray into the Transpacific trade
- Formulated corporate strategic plan in 1995

EDUCATION

MBA in Transportation and Logistics from the University of Tennessee, Knoxville | 1977

BS in Transportation and Logistics from the University of Tennessee, Knoxville | 1976

HONORS AND AWARDS

Joseph P. Riley Leadership Award, Charleston Metro Chamber of Commerce | 2022

- Received the top Charleston Chamber Award for dedication to serving and strengthening the Charleston community

Order of the Palmetto, State of South Carolina | 2022

- Received highest civilian honor awarded to a South Carolinian for demonstrating extraordinary lifetime achievement, service, and contributions of national or statewide significance
- Award was presented by the South Carolina Governor Henry McMaster

Intermodal Association of North America (IANA) Chairman's Award | 2022

- Recognized for significant contributions to IANA and the North American intermodal industry

South Carolina Economic Developer's Association (SCEDA) Distinguished Service Award | 2022

- Recognized for exemplary efforts in the field of professional, economic, and community development in the state of South Carolina

International Maritime Hall of Fame, Maritime Association of New York and New Jersey | 2021

- Recognized as an industry leader who has made significant contributions to the global shipping industry

BlueCross BlueShield Outstanding Manufacturing Lifetime Service Award | 2020

- Recognized for dedication to supporting South Carolina's advanced manufacturing sector

South Carolina Manufacturers Alliance Roger Milliken Defender of Manufacturing Award | 2020

- Received the most prestigious annual honor presented by the SCMA to individuals who have worked to advance the manufacturing industry in South Carolina

Distinguished Service Award, University of Tennessee Global Supply Chain Forum | 2019

- Recognized for going above and beyond the call of duty to make lasting contributions to the global supply chain program of the Haslam College of Business

Alumni Professional Achievement, University of Tennessee | 2018

- Recognized as an alumnus with a record of notable career accomplishments and a history of outstanding contributions to their profession

Agriculture Transportation Coalition's first Person of the Year | 2016

- Recognized for leadership in solving the verified gross mass issue in US container shipping

Public Servant of the Year, South Carolina Chamber of Commerce | 2014

- Recognized as an individual who has served, or currently serves, as a key official in state government and has contributed to the overall well-being and health of the state as a whole.

Honorary Doctorate of Humane Letters, College of Charleston | 2014

Connie Award, Containerization and Intermodal Institute | 2010

- Recognized as an industry leader who has made extraordinary contributions to the containerized transportation industry

EXTERNAL ORGANIZATIONS & CHARITABLE INVOLVEMENT

- Dean's Advisory Council, Haslam College of Business, University of Tennessee Knoxville
- Medical University of South Carolina (MUSC) President's Advisory Group
- MUSC Foundation Board
- MUSC Children's Hospital Fund Board
- American Heart Association, Southeast Board, and Lowcountry Heart Walk Executive Leadership Team and Twice Chairman
- Trident United Way, Tocqueville Society