

## **ART FRY NAMED PORT MARKETING MANAGER**

LONG BEACH, Calif., May 30, 2002 -- Arthur H. Fry, with more than 20 years of experience in the maritime industry, has been named the Port of Long Beach's marketing manager.

As marketing manager in the port's Trade and Maritime Services Division, Fry is responsible for maintaining contacts with the port's terminal operators and shipping lines. He analyzes proposed changes to the port's tariff. He tracks and evaluates cargo projections and trends. His duties include the planning of trade missions, representing the port in industry organizations, and briefing visitors to the port.

Before joining the port, Fry worked for 15 years as a sales and customer service manager in Long Beach for Foss Maritime Co., a marine transportation company and the West Coast's leading tug operator. Fry led Foss' harbor sales efforts in Southern California area.

Fry also worked as a sales representative in Long Beach for Interocean Steamship Corp and Tricom Shipping Agencies Inc., booking cargo for Neptune Orient Lines, Ivaran Lines, Polynesian Line and Italian Lines. He previously was a pricing manager for Southern Cross Overseas Agency in Long Beach. Fry also gained experience in other shipping agency positions.

Fry's education includes a master of business administration degree in international management from the American Graduate School of International Management, and a Bachelor of Arts degree in economics and psychology from the University of California at Los Angeles.

### **FOR IMMEDIATE RELEASE**

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