



# U.S. East & Gulf Coast Perspectives

**Ocean Carrier, Port, Marine Terminal, Rail**

**January 19, 2012**



THE Port of VIRGINIA

## Shifting International Trade Routes

**Jerry Bridges  
Executive Director  
Virginia Port Authority**

**The stronger South Asian economies grow and keep exporting to the US,  
the more the East (Coast) will see continued growth**

**The Examiner January 4, 2012**

**BNSF says Panama Canal Won't Hurt West Coast**

**Journal of Commerce October 12, 2011**

**Canal Toll Prices, Western Rail rates and East Coast Channel Depth will  
Greatly Determine Outcome of Canal Expansion**

**John Vickerman Journal of Commerce October 18, 2011**

**Groundbreaking begins for Norfolk Southern Memphis Intermodal Facility**

**Memphis Business Journal April 29, 2011**

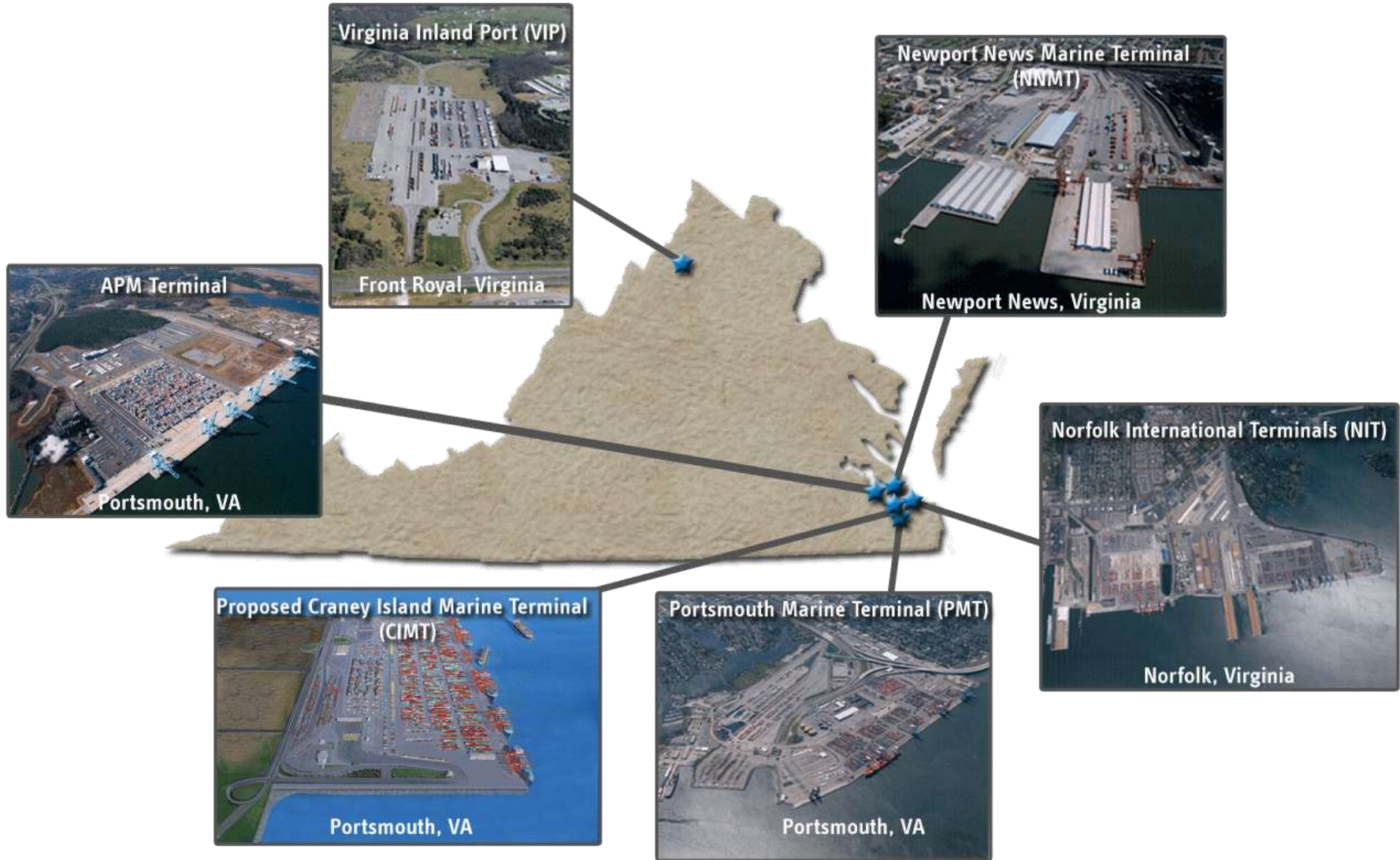
**Illinois grain exporters, seeking empty containers, fret about decline in  
imports from China**

**Northwest University Study 2010**

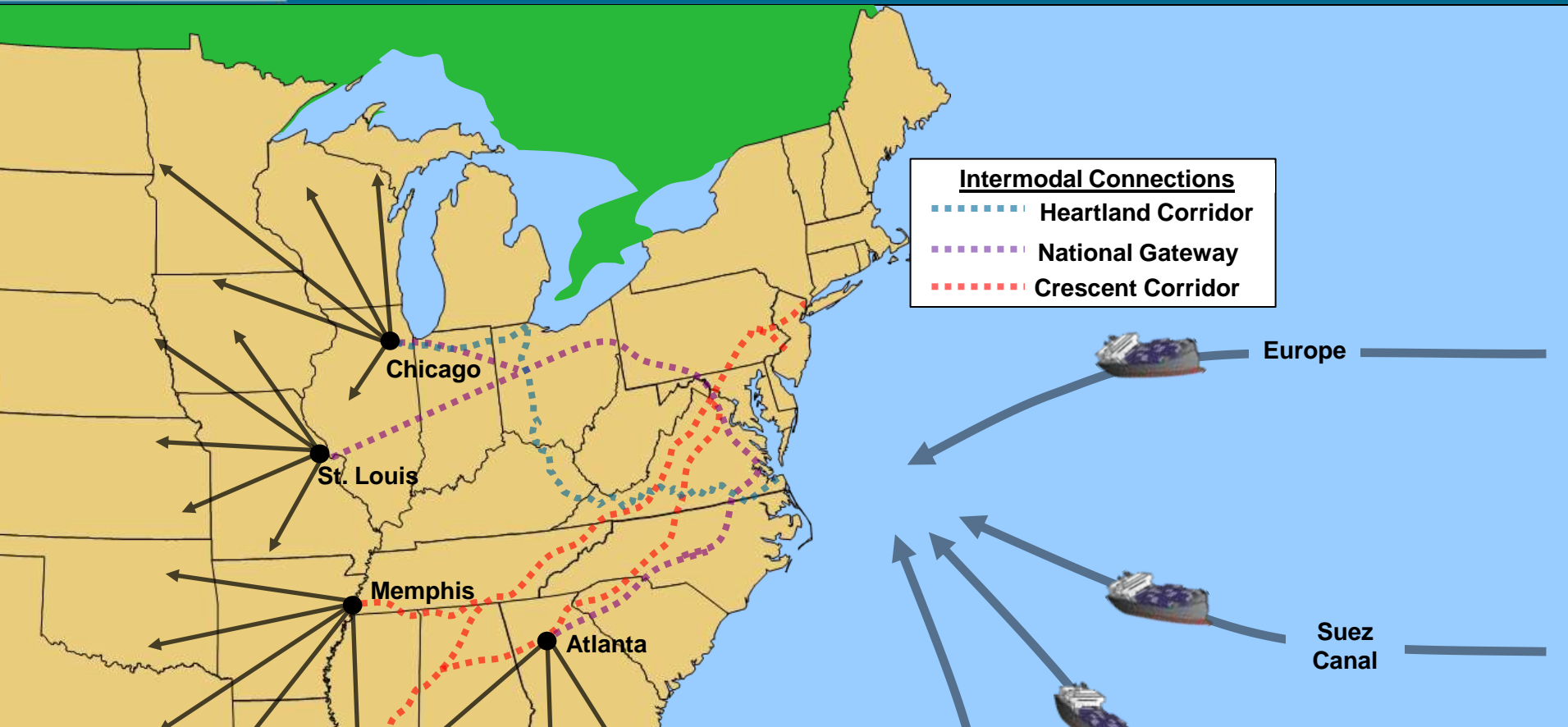
**First Time NS Originates More Intermodal Shipments on the East Coast**

**Norfolk Southern, 2008**

# Port of Virginia Portfolio



# International Gateways



Benefactors Still Determined by:

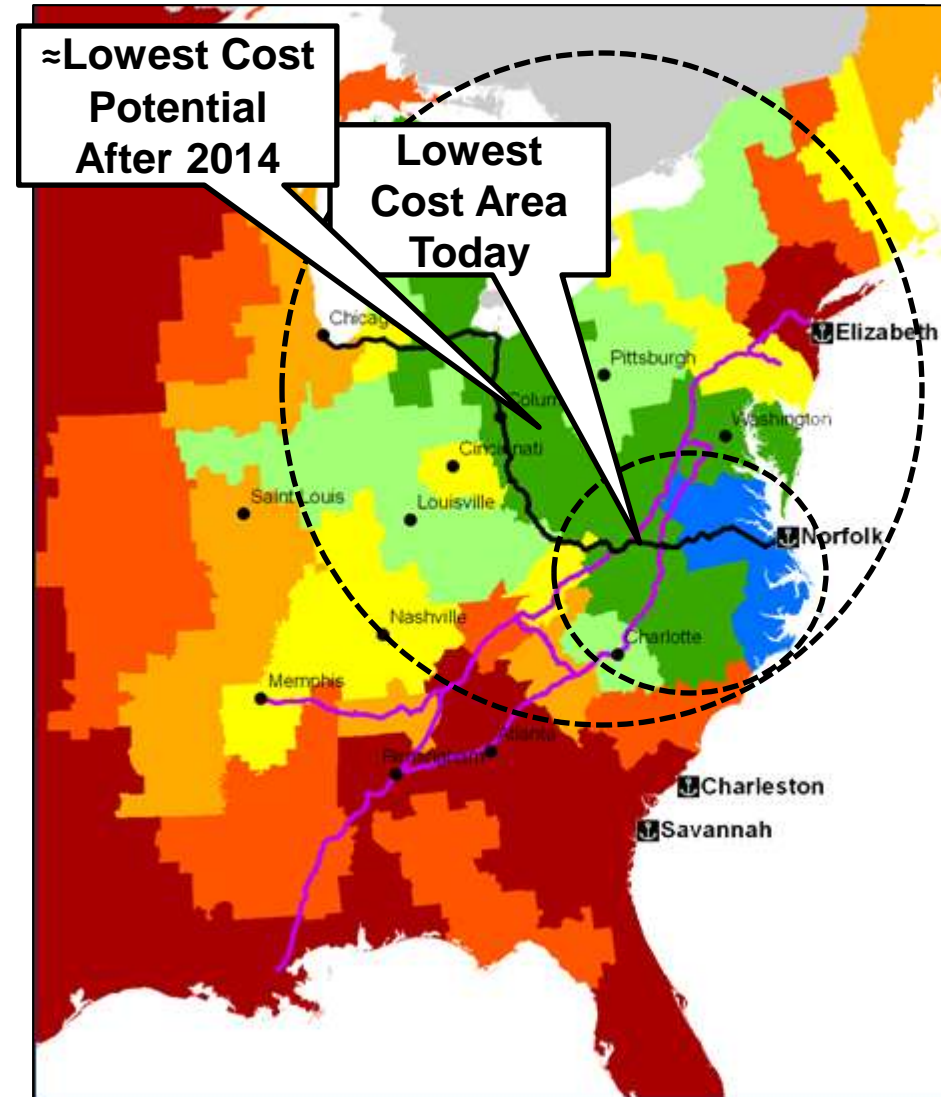
- Service
- Cost
- Transit Time
- Market Access



# Panama Canal Expansion

Will Business Increase at The Port of Virginia?

- **Complete in 2014**
  - **East Coast Demand Should Increase**
- **If Larger Container Ships Go Through Canal to Virginia**
  - **Economies of Scale Could Lower Costs**
  - **Increases Market Reach Measured by Total Cost to Serve**





# Terminals

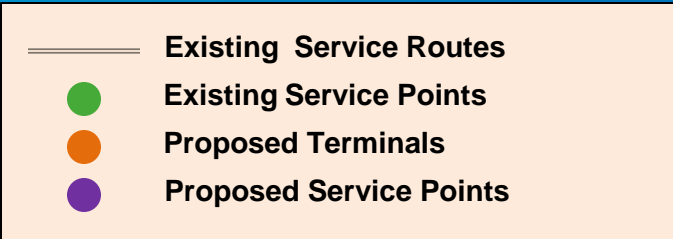
- **Capacity, Technology, Automation**
- **Low Cost, Dual Rail, Logistic Services**
- **Security**
- **“Flexible”**



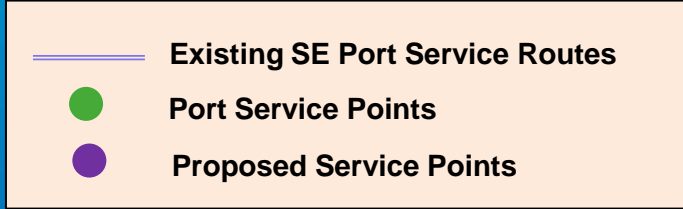
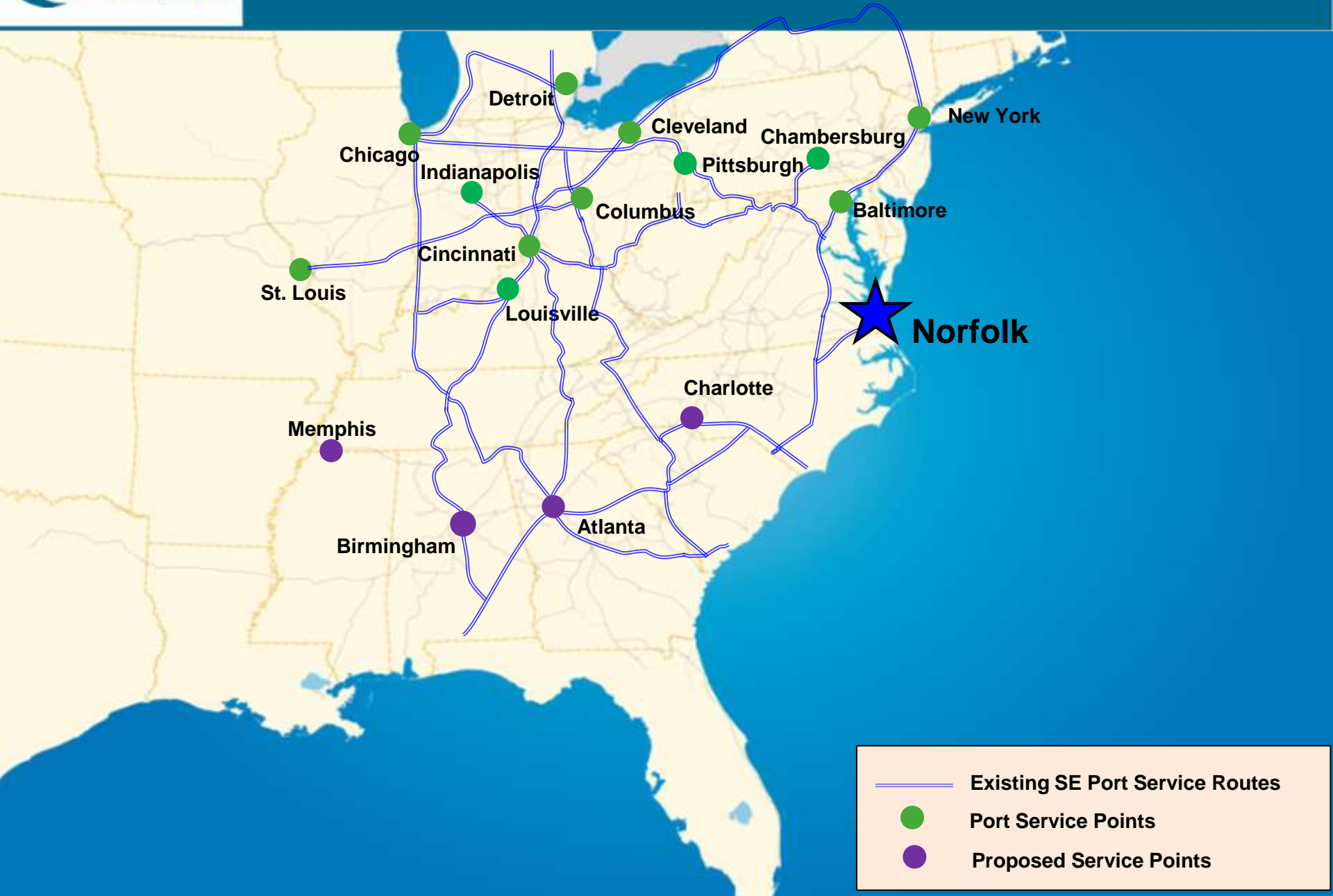
- **Shorter Hauls are Emerging**
- **Efficient Routings in High Volume Corridors**
- **Intermodal Pricing and Service**
- **Compete with Truck**
- **On-Dock Rail = “Drayage Cost” Included**



# NS Norfolk Services



# CSX Norfolk Services



# NIT Central Rail Yard Phase 2





# Our Challenge is to Avoid This





# Biggest, Deepest, Newest, Best

- **Suez-Class Cranes That Can Work Any Size Ship**
- **Deepest Channels on the East Coast with No Sir-Draft restrictions**
- **NIT Renovation : New Cranes, New Straddle Carriers, New Wharf Almost a Mile Long, On-Dock Rail**
- **APMT, Most Technologically Advanced U.S. terminal**
- **Craney Island Construction has Started**





THE PORT OF  
**VIRGINIA**

**Thank You**

