THE PORT OF VIRGINIA

Marketing/ Business Development Committee Presentation

Board of Commissioners

Session 355

November

Mr. Tom Capozzi
Chief Commercial Officer
Virginia International Terminals LLC

2014 Fiscal Year, July-October

	FY2014	FY2013	%Change
Total TEUs	795,249	726,690	+9.4
Export TEUs	412,362	387,996	+6.3
Import TEUs	382,887	338,694	+13.0
B/B Tonnage	120,971	105,287	+14.9
Vehicles	10,372	10,305	+0.7
Total Rail Containers	155,319	134,302	+15.6
VIP Containers	12,097	12,197	-0.8
Total Barge Containers	16,696	18,940	-11.8
Truck Containers	283,152	265,077	+6.8

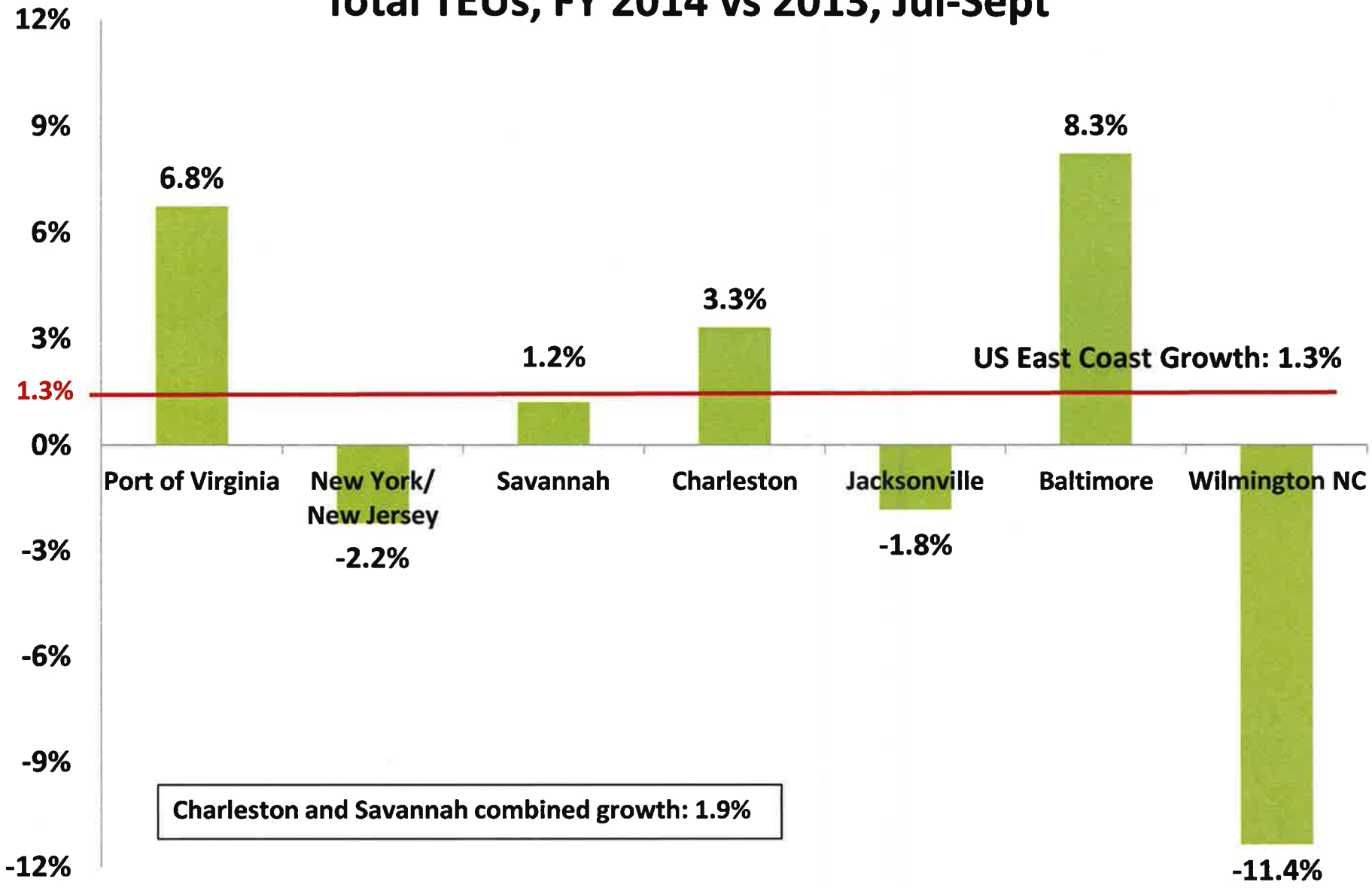
Source: Terminal Statistics

2013 Calendar Year, January-October

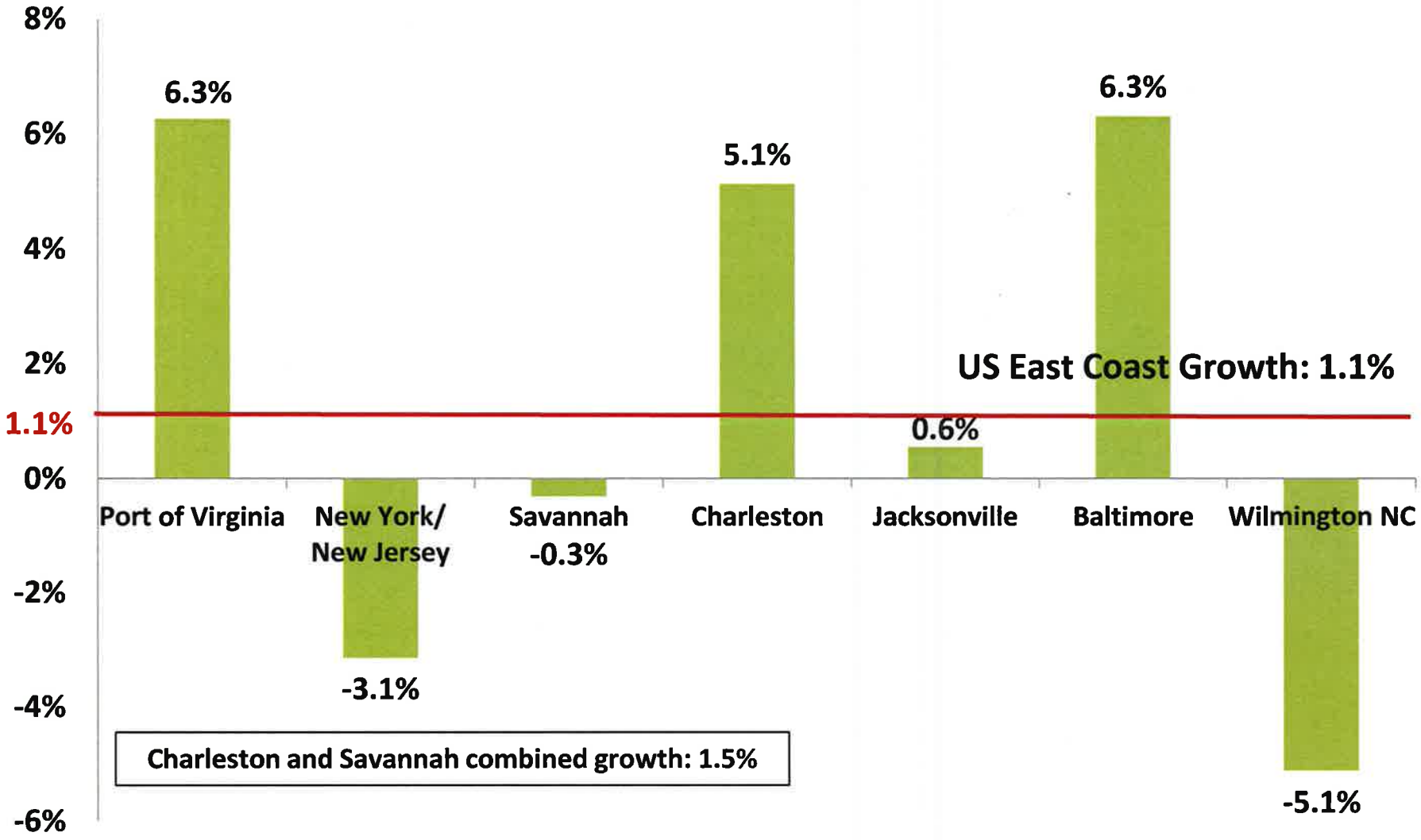
	CY 2013	CY 2012	%Change
Total TEUs	1,849,524	1,721,417	+7.4
Export TEUs	980,630	925,777	+5.9
Import TEUs	868,894	795,640	+9.2
B/B Tonnage	284,744	293,049	-2.8
Vehicles	23,352	28,782	-18.9
Total Rail Containers	360,210	314,050	+14.7
VIP Containers	26,768	29,637	-9.7
Total Barge Containers	40,225	43,614	-7.8
Truck Containers	659,897	632,865	+4.3

Source: Terminal Statistics

US East Coast Ports Fiscal Year Growth
Total TEUs, FY 2014 vs 2013, Jul-Sept



US East Coast Ports Calendar Year-to-date Growth
Total TEUs, Jan-Sept, 2013 vs. 2012



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ECONOMIC DEVELOPMENT ANNOUNCEMENTS

DESMI

- Industrial pump manufacturer DESMI Inc. is spending $1.9 million to expand its assembly and manufacturing operation in Chesapeake, creating 34 new jobs
- The expansion will triple the facility's space. The 37,000-square-foot facility opened November 1st
- Virginia successfully competed with New York for this investment

DESMI

EXEL

- EXEL, a third-party logistics company, has leased 29,000 SF, in Suffolk, at Commonwealth Commerce Center

TE Connectivity

- TE Connectivity Ltd. will invest more than $15 million in the expansion of the company's operations in Culpeper County
- The plant designs and manufactures undersea fiber optic telecommunication cables, electro-optical-mechanical cables, and steel wire
- The project is expected to create approximately 30 new jobs

Capco Machinery Systems

- Capco Machinery Systems is planning a $4.2 million expansion of its plant in Botetourt County
- The expansion will double the plant's size, production capacity, and will create 60 new jobs

AW North Carolina Inc.

- AW North Carolina Inc., a manufacturer of automatic transmissions for Toyota vehicles, is planning an expansion
- The company will invest $112 million at the Durham, NC plant and will create 56 jobs

NORTH CAROLINA

New Breed Logistics

- New Breed Logistics is expanding their headquarters presence in High Point, NC
- They have purchased a new building with a total investment of $4.38 million

NEW BREED LOGISTICS