



July Board Meeting

Marketing Department

July 2005

Board Meeting Agenda

- **Fiscal Year Wrap-Up**
 - Highlights
- **Tradelane Performance Break-down**
- **New Shipline Service**
- **Fiscal Year '06 Projections**

Fiscal Year to Date Wrap-Up

July 04 – June 05

	<u>FY05</u>	<u>FY04</u>	<u>%Change</u>
TEUS	1,900,026	1,713,502	+10.9%
Ship Calls	2,142	2,132	+0.4%
Breakbulk*	563,379	627,094	-10.2%

**Unit of measurement: shot tons
Source: Terminal Statistics*

Fiscal Year to Date Train Performance

July 04 – June 05

	<u>FY05</u>	<u>FY04</u>	<u>%Change</u>
Midwest Train	196,726	171,678	+14.6%
VIP	31,604	20,826	+51.8%

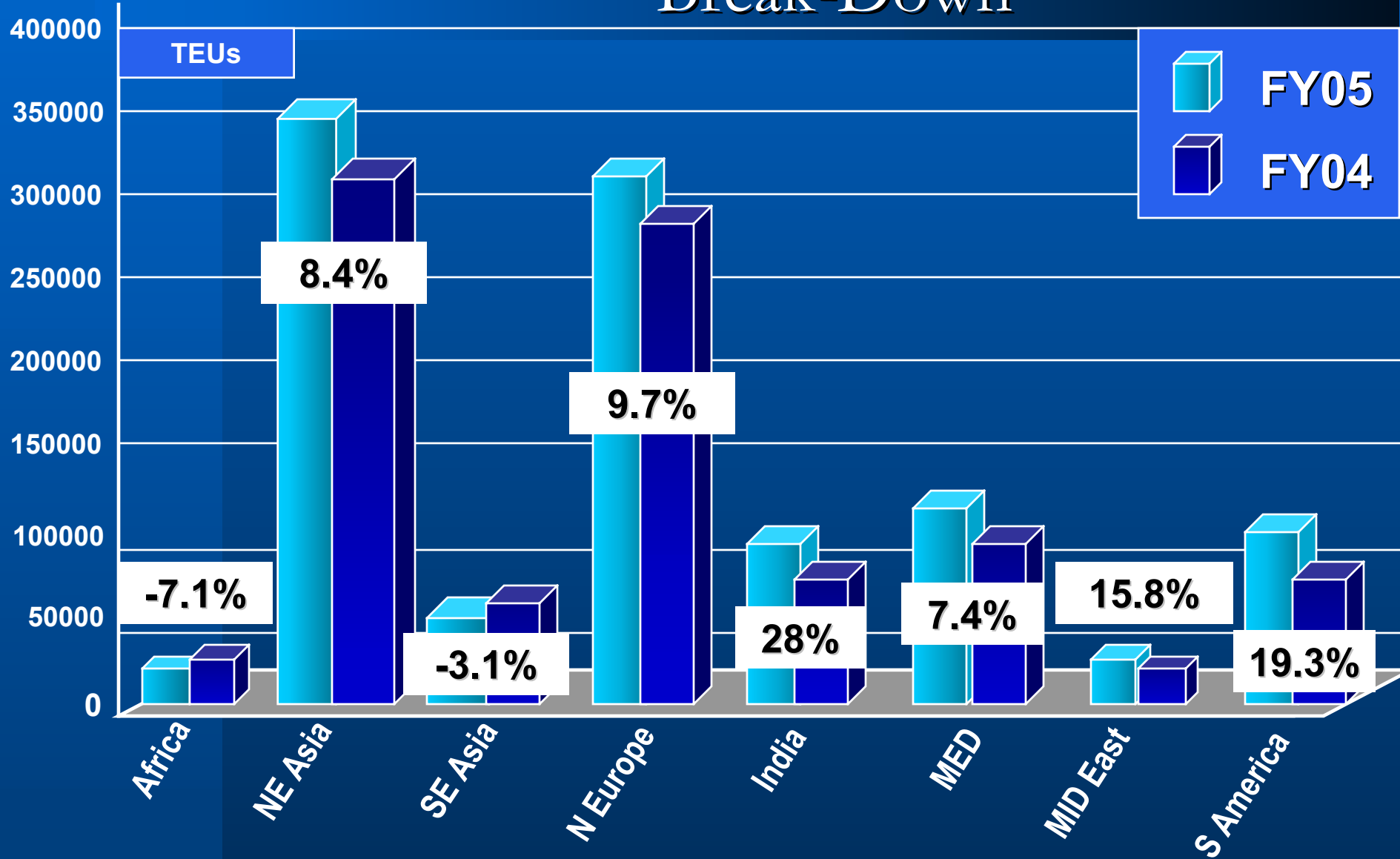
**Unit of measurement: containers
Source: Terminal Statistics*

Fiscal Year Highlights

- 4 new steamship line services (1 Asia, 3 S. America)
- 1st Port in North America to establish a portwide chassis pool
- 25 of 44 steamship lines had double digit growth
- 18.6% total rail growth
- 1st East Coast port to obtain 50 ft. inbound and outbound channel
- Eight new or expanded port related distribution center operations
- Seven announced speculative distribution projects

Tradelane Performance

Break-Down



Volume Comparison

Last 3 months compared to peak season 04'



New Shipline Service

China Shipping

- China Shipping will be launching an all-water service from Asia to the U.S. East Coast via the Suez Canal
- This service takes advantage of the growing demand for all-water Asia-to-U.S. East Coast service
- The service will deploy nine vessels of 4,250-TEU capacities
- The following ports will be included in this weekly westbound round-the-world sailing pattern: Halifax, New York, Norfolk and Savannah
- The service will begin in the late part of July



Fiscal Year '06 Projections

- FY06 Projection of 9.5% will produce approximately 2.1 million TEUs



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