



SAN PEDRO BAY CONTAINER FORECAST UPDATE



The Tioga Group, Inc.
IHS Global Insight

Report Prepared for:

The Ports of Long Beach & Los Angeles



The Port of
LONG BEACH



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I. Summary

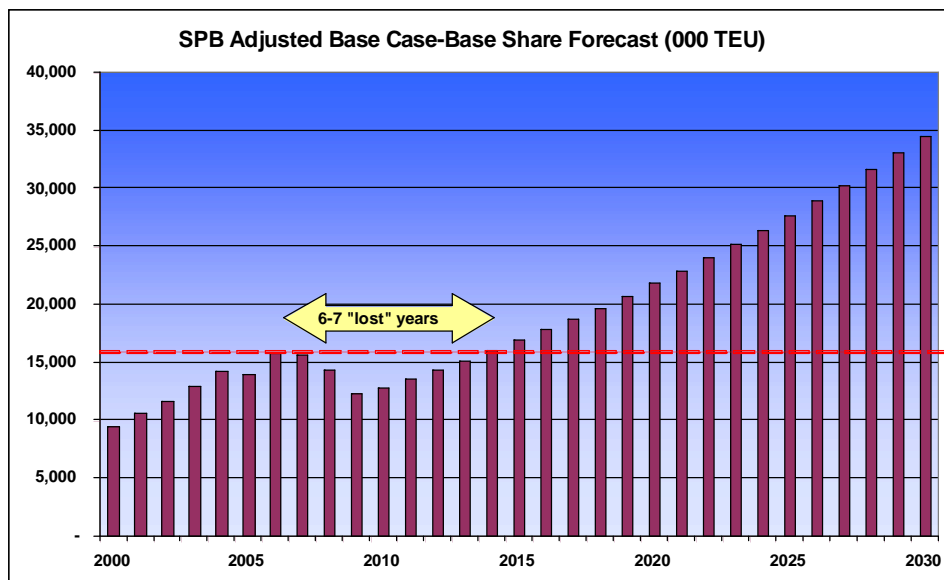
The U.S. is currently in a severe recession, the worst since World War II. U.S. and world-wide economic downturns have bitten deeply into containerized trade. Flat in 2007 and down in 2008, container counts dropped another 22% in the first quarter of 2009 compared to 2008.

The recession and international container trade are expected to hit bottom in late 2009, with modest growth resuming in 2010. This forecast is consistent with current thinking in the container industry.

Recovery will be slow, without the sharp rebound that has characterized some previous recessions. Most previous recessions have had specific root causes (e.g. the dot com bust, or the 9/11 terrorist attacks), and ended when those issues were resolved. In those cases pent-up demand resulted in rapid short-term growth, and a quick return to trend. This recession has multiple causes, and has been greatly exacerbated by failure of the financial industry. These multiple causes will be resolved slowly over time, and not necessarily on the same timetable. The housing industry, for example, will take years to work off the inventory of unsold property. The auto industry will likewise take years to reorganize and recover.

In effect, containerized trade growth has been set back 6-7 years, as shown in Exhibit 1.

Exhibit 1: Adjusted SPB Base-Base Case Forecast



The timing and strength of the trade recovery will depend on rising consumer confidence, the willingness of importers to replenish dwindling inventory, and the ability of the financial industry to support growing trade. These factors depend in turn on the success of government stimulus efforts here and abroad, and on the success of unprecedented government intervention in key business sectors. Elements of the expected final stimulus efforts are considered in the forecast, but the actual outcomes are subject to government policy changes, delays, and other uncertainties that are hard to predict.

Post-recessionary trade growth will be slower than before the recession, particularly in containerized merchandise and consumer goods.

The role of government is increasing substantially to cope with the current downturn and crises in the financial and manufacturing sectors. The expanded role and the accompanying deficits will act as brakes on the expansion of trade and consumer spending.

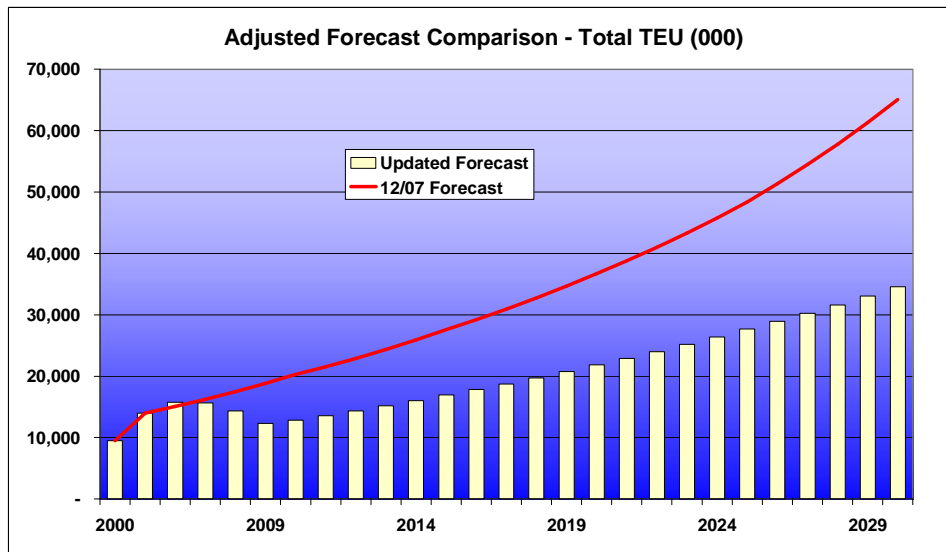
The plummeting values of homes, stock portfolios, and other assets is expected to result in a permanent reduction in wealth, and a concomitant reduction in disposable income. Absent a phenomenal rebound (which no one is predicting) the U.S. population will have less to spend on imports in any given year than was previously forecast.

The marginal saving rate in the U.S. has increased greatly since the start of the recession. While still low compared to many nations, a greater propensity to save and a low propensity to spend will likewise reduce demand for imports.

Higher fuel prices, greater inflation, and higher unemployment will also dampen trade growth.

In San Pedro Bay (SPB), the peak volume of 15.8 million TEU in 2006 will not be reached again until about 2013 (Exhibit 2). The December 2007 base case demand forecast called for 36.7 million TEU in 2020; that level would not now be reached until after 2030.

Exhibit 2: Forecast Comparison Chart



The San Pedro Bay ports have lost share as well as absolute volume. The share loss has been more modest than is implied by alarmist trade journal articles. It appears that most of the threats to abandon Southern California have not yet been carried out. Yet there has been a pendulum swing in favor of the East and Gulf Coast ports for at least three underlying reasons beyond the influence of Los Angeles and Long Beach.

- Reduction in transloading on the West Coast, and more intact movement of goods via the Panama Canal.

- Development of multiple import supply chains using ports on all three coasts.
- Growth in trade with regions such as Europe and Latin America that favor the East or Gulf Coast ports.

The result has been a share loss of about 3-4% since 2006, with the east/west balance returning toward a pre-transloading level. In the long run, SPB share is expected to grow slightly due to strong growth in the trades served by the SPB ports.

The December 2007 forecast anticipated competitive and congestion-induced cargo diversions above the shifts caused by differential trade growth. The revised forecast still allows for such diversions, but they are more modest because the anticipated SPB cargo congestion has been postponed by the recession and slow trade growth. Competitive conditions between ports and routes remain much the same as was anticipated in the December 2007 forecast, with the threats from Canadian and Mexican ports and the Panama and Suez Canals being real, but limited. Diversionary pressures will ease, unless ongoing contention over truck programs and further delays in capacity projects led importers to seek alternatives such as Prince Rupert. Accordingly, an “updated” diversion scenario was created, and is reflected in the updated base growth-base case forecast.

Exhibit 3 displays the updated, adjusted base growth/base share TEU forecast and compares it with the equivalent December 2007 forecast.

Exhibit 3: Updated Final Adjusted SPB TEU Forecast – Base Growth/Base Share

	TEU (000)							CAGRs		
	2005	2006	2010	2015	2020	2025	2030	05-10	10-20	20-30
Inbound Loads										
12/07 Base Base Case	7,146	8,128	10,568	14,412	19,242	25,410	34,219	8.1%	6.2%	5.9%
Updated Base Base Case	7,146	8,128	6,620	8,780	11,333	14,417	18,039	-1.5%	5.5%	4.8%
Outbound Loads										
12/07 Base Base Case	2,338	2,714	3,267	3,961	4,567	5,206	5,997	6.9%	3.4%	2.8%
Updated Base Base Case	2,338	2,714	3,071	3,768	4,343	4,897	5,415	5.6%	3.5%	2.2%
Empties										
12/07 Base Base Case	4,499	4,918	6,425	9,197	12,914	17,780	24,836	7.4%	7.2%	6.8%
Updated Base Base Case	4,499	4,918	3,123	4,410	6,151	8,377	11,109	-7.0%	7.0%	6.1%
Total TEU										
12/07 Base Base Case	13,983	15,760	20,260	27,570	36,723	48,396	65,052	7.7%	6.1%	5.9%
Updated Base Base Case	13,983	15,760	12,814	16,959	21,827	27,691	34,563	-1.7%	5.5%	4.7%
Difference - TEU	-	0	(7,446)	(10,612)	(14,896)	(20,705)	(30,489)			
Difference - %	0.0%	0.0%	-36.8%	-38.5%	-40.6%	-42.8%	-46.9%			

The largest change, as expected, is in inbound loads. Flat volumes for inbound loads in 2007 and losses in 2008 and 2009 are expected to yield a 2010 loaded import volume some 37.4% below the previous forecast and similar to the volumes in 2003-2004. From there imports will grow at an average of 5.5% annually, versus 6.2% in the December 2007 forecast. The 2020-2030 CAGR is predicted to be 4.8%, just over a full percentage point less than previously expected.

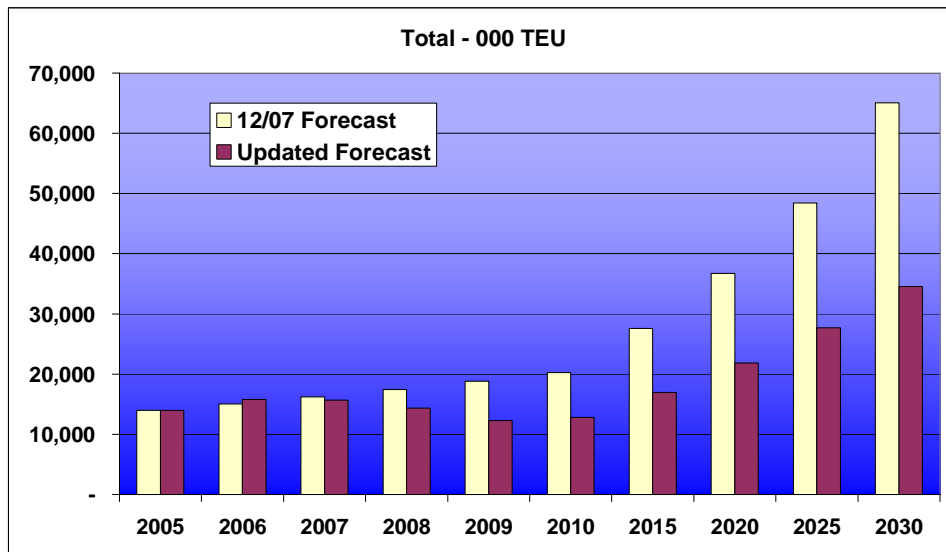
The gradual devaluation of the dollar will boost exports, and the updated forecast for outbound loads is almost as high as the December 2007 forecast. Growth in 2010–2020 is actually expected to be slightly faster due to the effects of economic recovery, but slows after 2020.

As in the previous forecast, empties are estimated as a function of the import/export balance. Slower import growth and roughly the same export growth will narrow the gap, and reduce the

need to move empties. Empty flows, however, are subject to logistics and deployment decisions by ocean carriers and leasing companies, and are therefore subject to considerable variation.

The updated total TEU forecast, shown in Exhibit 3 and graphed in Exhibit 4, is therefore considerably below the December 2007 estimate. Due to the recession the updated forecast starts at a lower base, and with somewhat more conservative growth rates over time ends up much lower than the previous forecast. As the chart indicates, the 2006 peak volume will not be regained until about 2013. The updated forecast can be therefore viewed as either below the previous estimate or behind it by 6-7 years. Slower expected growth in the longer term means that the former 2020 demand level of 36.7 million TEU would not be reached until after 2030.

Exhibit 4: Total TEU Forecast Comparison



The gap is due to slower trade growth and trade-induced shifts. Total diversions due to port competition or carrier/customer choices are expected to be less than in the previous forecast.

The 2007 forecast did not anticipate the drastic impact that recessionary economics have had on containerized trade. While some of the underlying factors were incorporated in the forecast, such as eventual bursting of the “housing bubble” and devaluation of the dollar, the previous forecasts could not predict the coincident timing of those events or the collapse of credit that has hindered trade.

The sections below cover the current short-term and long-term economic outlooks, and present a revised TEU forecast.

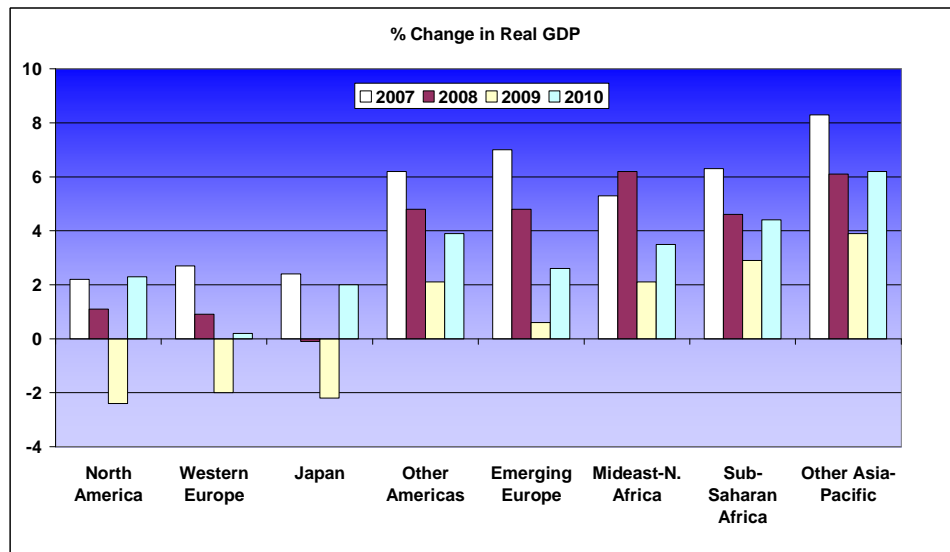
II. Near-Term Economic and Trade Outlook¹

The world is currently experiencing the worst global recession in six decades.

- North America, Europe, and Japan are in severe downturns.
- Growth in emerging markets (e.g. China) has slowed dramatically.
- The 2008 financial crisis further constrained trade.

Economic performance varies by region, and will continue to vary. The developed country economies have been hit the hardest by the recession (Exhibit 5).

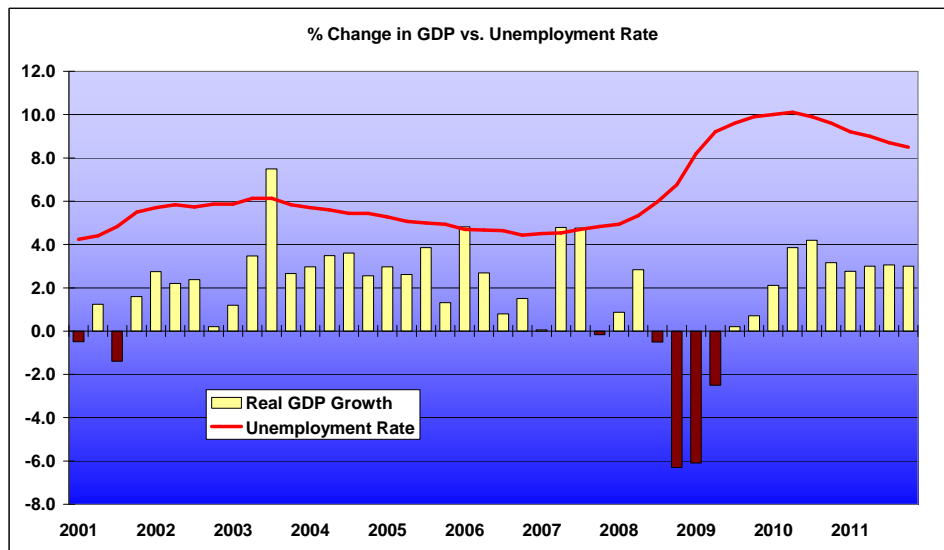
Exhibit 5: Varying Economic Performance



The recession in the U.S. is long and deep, the worst since World War II. Consumers, businesses, and state & local governments are restraining spending while their financial condition is weak. Federal stimulus programs and lower commodity prices will help to spark recovery beginning in late 2009.

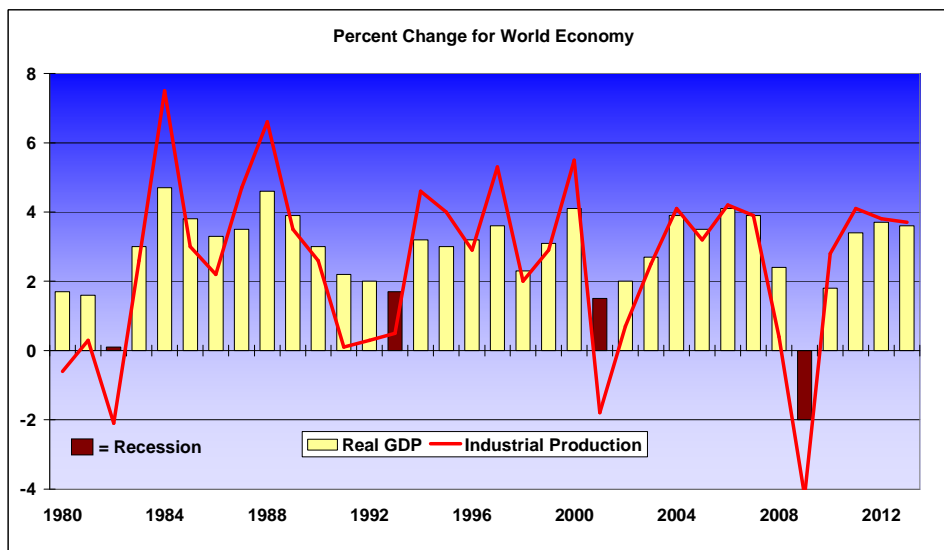
¹ Based on the IHS Global Insight March 2009 forecast

Exhibit 6: U.S. Recovery in 2010; Unemployment Up Longer



However, a Great Depression or Japan-style lost decade appears unlikely. The huge multi-national fiscal and monetary stimuli will help to spark a recovery. The forecast calls for deep recession in 2009, modest recovery in 2010, and a stronger rebound in 2011 (Exhibit 7).

Exhibit 7: World Economy Recovers Starting in 2010



The timing and strength of the recovery, however, depend heavily on a few key factors. Demand, supply, and financial conditions must mesh:

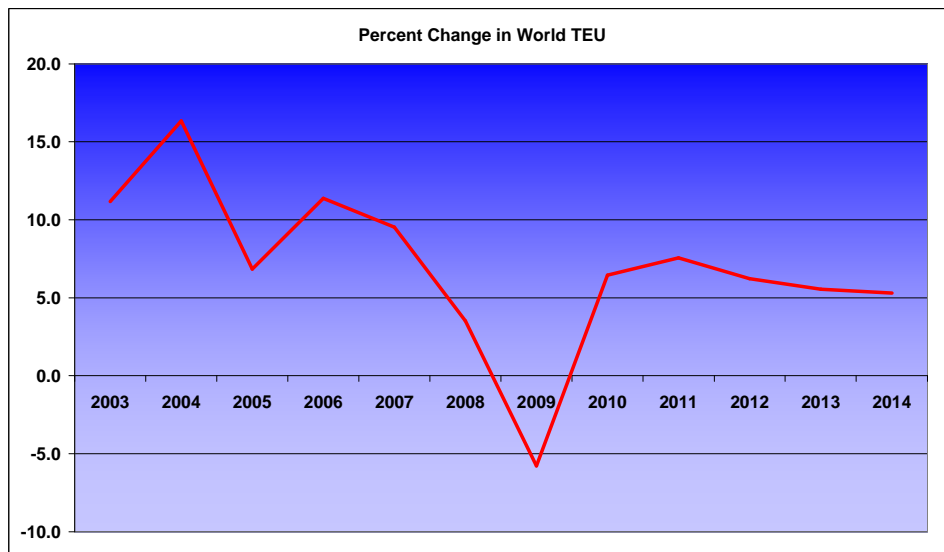
- “Bottoming out” of importer/retailer inventories
- Sufficient consumer confidence to encourage inventory replenishment
- Credit availability to finance new orders

While the underlying economic factors support an eventual recovery, the short-term outlook is subject to exogenous factors that are not subject to econometric modeling or analysis:

- Effectiveness of stimulus packages here and abroad in restoring confidence and propping up spending
- Moderation in protectionist tendencies
- Successful government intervention in financial and manufacturing sectors

Ocean cargo demand depends on goods demand. With global consumption down in the recession, trade is declining. Globally-integrated international supply chains emerged to provide economies of scale and lower costs but have increased the interdependencies between regions in good times and bad. The increased importance of trade to countries' economies has increased their vulnerability to forces outside their control. Globalization of markets has not reversed in recession but protectionism and trade finance can affect recovery.

Exhibit 8: World Container Trade Down in 2009; Recovery 2010



III. Long-Term Economic Outlook

Forecast Overview

The current IHS Global Insight long-range macroeconomic projections, discussed here, define the path of long-term trade growth for the country, and for the San Pedro Bay ports. The detail behind the current IHS Global Insight projections cover not just the macroeconomic concepts such as output, inflation, and unemployment, but also more disaggregated variables such as production and employment by industry. The long-term forecasts are consistent with IHS Global Insight's March, 2009 short-term baseline forecast, which represents the forecast through 2019. Thereafter, the economy is expected to make a transition to full employment (4.5%–5.5% unemployment), and then evolve gradually along this full-employment growth path. Hence, the transition between the short- and long-term forecasts is smooth, making the baseline projection useful for long-term purposes.

The world's developed economies, and especially the U.S., are going through a period of great volatility. Governments are taking unprecedented steps to support failed or teetering industries, and the success and ultimate cost of those interventions will not be known for months or even years to come. The combination of events that brought about the current recession is likewise unprecedented, and their resolution is as yet uncharted.

Long-Term Macroeconomic Trade Influences

In many respects the *long-term* macroeconomic outlook is unchanged from the December 2007 version that was incorporated in the previous cargo forecast. The key differences include recession-induced changes that will persist beyond the near-term recovery, such as reduced wealth and the increased role of government. The revised forecast also incorporates new estimates of population growth, housing prices, and other factors that will affect trade growth.

The sections below divide the various economic factors into neutral, positive, and negative influences on trade.

Neutral Forecast Factors

Exhibit 9 lists factors that were basically unchanged from the December 2007 forecast.

General Outlook. The baseline scenario assumes that after the economy recovers from the current deep recession, it suffers no major mishaps between now and 2030. That assumption is consistent with previous forecasts. The economy grows smoothly, in the sense that actual output follows potential output relatively closely. This projection is best described as depicting the mean of all possible paths that the economy could follow in the absence of major disruptions. Such disruptions include large unpredictable oil price shocks, untoward swings in macroeconomic policy, or another unforeseen financial meltdown. The underlying rate of growth in the baseline forecast is consistent with history, as well as with conjecture about the economy's unfolding structure. It can be regarded as the best unbiased projection for the economy.

Tax Changes. No significant changes are anticipated in the U.S. tax structure.

Exhibit 9: Neutral Forecast Factors

Factor	2007 Baseline	2009 Baseline
General Outlook	Mild variations in economic growth approaching a balanced-growth path.	Unchanged after post-recovery return to trend
Tax changes	Marginal personal tax rates inch up. Corporate tax stays at 35.0%.	Unchanged
Consumer Confidence	Consumer confidence relatively constant.	Unchanged after recovery
Real U.S. exchange rate	Declines over forecast period.	Unchanged

Consumer Confidence. While consumer confidence sunk to all-times lows in the worst of the current recession, it is expected to recover with the economy.

Currency Exchange Rate. The long-term outlook is basically unchanged, despite recent fluctuation in the value of the dollar. Owing to steady pressure from the U.S. current account deficit, the U.S. dollar will fluctuate, but on average, depreciate throughout the long-term forecast. The depreciation in the dollar will benefit U.S. exporters by making them more competitive but dampen U.S. import demand because this will tend to raise prices for imports.

Positive Influences on Trade

Exhibit 10 show changes between the December 2007 and March 2009 base case scenarios that would favor increased trade.

Exhibit 10: Positive Influences on Trade

Factor	2007 Baseline	2009 Baseline
Higher Population	Projections consistent with 2004 Census Bureau' forecast. Fertility rate levels off at 2.2 births, mortality rate at 79.0 years for men and 84.8 years for women. Net annual immigration of 0.9 to 1.0 million.	Projections consistent with the Census Bureau's August 2008 forecast. Fertility rate at 2.1 births, same mortality rates. Higher net annual immigration growing from 1.3 million in 2010 to 1.7 million in 2030.
Looser Monetary Policy	Promotes stable credit growth. Money (M2) growth averages 4.6%.	Promotes stable credit growth. Money (M2) growth rises gradually, eventually settling at 4.75%.
Slower U.S. Consumer Inflation	3.6% average increase	2.6% average increase
Slower World Inflation	2.0% (OECD countries) 4.0% (Developing countries)	1.2% (OECD countries) 3.1% (Developing countries)
Lower U.S. Food prices	Wholesale farm prices rise 1.0% annually.	Wholesale farm prices rise 0.3% annually.

Demographics. Demographic factors are a primary driving force in any long-term economic projection. The population's growth rate and changes in its composition have considerable impacts on the labor force, the full-employment unemployment rate, housing demand, and other spending categories-most notably, consumption of health services and purchases by state and local governments.

Greater in-migration and thus a higher overall population in the long term are the major demographic differences between the 2007 and 2009 forecasts. The population projections in IHS Global Insight's 2009 baseline forecast were built on the U.S. Census Bureau's latest projections, which were released in August 2008. These projections replaced the Census 2004 "interim" projections, and incorporated new basic fertility, mortality, and migration assumptions. Since the Census's projections for 2001-07 are not the same as its latest population estimates, IHS Global Insight spliced the projections to the latest population estimates.

The projection is based on specific assumptions about immigration, fertility, and mortality rates. Based on these assumptions, the U.S. population will average 0.9% growth per year over the long-term, down from the 1.1% pace during the last 30 years. Thus, total population will rise from 282.8 million in 2000 to 403.6 million in 2039.

The age distribution of the population is also an important factor in the long-term outlook. As baby boomers begin to retire, the share of the U.S. population aged 65 years and over will jump from 13% in 2010 to 20% by 2039, pushing up outlays for Social Security, Medicare, and Medicaid. In addition, the growth rate of the working-age population will slow more than that of the overall population. After increasing 1.2% annually over the past 30 years, the population aged 16-64 years will grow only 0.6% over the forecast period.

Monetary Policy. Monetary policy remains important in the long-term projections, not so much in determining the level of output, but rather in determining the rate of inflation. Ultimately, the Federal Reserve decides on the steady-state rate of inflation. Monetary policy can cause inflation to accelerate by being overly accommodative and pushing the unemployment rate temporarily below the rate at which inflation is stable. Alternatively, it can cause inflation to decelerate by being restrictive and pushing the unemployment rate temporarily above the rate at which inflation is stable.

U.S. and World Inflation. The long-term outlook for inflation is largely unchanged in the new forecast. In both forecasts, it is assumed that the Federal Reserve's ultimate goal is a stable inflation rate. The Consumer Price Index inflation rate spikes in the early years of the forecast because of rebounding oil prices, averages 2.6%, and eventually settles down to about 2.0%. The average annual increase is lower than in the 2007 forecast, moderating other adverse impacts on consumer spending. World inflation will tend to mirror the U.S. experience, with lower prices contributing to trade growth.

Food prices. Food price rise is much slower in the 2009 forecast, giving consumers a bit more disposable income than they might otherwise have had.

Negative Influences on Trade

The updated forecast incorporates significant changes in government policies, most resulting from the recession and the actions of various governments to stimulate growth. These and other factor that will tend to depress trade growth are listed in Exhibit 11.

Exhibit 11: Negative Influences on Trade

Factor	2007 Baseline	2009 Baseline
Higher Federal Spending	Real +1.0% per year.	Real +3.1% per year.
Higher Budget Deficit	Deficit averages 1.3% of GDP.	Deficit averages 5.2% of GDP.
Larger Federal Government Share of GDP	Averages 21.4%	Averages 25.5%
Higher Fuel Prices	Real oil prices rise gradually. No embargoes are assumed.	Higher real oil prices. No embargoes are assumed.
Slower Wage Growth	3.7% annual increase	3.4% annual increase
Slower Productivity Growth	2.3% annual increase	2.0% annual increase
Slower Potential Output Growth	2.7% annual increase	2.3% annual increase
Higher Unemployment	Settles at about 4.8%. Averages 4.8%	Settles at about 5.0%. Averages 5.9%
Reduced Wealth	Growing apparent wealth in investments and equity	Permanent loss of wealth, reduced spending power in any given year.
Slower rise in home prices	4.1% average increase	3.5% average increase
Higher U.S. Savings Rate	Historically low U.S. savings rate, negative in some years, prompted by loose credit and high home equity	Higher savings rate, as families try to recover wealth, although still low by world standards
Reduced Propensity to Spend	Willingness to spend driven by perceived wealth, easy credit, peak consumer confidence	Reduced willingness to spend, change in consumer attitudes.
Slower Consumption Growth	2.7% annual increase	2.5% annual increase

Federal Spending, Deficit, and Share of GDP. The most dramatic difference between the forecast assumptions is in the growth of federal spending, which is now expected to be 3.1%, versus just 1.0% in the earlier forecast, due to the various stimulus packages and the massive federal intervention in the financial and industrial sectors. The greater government role and deficit will depress trade growth compared to the 2007 forecast. The forecast assumes that federal spending on defense, transfer payments, and aid to state and local governments will constitute a larger share of GDP, and that those expenditures will generate less trade than equivalent consumer spending. The impact will be increased to the extent that “Buy American” requirements are added and enforced. In the forecast, the federal deficit averages 5.2% of GDP in 2009-30. In the longer run, the baby boomers' retirement will cause deficits to grow, despite some increases in the Social Security tax rate.

Fuel Prices. Oil prices have plunged because of the global recession. But once global economies get back on track, prices are forecast to climb once again. IHS Global Insight expects the average acquisition price of imported crude oil to remain above \$75 per barrel after 2012. With

worldwide demand steadily increasing, the OPEC cartel will maintain some pricing power. The West Texas Intermediate price for crude oil is projected to reach \$128 per barrel by 2039, compared with the average price of \$26 in 2001.

In the long run, scarcity tends to bid energy prices up, while new technologies tend to hold them down. In the end, we project that scarcity will win out, with the *real* price of imported oil rising from about \$21.50 per barrel in 2001 to \$57.0 in 2030.

Price projections here are a trend. It is likely that there will be periods, possibly of several years at a time, when prices are either above or below the baseline. A price outcome higher than the projected baseline could result from stronger demand growth (perhaps notably in developing economies such as China) and/or weaker supply (more disappointments in non-OPEC producing regions and loss of productive capacity in OPEC due to political upsets). A price outcome lower than the projected baseline could arise from another recession, enforcement of higher efficiency standards, or better than expected supply prospects.

Wages, Productivity, Output, and Unemployment. These factors are all closely linked. Exhibit 11 shows a general slowing of average wage, productivity, and output growth compared to the 2007 forecast, which will likely restrain import demand. A somewhat higher unemployment rate will also hold down spending and trade.

Wealth, Savings, and Spending. The enormous loss of wealth in the form of retirement accounts, mutual funds, stocks, and real estate equity will not be recovered. The recession has effectively set back the accumulation of wealth by U.S. consumers (and others worldwide). In any given future year, there will be less aggregate wealth than assumed under previous forecasts. The savings rate is both a cultural and economic phenomenon. Until the recession U.S. consumers in the aggregate were saving virtually nothing, relying on rising investment and home equity values to increase wealth and provide security while spending all they earned or even more. There has been a dramatic increase in the U.S. savings rate since the start of the recession, although it is not expected to reach the levels seen in other industrialized countries. The long-term marginal propensity to spend is, in a sense, the flip side of the savings rate, and is expected to decline relative to pre-recession norms.

Consumption. All of the factors above tend to suppress consumption. Consumers will be less wealthy, have lower earnings, save more to make up the loss, and be less willing to part with discretionary leftovers. Lower consumption in the U.S. depresses imports; lower consumption abroad depresses exports.

Net Impact on Trade Growth

Overall the negative influences on trade outweigh the positive influences, portending slower trade growth after the post-recession recovery. At any given point in the future, U.S. consumers will have less wealth, less spending power, and a reduced propensity to spend on imported goods compared to the December 2007 forecast. Although the worldwide effects of the recession are uneven, the impacts have been heaviest in the industrialized economies that are the largest U.S. export customers.

In the 2009 baseline projection, the major U.S. trading partners are assumed to follow a relative growth pattern similar to that in the United States, with the pace of trade growth averaging 1.7% over the forecast period, down from an average of 2.6% over the past 30 years. This slowdown reflects demographic forces similar to those operating in the United States, as well as the maturation of many developing economies.

Exhibit 12 shows the impact of the forecast changes on the growth in U.S. loaded container trade – impacts that are mirrored in the San Pedro Bay forecast below. Key differences are highlighted.

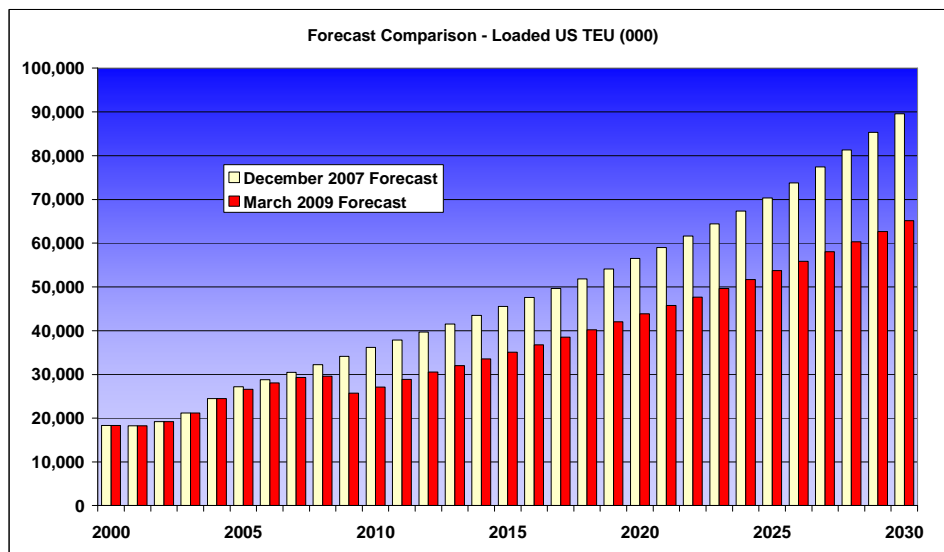
Exhibit 12: U.S. Loaded Container Trade Growth Rate Comparison

Forecast	U.S. Loaded Container Trade - Compound Annual Growth Rates (CAGRs)							
	2000-05	2005-10	2010-15	2015-20	2020-25	2025-30	2005-15	2015-30
December 2007	7.7%	6.4%	4.7%	4.4%	4.5%	5.0%	5.5%	4.6%
March 2009	7.7%	0.4%	5.3%	4.6%	4.1%	3.9%	2.8%	4.2%

- The December 2007 forecast expected average growth of 6.4% between 2005 and 2010, but the recession will result in an average of only 0.4%.
- Even after slightly faster growth in the 2010-2015 recovery period the increase between 2005 and 2015 will have averaged only 2.8% instead of the previously expected 5.5%.
- The 2015-2030 growth rate of 4.2% will be less than the previous 4.6% estimate, and combined with the lower starting point in 2015 will result in substantially less trade out to the forecast horizon.

Exhibit 13 shows the comparison in thousands of loaded TEU. The loss of momentum in 2008-2010 is apparent, as is the cumulative impact of the slower long-term growth rate. By 2030, the loaded TEU total will be 28% less than indicated by the previous forecast.

Exhibit 13: Loaded U.S. TEU Forecast Comparison



IV. Revised San Pedro Bay TEU Forecast

The following revised forecast and comparison tables were prepared using the March 2009 IHS Global Insight World Trade Service (WTS) forecast growth rates for the South Pacific region and U.S. total, applied to port-reported and AAPA actuals for 2000-2008. The WTS Forecast ends in 2028, so the SPB forecast was extended to 2030 by applying the 2027-2028 growth rates to the 2028 forecast figures.

Unadjusted Base Case

Exhibit 14 provides the unadjusted base case TEU forecast using the IHS Global Insight growth rates and port actuals.

- The forecast anticipates a 13.4% decline in import TEU for 2009, yet results for the first quarter of 2009 are even lower. The first quarter, however, is typically the lowest, and the beginnings of a recovery in the third quarter of 2009 could still bring the annual volume close to what is shown in Exhibit 14. Positive growth is expected to resume in 2010, but at a slower pace than prior to 2007.
- Exports are expected to decline at a similar rate for 2009, but pick up at a slower rate in 2010 and beyond. The slower growth in exports will result in a growing volume of outbound empties over time, although still below the earlier forecast.

Exhibit 14: Base Case Forecast Construct – Unadjusted (no diversions)

000 TEU	Actuals					Forecast					CAGRS			
	2000	2005	2006	2007	2008	2009	2015	2020	2025	2030	00-05	05-10	10-20	20-30
Import Loads														
Actual/Forecast TEU	4,949	7,146	8,128	8,115	7,328	6,349	9,182	12,095	15,575	19,801	7.6%	-1.1%	6.0%	5.1%
12/07 Base Case	4,949	7,146	8,128	8,861	9,595	10,329	15,242	20,440	27,173	36,829	7.6%	9.1%	6.3%	6.1%
Export Loads														
Actual/Forecast TEU	2,029	2,338	2,714	3,182	3,470	3,013	3,942	4,641	5,292	5,938	2.9%	6.0%	4.0%	2.5%
12/07 Base Case	2,029	2,338	2,714	2,894	3,073	3,252	4,210	4,885	5,603	6,493	2.9%	8.0%	3.6%	2.9%
Outbound Empties														
Actual/Forecast TEU	2,502	4,499	4,918	4,371	3,540	2,936	4,611	6,559	9,049	12,199	12.4%	-6.7%	7.5%	6.4%
12/07 Base Case	2,502	4,499	4,918	5,252	5,740	6,228	9,708	13,689	18,981	26,696	12.4%	8.3%	7.4%	6.9%
Total TEU	9,480	13,983	15,760	15,668	14,338	12,297	17,735	23,295	29,916	37,938	8.1%	-1.3%	5.9%	5.0%
12/07 Base Case	9,480	13,983	15,760	17,007	18,407	19,808	29,161	39,014	51,757	70,018	8.1%	8.7%	6.3%	6.0%

* 2029 and 2030 at 2027-2028 growth rate
12/07 2007-2009 interpolated

Exhibit 14 also compares the revised unadjusted base case (i.e., unadjusted for diversions) with the December 2007 equivalent. Both absolute numbers and growth rates are lower in the revised forecast. Most notably, the current forecast growth rates for 2020-2030 are a full percentage point lower than in the December 2007 forecast due to the long-term loss of wealth and reduced disposable income discussed earlier.

As Exhibit 14 shows, the forecast calls for moderate post recession import growth in 2010-2020, but slower growth thereafter. The forecast import slowdown actually begins after 2012, but steepens until the overall import growth rate levels out at about 5% in 2025.

The slowdown is most apparent and important in the import trade from China (Exhibit 15), which is expected to grow at an average of 6.7% in 2010-2020, but at just 5.5% in 2020-2030. Slower growth also affects the sizable import trades from South Korea and SE Asia. Other import trades are unaffected, or less significant.

Exhibit 15: Forecast Growth Rates by Region

REGION	CAGRs			
	95-05	05-10	10-20	20-30
Imports				
Africa	8.7%	-6.9%	3.6%	3.4%
Canada	2.0%	-2.5%	2.6%	1.7%
Eastern Europe	10.0%	-4.8%	5.4%	4.5%
Latin America	7.7%	-3.2%	4.8%	3.6%
Med	9.0%	-4.0%	3.6%	3.1%
Mid East & Indian Sub	10.1%	0.7%	6.0%	5.4%
NEAsia - China	18.3%	0.1%	6.7%	5.5%
NEAsia - Hong Kong	1.3%	-9.0%	1.1%	2.1%
NEAsia - Japan	-0.5%	-5.1%	2.6%	2.5%
NEAsia - South Korea	8.7%	-6.5%	4.0%	3.1%
NEAsia - Taiwan	2.7%	-6.4%	3.0%	3.1%
Northern Europe	8.1%	-1.3%	3.6%	3.2%
Oceania	8.5%	0.0%	3.0%	3.0%
Rest World	14.6%	6.1%	4.8%	3.4%
SE Asia	9.4%	-0.1%	5.1%	4.6%
Total	10.1%	-1.5%	5.4%	4.6%
Exports				
Africa	0.6%	9.3%	5.0%	4.0%
Canada	5.9%	-100.0%		
Eastern Europe	3.0%	5.8%	4.8%	3.6%
Latin America	2.9%	6.7%	4.2%	3.5%
Med	-0.8%	1.4%	3.3%	2.5%
Mid East & Indian Sub	4.7%	8.3%	4.5%	3.1%
NEAsia - China	21.4%	4.8%	5.8%	3.3%
NEAsia - Hong Kong	-2.3%	2.8%	4.3%	3.3%
NEAsia - Japan	-3.5%	-2.5%	1.4%	0.9%
NEAsia - South Korea	-1.5%	5.0%	3.5%	1.2%
NEAsia - Taiwan	-1.3%	5.2%	2.9%	1.7%
Northern Europe	1.5%	0.2%	3.5%	2.8%
Oceania	1.5%	1.0%	5.0%	3.2%
Rest World	2.9%	-0.9%	3.6%	3.2%
SE Asia	1.7%	10.9%	3.5%	2.3%
Total	2.1%	4.4%	4.1%	2.8%

Exhibit 15 also shows marked declines in export growth rates for the critical Asian trades, notably a decline from 5.8% in 2010-2020 to 3.3% in 2020-2030 for exports to China.

Detailed forecast tables are provided in the Appendix.

Diversion Scenarios

December 2007 Diversions

Exhibit 16 displays the December 2007 Base Growth/Base Share scenario, reflecting anticipated diversions to other ports and routes. This scenario includes diversions of several types:

Diversion of Midwestern intermodal cargo to Oakland and the Pacific Northwest (PNW) ports (including Vancouver and Prince Rupert). These diversions were estimated at the equivalent of two double-stack trains per day, six days per week. The diversions started in 2010 under the assumption that SPB congestion and the desire to reestablish parallel supply chains would lead importers and carriers to spread volume among the West Coast ports. Diversions thereafter were “grown” at the same rate as other imports.

Diversion of South Central and Southeastern cargo to Mexican ports. This was handled similarly to the intermodal diversions within the West Coast.

Diversion of East, South Central, and Southeastern cargo to the Panama Canal all-water route. As noted in the subsequent share discussion, this diversion has been in progress at a gradual rate over the last few years and is expected to continue. The diversion was estimated as the amount of cargo needed to shift the East/West split closer to the historical balance before the trend toward transloading in the early part of the decade inflated the West Coast share.

Peak season diversion to other ports due to congestion. These diversions were estimated as 1.25% of the annual volume, which is the equivalent of the typical “superpeak” margin in October. The assumption was that importers would divert enough traffic in the peak season to avoid the worst of the congestion that has occurred in years past.

The diversion estimates applied to the import side. Export and empty diversions were then estimated according to the overall SPB balance under the assumption that they would be diverted in proportion.

The net result of these diversions was a reduction of the unadjusted totals to 36.7 million TEU in 2020 and 65.1 million in 2030 (recalling that this was a demand-driven forecast, unconstrained by capacity).

Exhibit 16: December 2007 Base Growth/Base Share Scenario

12/07 Base Share - Base Case	000 TEU						
Container Flow	2005	2006	2010	2015	2020	2025	2030
Inbound							
Alaska Hawaii	50	56	76	105	141	187	254
Atlantic Seaboard	781	879	1,196	1,648	2,210	2,937	3,981
<i>Panama Diversion</i>	-	-	-	(67)	(130)	(228)	(387)
Great Lakes	1,493	1,679	2,286	3,150	4,224	5,615	7,610
<i>Oakland/PNW Intermodal Diversion</i>	-	-	(120)	(163)	(222)	(298)	(400)
Great Plains	544	611	832	1,147	1,538	2,044	2,771
Northwest	93	104	142	196	262	349	473
South Central	896	1,008	1,371	1,890	2,534	3,369	4,566
<i>Mexico Diversion</i>	-	-	(120)	(120)	(120)	(161)	(216)
<i>Panama Diversion</i>	-	-	-	(67)	(130)	(228)	(387)
Southeast	1,065	1,198	1,630	2,247	3,013	4,005	5,428
<i>Mexico Diversion</i>	-	-	(120)	(163)	(222)	(298)	(400)
<i>Panama Diversion</i>	-	-	-	(67)	(130)	(228)	(387)
Southwest	2,305	2,592	3,528	4,862	6,520	8,667	11,747
<i>Peak Season Diversion</i>	-	-	(134)	(182)	(244)	(322)	(433)
Inbound Loads	7,227	8,128	10,568	14,412	19,242	25,410	34,219
Outbound Loads							
Alaska Hawaii	-	-	-	-	-	-	-
Atlantic Seaboard	141	160	203	249	289	331	384
<i>Panama Diversion</i>	-	-	-	(10)	(17)	(26)	(37)
Great Lakes	546	619	782	960	1,114	1,278	1,480
<i>Oakland/PNW Intermodal Diversion</i>	-	-	(41)	(50)	(58)	(68)	(78)
Great Plains	181	205	259	318	369	423	490
Northwest	24	28	35	43	50	57	66
South Central	355	402	509	624	724	831	962
<i>Mexico Diversion</i>	-	-	(45)	(53)	(63)	(73)	(84)
<i>Panama Diversion</i>	-	-	-	(22)	(37)	(56)	(82)
Southeast	354	402	508	623	723	829	961
<i>Mexico Diversion</i>	-	-	(37)	(45)	(53)	(62)	(71)
<i>Panama Diversion</i>	-	-	-	(19)	(31)	(47)	(69)
Southwest	792	898	1,136	1,393	1,617	1,855	2,149
<i>Peak Season Diversion</i>	-	-	(41)	(50)	(58)	(66)	(76)
Outbound Loads	2,393	2,714	3,267	3,961	4,567	5,206	5,997
Outbound Empties	4,574	4,918	6,715	9,708	13,689	18,981	26,696
<i>Empty Diversions</i>	-	-	(290)	(511)	(774)	(1,201)	(1,860)
Outbound Empties	4,574	4,918	6,425	9,197	12,914	17,780	24,836
Total TEU	14,194	15,760	20,260	27,570	36,723	48,396	65,052

Updated Diversion Estimates

An “updated” diversion scenario was created, shown in Exhibit 17. For the updated diversion scenario:

- Diversions to the Panama Canal were begun in 2010 to reflect recent trends. The amount was set at 3% of the relevant inland region volume, also in line with the trends discussed in the share analysis.
- Intermodal diversions to Oakland, PNW, and BC ports were halved. This category reflects the demonstrated growth of Prince Rupert and the reported redeployment of some vessels away from San Pedro Bay. The diversion is smaller than estimated in the 2007 forecast, however, because the SPB ports are unlikely to be congested for the near future.

- Diversions to Mexican ports (e.g. Lazaro Cardenas) were similarly reduced and postponed until 2015. The observed shift to date has been minimal and until SPB becomes congested again and the rail service to Lazaro Cardenas improves there is little reason for importers to shift.
- Peak season diversions were postponed until 2020, as the lower volumes and ongoing capacity improvements in Southern California are likely to similarly postpone any major congestion. Moreover, the other diversions act as “relievers”, reducing the need for seasonal shifts.

This updated diversion scenario yields significantly smaller diversion estimates than the December 2007. As percentages of the total, the updated diversion estimates are lower in the near term, consistent with the current recession and the 6-7 year “set back” in growth. They are slightly higher as percentages in the long term, reflecting the gradual restoration of pre-transloading coastal balances and the success of other West Coast ports in attracting somewhat larger shares of discretionary intermodal cargo.

Attempting to predict the strategic choices of ocean carriers, importers, and exporters is inherently uncertain. The reasons behind diversions can include aggressive marketing and pricing by other ports, development of new import distribution centers, vessel deployment and sharing strategies, fulfillment of volume commitments, and efforts to avoid fees or truck shortages. With the relatively small number of decision makers involved, the complexity of the choices, and the lack of information on the cost and service choices each decision maker is facing, an econometric approach would be questionable. The diversion estimates are therefore as much judgmental as they are analytic.

This updated base growth/base share scenario was used in formulating the updated TEU forecast discussed in the following section.

Exhibit 17: Updated Final Adjusted Base Growth/Base Share Scenario

Updated Base - Base Case	000 TEU						
Container Flow	2005	2006	2010	2015	2020	2025	2030
Inbound							
Alaska Hawaii	49	56	47	63	83	107	136
Atlantic Seaboard	773	879	730	993	1,307	1,684	2,140
<i>Panama Diversion</i>	-	-	(22)	(67)	(130)	(228)	(387)
Great Lakes	1,477	1,679	1,396	1,897	2,499	3,218	4,092
<i>Oakland/PNW/BC Diversion</i>	-	-	(60)	(80)	(107)	(137)	(176)
Great Plains	538	611	508	691	910	1,172	1,490
Northwest	92	104	87	118	155	200	254
South Central	886	1,008	838	1,138	1,499	1,931	2,455
<i>Mexico Diversion</i>	-	-	-	(60)	(60)	(77)	(98)
<i>Panama Diversion</i>	-	-	(25)	(67)	(130)	(228)	(387)
Southeast	1,053	1,198	996	1,353	1,783	2,296	2,918
<i>Mexico Diversion</i>	-	-	-	(60)	(60)	(77)	(98)
<i>Panama Diversion</i>	-	-	(30)	(67)	(130)	(228)	(387)
Southwest	2,279	2,592	2,155	2,929	3,858	4,968	6,316
<i>Peak Season Diversion</i>	-	-	-	-	(143)	(182)	(228)
Inbound Loads	7,146	8,128	6,620	8,780	11,333	14,417	18,039
Outbound Loads							
Alaska Hawaii	-	-	-	-	-	-	-
Atlantic Seaboard	138	160	185	233	274	313	351
<i>Panama Diversion</i>	-	-	(6)	(16)	(27)	(42)	(63)
Great Lakes	533	619	715	899	1,058	1,207	1,354
<i>Oakland/PNW/BC Diversion</i>	-	-	(31)	(38)	(45)	(52)	(58)
Great Plains	177	205	237	298	351	400	448
Northwest	24	28	32	40	47	54	60
South Central	347	402	465	584	688	784	880
<i>Mexico Diversion</i>	-	-	-	(31)	(37)	(42)	(48)
<i>Panama Diversion</i>	-	-	(14)	(34)	(60)	(93)	(139)
Southeast	346	402	464	583	687	783	878
<i>Mexico Diversion</i>	-	-	-	(26)	(23)	(26)	(30)
<i>Panama Diversion</i>	-	-	(14)	(29)	(50)	(78)	(117)
Southwest	774	898	1,038	1,305	1,536	1,752	1,965
<i>Peak Season Diversion</i>	-	-	-	-	(55)	(62)	(69)
Outbound Loads	2,338	2,714	3,071	3,768	4,343	4,897	5,415
Outbound Empties	4,499	4,918	3,187	4,611	6,559	9,049	12,199
<i>Empty Diversions</i>	-	-	(64)	(200)	(408)	(671)	(1,090)
Outbound Empties	4,499	4,918	3,123	4,410	6,151	8,377	11,109
Total TEU	13,983	15,760	12,814	16,959	21,827	27,691	34,563

V. Updated Final TEU Forecast

Updated Forecast

Exhibit 18 displays the updated base growth/base share TEU forecast and compares it with the equivalent December 2007 forecast.

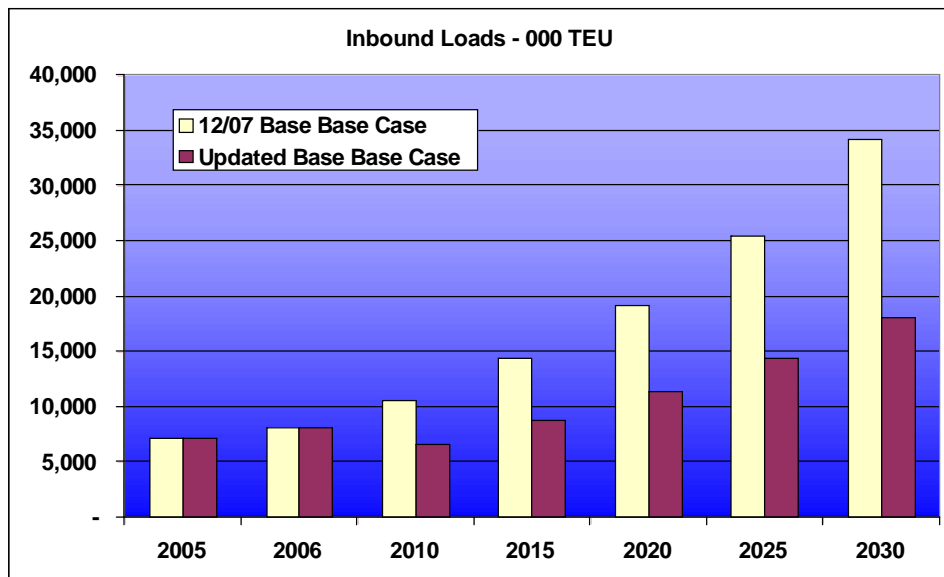
Exhibit 18: Base Growth - Base Share Forecast Comparison

Comparison of 12/07 and Updated Base Growth/Base Share Forecasts

	TEU (000)							CAGRs		
	2005	2006	2010	2015	2020	2025	2030	05-10	10-20	20-30
Inbound Loads										
12/07 Base Base Case	7,146	8,128	10,568	14,412	19,242	25,410	34,219	8.1%	6.2%	5.9%
Updated Base Base Case	7,146	8,128	6,620	8,780	11,333	14,417	18,039	-1.5%	5.5%	4.8%
Difference - TEU	-	0	(3,948)	(5,632)	(7,909)	(10,994)	(16,180)			
Difference - %	0.0%	0.0%	-37.4%	-39.1%	-41.1%	-43.3%	-47.3%			
Outbound Loads										
12/07 Base Base Case	2,338	2,714	3,267	3,961	4,567	5,206	5,997	6.9%	3.4%	2.8%
Updated Base Base Case	2,338	2,714	3,071	3,768	4,343	4,897	5,415	5.6%	3.5%	2.2%
Difference - TEU	-	0	(196)	(193)	(224)	(309)	(582)			
Difference - %	0.0%	0.0%	-6.0%	-4.9%	-4.9%	-5.9%	-9.7%			
Empties										
12/07 Base Base Case	4,499	4,918	6,425	9,197	12,914	17,780	24,836	7.4%	7.2%	6.8%
Updated Base Base Case	4,499	4,918	3,123	4,410	6,151	8,377	11,109	-7.0%	7.0%	6.1%
Difference - TEU	-	(0)	(3,302)	(4,787)	(6,763)	(9,403)	(13,726)			
Difference - %	0.0%	0.0%	-51.4%	-52.0%	-52.4%	-52.9%	-55.3%			
Total TEU										
12/07 Base Base Case	13,983	15,760	20,260	27,570	36,723	48,396	65,052	7.7%	6.1%	5.9%
Updated Base Base Case	13,983	15,760	12,814	16,959	21,827	27,691	34,563	-1.7%	5.5%	4.7%
Difference - TEU	-	0	(7,446)	(10,612)	(14,896)	(20,705)	(30,489)			
Difference - %	0.0%	0.0%	-36.8%	-38.5%	-40.6%	-42.8%	-46.9%			

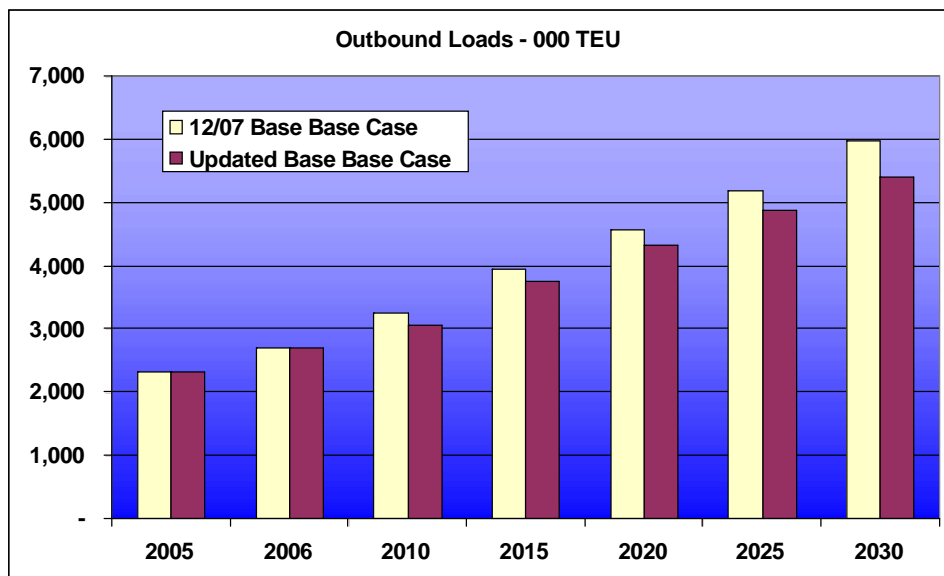
Imports. The forecast for inbound (import) loads has changed significantly. (Exhibit 19). Flat volumes in 2007 and losses in 2008 and 2009 are expected to yield a 2010 volume some 37.4% below the previous forecast and similar to the volumes in 2003-2004. From there imports will grow at an average of 5.5% annually, versus 6.2% in the December 2007 forecast. The 2020-2030 CAGR is predicted to be 4.8%, just over a full percentage point less than previously expected. By 2030, the volume of import loads is expected to be about 18 million TEU, 47.3% below the former estimate.

Exhibit 19: Updated Adjusted Inbound Loads Forecast



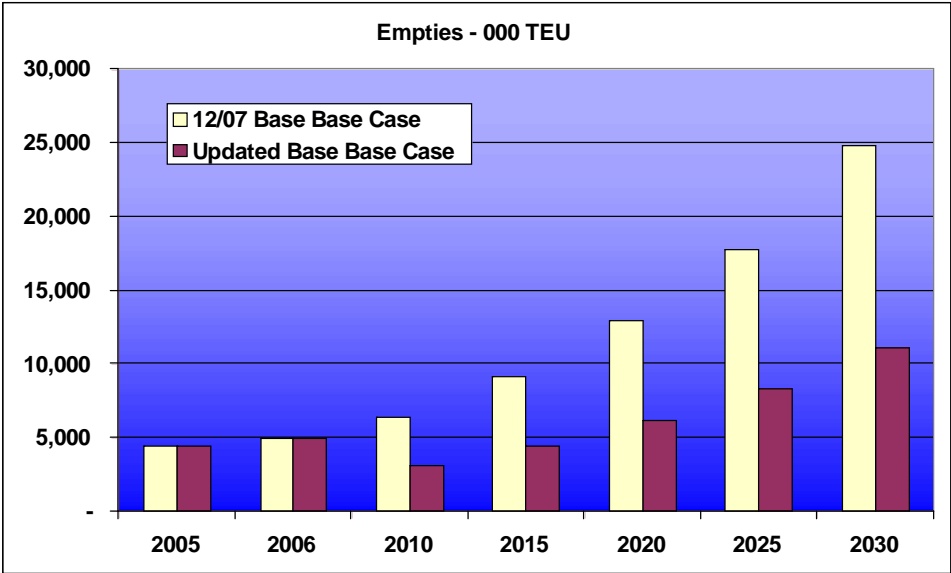
Exports. The gradual devaluation of the dollar will boost exports, and the updated forecast for outbound loads (Exhibit 20) is almost as high as the December 2007 forecast. Growth in 2010–2020 is actually expected to be slightly faster but slows after 2020.

Exhibit 20: Updated Adjusted Outbound Loads Forecast



Empties. As in the previous forecast empties are estimated as a function of the import/export balance. Slower import growth and roughly the same export growth will narrow the gap, and reduce the need to move empties (Exhibit 21). Empty flows, however, are subject to logistics and deployment decisions by ocean carriers and leasing companies, and are therefore subject to considerable variation.

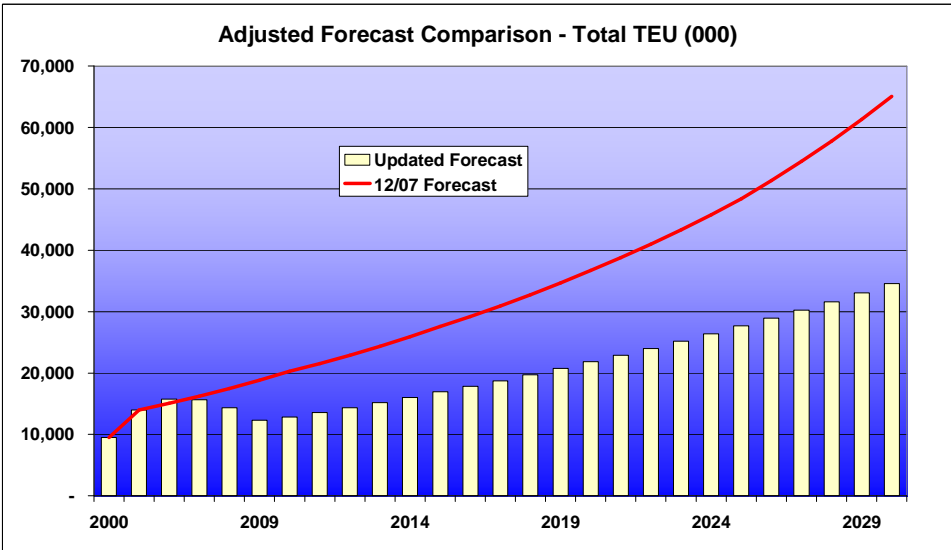
Exhibit 21: Updated Adjusted Empty TEU Forecast



Total Throughput. As the chart indicates, the 2006 peak volume will not be regained until about 2013. The updated forecast can therefore be viewed as either below the previous estimate or starting behind it by 6-7 years.

The updated total TEU forecast, shown in Exhibit 18 and graphed in Exhibit 22, is therefore considerably below the December 2007 estimate. Slower expected growth in the longer term means that the former 2020 demand level of 36.7 million TEU would not be reached until after 2030.

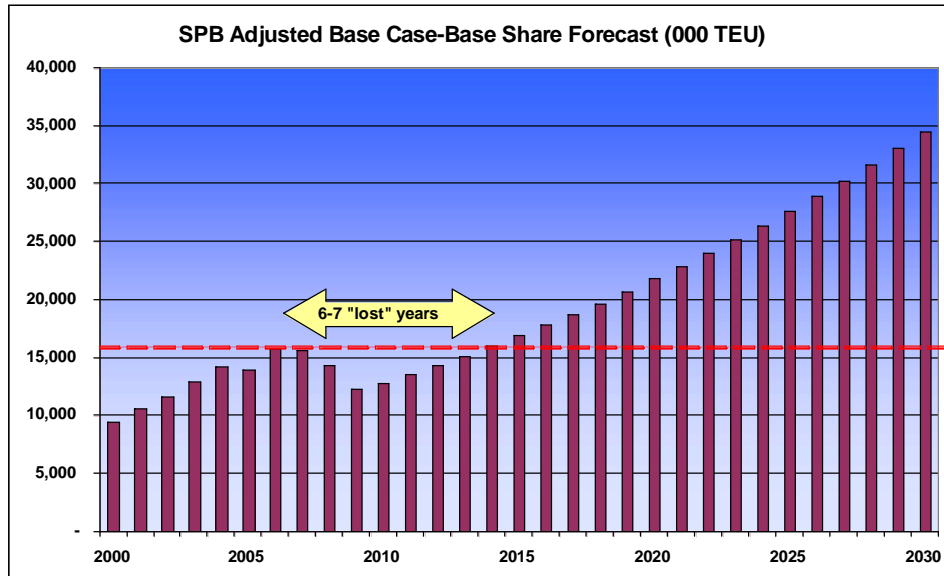
Exhibit 22: Forecast Comparison Chart



The gap between the two forecasts is due to slower trade growth and trade-induced shifts. Diversions due to port competition or carrier/customer choices are expected to be smaller.

The most striking thing about the updated forecast is the impact of the current recession. As Exhibit 23 shows, the ports are not expected to regain the overall volume peak of 2006 until about 2013. In effect, the ports will have lost the equivalent of 6-7 years of growth.

Exhibit 23: Updated Adjusted Forecast



San Pedro Bay Share Trends

Exhibit 24 shows the *adjusted* forecast SPB shares of the U.S. total (including all U.S. coasts). The adjusted forecast anticipates a stable near-term share at the current low point with a slight recovery over the forecast period. This share shift is primarily a function of differential trade growth among U.S. trading partners, the distribution of U.S. population, and geography. Expected share loss due to diversions – as opposed to trade shifts and slower growth – is small.

Exhibit 24: Forecast Adjusted SPB Share to 2030

000 TEU	Actuals					Forecast					
	2000	2005	2006	2007	2008	2009	2010	2015	2020	2025	2030
US Total*	30,396	41,968	44,413	45,008	42,828	37,229	39,129	50,653	63,348	77,563	94,031
Total SPB	9,480	13,983	15,760	15,668	14,338	12,297	12,814	16,959	21,827	27,691	34,563
SPB Share	31%	33%	35%	35%	33%	33%	33%	33%	34%	36%	37%

* Assumes empties grow at same rate as loads, adjusted for diversion loss to Mexico

VI. Appendix: Detailed Unadjusted Forecast Tables

Exhibit 25: West Coast Loaded Export TEU and CAGRs

TRADING PARTNER	1995	2000	2005	2010	2015	2020	2025	2030	95-05	05-10	10-20	20-30
US WEST COAST EXPORTS												
North Pacific												
Africa	441	5,117	1,284	3,096	3,813	4,465	5,155	5,917	11.3%	19.3%	3.7%	2.9%
Canada	0	0	0	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%
Eastern Europe	26,455	14,431	15,137	22,408	29,570	36,495	43,889	52,083	-5.4%	8.2%	5.0%	3.6%
Latin America	19,595	10,923	17,221	20,793	24,001	27,222	30,561	33,941	-1.3%	3.8%	2.7%	2.2%
Med	3,693	6,004	10,638	16,416	18,901	21,113	23,194	25,154	11.2%	9.1%	2.5%	1.8%
Mid East & Indian Sub	14,733	13,441	23,970	67,788	81,103	89,903	98,817	108,313	5.0%	23.1%	2.9%	1.9%
NEAsia - China	31,320	74,486	182,304	187,402	242,599	295,866	341,166	384,906	19.3%	0.6%	4.7%	2.7%
NEAsia - Hong Kong	68,862	45,985	32,551	30,332	36,203	42,423	48,914	55,783	-7.2%	-1.4%	3.4%	2.8%
NEAsia - Japan	407,863	406,960	420,936	280,639	301,252	313,296	323,739	333,559	0.3%	-7.8%	1.1%	0.6%
NEAsia - South Korea	123,979	115,953	131,039	209,648	252,955	262,881	265,635	263,005	0.6%	9.9%	2.3%	0.0%
NEAsia - Taiwan	195,331	125,939	180,883	165,902	192,691	208,745	224,047	238,980	-0.8%	-1.7%	2.3%	1.4%
Northern Europe	8,488	13,123	25,752	26,340	31,459	35,774	40,074	44,495	11.7%	0.5%	3.1%	2.2%
Oceania	22,743	15,162	15,719	17,467	22,428	25,167	27,796	30,416	-3.6%	2.1%	3.7%	1.9%
Rest World	5,836	4,068	961	1,112	1,342	1,585	1,871	2,201	-16.5%	3.0%	3.6%	3.3%
SE Asia	144,375	104,261	126,675	206,489	244,802	276,696	308,318	337,735	-1.3%	10.3%	3.0%	2.0%
North Pacific Exports	1,073,713	955,852	1,185,069	1,255,831	1,483,118	1,641,631	1,783,175	1,916,487	1.0%	1.2%	2.7%	1.6%
Annual Growth		11.2%	11.1%	2.6%	2.4%	1.9%	1.6%	1.4%				
South Pacific												
Africa	3,744	4,843	10,041	13,213	16,250	19,253	22,768	26,966	10.4%	5.6%	3.8%	3.4%
Canada	0	0	0	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%
Eastern Europe	3,961	3,150	4,996	23,093	28,018	32,900	38,212	44,190	2.3%	35.8%	3.6%	3.0%
Latin America	43,342	43,948	43,120	75,563	89,190	103,432	119,062	136,178	-0.1%	11.9%	3.2%	2.8%
Med	30,528	20,413	35,536	27,833	30,964	33,372	35,651	37,853	1.5%	-4.8%	1.8%	1.3%
Mid East & Indian Sub	39,927	32,144	53,479	70,995	92,637	111,521	132,578	156,376	3.0%	5.8%	4.6%	3.4%
NEAsia - China	105,873	257,178	812,113	1,067,930	1,502,697	1,955,242	2,361,847	2,768,609	22.6%	5.6%	6.2%	3.5%
NEAsia - Hong Kong	155,608	135,999	128,279	140,409	177,608	217,181	258,979	304,208	-1.9%	1.8%	4.5%	3.4%
NEAsia - Japan	677,733	645,785	337,103	301,742	339,416	366,983	394,188	423,763	-6.7%	-2.2%	2.0%	1.4%
NEAsia - South Korea	219,751	201,768	205,394	268,485	351,398	400,476	441,710	476,177	-0.7%	5.5%	4.1%	1.7%
NEAsia - Taiwan	234,978	174,412	221,635	371,706	447,990	501,803	551,520	598,263	-0.6%	10.9%	3.0%	1.8%
Northern Europe	50,499	57,614	64,699	88,097	101,608	112,762	123,809	135,127	2.5%	6.4%	2.5%	1.8%
Oceania	62,915	86,948	101,897	107,113	149,229	180,425	215,150	254,338	4.9%	1.0%	5.4%	3.5%
Rest World	7,630	12,672	16,690	15,048	17,868	20,899	24,507	28,742	8.1%	-2.1%	3.3%	3.2%
SE Asia	235,693	244,184	326,953	595,998	733,919	850,636	963,408	1,070,304	3.3%	12.8%	3.6%	2.3%
South Pacific Exports	1,872,183	1,921,060	2,361,936	3,167,225	4,078,792	4,906,887	5,683,390	6,461,094	2.4%	6.0%	4.5%	2.8%
Annual Growth		26.9%	12.7%	4.6%	4.2%	3.4%	2.8%	2.6%				
West Coast Exports	2,945,895	2,876,912	3,547,006	4,423,056	5,561,910	6,548,518	7,466,565	8,377,581				
Annual Growth		21.2%	12.2%	4.0%	3.7%	3.0%	2.5%	2.3%				

Exhibit 26: West Coast Loaded Import TEU and CAGRs

TRADING PARTNER	1995	2000	2005	2010	2015	2020	2025	2030	95-05	05-10	10-20	20-30
US WEST COAST IMPORTS												
North Pacific												
Africa	190	554	982	1,169	1,450	1,764	2,119	2,538	17.8%	3.5%	4.2%	3.7%
Canada	10,005	12,496	22,022	41,085	51,153	59,330	67,682	76,596	8.2%	13.3%	3.7%	2.6%
Eastern Europe	945	2,259	3,808	2,792	3,304	3,899	4,585	5,354	15.0%	-6.0%	3.4%	3.2%
Latin America	17,607	19,875	18,389	21,996	26,945	31,575	36,110	40,650	0.4%	3.6%	3.7%	2.6%
Med	2,462	4,584	9,667	9,197	10,945	12,651	14,500	16,511	14.7%	-1.0%	3.2%	2.7%
Mid East & Indian Sub	9,907	22,204	22,425	19,749	26,228	34,329	43,982	55,658	8.5%	-2.5%	5.7%	5.0%
NEAsia - China	217,220	414,607	934,399	850,987	1,207,237	1,627,705	2,134,260	2,748,817	15.7%	-1.9%	6.7%	5.4%
NEAsia - Hong Kong	18,089	23,850	22,968	10,709	10,759	11,122	11,768	12,635	2.4%	-14.2%	0.4%	1.3%
NEAsia - Japan	214,655	182,539	224,173	129,292	148,248	169,377	191,877	217,264	0.4%	-10.4%	2.7%	2.5%
NEAsia - South Korea	36,991	48,894	104,449	57,127	71,052	86,211	101,845	117,841	10.9%	-11.4%	4.2%	3.2%
NEAsia - Taiwan	77,817	99,022	103,494	69,087	79,286	92,550	107,892	124,653	2.9%	-7.8%	3.0%	3.0%
Northern Europe	1,130	2,899	7,181	6,524	8,116	9,798	11,775	14,160	20.3%	-1.9%	4.2%	3.8%
Oceania	9,428	23,558	22,863	16,999	18,879	22,057	25,395	28,960	9.3%	-5.8%	2.6%	2.8%
Rest World	2,363	6,505	7,183	5,327	6,908	8,705	10,809	13,209	11.8%	-5.8%	5.0%	4.3%
SE Asia	75,999	117,647	161,815	132,775	176,229	231,411	296,987	376,823	7.9%	-3.9%	5.7%	5.0%
North Pacific Imports	694,809	981,494	1,665,819	1,374,813	1,846,739	2,402,483	3,061,585	3,851,669	9.1%	-3.8%	5.7%	4.8%
Annual Growth		12.6%	21.1%	5.8%	5.6%	5.3%	4.8%	4.7%				
South Pacific												
Africa	5,348	7,916	6,438	7,547	9,255	11,082	13,044	15,180	1.9%	3.2%	3.9%	3.2%
Canada	26,574	15,633	5,921	5,120	5,775	6,402	6,998	7,509	-13.9%	-2.9%	2.3%	1.6%
Eastern Europe	4,577	16,470	34,233	32,732	41,534	53,430	67,850	85,611	22.3%	-0.9%	5.0%	4.8%
Latin America	213,485	256,774	357,953	377,276	497,518	628,892	755,719	896,986	5.3%	1.1%	5.2%	3.6%
Med	37,527	87,460	142,900	133,880	165,880	197,226	229,424	262,875	14.3%	-1.3%	4.0%	2.9%
Mid East & Indian Sub	100,357	202,826	146,077	145,063	191,925	251,380	323,187	412,056	3.8%	-0.1%	5.7%	5.1%
NEAsia - China	861,398	2,436,944	4,534,335	4,515,805	6,461,205	8,800,145	11,655,548	15,169,517	18.1%	-0.1%	6.9%	5.6%
NEAsia - Hong Kong	79,691	102,022	67,135	47,606	49,515	52,846	58,019	64,949	-1.7%	-6.6%	1.0%	2.1%
NEAsia - Japan	488,018	467,697	396,806	341,158	386,022	440,565	499,669	567,104	-2.0%	-3.0%	2.6%	2.6%
NEAsia - South Korea	120,960	262,706	267,045	209,441	255,960	307,762	360,938	414,905	8.2%	-4.7%	3.9%	3.0%
NEAsia - Taiwan	307,308	386,691	376,107	265,606	304,230	356,575	418,431	487,662	2.0%	-6.7%	3.0%	3.2%
Northern Europe	65,319	109,055	146,364	168,997	199,147	230,945	263,936	299,400	8.4%	2.9%	3.2%	2.6%
Oceania	52,516	125,660	107,887	117,597	138,075	166,711	197,675	231,754	7.5%	1.7%	3.6%	3.3%
Rest World	8,455	30,329	44,203	49,760	63,884	79,512	96,813	115,727	18.0%	2.4%	4.8%	3.8%
SE Asia	391,817	655,606	914,374	869,380	1,131,977	1,460,100	1,849,095	2,324,259	8.8%	-1.0%	5.3%	4.8%
South Pacific Imports	2,763,350	5,163,788	7,547,777	7,286,967	9,901,902	13,043,576	16,796,346	21,355,495	10.6%	-0.7%	6.0%	5.1%
Annual Growth		20.8%	6.4%	6.4%	5.9%	5.5%	5.0%	4.9%				
West Coast Imports	3,458,159	6,145,282	9,213,595	8,661,781	11,748,641	15,446,059	19,857,932	25,207,164	10.3%	-1.2%	6.0%	5.0%
Annual Growth		19.4%	8.8%	6.3%	5.8%	5.5%	5.0%	4.9%				

Exhibit 27: West Coast Loaded Total TEU and CAGRs

TRADING PARTNER	1995	2000	2005	2010	2015	2020	2025	2030	95-05	05-10	10-20	20-30
US WEST COAST TOTALS												
North Pacific Total	1,768,522	1,937,346	2,850,888	2,630,644	3,329,857	4,044,114	4,844,761	5,768,156	4.9%	-1.6%	4.4%	3.6%
Annual Growth		11.9%	16.7%	4.2%	4.1%	3.9%	3.6%	3.6%				
South Pacific Total	4,635,533	7,084,848	9,909,713	10,454,193	13,980,694	17,950,462	22,479,736	27,816,588	7.9%	1.1%	5.6%	4.5%
Annual Growth		22.4%	7.8%	5.9%	5.4%	4.9%	4.5%	4.4%				
West Coast Total	6,404,054	9,022,194	12,760,601	13,084,837	17,310,551	21,994,576	27,324,497	33,584,745	7.1%	0.5%	5.3%	4.3%
Annual Growth		20.0%	9.7%	5.5%	5.2%	4.7%	4.3%	4.2%				

Exhibit 28: East Coast Loaded Export TEU and CAGRs

TRADING PARTNER	1995	2000	2005	2010	2015	2020	2025	2030	95-05	05-10	10-20	20-30
US EAST COAST EXPORTS												
Great Lakes												
Africa	1,599	2,285	1,369	693	831	954	1,088	1,241	-1.5%	-12.7%	3.2%	2.7%
Canada	426	230	758	0	0	0	0	0	5.9%	-100.0%	0.0%	0.0%
Eastern Europe	987	3,374	1,939	7,016	9,535	11,680	14,044	16,691	7.0%	29.3%	5.2%	3.6%
Latin America	1,585	1,662	2,208	742	934	1,129	1,345	1,589	3.4%	-19.6%	4.3%	3.5%
Med	24,046	9,005	5,323	7,286	8,730	10,080	11,469	12,924	-14.0%	6.5%	3.3%	2.5%
Mid East & Indian Sub	289	235	824	1,399	1,819	2,174	2,548	2,973	11.0%	11.1%	4.5%	3.2%
NEAsia - China	43	336	4,603	4,793	6,533	8,300	9,747	11,101	59.4%	0.8%	5.6%	3.0%
NEAsia - Hong Kong	82	827	419	699	929	1,183	1,460	1,770	17.7%	10.8%	5.4%	4.1%
NEAsia - Japan	14,029	2,477	2,396	2,726	2,921	3,008	3,084	3,149	-16.2%	2.6%	1.0%	0.5%
NEAsia - South Korea	635	913	996	617	774	865	937	994	4.6%	-9.1%	3.4%	1.4%
NEAsia - Taiwan	5,637	592	1,078	1,475	1,652	1,758	1,853	1,936	-15.2%	6.5%	1.8%	1.0%
Northern Europe	24,080	33,578	25,266	45,163	56,831	67,558	79,570	93,344	0.5%	12.3%	4.1%	3.3%
Oceania	55	281	228	729	1,022	1,258	1,513	1,799	15.2%	26.2%	5.6%	3.6%
Rest World	20	19	54	3,282	3,617	3,934	4,234	4,493	10.5%	127.6%	1.8%	1.3%
SE Asia	854	370	1,363	1,636	2,027	2,360	2,684	2,987	4.8%	3.7%	3.7%	2.4%
Great Lakes Exports	74,368	56,183	48,823	78,256	98,155	116,240	135,578	156,991	-4.1%	9.9%	4.0%	3.1%
Annual Growth		15.1%	-3.3%	4.5%	3.6%	3.3%	3.0%	3.0%				
Gulf												
Africa	40,690	28,824	49,620	84,614	113,104	141,566	174,421	212,991	2.0%	11.3%	5.3%	4.2%
Canada	0	0	0	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%
Eastern Europe	61,115	34,115	48,412	42,137	57,452	71,130	86,026	102,418	-2.3%	-2.7%	5.4%	3.7%
Latin America	280,154	302,089	383,644	610,418	780,925	958,515	1,158,090	1,385,166	3.2%	9.7%	4.6%	3.8%
Med	199,388	153,812	163,491	173,571	220,067	266,555	316,610	370,170	-2.0%	1.2%	4.4%	3.3%
Mid East & Indian Sub	72,987	53,722	73,823	96,972	129,992	159,399	190,952	226,304	0.1%	5.6%	5.1%	3.6%
NEAsia - China	18,466	13,541	65,532	72,736	107,990	144,888	180,637	218,587	13.5%	2.1%	7.1%	4.2%
NEAsia - Hong Kong	6,810	5,289	5,761	4,728	6,296	8,021	9,869	11,901	-1.7%	-3.9%	5.4%	4.0%
NEAsia - Japan	25,349	12,181	8,934	7,348	8,602	9,580	10,506	11,520	-9.9%	-3.8%	2.7%	1.9%
NEAsia - South Korea	19,368	11,113	18,413	13,762	17,730	20,015	21,972	23,707	-0.5%	-5.7%	3.8%	1.7%
NEAsia - Taiwan	35,584	12,531	7,061	8,488	11,009	12,682	14,186	15,690	-14.9%	3.7%	4.1%	2.2%
Northern Europe	259,541	257,275	231,707	208,796	259,523	309,052	362,037	420,719	-1.1%	-2.1%	4.0%	3.1%
Oceania	42,087	25,239	14,825	13,165	18,104	22,169	26,558	31,357	-9.9%	-2.3%	5.3%	3.5%
Rest World	625	7,818	3,829	663	845	1,018	1,224	1,471	19.9%	-29.6%	4.4%	3.7%
SE Asia	27,136	62,548	14,261	21,301	26,363	30,894	35,574	40,306	-6.2%	8.4%	3.8%	2.7%
Gulf Exports	1,089,300	980,097	1,089,315	1,358,698	1,758,004	2,155,484	2,588,661	3,072,307	0.0%	4.5%	4.7%	3.6%
Annual Growth		14.8%	-3.8%	4.7%	4.4%	4.0%	3.6%	3.5%				

Exhibit 29: East Coast Loaded Export TEU and CAGRs

TRADING PARTNER	1995	2000	2005	2010	2015	2020	2025	2030	95-05	05-10	10-20	20-30
US EAST COAST EXPORTS												
North Atlantic												
Africa	45,714	42,723	39,044	64,743	87,245	108,755	134,289	165,489	-1.6%	10.6%	5.3%	4.3%
Canada	0	0	0	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%
Eastern Europe	30,898	23,795	63,077	95,743	127,800	158,222	192,617	232,602	7.4%	8.7%	5.2%	3.9%
Latin America	141,684	147,332	194,139	280,492	352,383	423,404	500,764	586,124	3.2%	7.6%	4.2%	3.3%
Med	181,856	120,055	131,258	159,859	193,025	223,748	255,839	290,405	-3.2%	4.0%	3.4%	2.6%
Mid East & Indian Sub	68,119	62,028	143,636	194,419	260,221	316,419	374,445	438,330	7.7%	6.2%	5.0%	3.3%
NEAsia - China	43,240	61,528	294,867	345,242	465,233	585,831	686,111	781,113	21.2%	3.2%	5.4%	2.9%
NEAsia - Hong Kong	24,623	21,804	28,757	38,902	48,642	59,015	69,796	81,355	1.6%	6.2%	4.3%	3.3%
NEAsia - Japan	63,563	63,569	54,842	95,253	102,617	106,990	110,415	113,726	-1.5%	11.7%	1.2%	0.6%
NEAsia - South Korea	114,498	60,543	43,420	36,738	48,691	55,734	61,837	67,294	-9.2%	-3.3%	4.3%	1.9%
NEAsia - Taiwan	42,060	31,299	32,383	37,472	46,483	52,888	58,895	64,727	-2.6%	3.0%	3.5%	2.0%
Northern Europe	253,080	271,647	324,316	328,944	406,073	478,930	559,459	651,153	2.5%	0.3%	3.8%	3.1%
Oceania	19,693	19,381	31,065	29,483	39,392	45,635	52,208	59,334	4.7%	-1.0%	4.5%	2.7%
Rest World	2,091	2,376	5,050	5,118	6,862	8,454	10,196	12,058	9.2%	0.3%	5.1%	3.6%
SE Asia	74,845	62,167	88,848	126,727	156,141	180,816	204,530	226,796	1.7%	7.4%	3.6%	2.3%
North Atlantic Exports	1,105,963	990,246	1,474,702	1,839,137	2,340,808	2,804,840	3,271,400	3,770,506	2.9%	4.5%	4.3%	3.0%
Annual Growth		12.0%	11.2%	4.7%	4.0%	3.4%	3.0%	2.9%				
South Atlantic												
Africa	39,799	32,420	38,489	51,696	66,928	81,097	97,354	116,679	-0.3%	6.1%	4.6%	3.7%
Canada	0	0	0	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%
Eastern Europe	14,923	28,460	51,793	55,683	70,993	84,231	98,249	113,437	13.3%	1.5%	4.2%	3.0%
Latin America	445,050	526,119	601,697	732,832	902,489	1,074,374	1,269,562	1,495,212	3.1%	4.0%	3.9%	3.4%
Med	135,052	128,004	184,161	182,263	211,409	233,093	253,334	272,919	3.2%	-0.2%	2.5%	1.6%
Mid East & Indian Sub	50,840	40,806	95,664	152,592	196,539	231,072	266,781	305,929	6.5%	9.8%	4.2%	2.8%
NEAsia - China	29,112	63,206	225,126	322,219	424,205	526,493	617,599	708,207	22.7%	7.4%	5.0%	3.0%
NEAsia - Hong Kong	27,939	32,129	28,103	42,401	52,415	63,143	74,214	86,013	0.1%	8.6%	4.1%	3.1%
NEAsia - Japan	161,454	165,756	123,187	147,940	155,987	157,147	157,962	159,189	-2.7%	3.7%	0.6%	0.1%
NEAsia - South Korea	49,300	48,323	56,026	51,176	67,422	76,935	85,037	92,016	1.3%	-1.8%	4.2%	1.8%
NEAsia - Taiwan	42,869	41,295	47,262	46,222	56,556	62,846	68,624	74,241	1.0%	-0.4%	3.1%	1.7%
Northern Europe	189,023	218,709	239,705	222,866	264,064	299,982	338,081	379,799	2.4%	-1.4%	3.0%	2.4%
Oceania	21,595	21,081	33,164	39,008	52,860	62,385	72,799	84,355	4.4%	3.3%	4.8%	3.1%
Rest World	5,421	12,566	2,240	2,320	2,885	3,477	4,143	4,896	-8.5%	0.7%	4.1%	3.5%
SE Asia	63,169	56,571	85,601	128,244	156,062	179,273	204,099	229,887	3.1%	8.4%	3.4%	2.5%
South Atlantic Exports	1,275,546	1,415,443	1,812,216	2,177,463	2,680,814	3,135,547	3,607,836	4,122,781	3.6%	3.7%	3.7%	2.8%
Annual Growth		14.8%	5.8%	3.7%	3.4%	3.0%	2.8%	2.7%				
East Coast Exports	3,545,176	3,441,970	4,425,056	5,453,554	6,877,781	8,212,111	9,603,475	11,122,585	2.2%	4.3%	4.2%	3.1%
Annual Growth		14.0%	4.8%	4.3%	3.9%	3.4%	3.1%	3.0%				

Exhibit 30: East Coast Loaded Import TEU and CAGRs

TRADING PARTNER	1995	2000	2005	2010	2015	2020	2025	2030	95-05	05-10	10-20	20-30
US EAST COAST IMPORTS												
Great Lakes												
Africa	3	841	15	29	32	35	38	42	16.4%	14.1%	1.8%	1.8%
Canada	48,237	64,278	64,006	42,680	48,148	51,995	55,532	58,536	2.9%	-7.8%	2.0%	1.2%
Eastern Europe	4,656	4,893	1,215	1,884	2,488	3,100	3,703	4,296	-12.6%	9.2%	5.1%	3.3%
Latin America	10,290	5,743	7,708	1,395	1,492	1,617	1,770	1,956	-2.8%	-29.0%	1.5%	1.9%
Med	1,081	2,637	2,340	6,274	8,242	10,615	13,690	17,630	8.0%	21.8%	5.4%	5.2%
Mid East & Indian Sub	119	676	271	291	435	640	923	1,319	8.5%	1.4%	8.2%	7.5%
NEAsia - China	296	906	2,314	3,417	5,001	6,891	9,204	12,035	22.8%	8.1%	7.3%	5.7%
NEAsia - Hong Kong	40	143	106	29	33	37	42	48	10.4%	-22.7%	2.4%	2.7%
NEAsia - Japan	774	600	292	438	493	556	621	695	-9.3%	8.4%	2.4%	2.3%
NEAsia - South Korea	41	466	218	190	233	278	326	378	18.2%	-2.7%	3.9%	3.1%
NEAsia - Taiwan	247	468	415	396	457	542	642	747	5.3%	-0.9%	3.2%	3.2%
Northern Europe	6,193	8,836	8,927	8,864	10,683	12,533	14,575	16,939	3.7%	-0.1%	3.5%	3.1%
Oceania	65	226	26	9	11	13	16	20	-8.9%	-18.1%	3.6%	3.9%
Rest World	1	4	3	8	11	16	24	34	18.6%	19.9%	8.0%	7.8%
SE Asia	86	313	193	1,942	2,644	3,415	4,261	5,236	8.5%	58.7%	5.8%	4.4%
Great Lakes Imports	72,129	91,031	88,048	67,848	80,402	92,285	105,368	119,910	2.0%	-5.1%	3.1%	2.7%
Annual Growth		6.9%	-16.3%	5.7%	2.8%	2.7%	2.7%	2.7%				
Gulf												
Africa	43,874	62,386	88,164	42,566	51,244	62,890	76,416	92,136	7.2%	-13.6%	4.0%	3.9%
Canada	15,389	11,805	10,900	2,094	2,567	2,999	3,394	3,745	-3.4%	-28.1%	3.7%	2.2%
Eastern Europe	38,288	70,150	46,970	33,826	46,013	59,225	73,497	89,541	2.1%	-6.4%	5.8%	4.2%
Latin America	273,954	379,694	595,869	519,965	650,927	789,991	929,903	1,070,476	8.1%	-2.7%	4.3%	3.1%
Med	112,208	132,176	163,927	107,378	131,301	155,486	182,623	213,336	3.9%	-8.1%	3.8%	3.2%
Mid East & Indian Sub	58,684	91,913	57,721	62,868	82,316	106,285	133,492	165,271	-0.2%	1.7%	5.4%	4.5%
NEAsia - China	57,176	123,820	210,486	220,972	288,092	362,079	444,586	538,004	13.9%	1.0%	5.1%	4.0%
NEAsia - Hong Kong	911	163	269	276	312	355	408	471	-11.5%	0.5%	2.5%	2.9%
NEAsia - Japan	9,621	10,196	5,920	8,013	8,701	9,323	9,908	10,455	-4.7%	6.2%	1.5%	1.2%
NEAsia - South Korea	33,929	20,494	42,428	36,101	43,402	51,207	58,872	66,446	2.3%	-3.2%	3.6%	2.6%
NEAsia - Taiwan	261	1,628	4,681	3,809	4,044	4,520	5,037	5,531	33.5%	-4.0%	1.7%	2.0%
Northern Europe	151,743	193,023	255,850	222,449	267,792	316,372	367,494	423,360	5.4%	-2.8%	3.6%	3.0%
Oceania	14,712	21,599	22,010	22,695	24,002	26,356	28,595	30,781	4.1%	0.6%	1.5%	1.6%
Rest World	621	4,252	2,306	1,061	1,389	1,736	2,122	2,595	14.0%	-14.4%	5.0%	4.1%
SE Asia	11,448	17,390	15,156	52,933	61,717	71,924	82,121	92,179	2.8%	28.4%	3.1%	2.5%
Gulf Imports	822,818	1,140,689	1,522,657	1,337,008	1,663,819	2,020,749	2,398,469	2,804,327	6.3%	-2.6%	4.2%	3.3%
Annual Growth		19.7%	6.5%	5.0%	4.1%	3.8%	3.3%	3.1%				

Exhibit 31: East Coast Loaded Import TEU and CAGRs

TRADING PARTNER	1995	2000	2005	2010	2015	2020	2025	2030	95-05	05-10	10-20	20-30
US EAST COAST IMPORTS												
North Atlantic												
Africa	33,335	59,445	93,478	78,355	91,839	108,019	125,992	145,993	10.9%	-3.5%	3.3%	3.1%
Canada	53,105	63,317	71,214	62,134	70,959	76,919	82,570	87,425	3.0%	-2.7%	2.2%	1.3%
Eastern Europe	45,784	88,096	143,560	106,658	140,988	181,064	226,768	281,505	12.1%	-5.8%	5.4%	4.5%
Latin America	482,848	659,524	944,050	843,769	1,100,493	1,390,256	1,698,421	2,046,024	6.9%	-2.2%	5.1%	3.9%
Med	233,917	388,434	563,596	501,168	593,461	694,370	807,383	935,482	9.2%	-2.3%	3.3%	3.0%
Mid East & Indian Sub	57,320	139,231	275,400	296,914	406,250	548,442	722,731	942,274	17.0%	1.5%	6.3%	5.6%
NEAsia - China	144,832	305,552	970,339	1,060,016	1,472,145	1,958,607	2,534,584	3,221,826	20.9%	1.8%	6.3%	5.1%
NEAsia - Hong Kong	15,378	13,857	29,031	19,511	20,702	22,455	24,917	28,104	6.6%	-7.6%	1.4%	2.3%
NEAsia - Japan	41,711	47,406	49,395	42,893	48,857	55,759	63,321	72,022	1.7%	-2.8%	2.7%	2.6%
NEAsia - South Korea	19,324	36,713	62,716	39,501	47,893	56,915	65,986	75,066	12.5%	-8.8%	3.7%	2.8%
NEAsia - Taiwan	39,909	50,232	69,374	54,008	61,791	72,228	84,454	98,069	5.7%	-4.9%	2.9%	3.1%
Northern Europe	393,051	556,482	824,935	783,623	938,304	1,109,425	1,298,280	1,513,554	7.7%	-1.0%	3.5%	3.2%
Oceania	37,832	55,121	99,444	95,880	105,890	122,640	140,203	158,918	10.1%	-0.7%	2.5%	2.6%
Rest World	7,075	10,518	17,349	38,389	50,238	61,304	71,026	80,095	9.4%	17.2%	4.8%	2.7%
SE Asia	100,260	184,356	260,013	285,167	355,534	443,629	546,410	670,848	10.0%	1.9%	4.5%	4.2%
North Atlantic Imports	1,705,682	2,658,282	4,473,892	4,307,985	5,505,346	6,902,032	8,493,045	10,357,203	10.1%	-0.8%	4.8%	4.1%
Annual Growth		13.0%	10.5%	5.5%	4.7%	4.5%	4.1%	4.0%				
South Atlantic												
Africa	16,743	29,491	39,902	30,812	37,045	44,589	53,521	64,172	9.1%	-5.0%	3.8%	3.7%
Canada	24,523	48,255	42,265	37,477	42,900	47,702	52,541	57,314	5.6%	-2.4%	2.4%	1.9%
Eastern Europe	17,491	40,433	58,771	48,126	63,712	82,034	102,815	127,054	12.9%	-3.9%	5.5%	4.5%
Latin America	437,843	712,643	1,094,584	806,488	1,021,557	1,252,097	1,495,780	1,756,224	9.6%	-5.9%	4.5%	3.4%
Med	115,942	225,818	309,031	212,283	262,584	314,610	373,848	441,742	10.3%	-7.2%	4.0%	3.5%
Mid East & Indian Sub	26,958	65,280	162,916	163,883	221,147	296,188	389,427	509,473	19.7%	0.1%	6.1%	5.6%
NEAsia - China	95,579	248,753	718,329	772,176	1,104,309	1,499,054	1,974,954	2,550,235	22.3%	1.5%	6.9%	5.5%
NEAsia - Hong Kong	5,949	7,384	17,303	7,327	7,993	8,939	10,272	12,005	11.3%	-15.8%	2.0%	3.0%
NEAsia - Japan	45,965	64,530	82,769	63,750	72,243	82,190	92,614	104,101	6.1%	-5.1%	2.6%	2.4%
NEAsia - South Korea	20,051	44,182	56,849	40,035	51,498	64,665	78,741	93,613	11.0%	-6.8%	4.9%	3.8%
NEAsia - Taiwan	35,132	51,355	49,365	40,491	46,365	54,425	64,087	74,990	3.5%	-3.9%	3.0%	3.3%
Northern Europe	148,545	273,252	424,565	375,680	460,694	556,577	665,889	794,454	11.1%	-2.4%	4.0%	3.6%
Oceania	8,314	10,542	24,961	23,981	27,941	33,947	40,729	48,581	11.6%	-0.8%	3.5%	3.6%
Rest World	1,098	1,550	5,271	8,132	10,591	13,228	15,961	18,829	17.0%	9.1%	5.0%	3.6%
SE Asia	48,856	122,695	185,292	188,051	241,656	310,104	393,809	499,351	14.3%	0.3%	5.1%	4.9%
South Atlantic Imports	1,048,987	1,946,162	3,272,173	2,818,691	3,672,235	4,660,350	5,804,988	7,152,138	12.0%	-2.9%	5.2%	4.4%
Annual Growth		12.7%	9.8%	5.6%	5.0%	4.8%	4.4%	4.3%				
East Coast Imports	3,649,617	5,836,165	9,356,770	8,531,533	10,921,801	13,675,416	16,801,870	20,433,577	9.9%	-1.8%	4.8%	4.1%
Annual Growth		14.1%	9.2%	5.5%	4.7%	4.5%	4.1%	4.0%				

Exhibit 32: East Coast Loaded Total TEU and CAGRs

TRADING PARTNER	1995	2000	2005	2010	2015	2020	2025	2030	95-05	05-10	10-20	20-30
US EAST COAST TOTALS												
Great Lakes Total	146,496	147,215	136,870	146,104	178,557	208,525	240,946	276,901	-0.7%	1.3%	3.6%	2.9%
Annual Growth		9.9%	-12.1%	5.0%	3.2%	3.1%	2.9%	2.8%				
Gulf Total	1,912,118	2,120,786	2,611,972	2,695,707	3,421,823	4,176,233	4,987,130	5,876,634	3.2%	0.6%	4.5%	3.5%
Annual Growth		17.4%	2.0%	4.8%	4.3%	3.9%	3.5%	3.3%				
North Atlantic Total	2,811,646	3,648,529	5,948,594	6,147,122	7,846,153	9,706,872	11,764,445	14,127,709	7.8%	0.7%	4.7%	3.8%
Annual Growth		12.8%	10.6%	5.3%	4.5%	4.2%	3.8%	3.7%				
South Atlantic Total	2,324,533	3,361,605	5,084,390	4,996,154	6,353,049	7,795,897	9,412,824	11,274,918	8.1%	-0.3%	4.5%	3.8%
Annual Growth		13.6%	8.4%	4.8%	4.3%	4.1%	3.8%	3.7%				
East Coast Total	7,194,793	9,278,134	13,781,826	13,985,086	17,799,582	21,887,527	26,405,345	31,556,162	6.7%	0.3%	4.6%	3.7%
Annual Growth		14.0%	7.8%	5.0%	4.4%	4.1%	3.7%	3.6%				

Exhibit 33: U.S. Loaded Total TEU and CAGRs

TRADING PARTNER	1995	2000	2005	2010	2015	2020	2025	2030	95-05	05-10	10-20	20-30
US TOTALS												
North Pacific Total	1,768,522	1,937,346	2,850,888	2,630,644	3,329,857	4,044,114	4,844,761	5,768,156	4.9%	-1.6%	4.4%	3.6%
Annual Growth		11.9%	16.7%	4.2%	4.1%	3.9%	3.6%	3.6%				
South Pacific Total	4,635,533	7,084,848	9,909,713	10,454,193	13,980,694	17,950,462	22,479,736	27,816,588	7.9%	1.1%	5.6%	4.5%
Annual Growth		22.4%	7.8%	5.9%	5.4%	4.9%	4.5%	4.4%				
West Coast Total	6,404,054	9,022,194	12,760,601	13,084,837	17,310,551	21,994,576	27,324,497	33,584,745	7.1%	0.5%	5.3%	4.3%
Annual Growth		20.0%	9.7%	5.5%	5.2%	4.7%	4.3%	4.2%				
West Coast Share	47.1%	49.3%	48.1%	48.3%	49.3%	50.1%	50.9%	51.6%				
Great Lakes Total	146,496	147,215	136,870	146,104	178,557	208,525	240,946	276,901	-0.7%	1.3%	3.6%	2.9%
Annual Growth		9.9%	-12.1%	5.0%	3.2%	3.1%	2.9%	2.8%				
Gulf Total	1,912,118	2,120,786	2,611,972	2,695,707	3,421,823	4,176,233	4,987,130	5,876,634	3.2%	0.6%	4.5%	3.5%
Annual Growth		17.4%	2.0%	4.8%	4.3%	3.9%	3.5%	3.3%				
North Atlantic Total	2,811,646	3,648,529	5,948,594	6,147,122	7,846,153	9,706,872	11,764,445	14,127,709	7.8%	0.7%	4.7%	3.8%
Annual Growth		12.8%	10.6%	5.3%	4.5%	4.2%	3.8%	3.7%				
South Atlantic Total	2,324,533	3,361,605	5,084,390	4,996,154	6,353,049	7,795,897	9,412,824	11,274,918	8.1%	-0.3%	4.5%	3.8%
Annual Growth		13.6%	8.4%	4.8%	4.3%	4.1%	3.8%	3.7%				
East Coast Total	7,194,793	9,278,134	13,781,826	13,985,086	17,799,582	21,887,527	26,405,345	31,556,162	6.7%	0.3%	4.6%	3.7%
Annual Growth		14.0%	7.8%	5.0%	4.4%	4.1%	3.7%	3.6%				
East Coast Share	52.9%	50.7%	51.9%	51.7%	50.7%	49.9%	49.1%	48.4%				
US Total	13,598,847	18,300,328	26,542,428	27,069,923	35,110,133	43,882,103	53,729,842	65,140,907	6.9%	0.4%	4.9%	4.0%
Annual Growth		16.9%	8.7%	5.3%	4.8%	4.4%	4.0%	3.9%				