



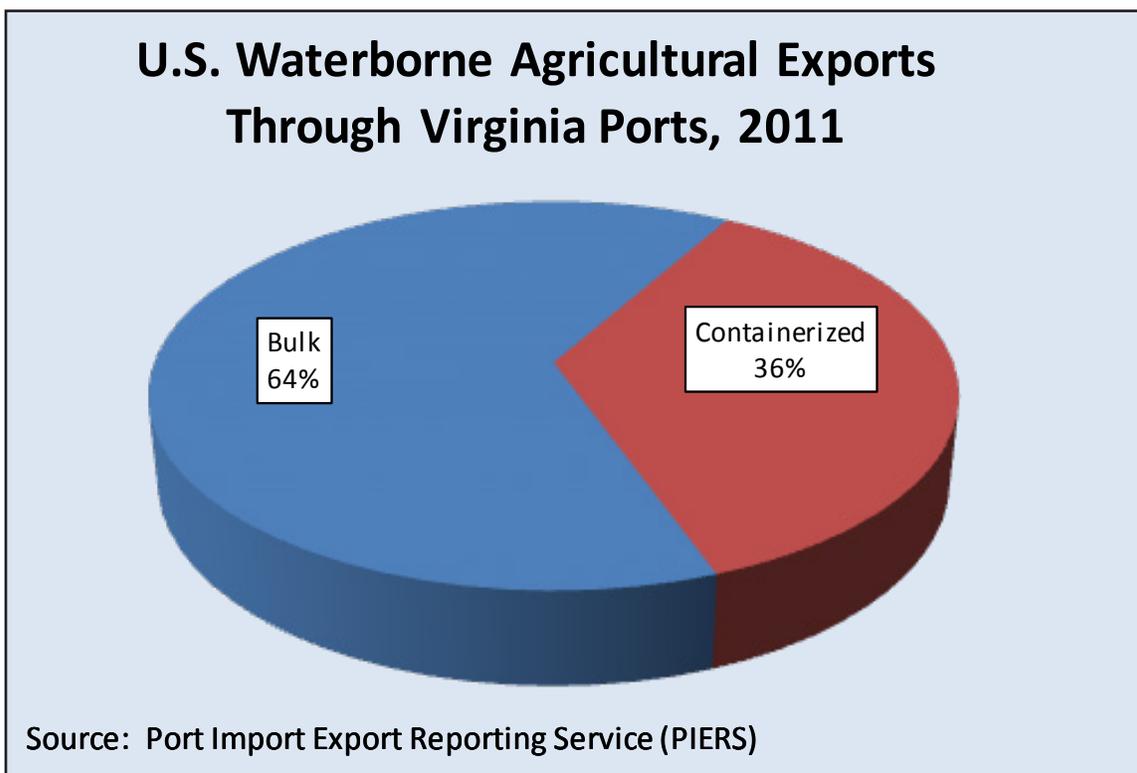
## Export/Import Profile **Norfolk, VA**

The Port of Norfolk (which includes Newport News, Portsmouth, Chesapeake, and Richmond) is located in southern Virginia in the mid-Atlantic region of the country. These Virginia ports offer a naturally deep water harbor on the U.S. East Coast, allowing access for today's largest container ships. Virginia ports are located 18 miles from the open sea. As the largest intermodal facility on the U.S. East Coast, these Virginia ports offer 6 direct-service trains to 28 major cities each day. Virginia is home to the largest privately owned terminal in North America, the APM Terminal, in Portsmouth, VA.

### **Exports**

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In 2011, the Port of Norfolk ranked 10th in the Nation for waterborne agricultural exports and 7th for containerized waterborne agricultural exports. The top commodities moved through the port were soybeans, grain products, prepared grocery items, and animal feed. The Port of Norfolk moved 81 percent of U.S. waterborne tobacco exports and 25 percent of wine exports in 2011. Agricultural exports through Norfolk were moved primarily in bulk—34 percent of exports were containerized. Approximately 9 percent of the agricultural exports, such as poultry and other meats, needed refrigeration. The top destination markets for these exports were Morocco, Brazil, China, and Egypt.



<b>Top 10 U.S Waterborne Agricultural Exports Through Virginia Ports, 2011</b>				
<b>Commodities</b>	<b>Metric Tons</b>	<b>Share</b>	<b>U.S. Share</b>	
Soybeans	1,434,311	29%	4%	
Grain products, cereal, flour	823,193	17%	3%	
Bulk grains	683,231	14%	2%	
Grocery items	340,873	7%	10%	
Animal feed	303,119	6%	3%	
Wine	291,751	6%	25%	
Meat	172,480	4%	8%	
Poultry	158,637	3%	5%	
Soybean oil	141,953	3%	18%	
Tobacco products	134,744	3%	81%	
Other	421,352	9%		
<b>Total</b>	<b>4,905,642</b>	<b>100%</b>	<b>3%</b>	

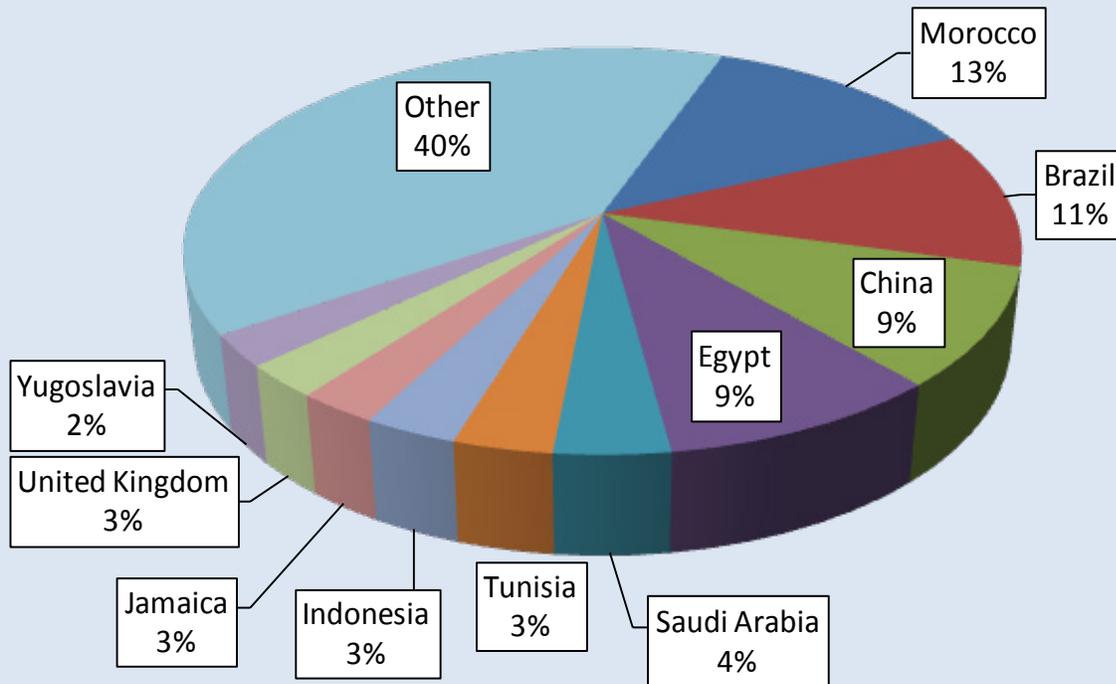
Source: Port Import Export Reporting Service (PIERS)

<b>Top 10 U.S. Containerized Waterborne Agricultural Exports Through the Virginia Ports, 2011</b>				
<b>Commodities</b>	<b>Metric Tons</b>	<b>*TEU</b>	<b>Share</b>	<b>U.S. Share</b>
Grocery items	340,484	31,690	19%	12%
Soybean	281,719	20,918	16%	10%
Animal feed	177,533	14,473	10%	3%
Meat	172,386	13,885	10%	8%
Poultry	158,200	13,160	9%	7%
Tobacco	134,744	14,164	7.6%	81%
Bulk grains	59,889	3,815	3.4%	8%
Vegetables	58,362	5,391	3.3%	4%
Grain products, cereal, flour	54,927	3,902	3.1%	3%
Bulbs and seeds	53,667	4,917	3.0%	11%
Other	280,791	27,252	15.8%	
<b>Total</b>	<b>1,772,702</b>	<b>153,567</b>	<b>100%</b>	<b>5%</b>

Source: Port Import Export Reporting Service (PIERS)

\*Twenty-foot equivalent unit (TEU)

## Top 10 Destination Countries for U.S. Waterborne Agricultural Exports Through the Virginia Ports, 2011



Source: Port Import Export Reporting Service (PIERS)

## Top Shipping Lines Moving U.S. Waterborne Agricultural Exports Through the Virginia Ports, 2011

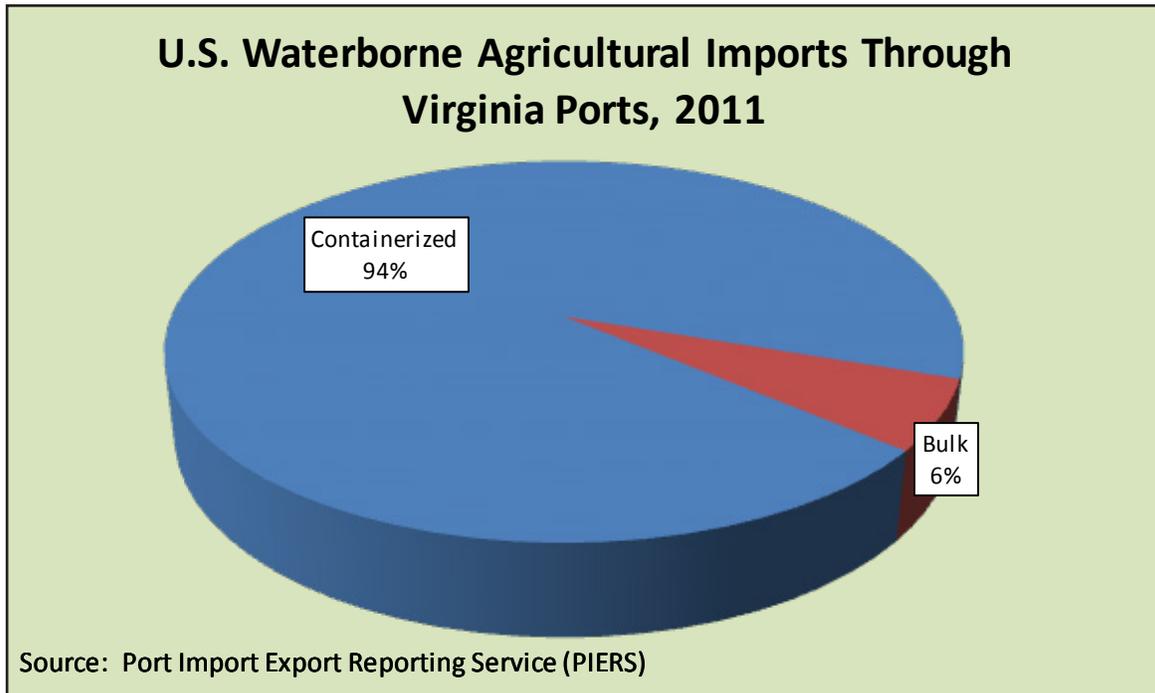
Shipping Lines	Metric Tons	Share
Bulk Cargoes	2,368,933	48%
Maersk	419,029	9%
Cape Lines	384,822	8%
Mediterranean Shipping	287,989	6%
Hapag Lloyd Line	132,305	3%
OOCL	129,925	3%
Dowa Line America	127,199	3%
Hanjin Shipping	117,012	2%
NYK Line	116,864	2%
Evergreen Line	113,354	2%
Other	708,210	14%
<b>Total</b>	<b>4,905,642</b>	<b>100%</b>

Source: Port Import Export Reporting Service (PIERS)

## Imports

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The Port of Norfolk moved nearly 1.1 million metric tons, or 3 percent, of U.S. waterborne agricultural imports in 2011. Approximately 94 percent of these commodities were moved in containers and included coffee, non-alcoholic beverages, tobacco products, wine, and frozen fish. The port moved 68 percent of the U.S. waterborne imports of tobacco and tobacco products. The top origin markets in 2011 included Germany, Brazil, Turkey, China, and Italy. The top shipping lines moving these products were Mediterranean Shipping, Maersk, Hapag-Lloyd, and Evergreen Line.



**Top 10 U.S. Waterborne Agricultural Imports Through  
Virginia Ports, 2011**

<b>Commodities</b>	<b>Metric Tons</b>	<b>Share</b>	<b>U.S. Share</b>
Coffee	157,201	14%	9%
Non-alcoholic beverages	142,427	13%	5%
Tobacco products	116,515	11%	68%
Wine	83,454	8%	4%
Frozen fish	68,605	6%	7%
Beer, ale	59,711	5%	3%
Vegetables	51,903	5%	3%
Nuts	45,406	4%	18%
Vodka	29,236	3%	12%
Bitters, brandy, cognac	26,127	2%	8%
Other	327,416	30%	
<b>Total</b>	<b>1,108,001</b>	<b>100%</b>	<b>3%</b>

Source: Port Import Export Reporting Service (PIERS)

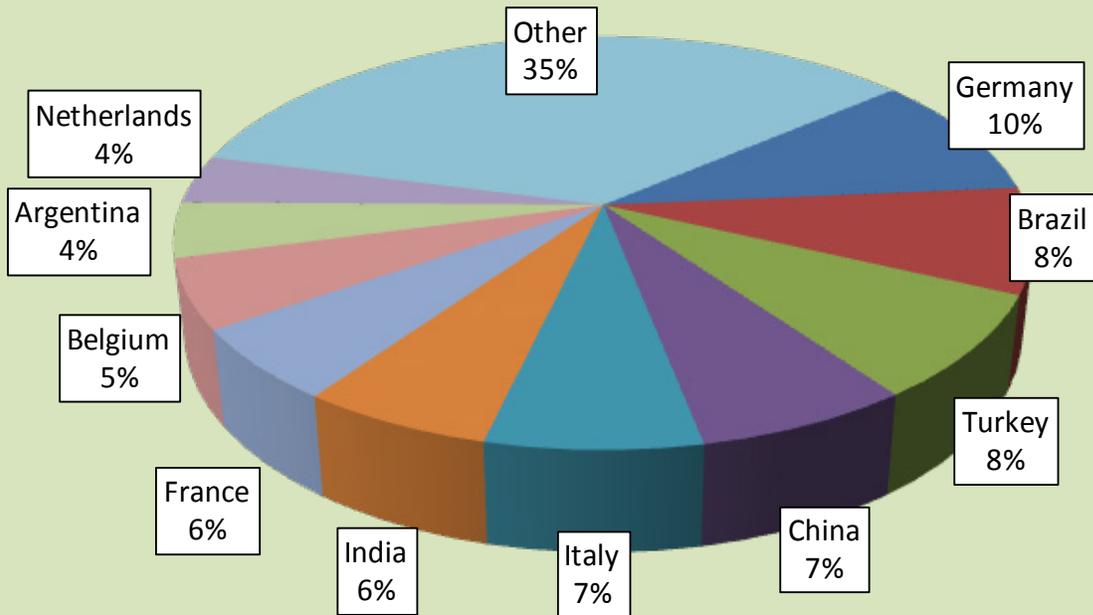
**Top 10 U.S. Containerized Waterborne Agricultural Imports  
Through Virginia Ports, 2011**

<b>Commodities</b>	<b>Metric Tons</b>	<b>*TEU</b>	<b>Share</b>	<b>U.S. Share</b>
Non-alcoholic beverages	142,427	13,183	14%	6%
Tobacco products	116,515	12,089	11%	68%
Coffee	91,242	5,618	9%	6%
Wine	83,454	8,482	8%	5%
Frozen fish	68,605	6,097	7%	7%
Beer, ale	59,711	5,908	6%	3%
Vegetables	51,903	3,665	5%	4%
Nuts	45,406	3,065	4%	19%
Vodka	29,236	2,612	3%	12%
Bitters, brandy, cognac	26,127	2,393	3%	8%
Other	327,416	31,353	31%	
<b>Total</b>	<b>1,042,041</b>	<b>94,465</b>	<b>100%</b>	<b>4%</b>

Source: Port Import Export Reporting Service (PIERS)

\*Twenty-foot equivalent unit (TEU)

### Top 10 Origin Countries for U.S. Waterborne Agricultural Imports Through Virginia Ports, 2011



Source: Port Import Export Reporting Service (PIERS)

### Top 10 Shipping Lines Moving U.S. Waterborne Agricultural Imports Through Virginia Ports, 2011

Shipping Lines	Metric Tons	Share
Mediterranean Shipping	222,417	20%
Maersk	192,805	17%
Hapag Lloyd Line	94,858	9%
Evergreen Line	56,787	5%
Alfa Shipping	55,159	5%
OOCL	53,969	5%
United Arab Shipping Co	50,506	5%
NYK Line	46,562	4%
Hanjin Shipping	40,176	4%
APL	39,081	4%
Other	255,680	23%
<b>Total</b>	<b>1,108,001</b>	<b>100%</b>

Source: Port Import Export Reporting Service (PIERS)