



# VIRGINIA ADVANTAGES

## Distribution & Global Logistics

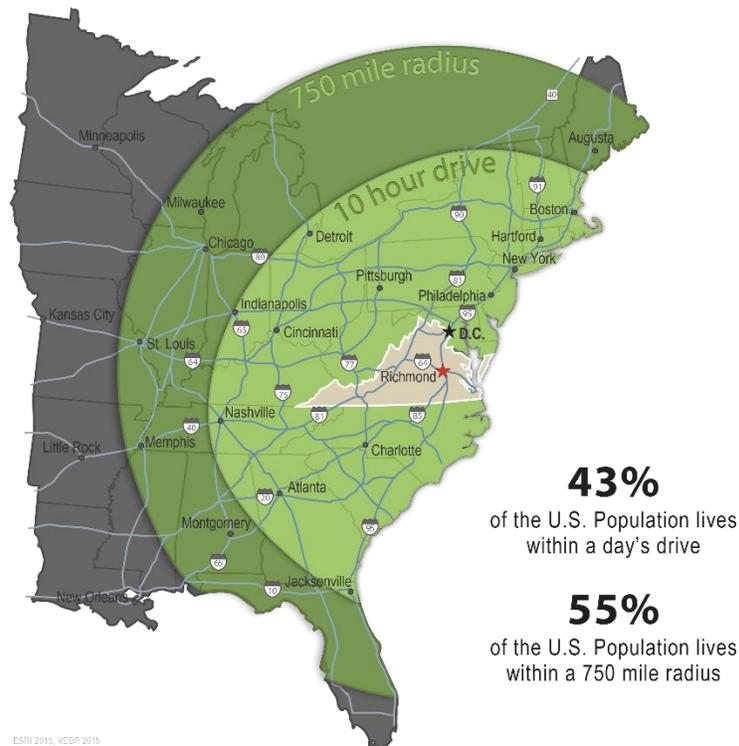


**VIRGINIA ECONOMIC  
DEVELOPMENT PARTNERSHIP**

**[YESVIRGINIA.ORG](http://YESVIRGINIA.ORG)**

## Virginia's Distribution & Global Logistics Industry

- Employs over 72,000 people, primarily in Trucking, Warehousing, and Transportation Support<sup>1</sup>
- During the past 10 years, 365 global logistics projects have announced over 16,500 new jobs and capital investment of more than \$1.8 billion<sup>2</sup>
- The global logistics industry is estimated to have a direct economic output of \$11.1 billion and support an additional \$9.3 billion in economic activity in Virginia<sup>3</sup>
- The Port of Virginia is a major hub for imports and exports with a 50-foot channel depth and on-dock rail access. It is the only U.S. East Coast port with Congressional authorization to dredge to 55-feet.
- Virginia exports totaled \$19.3 billion in 2014 (not including services), an increase of 7.5% from 2013<sup>4</sup>
- Centrally located on the East Coast, Virginia offers access to 43% of the U.S. population and over 186,100 manufacturing establishments in a day's drive. Fifty-five percent of the U.S. population and over 244,700 manufacturing establishments are within a 750-mile radius.



<sup>1</sup> Virginia Employment Commission, Quarterly Census of Employment and Wages, 2014 Annual Data

<sup>2</sup> Virginia Economic Development Partnership Announcements Database, 2005 through 2014

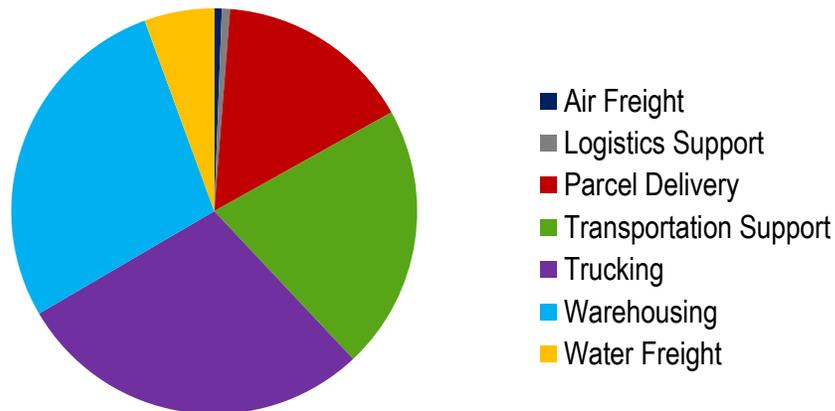
<sup>3</sup> Data are modeled in IMPLAN V3.1 using 2014 data for Virginia and an event year of 2015

<sup>4</sup> U.S. Census Bureau, State Exports from Virginia

## Distribution & Global Logistics Industry

Virginia’s Distribution and Global Logistics industry employs over 72,000 people. The largest Distribution and Global Logistics sectors by employment are Trucking (20,600), Warehousing (20,100), and Transportation Support (15,200). These three sectors represent nearly 78% of Distribution and Global Logistics employment in Virginia. The estimated direct economic output of Virginia’s Distribution and Global Logistics industry is \$11.1 billion. Distribution and Global Logistics supports \$9.3 billion in additional economic activity in Virginia.

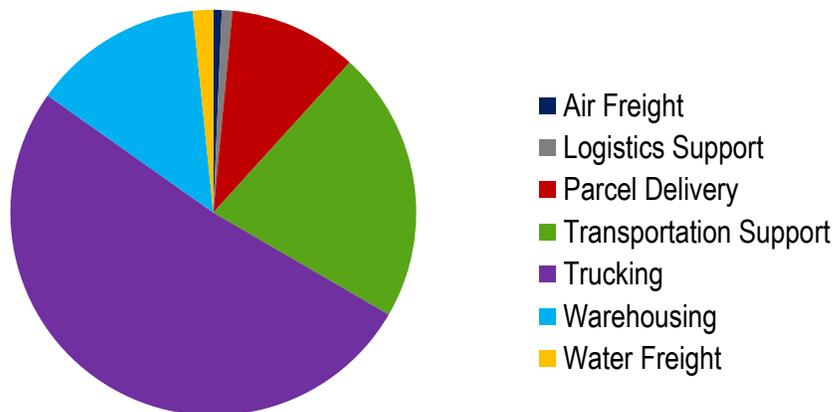
**Global Logistics Industry Employment in Virginia, 2014**



Source: Virginia Employment Commission, Quarterly Census of Employment and Wages (QCEW), 2014

Virginia is home to 2,745 Distribution & Global Logistics firms with 3,098 locations. Trucking (1,482 firms) and Transportation Support (602) sectors account for 67% of all Distribution & Global Logistics firms. Companies with corporate or regional headquarters in Virginia include UPS Freight, Maersk Line Limited, and Norfolk Southern. The Port of Virginia is a major gateway for imports and exports, moving cargo by truck, rail, and barge.

**Global Logistics Establishments in Virginia, 2014**



Source: Virginia Employment Commission, Quarterly Census of Employment and Wages (QCEW), 2014

## Major Distribution & Global Logistics Companies in Virginia

Abilene Motor Express, Inc.

Air Serv Corporation

Americold Logistics, LLC

Ceres Marine Terminals, Inc.

CMA CGM America LLC

CNF Inc.

CP&O LLC

CSX Corp.

DSC Logistics

Estes Express Lines

FedEx Corporation

Givens Transportation Inc.

Interchange Group Inc

J.B. Hunt Transport Services, Inc.

K-Line America, Inc.

Maersk Line, Limited

Norfolk Southern Corporation

RPS Inc.

Swissport International Ltd.

United Parcel Service

Virginia International Terminal

Zim-American Israel Shipping Co.

## New and Expanding Distribution & Global Logistics Companies in Virginia

During the past 10 years, 365 Distribution & Global Logistics industry projects have announced 16,550 jobs and investment of \$1.85 billion. Recent major announcements include:

Amazon.com, Inc.

Commonwealth Laminating & Coating, Inc.

Core Health & Fitness LLC

Consentino S.A.

Friant and Associates

Green Applications LLC

GSI Commerce

Katoen Natie

Lumber Liquidators

McKesson Corporation

Medline Industries, Inc.

Perdue Foods

Philip Morris USA

Relay Foods

Republic National Distributing Co.

Stone Brewing Co.

Tanom Motors LLC

The Vitamin Shoppe, Inc.

## Import / Export Opportunities

The Port of Virginia is the third largest U.S. East Coast port, and due to natural harbor depth and Suez-class cranes, it is the only East Coast location capable of handling post-Panamax vessels (12,500+ TEU) as first and last port of call. The Port of Virginia has over 30 miles of on-dock rail and a channel depth of 50 feet.

The Port offers fast connections that benefit the distribution and global logistics industry. The Port boasts 22-day transit from Asia, can deliver cargo to Chicago by train in 47 hours, and reaches over 97 million people within a day's drive. Many shippers take advantage of the on-dock rail, which lower costs and transit time.

The Port is linked with direct service to over 100 foreign ports and reaches every nation. It is also the first port ISO 9001 certified and first major port ISO 14001 certified on the East Coast. Port facilities consist of:

- Newport News Marine Terminal
- Norfolk International Terminals
- Portsmouth Marine Terminal
- Port of Richmond
- Virginia Inland Port in Front Royal
- Virginia International Gateway in Portsmouth

In 2014, the Port of Virginia handled nearly 2.4 million TEUs, a new record and an increase of 7.6% from 2013. Truck transportation accounted for 63% of TEUs moving over the port, while rail transportation accounted for 33%, and barge traffic accounted for 4%.

To maintain this level of productivity, further infrastructure improvements are being initiated. One example of this is the North Gate Project at Norfolk International Terminals. Construction has begun on a new set of truck gates that will add 26 truck interchange gates, making a total of 41 at the terminal and greatly improving productivity and service reliability.

An agreement has been reached with the owners of Virginia International Gateway giving the Port operating rights for 50 years. Part of the agreement is a \$320 million expansion, doubling the terminal's capacity. In addition, a \$350 million project to add significant container handling capacity at Norfolk International Terminals has been included in the state's proposed budget.

Six Port of Entry facilities and one Service Port facility also serve Virginia businesses: Front Royal, Newport News, New River Valley Airport in Dublin, Norfolk (Service Port), Richmond-Petersburg, Tri-Cities near Bristol in Northeastern Tennessee and Washington-Dulles in Northern Virginia.

## Port of Virginia: Top 10 Trading Partners

Imports	Exports
China	China
Germany	Germany
India	Netherlands
Italy	Belgium
Brazil	India
Vietnam	Brazil
Indonesia	United Kingdom
Netherlands	Indonesia
Spain	Japan
Belgium	Saudi Arabia

*Source: Port of Virginia, PIERS*

## Port of Virginia: Top 10 Commodities

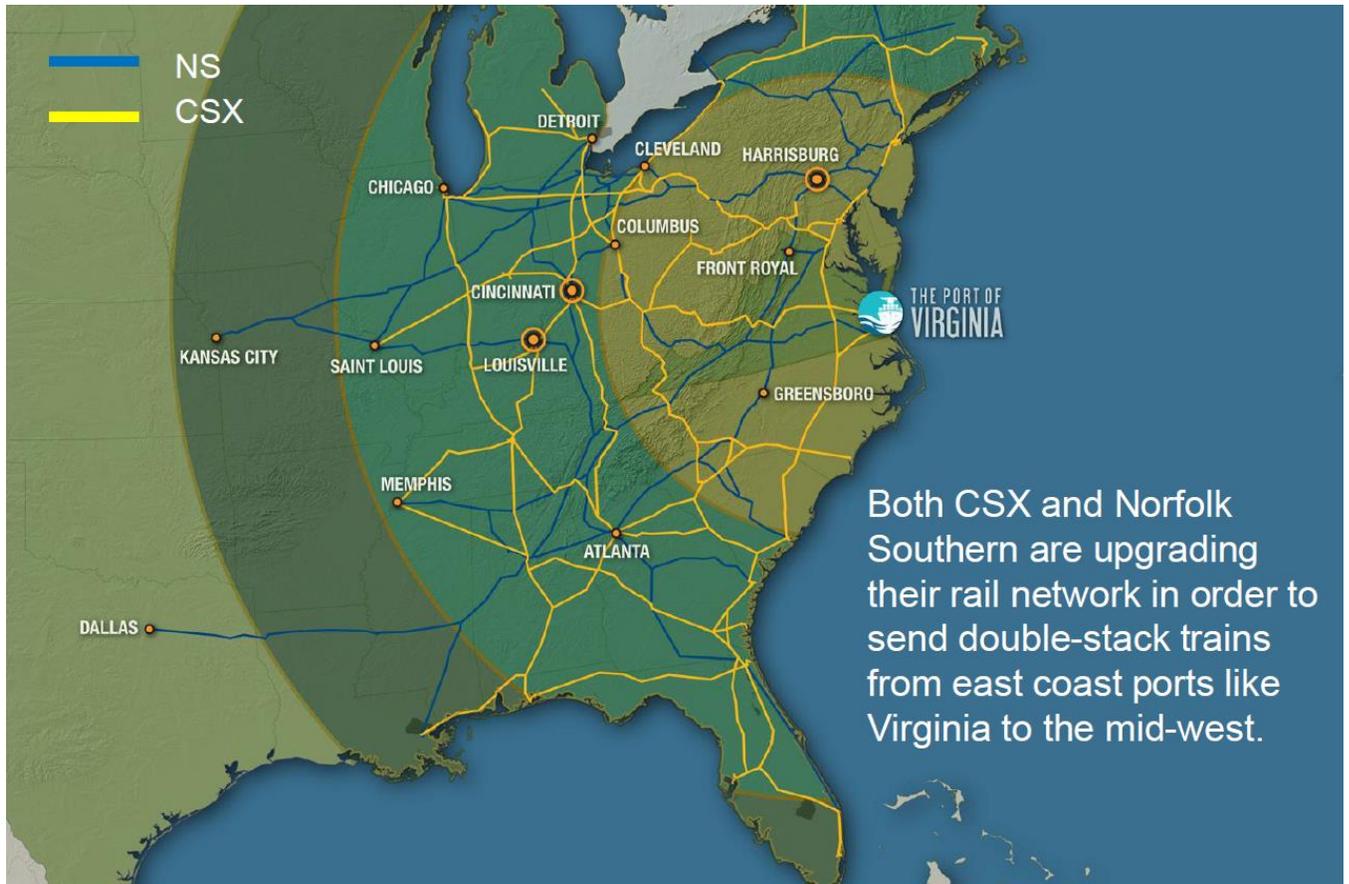
Imports	Exports
Furniture	Paper & Paperboard (including waste)
Auto Parts	Wood Pulp
Tobacco	Soybeans & Products
Woodenware	Logs & Lumber
Granite	Pet & Animal Feeds
Non Alcoholic Beverages	Grains & Flour Products
Paper & Paperboard (including waste)	Grocery Products
Plastic Products	Mixed Metal Scrap
Rubber, Natural	Poultry
Metalware	Meat

*Source: Port of Virginia, PIERS*

# Say **Yes** to Distribution in Virginia

## Rail Access in Virginia

Norfolk Southern and CSX offer comprehensive freight transportation service. These two rail lines provide direct, thorough coverage of states east of the Mississippi River and provide transfer opportunities in major Midwest cities. Norfolk Southern's expanded Heartland Corridor route will eliminate over 200 miles for Chicago-bound trains and will significantly reduce shipping time and costs.

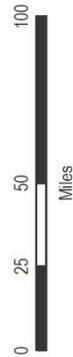
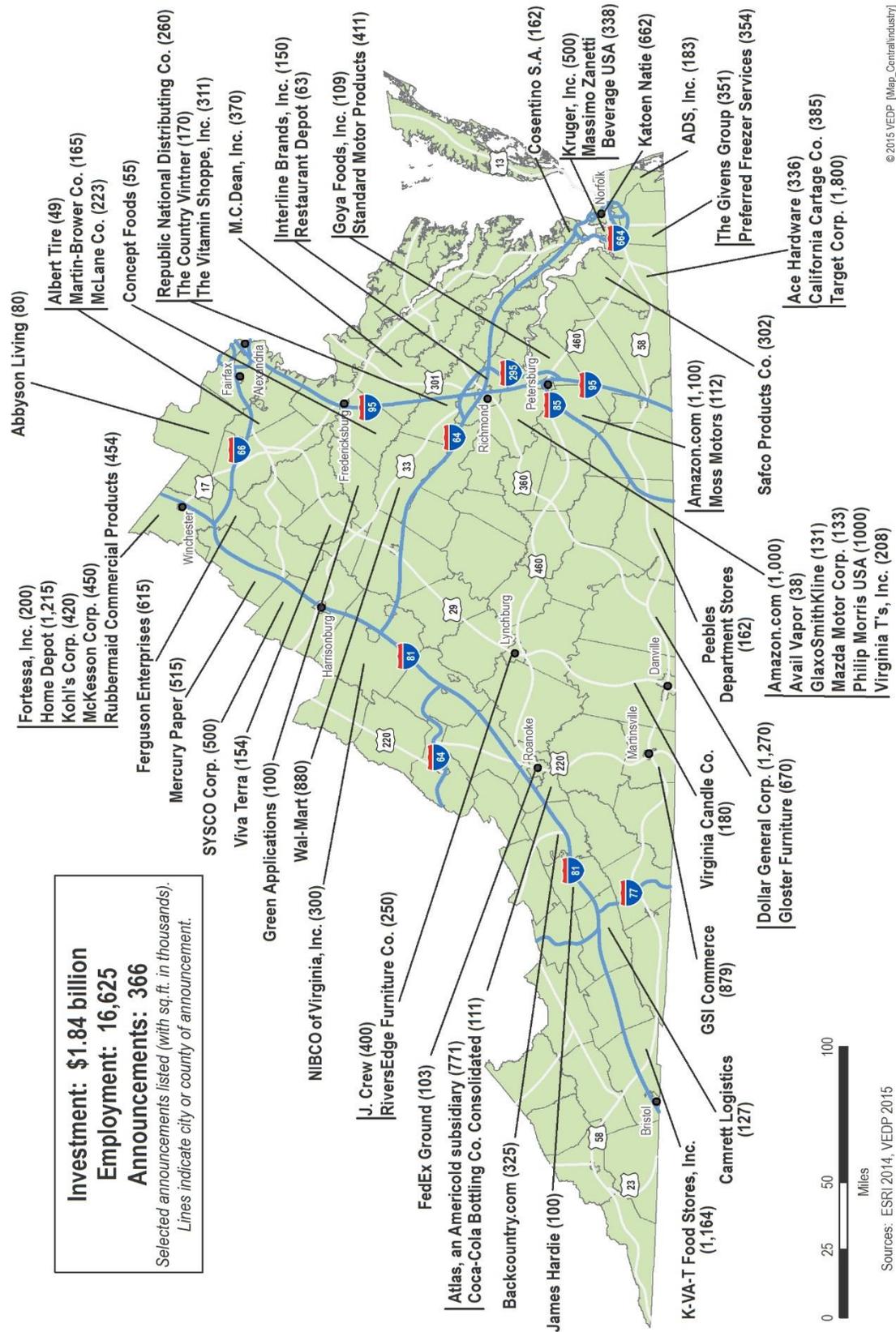


Graphic Source: Port of Virginia

# Say Yes to Distribution in Virginia

## DISTRIBUTION CENTER ANNOUNCEMENTS 2005 - 2014

**Investment: \$1.84 billion**  
**Employment: 16,625**  
**Announcements: 366**  
*Selected announcements listed (with sq. ft. in thousands).  
 Lines indicate city or county of announcement.*



Sources: ESRI 2014, VEDP 2015

© 2015 VEDP [Map\_CentralIndustry]

## Virginia's Skilled Workforce

Selected Logistics Occupations	Virginia Employment	Virginia Average Salary
Logisticians	6,080	\$84,830
Customer Service Representatives	57,100	\$33,420
Order Clerks	4,630	\$28,650
Cargo and Freight Agents	1,720	\$39,590
Production, Planning, and Expediting Clerks	9,180	\$50,000
Shipping, Receiving, and Traffic Clerks	11,870	\$31,720
Stock Clerks and Order Fillers	52,380	\$25,460
Weighers, Measurers, Checkers, and Samplers, Recordkeeping	1,430	\$31,420
Office Clerks, General	86,540	\$31,560
Inspectors, Testers, Sorters, Samplers, and Weighers	8,660	\$37,420
Heavy and Tractor-Trailer Truck Drivers	36,510	\$39,470
Transportation Workers, All Other	1,690	\$42,020
Industrial Truck and Tractor Operators	11,430	\$33,700
Laborers and Freight, Stock, and Material Movers, Hand	47,810	\$26,540
Packers and Packagers, Hand	11,150	\$22,220

Source: U.S. Bureau of Labor Statistics, Occupational Employment Statistics, May 2014

## Virginia's Educational & Training Opportunities

Strong occupational and technical training programs designed to meet the needs of the Global Logistics industry are provided by Virginia's colleges, universities, and community college system. Degree programs include:

- Advanced Transportation Systems
- Diesel Mechanic
- Diesel Technician
- Ground Transportation Operation
- Heavy Equipment Operation
- Industrial Technology and Logistics
- Logistics Management
- Maritime Management
- Maritime Ports & Logistics Management
- Supply Chain Management
- Transportation Policy, Operations, and Logistics
- Transportation and Logistics Policy
- Transportation Planning and Analytics
- Truck Driving Training

Virginia's Distribution & Global Logistics Research and Development assets include:

- George Mason University School of Public Policy Center for Transportation Policy, Operations, and Logistics
- Old Dominion University International Maritime, Ports and Logistics Management Institute
- U.S. Army Logistics Management College
- University of Virginia Center for Transportation
- Virginia Commonwealth University in partnership with Fort Lee's Army Logistics University
- Virginia Tech Center for Unit Load Design
- Virginia Tech Transportation Institute