

Update to Cargo Community

August 6, 2018

To Conley Terminal's Supply Chain Community:

On behalf of Conley Container Terminal, it is important to us to keep you informed, our loyal port stakeholders and supporters, of recent developments and upgrades. These updates and changes are to continually improve and promote the best possible experience for you and your supply chain team. Conley prides itself on its flexibility, reliability, and customer-centric focus for all end-users and we will continue to build upon these principles. As always, we are grateful for your loyalty and contributing to the growth of New England's only full-service gateway.

Conley Terminal experienced its 4th consecutive year of record breaking growth in FY2018, processing 283,720 TEUs. This is a 10% increase over last year's record breaking numbers. Our consistent growth can be attributed to our strong regional economy, the higher levels of productivity due to an excellent relationship with the ILA, our personalized and attentive customer service team, and the ease of doing business through our efficient and competitive gateway.

As we enter an eventful and strong peak season this summer, we are constantly addressing ways to keep operations tight and efficient. As we undergo our modernization initiatives with our infrastructure, it is important for you and your teams to know that it is business as usual at Conley Terminal. The Boston Harbor Dredging Project, a \$350 million partnership between the U.S. Army Corps of Engineers, the Commonwealth of Massachusetts, and Massport, to deepen the harbor to accommodate large container vessels, began in July. An additional \$500 million of planned landside infrastructure investments are underway, including the construction of two 50-foot berths, three new ship-to-shore cranes, and new in-and-out gate facilities.

We want to promote to our trucking community that the majority of the trucks servicing Conley were performing dual transactions in 36 minutes, on average, for the month of July. We will continually strive to improve upon that number and we welcome your feedback. We encourage our truckers to work with our Customer Service team on arrival times as there are hours at the port, especially late morning and late afternoon, where there is plenty of availability for trucks to perform dual transactions quickly. We have also extended our gate hours from 7:00AM-5:00PM to maximize productivity for our trucking community.

Massport is excited to announce that the port chassis fleet is both expanding and being modernized to meet customer demand. Columbia Intermodal has committed to adding 100 additional refurbished chassis that are equipped with radial tires and LED lighting. Most of them are equipped with ABS brakes as well. They have already unstacked 34 of these chassis that have been remarked and are currently in use. Several stacks will be arriving over the next week or two to complete the order.

In mid-October, 300 new 40ft chassis will be arriving on two consecutive vessels. These chassis will replace 300 existing 40ft chassis that are currently in the fleet. They will all be equipped with radial tires on hub piloted wheels, with LED lighting and have ABS brake systems. We appreciate Columbia's commitment to supporting the port's rapid growth as well as keeping safe and reliable equipment moving over our local roads.

As you can see, it is an exciting time to do business through Conley Terminal. We have some great opportunities ahead of us to grow, and to keep New England competitive in the global economy, and to deliver the best port experience to our customers. Our growth and success would not be possible without the support of our importers, exporters, freight forwarders, truckers, customs brokers, and various port stakeholders to promote the value that Conley provides to the global supply chain. Thank you for your partnership, your feedback, and your commitment to New England's gateway.

Sincerely,



Lisa Wieland

Lisa Wieland

**Port Director
Massachusetts Port Authority**