

MWV Supply Chain

2011 Virginia Governor's Transportation Conference
Marriott Waterside, Norfolk VA

We touch people's lives every day, everywhere

\$6 billion total sales

17,500 employees worldwide

Operations in 30 countries

Dow Jones Sustainability World Index since 2005



Packaging



**Consumer &
Office Products**



**Specialty
Chemicals**

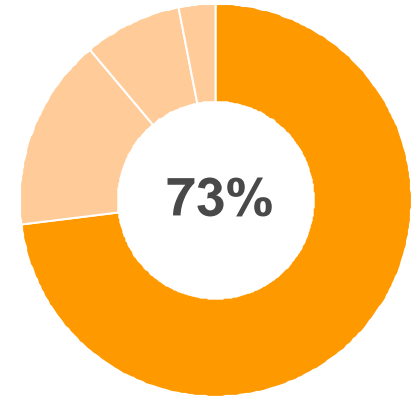


**Community
Development &
Land Management**

Packaging

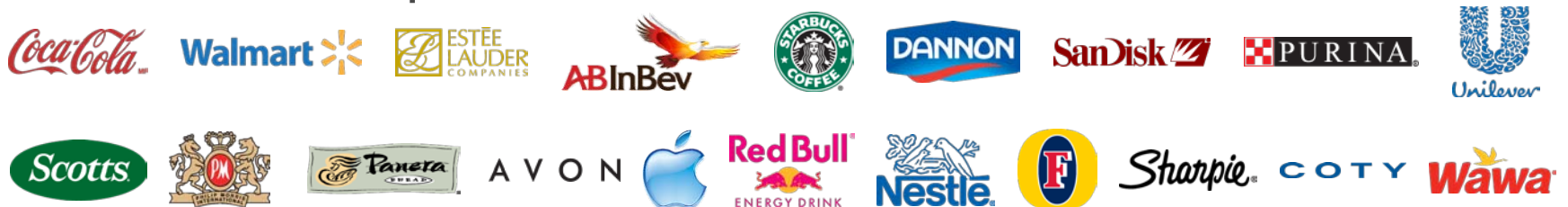
Markets We Serve

- Agriculture
- Beauty & Personal Care
- Beverage
- Commercial Printing
- Consumer Electronics
- Food Packaging
- Food Service
- Healthcare
- Home & Garden
- Tobacco

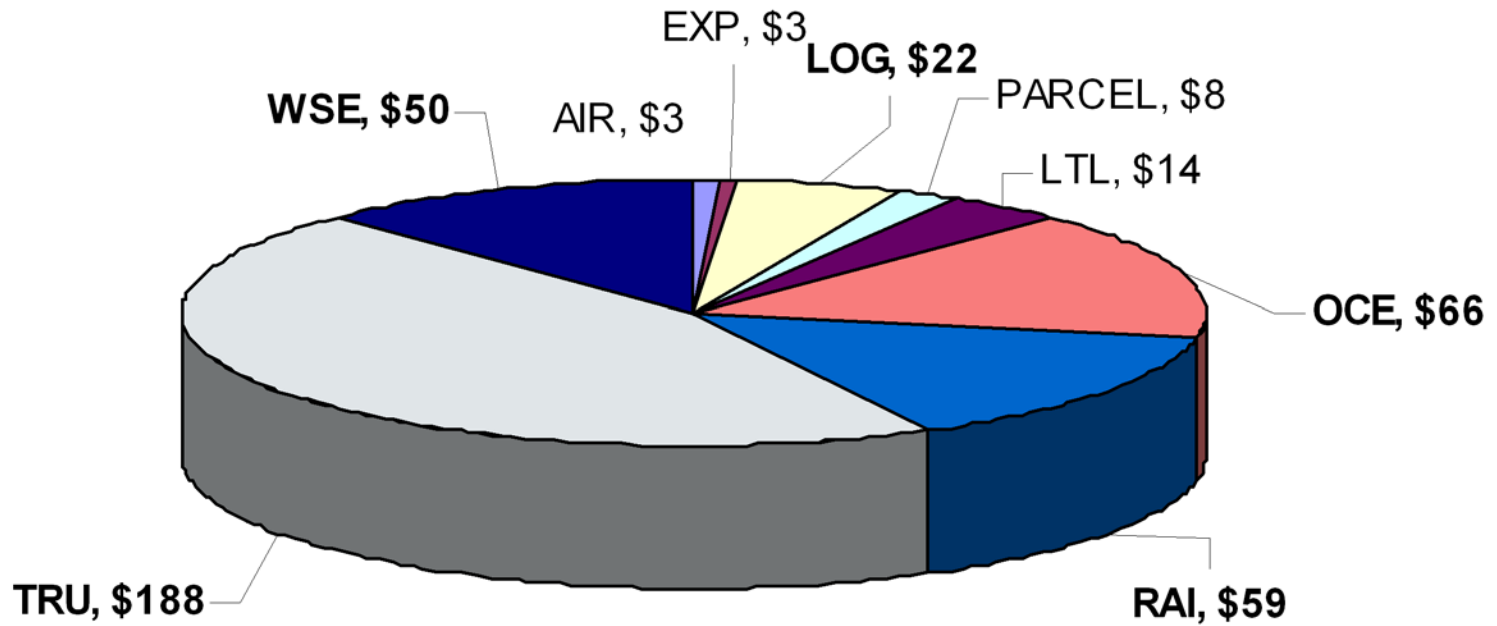


2010 sales @ \$4.5 billion

Brands We Shape



2010 Logistics Spend by Mode \$413MM



Destinations and Volumes

1,200 FEU's per month

Top 5 destinations:

1. China
2. South Korea
3. Japan
4. Germany
5. Belgium

Modes through the port

- Rail 30%
- Truck 30%
- Barge 12%
- Mill direct 28%



THE PORT OF
VIRGINIA

The US must remain globally competitive



US	US	EU	Asia	
Ports	—	+	+	US Deep Water Limits, EU Multi Mode feeder system, China Efficiency
Weights	—	+	+	US Weight limits not consistent with foreign entities
Labor	—	—	+	High cost labor
Logistics Costs	—	—	+	Inland moves more expensive than Ocean
Raw Materials	+	—	—	Solid supply of Raw Materials
Sustainability	+	+	—	Focus on recycling, maximizing mode
Innovation	+	+	—	Belief in technology and innovation to increase efficiency and effectiveness

Why we like the port

- Close proximity to manufacturing facility
- Use multi mode to cross dock into containers
 - Barge
 - Rail
 - Truck
- Service

