



## FRANCIS SCOTT KEY BRIDGE COLLAPSE INCIDENT UPDATE 3/28/2024

Dear Valued Customer,

The press conference in Baltimore last night revealed that this has shifted from a search and rescue effort to a salvage effort. Our thoughts and prayers continue to be with the poor souls who are now presumed deceased, and with their families. We also continue to be thankful to all responders to this incident as they are working around the clock to help bring closure to the affected families and get our amazing Port open again. Many assets have been mobilized to begin the salvage effort, and we have seen barges on their way up the bay with cranes to begin the process. With any luck, the salvage should begin in the coming days. We still have no update on a target date to have these efforts completed, but we expect a community announcement in the coming days and will keep everyone updated as soon as we hear something.

We would like to encourage our customers to utilize the Baltimore CSX rail ramp when possible. Most Ports in New Jersey (Newark and Elizabeth) and Norfolk, VA (NIT and VIG) have on-dock CSX rail with connectivity to Baltimore. We believe this is the best option to expedite cargo into our Baltimore warehouses and omit additional handling of your overweight containers. Additionally, our services out of the Baltimore CSX rail ramp can be handled under our existing active rates. If the Baltimore CSX rail ramp is not feasible for you, we want to remind you that we are offering drayage services to/from the following points for legal weight containers (under 56,000 lbs. cargo weight):

- Philadelphia, PA
- Wilmington, DE
- Norfolk, VA
- Harrisburg, PA (NS rail ramp)
- Front Royal, VA (NS rail ramp)
- Richmond, VA (Barge service from Port of Norfolk to Richmond, VA)

It is likely that rail capacity will begin to tighten, so we encourage our customers to explore these above options as a contingency. We also want to share with you that any drayage services offered from the above points will be invoiced separately and will be issued directly from Terminal Transportation Services. Any invoices related to drayage moves from the above points will be billed as a differential amount from your current all-in Baltimore pricing. As always, if you have any questions please reach out.

Lastly, we would like to thank all our customers for being such incredible partners. We have received overwhelming support from you in finding new ways to get your cargo into Baltimore and keep our amazing team busy. We cannot thank you enough and we will not let you down!

Best regards,

Perry Menzies  
*CEO*  
The Terminal Corporation

Pete Menzies  
*President*  
The Terminal Corporation