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October 3, 2002

#### BY ELECTRONIC SUBMISSION

Ms. Dorothy Beard Chief, Documentary Services Division Department of Transportation 400 Seventh Street, S.W., Room PL-401 Washington, DC 20590

Re:

2002 U.S.-Mexico All-Cargo Exemption Service Case,

Docket OST-2002-13299

Dear Ms. Beard:

Pursuant to Order 2002-9-5, Express.Net Airlines, LLC ("Express.Net") is submitting its Direct Exhibits in the above-referenced case electronically.

Express.Net has attached a certificate of service and service list for all parties in this case.

Respectfully submitted,

Lorraine B. Halloway

Counsel for

Express.Net Airlines, LLC

Lonaine B. Hallmary

Attachments

cc: All parties on the Service List

1946344

#### CERTIFICATE OF SERVICE

I certify that I have this date served the foregoing document and the Direct Exhibits of Express.Net Airlines, LLC on the following persons by e-mail in accordance with the Department's Rules of Practice and Order 2002-9-5:

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October 3, 2002



Exhibit	Title
EXN	
T-1	Testimony of James Young, President, Express.Net Airlines, LLC
T-2	Testimony of Ronald Young, Vice President, Latin America Area, Emery Forwarding
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<b>Exhibit</b>	Title
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	EXN-400 Exhibits U.S. – Mexico Air Cargo Market
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402	Over 138,000 Tons of Air Cargo was Transported in the U.S. – Mexico Market in 2001
403	Even with the Downturn in 2001, U.S. – Mexico Air Cargo Exceeded \$12 Billion in Value
404	The U.S. – Mexico Market is Directionally Balanced
405	Ohio/Kentucky Airports and El Paso Rank High in Air Trade with Mexico
406	U.S. International Air Trade for Mexico by U.S. State of Origin/Destination (1997 – 2001)
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408	Total U.S. – Mexico Air Cargo Traffic by Carrier (First Quarter 2000 – Fourth Quarter 2001)
409	Total U.S. – Mexico Air Cargo Traffic by Mexican Airport (First Quarter 2000 – Fourth Quarter 2001)
	EXN-500 Exhibits Civic Support
501	Testimony of Eugene B. Conrad, Director, Dayton International Airport
502	Testimony of Patrick Abeln, Director of Aviation, El Paso International Airport

# TESTIMONY OF JAMES YOUNG PRESIDENT, EXPRESS.NET AIRLINES, LLC

Express.Net, the first airline to apply for the available Mexico designation, has substantial experience operating U.S.-Mexico flights, will bring wide-body A-300 flights offering service between points throughout the U.S. and points in Mexico via the Emery Forwarding Dayton hub and will enhance competition among U.S. airlines, forwarders and gateways. Express.Net has been providing charter service for the last 2 ½ years and has built its service primarily around the A-300B4-203F, which has proven to be amongst the most reliable, economical and efficient aircraft operating in today's express and overnight cargo industry. Express.Net currently operates a total of 13 aircraft, including 10 A300F's. Express.Net has operated profitably each month since January 2002, except for June.

The direct exhibits submitted by Express.Net demonstrate that it is the clear choice for the one available U.S.-Mexico all-cargo designation. Express.Net will maximize use of the designation by operating 10 weekly roundtrip flights as soon as possible with five weekly roundtrip flights on each of two routes: (1) Dayton-Monterrey-Guadalajara-Mexico City and (2) Dayton-El Paso-Chihuahua.

Express.Net's scheduled Mexico flights will serve shippers and cities throughout the U.S. by connecting through Emery's primary Dayton hub to more than 100 cities by air and surface transportation. Comprehensive service is

provided throughout the United States directly and through Emery's seven regional hubs which include locations at Chicago, Los Angeles, Orlando and Poughkeepsie, and serve even more cities by truck. Timing is critical to those connecting services and to shippers using these flights, and Express.Net needs access to prime-time slots at Mexico City which are unavailable to it as a charter carrier.

Express.Net has substantial experience providing charter service between the United States and Mexico and is well positioned to begin scheduled U.S.-Mexico operations. Between April 1, 2001 and March 31, 2002, for example, Express.Net conducted more than 160 charter flights between the United States and Mexico, including Dayton-Guadalajara, Dayton-Monterrey and El Paso-Chihuahua flights for Emery as well as Austin-Guadalajara, Dallas/Fort Worth-Leon, Fort Worth-Hermosillo, Laredo-Toluca, South Bend-Hermosillo and Toledo-Saltillo flights for other shippers. Additionally, Express.Net has been providing extensive charter service within the United States for Emery, including operations between Emery's Dayton hub and San Jose, Salt Lake City, Phoenix, Newark, Baltimore, Portland, Oregon, Nashville, El Paso and Milwaukee, as well as between other U.S. points.

Express.Net's reliable A-300B4-203F aircraft are optimal for U.S.-Mexico flights in terms of both capacity and performance. The A-300B4 has a payload capacity of 96,780 pounds and can carry up to twenty 88 inch x 125 inch pallets. The twin-engine A-300B4's used by Express.Net are configured to carry a volume of

13,585 cubic feet of cargo, are fully Stage III compliant and are fuel efficient.

Moreover, with the A-300B4's reasonable payload, Express.Net's break-even point per flight will be comparatively low. At the same time, the payload capacity of the A300B4 is large enough to enable Express.Net's proposed service to make a real impact on overall U.S.-Mexico service and competition.

Awarding Express.Net the U.S.-Mexico all-cargo designation will also provide effective inter-gateway and hub competition. Competing hubs at Cincinnati/Northwestern Kentucky International, Louisville and Memphis are each served by a scheduled all-cargo airline serving Mexico, so allowing Express.Net to operate Dayton-Mexico scheduled service will increase competition among the companies operating these hubs.

Express.Net's proposed service will also add two important gateways for Mexico scheduled all-cargo service, Dayton and El Paso. Dayton ranks 13<sup>th</sup> among U.S. airports in terms of cargo enplaned and El Paso is among the largest U.S. importing/exporting points along the U.S./Mexico border.

Only an award to Express.Net will maximize benefits to shippers while at the same time expanding airline, forwarder, gateway and cargo hub competition. The Department should select Express.Net for the primary award.

#### TESTIMONY OF RONALD YOUNG VICE PRESIDENT, LATIN AMERICA AREA, EMERY FORWARDING

As Vice President for the Latin America Area at Emery Air Freight Corporation, d/b/a Emery Forwarding, for the past 14 years, I am acutely aware of how vital the U.S.-Mexico scheduled service proposed by Express.Net is to Emery's ability to compete effectively with other freight forwarders and express carriers which currently enjoy scheduled all-cargo access to Mexico. I also know that Express.Net's scheduled service will provide substantial benefits to the thousands of U.S. shippers who depend on Emery's network for transportation of time sensitive cargo.

Emery and Express.Net have worked together diligently over the past year to provide U.S.-Mexico charters where Express.Net can secure usable slots at Mexico airports, but the Emery Forwarding network requires the scheduled U.S.-Mexico operations which Emery Worldwide Airlines previously conducted to compete effectively and to provide service required by Emery's customers. Scheduled services are required by the U.S. exporters Emery serves and by Emery customers who import finished products back to the U.S. from assembly plants in Mexico.

The Emery network provides access to time-definite transportation for 90% of the consumers in the U.S. through the overnight sortation center at Emery's Dayton hub and seven regional hubs throughout the U.S. Without scheduled service, Express.Net is unable to operate Dayton-Mexico City flights for Emery because Mexican aviation policies preclude U.S. charter carriers from securing the slots required at Mexico City to meet the time constraints required by Emery's shippers and provided through the nightly connecting sort at the Dayton hub. Only with scheduled U.S.-Mexico authority will Express.Net be able to secure usable slots at Mexico City and provide the timely connections and access required by Emery and its customers.

Three other companies (DHL, FedEx and UPS) with competing hubs already provide scheduled U.S.-Mexico service. Awarding Express.Net U.S.-Mexico scheduled authority will enhance Emery's ability to compete with those companies, increasing competition among companies that provide overnight and time-definite transportation.

Emery Air Freight Corporation was founded in 1946 by John C. Emery, Sr., and was the first air freight forwarder to apply for authority from the Civil Aeronautics Board. When the Company began, it operated out of a New York office with a fleet of ground vehicles that consisted of two Ford station wagons. Today Emery is part of the Menlo Worldwide business segment of CNF, Inc., based in Redwood City, Calif. Menlo Worldwide is a \$2.9-billion global air, ocean, customs brokerage and logistics services group of businesses with 12,000 employees and global supply services in 200 countries.

Emery has offered air freight forwarder/express delivery services in the U.S.-Mexico market for over 30 years, first using scheduled combination services, next chartering services of all-cargo airlines and then benefiting from Emery Worldwide Airlines' scheduled service. During that time, Emery has established facilities and personnel at each of the Mexican points (Monterrey, Mexico City, Guadalajara, Chihuahua) which Express.Net proposes to serve initially. Emery also has offices in the secondary markets of Leon and Aguascalientes, and this month we open satellite offices in Queretaro and the port of Veracruz. While Express.Net will be establishing its own stations at the Mexican points it will serve, Emery personnel will also assist Express.Net.

By providing service for Emery through Emery's hub at Dayton, Express.Net will be serving the 13th largest cargo airport in terms of cargo enplaned and will reach most of the consumers in the U.S. Through Emery's primary Dayton hub and the ground network at Emery's seven regional hubs (Charlotte, Chicago, Dallas, Los Angeles, Nashville, Orlando, and Poughkeepsie), Express.Net's Mexico scheduled service will serve over 100 cities. As the attached factsheet shows, Emery has over 500 service and agent locations in North America and around the world, and the Emery network serves 226 countries which will link Express.Net's scheduled service with customers in the U.S. and abroad.

Because Express.Net's scheduled service between the U.S.-Mexico is essential to the Emery network and will provide huge benefits to Emery's customers, Emery urges the Department to select Express.Net for the available designation.

#### **Emery Fact Sheet**

#### PROFILE AND MARKET FOCUS

Emery Forwarding, part of the Menlo Worldwide group of integrated business solution providers, offers international air and ocean forwarding, North American overnight, expedited, second-day and deferred air freight, customs brokerage and project management services. Menlo Worldwide, based in Redwood City, Calif., is a \$2.9 billion company with 12,000 employees and global supply chain services in more than 200 countries. Menlo Worldwide was formed in December 2001.

#### **NETWORK**

- Over 500 service and agent locations in North America and around the world;
- Service to 226 countries worldwide;
- Access to a fleet of 90 cargo aircraft in North America;
- International air services through freight forwarding network, utilizing scheduled commercial aircraft;
- North American Sortation Center in Dayton, Ohio and regional hubs in seven U.S. cities:
- International gateways in eight U.S. cities;
- European Sortation Center in Brussels, Belgium;
- Regional, multi-user logistics and distribution centers for Asia/Pacific, Latin America, Europe and North America;
- Single-user logistics facilities operated on behalf of customers throughout the world;
- Sixty-five customs brokerage offices in North America in addition to relationships with agencies worldwide;
- One hundred forty-seven wholly owned ocean forwarding offices worldwide.

#### **BUSINESS COMPONENTS**

OCEAN SERVICES -- Full-service forwarder and non-vessel operating common carrier (NVOCC).

CUSTOMS BROKERS - Full-service customs brokerage agency providing expertise in international shipment documentation, customs procedures and clearance for import or export shipments.

GLOBAL LOGISTICS - Custom-tailored logistics solutions, including warehousing, inventory management, order fulfillment and distribution.

GLOBAL PROJECT MANAGEMENT - Acts as an in-house expeditor for large industrial projects that require movement of heavyweight and break-bulk cargo by air, sea and over land including shipment preparation, materials management, customs clearance and inspections.

#### **CUSTOMER SERVICE**

Emery Forwarding provides customer service support both locally from its service centers and from its centralized Customer Service Center in Overland Park, Kan. The Customer Service Center, open seven days a week, 24 hours a day, is a telecommunications-based information center for customer inquiries on in-transit shipments, pickup and delivery schedules, pricing and service availability. The Center also supports Emery's 13 dedicated industry groups and major customers requiring specialized services.

#### **DEDICATED INDUSTRY GROUPS**

Specialized service groups work with specific industries to create and implement transportation and logistics programs tailored to their unique requirements and time-definite service demands. Emery's specialty groups serve the following industries:

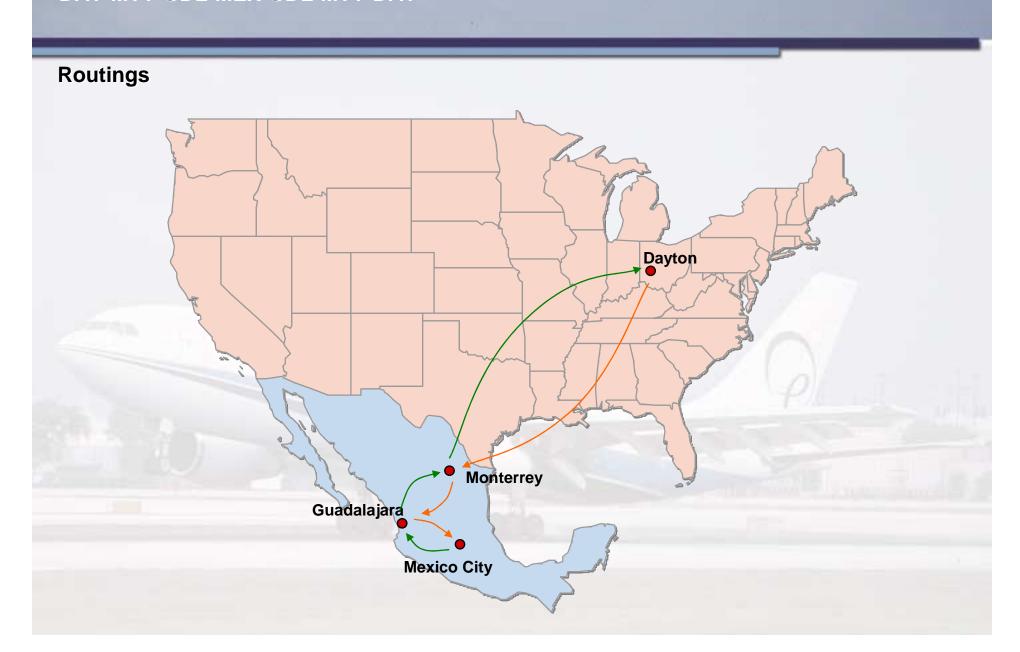
- Aerospace
- Apparel, Retail and Textile
- Automotive
- Electronics and Computer Technology
- Film and Entertainment
- Pharmaceuticals and Health Care
- Heavy Equipment and Machinery
- Government Sales and Logistics
- Publishing and Printed Matter
- Telecommunications
- Trade Shows and Convention



### **Express.Net Will Offer Ten Weekly Roundtrip Flights Over Two Routes**

# **Routings** Dayton El Paso Chihuahua Monterrey Guadalajara **Mexico City** DAY-MTY-GDL-MEX-GDL-MTY-DAY **DAY-ELP-CUU-ELP-DAY**

# Express.Net's Service Proposal: DAY-MTY-GDL-MEX-GDL-MTY-DAY



# Express.Net's Service Proposal: DAY-MTY-GDL-MEX-GDL-MTY-DAY

# Flight Schedule

Dayton Mexico City					
Flight Number	Aircraft Type	Station	Local Departure Time	Station	Local Arrival Time
		Northk	ound		
	Operates on Mo	nday, Tuesday, V	Vednesday, Thu	rsday and Friday	
163	A300-200	Mexico City	18:55	Guadalajara	20:07
163	A300-200	Guadalajara	20:52	Monterrey	22:14
163	A300-200	Monterrey	22:59	Dayton	02:54
		Southb	ound		
	Operates on Tue	sday, Wednesda	y, Thursday, Frid	day and Saturday	,
164	A300-200	Dayton	05:00	Monterrey	07:14
164	A300-200	Monterrey	07:59	Guadalajara	09:22
164	A300-200	Guadalajara	10:07	Mexico City	11:16

# **Express.Net's Service Proposal:** DAY-ELP-CUU-ELP-DAY

# **Routings** Dayton El Paso Chihuahua Note: Service also makes stops in Dallas/Ft. Worth two days per week.

# **Express.Net's Service Proposal:** DAY-ELP-CUU-ELP-DAY

# Flight Schedule

	Dayton	Chihuahua	<b>a</b>	
Aircraft Type	Station	Local Departure Time	Station	Local Arrival Time
	Nort	hbound		
Operate	s on Monday, Tues	day, Wednesda	ay and Thursday	
A300-200	Chihuahua	18:22	El Paso	19:22
A300-200	El Paso	21:11	Dayton	02:11
	Operate	s on Friday		
A300-200	Chihuahua	17:52	El Paso	18:52
A300-200	El Paso	20:26	Dallas-Ft. Worth	23:01
A300-200	Dallas-Ft. Worth	23:46	Dayton	02:55
	Sout	hbound		
Operates on Tuesday, Wednesday, Thursday and Friday				
A300-200	Dayton	05:46	El Paso	07:10
A300-200	El Paso	11:00	Chihuahua	11:59
Dayton-El Paso Operates on Saturday, El Paso-Chihuahua Operates on Monday				
A 300-200	Dayton	06:25	Dallas-Et Worth	07:50
	•			09:19
A300-200 A300-200	El Paso	11:00	Chihuahua	11:59
	Type  Operate  A300-200	Aircraft Type Station  Nort Operates on Monday, Tuest A300-200 Chihuahua A300-200 El Paso  Operate  A300-200 Chihuahua A300-200 El Paso A300-200 El Paso A300-200 Dallas-Ft. Worth  Sout Operates on Tuesday, Wet A300-200 Dayton	Aircraft Type Station  Northbound Operates on Monday, Tuesday, Wednesday A300-200 Chihuahua 18:22 A300-200 Chihuahua 18:22 A300-200 Chihuahua 17:52 A300-200 Chihuahua 17:5	Aircraft Type Station Time Station  Northbound Operates on Monday, Tuesday, Wednesday and Thursday  A300-200 Chihuahua 18:22 El Paso A300-200 El Paso 21:11 Dayton  Operates on Friday  A300-200 Chihuahua 17:52 El Paso A300-200 El Paso 20:26 Dallas-Ft. Worth A300-200 Dallas-Ft. Worth 23:46 Dayton  Southbound Operates on Tuesday, Wednesday, Thursday and Friday  A300-200 Dayton A300-200 Dayton A300-200 Dayton A300-200 Dayton O5:46 El Paso A300-200 Chihuahua  n-El Paso Operates on Saturday, El Paso-Chihuahua Operates on Mason-200 Dayton O6:25 Dallas-Ft. Worth A300-200 Dayton O6:25 Dallas-Ft. Worth A300-200 Dayton O6:25 Dallas-Ft. Worth

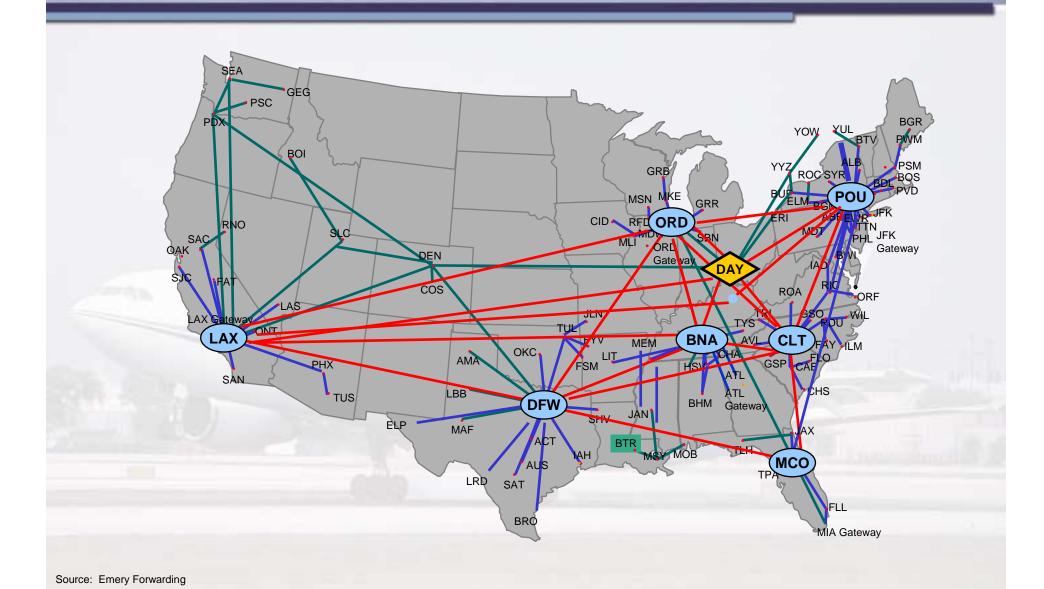
### Express.Net's Mexico - Dayton Service will Connect with 47 Cities by Air



# **Express.Net's Mexico – Dayton Service will Connect with Ground Service to 56 Cities**



## **Emery Forwarding Regional Hub Network**





#### Narrative to Express.Net's Traffic Forecast

Express.Net proposes to operate ten weekly roundtrip frequencies in the U.S. – Mexico market. Detailed service proposals are provided in Exhibits EXN-101, 102 and 103.

The traffic forecasts for Express. Net submitted in this case are based on the following methodology and assumptions. In each forecast Express. Net had actual operating and sales experience on which to base its traffic forecast.

Express.Net has forecast cargo traffic and resulting load factors for the 12 months ended December 31, 2003. The base year for the forecast was the 12 months ended December 31, 2001. The forecast pounds were based on Express.Net/Emery actual experience in the proposed markets during 2001. In 2001, Express.Net operated a dedicated aircraft to Guadalajara while Mexico City and Monterrey shared another aircraft. The majority of services were operated with Airbus A300F equipment. However, most of the Chihuahua operations moved on B727F aircraft. The forecast also assumes that the proposed flights will operate 255 revenue days per year.

The combined northbound historical traffic in the Mexico City, Guadalajara, and Monterrey markets totaled 17,424,592 pounds. In the traffic forecast detailed in Exhibit EXN-202, Express.Net has forecast 16,769,565 pounds. In this proposal, all three Mexican airports will be served on one A300F operating MEX-GDL-MTY-DAY-MTY-GDL-MEX because traffic has declined as a result of current economic conditions. This forecast represents a 3.8% decrease in traffic over 2001 base year totals. Correspondingly, southbound traffic in 2001 was 23,015,265 pounds. Express.Net is forecasting 21,262,709 pounds carried in the forecast year 2003. This represents a 12% decrease in traffic carried on the route. The resulting load factor on the critical segment is forecast to be 73% northbound and 88% southbound.

The Chihuahua market has some different circumstances. Express.Net carried 7,182,048 pounds northbound and 5,812,742 pounds southbound. However, this route was operated solely with a B727F aircraft until September 2001. At that time, customers committed to increased revenue pounds and a more favorable departure time was scheduled. Express.Net added a A300F to the route and saw load factors increase significantly.

Due to these factors, Express. Net is forecasting significantly greater loads on its proposed Chihuahua service. Northbound traffic is forecast at 18,567,262

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pounds and southbound is forecast at 21,262,709 pounds (see Exhibit 203). These carriage levels convert to load factors of 81% on the northbound segment and 83% southbound. This is consistent with the traffic load factor experience since September 2001.

Based on its own history in the markets, Express. Net has also forecast the share of express/small package freight carried versus general freight. As illustrated in the forecast Exhibits EXN-202 and 203, Express. Net expects that the vast majority of products it will carry represent small package and express delivery.

Finally, for each proposed routing and segment flown Express. Net will utilize the Airbus A300-200 freighter aircraft with a total available payload capacity of 96,780 pounds. The forecast load factor, however, is limited by the density of the cargo. For this case, Express. Net estimates that the average density of the cargo would be 7.25 pounds per cubic foot utilization with a total capacity of 12,400 cubic feet. Therefore, the effective available payload is approximately 90,000 pounds.

# **Express.Net Cargo Traffic Forecast Dayton – Mexico City**

Route

Percentage of General Air Freight

#### **Northbound**

(EB163 MEX-GDL-MTY-DAY)

**Annual Revenue Pounds** 

15%

Total Mexico City – all U.S. cities	3,689,304
Total Guadalajara – all U.S. cities	5,701,652
Total Monterrey – all U.S. cities	7,378,609
Total All Mexico – all U.S. cities	16,769,565
Total Annual Payload Capacity	22,950,000
Northbound Forecasted Load Factor	73.07%
Percentage of Hvywt. Express / Small Package Freight	85%

#### <u>Southbound</u>

(EB164 DAY-MTY-GDL-MEX)

Route		Annual Revenue Pounds
_		
Total all U.S. cities - Mon	terrey	3,429,418
Total all U.S. cities - Guad	dalajara	6,858,837
Total all U.S. cities - Mexi	ico Čity	9,884,795
Total all U.S. cities - all M	lexico	20,173,050
Total Annual Payload Cap	pacity	22,950,000
Southbound Forecasted L	oad Factor	87.90%
Percentage of Hvywt. Exp	ress / Small Package Freigh	t 90%
Percentage of General Air	r Freight	10%
_	-	

Source: Express.Net Business Plan

### **Express.Net Cargo Traffic Forecast** Dayton – Chihuahua

#### **Northbound**

(EB045 CUU-ELP-DAY)

#### **Annual Revenue Pounds** Route

Total Chihuahua – all U.S. cities	6,188,610
Total El Paso- all U.S. cities	12,378,652
Total All – all U.S. cities	18,567,262
Total Annual Payload Capacity	22,950,000
Northbound Forecasted Load Factor	80.9%
Percentage of Hvywt. Express / Small Package Freight	75%
Percentage of General Air Freight	25%

<u>Southbound</u> (EB046 DAY-ELP-CUU)

Route	Annual Revenue Pounds
Route	Annuai Revenue Pour

Total all U.S. cities – El Paso	14,182,243
Total all U.S. cities – Chihuahua	7,080,466
Total all U.S. cities – Total All	21,262,709
Total Annual Payload Capacity	22,950,000
Southbound Forecasted Load Factor	92.65%
Percentage of Hvywt. Express / Small Package Freight	83%
Percentage of General Air Freight	17%

Source: Express.Net Business Plan



# **Express.Net Currently Operates a Fleet of 13 Aircraft Including 10 A300B4-203F's**

# Date Added A/C Type A/C Region 5/4/2000 A300B4-203F N37

Date Added	A/C Type	A/C Registration
5/4/2000	A300B4-203F	N371PC
6/1/2000	A300B4-203F	N370PC
7/5/2000	A300B4-203F	N372PC
9/3/2000	A300B4-203F	N373PC
10/17/2000	A300B4-203F	N472AS
11/6/2000	A300B4-203F	N474AS
1/31/2001	A300B4-203F	N473AS
11/27/2001	A300B4-203F	N224KW
2/15/2002	A300B4-203F	N13974
6/25/2002	A300B4-203F	N307FV
8/29/2000	B727-100	N792A
8/11/2000	B727-200	N793A
1999	B727-100	N704A

Source: Express.Net

### A300B4F Dimensions

Span	147ft	1in	44.84m
Length	175ft	11in	53.62m
Height	54ft	3in	16.53m
Fuselage diameter	18ft	6in	5.64m
Cabin clear height		98in	2.49m
Gross volume	13,585ft <sup>3</sup>		



# The A300B4-203F has a Payload of 96,780 Pounds

Payload	96,780
Operating Empty Weight	181,000
Maximum Zero Fuel Weight	277,780
Maximum Landing Weight	299,826
Maximum Take-Off Weight	363,757
Maximum Ramp Weight	365,737

Source: Airbus Industries

## **A300B4F Loading Configurations**

### Maximized Containerized Configuration

AAX Configuration

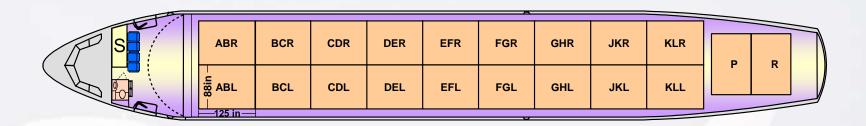
Container Type:	Container Dimensions:	Cubic Feet Per Container:	No. of Containers:	Total Volume:
AAX	125"x88"x96"	500	18	9,000
A2	125"x88"x82"	440	2	880
LD3*	60.4"x61.5"x64"	157	20	3,140
Bulk	N/A	565	1 .	565
Total				13,585

\*LD3's can be replaced by 4 AAP's (125"x88"x64") and 4 ALP's (125"x60.4"x64")

Source: Airbus Industries

### A300B4F Main Deck Loading

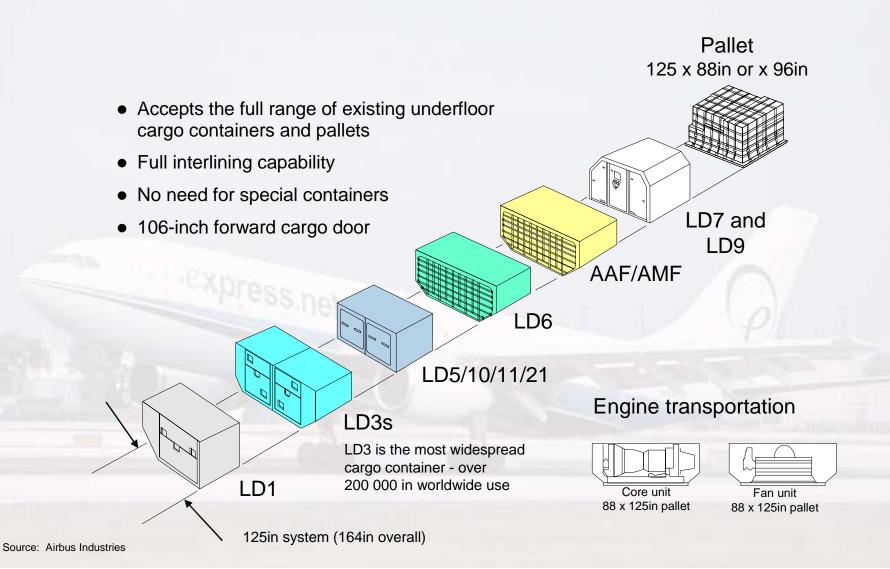
Side by side loading: 20 88x125in pallets



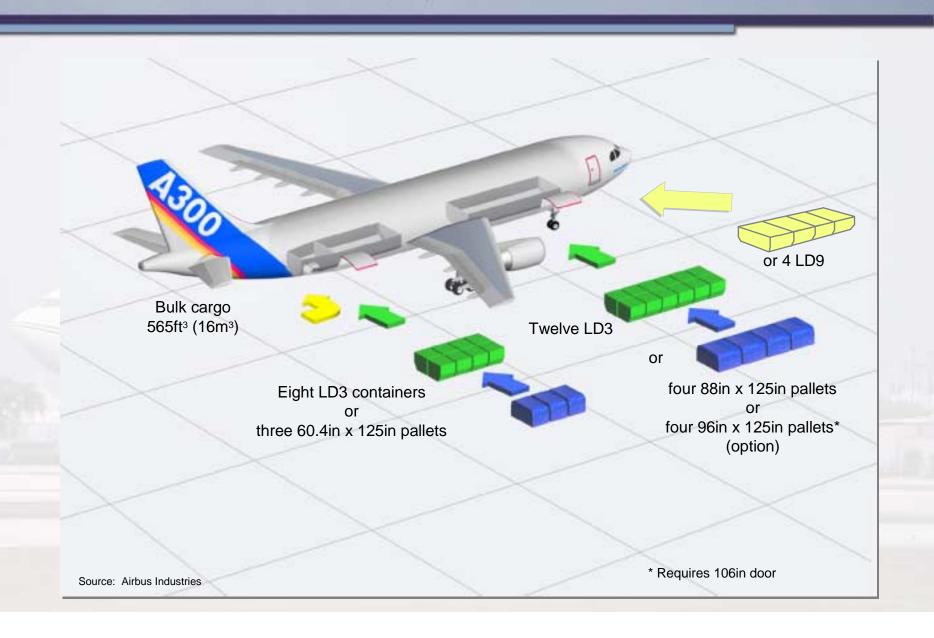
Main deck: Up to twenty pallets

Source: Airbus Industries

### The AIRBUS Wide-body Cargo Hold Flexibility



### A300B4F Cargo Hold Flexibility



### **Express.Net Airlines Provides Vital Links to Emery's Dayton Hub**

### **Dayton Hub Infrastructure**

#### **OVERVIEW**

ISO9002 Certified Facility Footprint = 899,371 square feet Office Space = 146,808 square feet Tower Height = 16 Stories or 163 feet

#### **RAMP**

Area = 5,072,640 square feet Available Parking Positions = 62 (dependent upon aircraft type)

### **SORT FACILITY**

#### 21 Modules

64 Conveyable Unload Positions70 Heavy Unload Positions130 Conveyable Load Positions363 Heavy Load Positions

#### **Truck Dock**

14 Positions for Containerized Trucks37 Positions for Bulk Trucks

#### **Conveyable Sort**

Conveyor Belts = 6 miles
Primary Sort
Size = 250 feet wide by 25 feet high
Capacity = 40,000 pieces per hour
Exit belts = 7
Secondary Sort
Capacity = 10,000 pieces per hour
Total Conveyable Capacity = 50,000 pieces per hour

### **Express.Net Airlines Provides Vital Links to Emery's Dayton Hub**

### **Dayton Hub Infrastructure**

#### **SORT FACILITY (Continued)**

**Primetime Operation** 

Outbound Weight = 2,286,994 (June Average)

#### **Daylight Operation**

Outbound Weight = 385,662 (June Average)

#### **FUEL FARM**

Aviation Fuel Storage Capacity = 4 million gallons Aviation Fuel Consumption = 202,920 gallons per 24 hours De-Ice Storage Capacity = 75,000 gallons

#### FREIGHT TRACKING SYSTEM

68 Overhead Scanners 426 Handheld Scanners

### **RADIO SYSTEM**

15 Frequency Radio System 403 Handheld Radios

### **Express.Net Airlines Provides Vital Links to Emery's Dayton Hub**

### **Dayton Hub Infrastructure**

### **Equipment at DAY**

<u>Type</u>	<u>Number</u>
Aircraft Stairs	74
Air Start Units	17
Ambulances	2
Buses	8
Belt Loaders	47
De-Ice Trucks	21
Fork Lifts	390
Ground Power Units (GPU)	61
K-Loaders	49
Refueler Trucks	15
Tugs	193
Unit Loading Devices (ULD)	6,500
Vans	130

### **Emery Forwarding Regional Hub Information**

	CLT	PC	<u>DU</u>	DFW	MCO_	ORD	LAX	BNA
Capacity (lbs.)	400,000	600	,000	550,000	170,000	500,000	400,000	250,000
Capacity Utilization	60%	48	3%	41%	48%	43%	43%	44%
Cities Served	CLT	ABE	PSM	AUS	FLL	CHI	LAX	ATL
Overniaht	ATL	BDL	PVD	BRO	JAX	CID	MHR	ВНМ
*LTL	CHS	BOS	PWM	ELP	TPA	DTW	SAN	HSU
	GSO	BTV	ROC	IAH		GRR	SJC	LIT
	GSP	BUF	SYR	ICT		MDW	DEN*	MEM
	RDU	BWI	TTN	LRD		MKE	LAS*	BNA
	RDA	EWR	YUL	OKC			PDX*	
	TRI	IAD	YYZ	SAT			RNO*	
		JFK		SHV			SEA*	
		MDT		TUL			SLC*	
HUBS Served Second Day	DAY	ORD		LAX	POU	CLT	DFW	CLT
•	BNA	CLT		ORD	DFW	POU		DFW
	MCO	MCO		DAY		DAY		DAY
	POU	DAY						
	DFW							
Gateways Served	MIA			MIA	ATL	MIA	LAX	ATL
•	ATL				MIA	CHI		



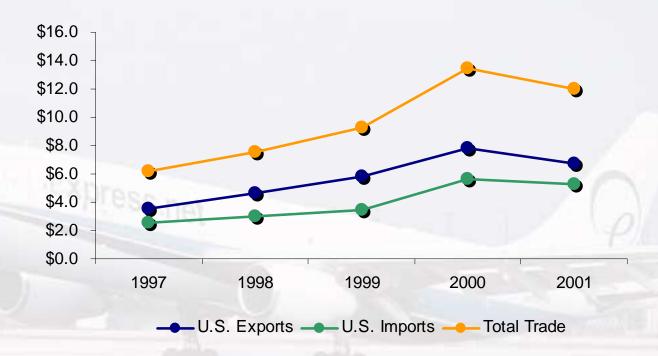
### Before 2001, U.S.-Mexico Air Cargo was Growing Annually by 30 Percent in Value and 17 Percent in Weight

	U.SMex	cico Air Trade	e Value	U.SMex	ico Air Trade	Weight
		(Billions \$)			eight (Short Ton	
	U.S. Exports	U.S. Imports	Total Trade	U.S. Exports	U.S. Imports	Total Trade
1997	3.58	2.57	6.15	52,733	60,251	112,984
1998	4.60	2.97	7.57	67,771	66,247	134,018
1999	5.81	3.44	9.25	84,107	72,181	156,288
2000	7.81	5.66	13.47	94,789	87,745	182,535
2001	6.71	5.29	12.00	76,351	61,997	138,347
CAGR (1997-2001)	17.0%	19.8%	18.2%	9.7%	0.7%	5.2%
CAGR (1997-2000)	29.7%	30.1%	29.9%	21.6%	13.3%	17.3%

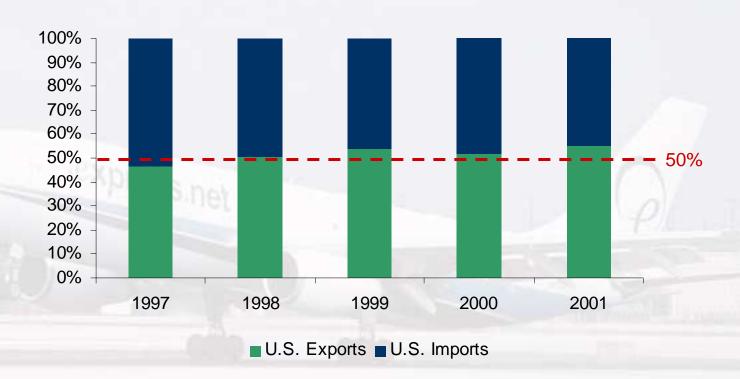
# Over 138,000 Tons of Air Cargo was Transported in the U.S. – Mexico Market in 2001



# Even with the Downturn in 2001, U.S. – Mexico Air Cargo Exceeded \$12 Billion in Value



# **Annual Air Trade Weight** (U.S. Exports v. U.S. Imports)



### Ohio/Kentucky Airports and El Paso Rank High in Air Trade with Mexico

# U.S. Air Exports by Airport of Exit

	20	000	20	01
Airport of Exit	Value (Mil. \$)	Weight (Short Tons)	Value (Mil. \$)	Weight (Short Tons)
Ohio/Kentucky Airports	\$1,916.40	20,073	\$1,300.10	12,284
New Orleans/Memphis	\$1,918.60	13,947	\$1,371.50	10,863
Los Angeles	\$990.90	12,460	\$1,043.50	12,531
Miami	\$561.00	10,949	\$504.40	10,268
JFK Intl Airport	\$329.30	4,736	\$325.40	4,957
Houston Airport	\$347.90	4,365	\$399.30	5,560
Chicago	\$230.30	4,085	\$195.30	3,037
Dallas-Ft Worth	\$187.30	3,273	\$151.20	1,552
Shreveport-Bossier	\$12.10	2,578	\$2.20	189
Laredo	\$38.00	1,845	\$22.30	347
San Antonio	\$207.70	1,501	\$364.70	2,661
El Paso	\$42.50	1,301	\$38.10	582
Atlanta	\$80.40	1,282	\$67.10	1,079
Newark	\$97.60	1,175	\$124.10	373
Brownsville	\$20.00	1,025	\$60.80	2,556
Austin	\$124.50	837	\$233.70	1,927
San Francisco Airport	\$126.30	609	\$135.30	789
San Juan Airport	\$33.60	262	\$42.90	439
Logan Airport	\$36.50	234	\$17.10	242
Nashville Airport	\$5.90	165	\$5.90	185
Philadelphia	\$4.30	141	\$7.70	138
Waukegan AP - Chicago	\$7.60	133	\$6.30	141
Minneapolis-St Paul	\$4.80	78	\$18.50	138
San Diego	\$3.00	41	\$2.90	180
Cincinnati	\$1.10	18	\$3.70	229
Grand Total - All Airports	\$7,472.40	91,011	\$6,547.70	74,697

Note: Ohio/Kentucky airports include commercial and cargo airports as well as integrator hubs in the two states. Source: U.S. Bureau of the Census, Foreign Trade Statistics

			TOTAL					EXPORTS					IMPORTS		
					Average					Average					Average
	Value (N	,	Weight (		Value _	Value (N		Weight		Value	Value (N	,	Weight	· <i>,</i>	Value
State of		% of		% of	per		% of		% of	per		% of		% of	per
Origin/Destination	1997	Total	1997	Total	Pound	1997	Total	1997	Total	Pound	1997	Total	1997	Total	Pound
Alabama	\$91.7	1.5%	961.3	0.9%	\$48	\$61.1	1.8%	435.7	0.8%	\$70	\$30.5	1.2%	525.6	0.9%	\$29
Alaska	\$0.7	0.0%	26.4	0.0%	\$13	\$0.4	0.0%	14.0	0.0%	\$14	\$0.3	0.0%	12.4	0.0%	\$11
Arizona	\$187.7	3.1%	1,409.8	1.3%	\$67	\$122.6	3.5%	930.4	1.8%	\$66	\$65.1	2.6%	479.5	0.8%	\$68
Arkansas	\$47.1	0.8%	932.3	0.8%	\$25	\$4.7	0.1%	99.9	0.2%	\$23	\$42.4	1.7%	832.4	1.4%	\$25
California	\$2,063.4	34.5%	23,542.1	21.1%	\$44	\$1,194.3	34.2%	11,091.9	21.2%	\$54	\$869.1	34.8%	12,450.3	20.9%	\$35
Colorado	\$112.0	1.9%	913.5	0.8%	\$61	\$55.7	1.6%	417.3	0.8%	\$67	\$56.3	2.3%	496.2	0.8%	\$57
Connecticut	\$64.4	1.1%	1,656.7	1.5%	\$19	\$32.6	0.9%	801.2	1.5%	\$20	\$31.8	1.3%	855.5	1.4%	\$19
Delaware	\$8.5	0.1%	278.7	0.2%	\$15	\$6.2	0.2%	177.1	0.3%	\$17	\$2.4	0.1%	101.6	0.2%	\$12
District of Columbia	\$1.8	0.0%	58.6	0.1%	\$16	\$0.6	0.0%	11.4	0.0%	\$25	\$1.2	0.0%	47.2	0.1%	\$13
Florida	\$308.4	5.1%	11,938.7	10.7%	\$13	\$208.1	6.0%	5,072.9	9.7%	\$21	\$100.2	4.0%	6,865.8	11.5%	\$7
Georgia	\$120.6	2.0%	3,064.0	2.7%	\$20	\$62.0	1.8%	1,488.4	2.9%	\$21	\$58.6	2.3%	1,575.6	2.6%	\$19
Hawaii	\$0.7	0.0%	31.8	0.0%	\$11	\$0.4	0.0%	12.4	0.0%	\$16	\$0.3	0.0%	19.4	0.0%	\$7
Idaho	\$5.0	0.1%	174.9	0.2%	\$14	\$1.8	0.1%	52.2	0.1%	\$17	\$3.2	0.1%	122.7	0.2%	\$13
Illinois	\$220.5	3.7%	5,273.0	4.7%	\$21	\$161.0	4.6%	2,772.4	5.3%	\$29	\$59.4	2.4%	2,500.6	4.2%	\$12
Indiana	\$75.6	1.3%	2,258.4	2.0%	\$17	\$40.1	1.1%	853.1	1.6%	\$23	\$35.5	1.4%	1,405.3	2.4%	\$13
lowa	\$20.0	0.3%	470.0	0.4%	\$21	\$10.8	0.3%	203.8	0.4%	\$26	\$9.3	0.4%	266.2	0.4%	\$17
Kansas	\$18.7	0.3%	346.7	0.3%	\$27	\$9.9	0.3%	118.0	0.2%	\$42	\$8.8	0.4%	228.7	0.4%	\$19
Kentucky	\$48.0	0.8%	1,716.9	1.5%	\$14	\$27.4	0.8%	768.5	1.5%	\$18	\$20.6	0.8%	948.4	1.6%	\$11
Louisiana	\$52.4	0.9%	1,003.7	0.9%	\$26	\$5.8	0.2%	158.1	0.3%	\$18	\$46.6	1.9%	845.6	1.4%	\$28
Maine	\$13.2	0.2%	426.8	0.4%	\$16	\$3.0	0.1%	52.3	0.1%	\$29	\$10.2	0.4%	374.5	0.6%	\$14
Maryland	\$23.5	0.4%	744.0	0.7%	\$16	\$11.5	0.3%	268.4	0.5%	\$22	\$12.0	0.5%	475.6	0.8%	\$13
Massachusetts	\$165.2	2.8%	2,808.6	2.5%	\$29	\$117.6	3.4%	1,374.5	2.6%	\$43	\$47.6	1.9%	1,434.1	2.4%	\$17
Michigan	\$95.8	1.6%	5,091.9	4.6%	\$9	\$46.2	1.3%	3,123.8	6.0%	\$7	\$49.6	2.0%	1,968.0	3.3%	\$13
Minnesota	\$55.9	0.9%	1,014.0	0.9%	\$28	\$40.4	1.2%	608.2	1.2%	\$33	\$15.4	0.6%	405.8	0.7%	\$19
Mississippi	\$21.3	0.4%	382.5	0.3%	\$28	\$1.9	0.1%	52.9	0.1%	\$18	\$19.5	0.8%	329.6	0.6%	\$30
Missouri	\$47.0	0.8%	882.1	0.8%	\$27	\$29.5	0.8%	415.1	0.8%	\$36	\$17.5	0.7%	467.1	0.8%	\$19
Montana	\$2.3	0.0%	82.8	0.1%	\$14	\$0.8	0.0%	26.1	0.1%	\$15	\$1.5	0.1%	56.7	0.1%	\$13
Nebraska	\$8.3	0.1%	269.7	0.2%	\$15	\$3.5	0.1%	123.5	0.2%	\$14	\$4.8	0.2%	146.3	0.2%	\$16
Nevada	\$22.3	0.4%	210.1	0.2%	\$53	\$5.1	0.1%	68.8	0.1%	\$37	\$17.2	0.7%	141.3	0.2%	\$61
New Hampshire	\$30.3	0.5%	487.2	0.4%	\$31	\$19.6	0.6%	187.3	0.4%	\$52	\$10.7	0.4%	299.9	0.5%	\$18
New Jersey	\$140.9	2.4%	4,078.7	3.7%	\$17	\$93.8	2.7%	2,054.8	3.9%	\$23	\$47.1	1.9%	2,023.9	3.4%	\$12
New Mexico	\$20.4	0.3%	191.9	0.2%	\$53	\$2.4	0.1%	30.0	0.1%	\$40	\$18.0	0.7%	161.9	0.3%	\$56
New York	\$287.7	4.8%	7,479.9	6.7%	\$19	\$185.6	5.3%	3,125.6	6.0%	\$30	\$102.1	4.1%	4,354.3	7.3%	\$12
North Carolina	\$178.1	3.0%	3,342.3	3.0%	\$27	\$114.7	3.3%	1,646.2	3.2%	\$35	\$63.4	2.5%	1,696.1	2.8%	\$19
North Dakota	\$1.7	0.0%	48.6	0.0%	\$18	\$0.1	0.0%	0.7	0.0%	\$48	\$1.7	0.1%	47.9	0.1%	\$17
Ohio	\$107.9	1.8%	3,768.6	3.4%	\$14	\$50.2	1.4%	1,506.2	2.9%	\$17	\$57.7	2.3%	2,262.4	3.8%	\$13
Oklahoma	\$50.8	0.8%	921.9	0.8%	\$28	\$5.1	0.1%	138.7	0.3%	\$18	\$45.8	1.8%	783.2	1.3%	\$29
Oregon	\$70.5	1.2%	740.0	0.7%	\$48	\$45.2	1.3%	361.0	0.7%	\$63	\$25.3	1.0%	379.0	0.6%	\$33
Pennsylvania	\$103.5	1.7%	2,776.7	2.5%	\$19	\$64.3	1.8%	1,289.8	2.5%	\$25	\$39.2	1.6%	1,486.9	2.5%	\$13
Rhode Island	\$13.6	0.2%	413.3	0.4%	\$16	\$6.9	0.2%	224.4	0.4%	\$15	\$6.7	0.3%	188.9	0.3%	\$18

			TOTAL					EXPORTS					IMPORTS		
					Average					Average					Average
	Value (N	Лil. \$)	Weight	(ST)	Value	Value (N	√lil. \$)	Weight	(ST)	Value	Value (I	∕IiI. \$)	Weight	(ST)	Value
State of		% of		% of	per		% of		% of	per		% of		% of	per
Origin/Destination	1997	Total	1997	Total	Pound	1997	Total	1997	Total	Pound	1997	Total	1997	Total	Pound
South Carolina	\$54.5	0.9%	1,160.1	1.0%	\$23	\$23.9	0.7%	400.1	0.8%	\$30	\$30.6	1.2%	759.9	1.3%	\$20
South Dakota	\$5.9	0.1%	132.8	0.1%	\$22	\$3.7	0.1%	69.0	0.1%	\$27	\$2.2	0.1%	63.8	0.1%	\$17
Tennessee	\$89.1	1.5%	1,451.8	1.3%	\$31	\$44.5	1.3%	727.5	1.4%	\$31	\$44.7	1.8%	724.3	1.2%	\$31
Texas	\$696.4	11.6%	10,557.3	9.4%	\$33	\$437.0	12.5%	5,944.6	11.4%	\$37	\$259.4	10.4%	4,612.8	7.7%	\$28
Utah	\$16.7	0.3%	363.9	0.3%	\$23	\$11.1	0.3%	167.8	0.3%	\$33	\$5.6	0.2%	196.1	0.3%	\$14
Vermont	\$14.3	0.2%	290.1	0.3%	\$25	\$9.0	0.3%	96.9	0.2%	\$47	\$5.3	0.2%	193.2	0.3%	\$14
Virginia	\$63.0	1.1%	1,890.4	1.7%	\$17	\$42.8	1.2%	1,049.5	2.0%	\$20	\$20.1	0.8%	840.8	1.4%	\$12
Washington	\$77.5	1.3%	1,030.8	0.9%	\$38	\$37.4	1.1%	418.5	0.8%	\$45	\$40.2	1.6%	612.4	1.0%	\$33
West Virginia	\$5.1	0.1%	168.6	0.2%	\$15	\$0.8	0.0%	6.5	0.0%	\$64	\$4.3	0.2%	162.1	0.3%	\$13
Wisconsin	\$57.4	1.0%	2,346.0	2.1%	\$12	\$28.3	0.8%	1,078.5	2.1%	\$13	\$29.1	1.2%	1,267.4	2.1%	\$11
Wyoming	\$1.3	0.0%	118.2	0.1%	\$5	\$0.4	0.0%	86.0	0.2%	\$2	\$0.9	0.0%	32.2	0.1%	\$15
Total for MEXICO	\$5,988.6	100.0%	111,729.2	100.0%	\$27	\$3,492.0	100.0%	52,201.5	100.0%	\$33	\$2,497.0	100.0%	59,527.7	100.0%	\$21

Note: Exclude traffic for Puerto Rico and the Virgin Islands..

Source: U.S. Bureau of the Census, Foreign Trade Statistics modified for this analysis.

			TOTAL					EXPORTS					IMPORTS		
		4.			Average					Average					Average
04-44	Value (N	,	Weight (		Value _	Value (N		Weight	, ,	Value _	Value (N		Weight	, ,	Value
State of Origin/Destination	1998	% of Total	1998	% of Total	per Pound	1998	% of Total	1998	% of Total	per Pound	1998	% of Total	1998	% of Total	per Pound
Oligin/Destination	1996	TUlai	1990	TOTAL	Found	1990	TULAI	1990	TUlai	Found	1990	TUIAI	1990	TUlai	Found
Alabama	\$109.4	1.5%	1,113.8	0.8%	\$49	\$73.7	1.6%	512.7	0.8%	\$72	\$35.6	1.2%	601.0	0.9%	\$30
Alaska	\$0.0	0.0%	0.6	0.0%	\$28	\$0.0	0.0%	0.3	0.0%	\$29	\$0.0	0.0%	0.3	0.0%	\$26
Arizona	\$147.9	2.0%	1,210.8	0.9%	\$61	\$98.2	2.2%	649.5	1.0%	\$76	\$49.7	1.7%	561.3	0.9%	\$44
Arkansas	\$39.4	0.5%	1,125.1	0.9%	\$17	\$5.0	0.1%	170.1	0.3%	\$15	\$34.4	1.2%	954.9	1.5%	\$18
California	\$2,646.1	35.5%	25,368.3	19.2%	\$52	\$1,625.8	35.9%	12,690.6	19.0%	\$64	\$1,020.3	34.9%	12,677.7	19.4%	\$40
Colorado	\$88.5	1.2%	1,249.2	0.9%	\$35	\$41.4	0.9%	667.5	1.0%	\$31	\$47.1	1.6%	581.7	0.9%	\$40
Connecticut	\$69.9	0.9%	1,627.6	1.2%	\$21	\$35.6	0.8%	884.8	1.3%	\$20	\$34.3	1.2%	742.7	1.1%	\$23
Delaware	\$11.6	0.2%	317.3	0.2%	\$18	\$8.0	0.2%	193.5	0.3%	\$21	\$3.5	0.1%	123.8	0.2%	\$14
District of Columbia	\$6.5	0.1%	132.1	0.1%	\$25	\$1.2	0.0%	40.7	0.1%	\$14	\$5.3	0.2%	91.3	0.1%	\$29
Florida	\$397.2	5.3%	12,980.3	9.8%	\$15	\$272.5	6.0%	5,878.3	8.8%	\$23	\$124.6	4.3%	7,102.0	10.9%	\$9
Georgia	\$144.3	1.9%	3,470.2	2.6%	\$21	\$76.2	1.7%	1,465.4	2.2%	\$26	\$68.2	2.3%	2,004.7	3.1%	\$17
Hawaii	\$0.3	0.0%	19.9	0.0%	\$6	\$0.2	0.0%	13.3	0.0%	\$7	\$0.1	0.0%	6.6	0.0%	\$6
Idaho	\$11.4	0.2%	142.5	0.1%	\$40	\$7.6	0.2%	53.7	0.1%	\$71	\$3.8	0.1%	88.8	0.1%	\$21
Illinois	\$343.9	4.6%	6,848.9	5.2%	\$25	\$267.0	5.9%	4,139.1	6.2%	\$32	\$76.9	2.6%	2,709.8	4.2%	\$14
Indiana	\$106.5	1.4%	2,708.5	2.1%	\$20	\$62.7	1.4%	1,212.1	1.8%	\$26	\$43.9	1.5%	1,496.4	2.3%	\$15
Iowa	\$23.2	0.3%	728.2	0.6%	\$16	\$11.0	0.2%	373.2	0.6%	\$15	\$12.2	0.4%	354.9	0.5%	\$17
Kansas	\$23.6	0.3%	481.6	0.4%	\$25	\$12.0	0.3%	163.4	0.2%	\$37	\$11.7	0.4%	318.2	0.5%	\$18
Kentucky	\$75.0	1.0%	2,117.0	1.6%	\$18	\$49.7	1.1%	1,140.8	1.7%	\$22	\$25.3	0.9%	976.2	1.5%	\$13
Louisiana	\$52.9	0.7%	1,461.4	1.1%	\$18	\$9.3	0.2%	363.6	0.5%	\$13	\$43.6	1.5%	1,097.8	1.7%	\$20
Maine	\$15.8	0.2%	368.8	0.3%	\$21	\$4.2	0.1%	53.5	0.1%	\$39	\$11.6	0.4%	315.3	0.5%	\$18
Maryland	\$37.5	0.5%	881.4	0.7%	\$21	\$16.8	0.4%	283.1	0.4%	\$30	\$20.7	0.7%	598.3	0.9%	\$17
Massachusetts	\$172.1	2.3%	2,591.9	2.0%	\$33	\$118.4	2.6%	1,335.7	2.0%	\$44	\$53.6	1.8%	1,256.1	1.9%	\$21
Michigan	\$136.2	1.8%	7,191.8	5.5%	\$9	\$71.3	1.6%	4,961.2	7.4%	\$7	\$65.0	2.2%	2,230.5	3.4%	\$15
Minnesota	\$75.2	1.0%	1,445.6	1.1%	\$26	\$54.4	1.2%	889.4	1.3%	\$31	\$20.7	0.7%	556.1	0.9%	\$19
Mississippi	\$24.1	0.3%	448.0	0.3%	\$27	\$2.3	0.0%	84.8	0.1%	\$13	\$21.8	0.7%	363.2	0.6%	\$30
Missouri	\$51.6	0.7%	1,283.1	1.0%	\$20	\$29.6	0.7%	667.2	1.0%	\$22	\$22.0	0.8%	615.9	0.9%	\$18
Montana	\$2.5	0.0%	68.1	0.1%	\$19	\$0.6	0.0%	24.7	0.0%	\$12	\$1.9	0.1%	43.4	0.1%	\$22
Nebraska	\$12.9	0.2%	455.6	0.3%	\$14	\$6.3	0.1%	255.8	0.4%	\$12	\$6.6	0.2%	199.8	0.3%	\$16
Nevada	\$18.6	0.2%	256.3	0.2%	\$36	\$3.8	0.1%	79.6	0.1%	\$24	\$14.7	0.5%	176.8	0.3%	\$42
New Hampshire	\$26.6	0.4%	427.5	0.3%	\$31	\$14.7	0.3%	168.0	0.3%	\$44	\$11.9	0.4%	259.5	0.4%	\$23
New Jersey	\$182.0	2.4%	4,262.3	3.2%	\$21	\$117.0	2.6%	2,362.7	3.5%	\$25	\$65.0	2.2%	1,899.7	2.9%	\$17
New Mexico	\$19.1	0.3%	227.9	0.2%	\$42	\$1.8	0.0%	33.6	0.1%	\$27	\$17.2	0.6%	194.3	0.3%	\$44
New York	\$430.6	5.8%	7,107.2	5.4%	\$30	\$287.2	6.3%	3,055.1	4.6%	\$47	\$143.3	4.9%	4,052.1	6.2%	\$18
North Carolina	\$204.4	2.7%	4,956.4	3.8%	\$21	\$131.1	2.9%	2,856.2	4.3%	\$23	\$73.2	2.5%	2,100.2	3.2%	\$17
North Dakota	\$2.4	0.0%	64.4	0.0%	\$18	\$0.1	0.0%	0.7	0.0%	\$49	\$2.3	0.1%	63.7	0.1%	\$18
Ohio	\$139.5	1.9%	4,673.5	3.5%	\$15	\$64.2	1.4%	2,158.4	3.2%	\$15	\$75.2	2.6%	2,515.0	3.9%	\$15
Oklahoma	\$49.1	0.7%	1,174.3	0.9%	\$21	\$7.8	0.2%	170.5	0.3%	\$23	\$41.3	1.4%	1,003.9	1.5%	\$21
Oregon	\$190.4	2.6%	1,785.2	1.4%	\$53	\$135.7	3.0%	1,113.5	1.7%	\$61	\$54.8	1.9%	671.7	1.0%	\$41
Pennsylvania	\$139.1	1.9%	3,811.4	2.9%	\$18	\$84.2	1.9%	2,086.7	3.1%	\$20	\$54.9	1.9%	1,724.7	2.6%	\$16
Rhode Island	\$29.9	0.4%	348.4	0.3%	\$43	\$22.3	0.5%	180.1	0.3%	\$62	\$7.6	0.3%	168.3	0.3%	\$23

			TOTAL					EXPORTS					IMPORTS		
•					Average					Average					Average
	Value (N	Лil. \$)	Weight (	(ST)	Value	Value (N	Лil. \$)	Weight	(ST)	Value	Value (N	Лil. \$)	Weight	(ST)	Value
State of		% of		% of	per		% of		% of	per		% of		% of	per
Origin/Destination	1998	Total	1998	Total	Pound	1998	Total	1998	Total	Pound	1998	Total	1998	Total	Pound
South Carolina	\$57.0	0.8%	1,387.0	1.1%	\$21	\$21.2	0.5%	418.1	0.6%	\$25	\$35.9	1.2%	968.9	1.5%	\$19
South Dakota	\$12.5	0.2%	159.6	0.1%	\$39	\$9.4	0.2%	74.0	0.1%	\$64	\$3.1	0.1%	85.6	0.1%	\$18
Tennessee	\$98.0	1.3%	1,784.1	1.4%	\$27	\$47.6	1.1%	965.9	1.4%	\$25	\$50.4	1.7%	818.2	1.3%	\$31
Texas	\$689.5	9.3%	14,762.4	11.2%	\$23	\$460.2	10.2%	8,932.8	13.4%	\$26	\$229.3	7.8%	5,829.6	8.9%	\$20
Utah	\$17.3	0.2%	354.1	0.3%	\$24	\$10.4	0.2%	204.3	0.3%	\$25	\$6.9	0.2%	149.8	0.2%	\$23
Vermont	\$20.0	0.3%	252.0	0.2%	\$40	\$14.3	0.3%	93.4	0.1%	\$76	\$5.7	0.2%	158.6	0.2%	\$18
Virginia	\$86.1	1.2%	2,026.1	1.5%	\$21	\$54.0	1.2%	1,009.1	1.5%	\$27	\$32.2	1.1%	1,017.0	1.6%	\$16
Washington	\$137.0	1.8%	1,678.0	1.3%	\$41	\$46.5	1.0%	552.4	0.8%	\$42	\$90.5	3.1%	1,125.6	1.7%	\$40
West Virginia	\$7.5	0.1%	201.0	0.2%	\$19	\$0.9	0.0%	12.8	0.0%	\$34	\$6.6	0.2%	188.2	0.3%	\$17
Wisconsin	\$69.0	0.9%	2,371.6	1.8%	\$15	\$30.8	0.7%	996.0	1.5%	\$15	\$38.2	1.3%	1,375.7	2.1%	\$14
Wyoming	\$1.7	0.0%	37.8	0.0%	\$23	\$0.4	0.0%	12.1	0.0%	\$17	\$1.3	0.0%	25.7	0.0%	\$25
Total for MEXICO	\$7,452.6	100.0%	131,946.1	100.0%	\$28	\$4,526.5	100.0%	66,704.3	100.0%	\$34	\$2,926.0	100.0%	65,241.7	100.0%	\$22

Note: Exclude traffic for Puerto Rico and the Virgin Islands..

Source: U.S. Bureau of the Census, Foreign Trade Statistics modified for this analysis.

			TOTAL					EXPORTS					IMPORTS		
					Average					Average					Average
	Value (N		Weight (		Value _	Value (N		Weight		Value _	Value (N		Weight	, ,	Value
State of		% of		% of	per		% of		% of	per		% of		% of	per
Origin/Destination	1999	Total	1999	Total	Pound	1999	Total	1999	Total	Pound	1999	Total	1999	Total	Pound
Alabama	\$78.1	0.9%	1,129.1	0.7%	\$35	\$44.0	0.8%	392.5	0.5%	\$56	\$34.0	1.0%	736.6	1.0%	\$23
Alaska	\$0.3	0.0%	3.7	0.0%	\$34	\$0.2	0.0%	2.1	0.0%	\$37	\$0.1	0.0%	1.6	0.0%	\$31
Arizona	\$362.2	4.0%	2,012.0	1.3%	\$90	\$256.4	4.5%	1,257.8	1.5%	\$102	\$105.9	3.1%	754.2	1.1%	\$70
Arkansas	\$40.5	0.4%	1,114.9	0.7%	\$18	\$3.7	0.1%	86.9	0.1%	\$21	\$36.8	1.1%	1,028.1	1.4%	\$18
California	\$2,734.1	30.0%	32,429.1	21.0%	\$42	\$1,737.7	30.3%	19,913.9	24.0%	\$44	\$996.3	29.5%	12,515.2	17.6%	\$40
Colorado	\$139.6	1.5%	1,290.9	0.8%	\$54	\$40.2	0.7%	517.9	0.6%	\$39	\$99.4	2.9%	773.0	1.1%	\$64
Connecticut	\$103.6	1.1%	1,845.5	1.2%	\$28	\$49.2	0.9%	969.3	1.2%	\$25	\$54.4	1.6%	876.2	1.2%	\$31
Delaware	\$9.6	0.1%	339.9	0.2%	\$14	\$5.7	0.1%	221.5	0.3%	\$13	\$3.9	0.1%	118.3	0.2%	\$17
District of Columbia	\$9.6	0.1%	96.9	0.1%	\$50	\$5.4	0.1%	14.4	0.0%	\$188	\$4.2	0.1%	82.5	0.1%	\$25
Florida	\$641.8	7.0%	13,927.4	9.0%	\$23	\$429.3	7.5%	6,177.4	7.4%	\$35	\$212.5	6.3%	7,750.0	10.9%	\$14
Georgia	\$192.6	2.1%	4,386.0	2.8%	\$22	\$98.4	1.7%	1,789.9	2.2%	\$27	\$94.2	2.8%	2,596.1	3.6%	\$18
Hawaii	\$0.7	0.0%	53.0	0.0%	\$6	\$0.4	0.0%	27.4	0.0%	\$8	\$0.3	0.0%	25.6	0.0%	\$5
Idaho	\$42.8	0.5%	139.9	0.1%	\$153	\$32.5	0.6%	34.0	0.0%	\$478	\$10.3	0.3%	105.9	0.1%	\$49
Illinois	\$375.3	4.1%	7,601.3	4.9%	\$25	\$286.1	5.0%	4,654.7	5.6%	\$31	\$89.2	2.6%	2,946.6	4.1%	\$15
Indiana	\$113.7	1.2%	3,399.0	2.2%	\$17	\$63.8	1.1%	1,772.2	2.1%	\$18	\$50.0	1.5%	1,626.9	2.3%	\$15
Iowa	\$26.8	0.3%	874.1	0.6%	\$15	\$10.6	0.2%	489.7	0.6%	\$11	\$16.3	0.5%	384.4	0.5%	\$21
Kansas	\$33.8	0.4%	534.7	0.3%	\$32	\$18.5	0.3%	181.8	0.2%	\$51	\$15.3	0.5%	352.9	0.5%	\$22
Kentucky	\$117.8	1.3%	2,470.6	1.6%	\$24	\$89.7	1.6%	1,453.2	1.8%	\$31	\$28.1	0.8%	1,017.4	1.4%	\$14
Louisiana	\$57.1	0.6%	1,581.4	1.0%	\$18	\$11.0	0.2%	403.5	0.5%	\$14	\$46.1	1.4%	1,177.9	1.7%	\$20
Maine	\$25.7	0.3%	435.4	0.3%	\$29	\$7.6	0.1%	79.0	0.1%	\$48	\$18.1	0.5%	356.3	0.5%	\$25
Maryland	\$44.3	0.5%	898.0	0.6%	\$25	\$21.9	0.4%	305.9	0.4%	\$36	\$22.4	0.7%	592.1	0.8%	\$19
Massachusetts	\$286.3	3.1%	3,399.2	2.2%	\$42	\$199.2	3.5%	1,911.5	2.3%	\$52	\$87.1	2.6%	1,487.8	2.1%	\$29
Michigan	\$158.8	1.7%	6,697.8	4.3%	\$12	\$84.6	1.5%	4,266.5	5.1%	\$10	\$74.2	2.2%	2,431.3	3.4%	\$15
Minnesota	\$113.9	1.3%	1,718.5	1.1%	\$33	\$85.3	1.5%	1,096.5	1.3%	\$39	\$28.7	0.8%	621.9	0.9%	\$23
Mississippi	\$29.5	0.3%	582.1	0.4%	\$25	\$8.3	0.1%	126.1	0.2%	\$33	\$21.2	0.6%	456.0	0.6%	\$23
Missouri	\$57.2	0.6%	1,508.6	1.0%	\$19	\$27.3	0.5%	827.2	1.0%	\$16	\$29.9	0.9%	681.4	1.0%	\$22
Montana	\$5.5	0.1%	62.1	0.0%	\$44	\$0.3	0.0%	8.3	0.0%	\$17	\$5.2	0.2%	53.8	0.1%	\$48
Nebraska	\$15.8	0.2%	401.6	0.3%	\$20	\$7.0	0.1%	181.7	0.2%	\$19	\$8.8	0.3%	219.9	0.3%	\$20
Nevada	\$74.8	0.8%	389.7	0.3%	\$96	\$42.3	0.7%	146.5	0.2%	\$144	\$32.5	1.0%	243.2	0.3%	\$67
New Hampshire	\$37.8	0.4%	673.5	0.4%	\$28	\$18.0	0.3%	356.4	0.4%	\$25	\$19.8	0.6%	317.1	0.4%	\$31
New Jersey	\$219.9	2.4%	4,826.3	3.1%	\$23	\$146.0	2.5%	2,713.8	3.3%	\$27	\$73.9	2.2%	2,112.5	3.0%	\$17
New Mexico	\$38.2	0.4%	348.6	0.2%	\$55	\$2.0	0.0%	90.6	0.1%	\$11	\$36.2	1.1%	258.0	0.4%	\$70
New York	\$503.9	5.5%	8,610.8	5.6%	\$29	\$340.4	5.9%	4,097.3	4.9%	\$42	\$163.5	4.8%	4,513.5	6.3%	\$18
North Carolina	\$311.4	3.4%	6,402.3	4.1%	\$24	\$210.1	3.7%	3,688.5	4.4%	\$28	\$101.3	3.0%	2,713.9	3.8%	\$19
North Dakota	\$3.2	0.0%	72.9	0.0%	\$22	\$0.1	0.0%	1.6	0.0%	\$22	\$3.1	0.1%	71.3	0.1%	\$22
Ohio	\$171.4	1.9%	5,658.2	3.7%	\$15	\$85.3	1.5%	2,905.1	3.5%	\$15	\$86.1	2.5%	2,753.1	3.9%	\$16
Oklahoma	\$53.0	0.6%	1,300.7	0.8%	\$20	\$9.8	0.2%	240.9	0.3%	\$20	\$43.2	1.3%	1,059.8	1.5%	\$20
Oregon	\$95.4	1.0%	1,708.6	1.1%	\$28	\$66.8	1.2%	1,067.1	1.3%	\$31	\$28.6	0.8%	641.5	0.9%	\$22
Pennsylvania	\$163.1	1.8%	3,882.4	2.5%	\$21	\$100.4	1.8%	2,186.0	2.6%	\$23	\$62.7	1.9%	1,696.4	2.4%	\$18
Rhode Island	\$81.1	0.9%	395.8	0.3%	\$103	\$69.2	1.2%	193.1	0.2%	\$179	\$12.0	0.4%	202.7	0.3%	\$30

			TOTAL					EXPORTS					IMPORTS		
					Average					Average					Average
	Value (N	Лil. \$)	Weight (	(ST)	Value	Value (N	√il. \$)	Weight	(ST)	Value	Value (I	∕IiI. \$)	Weight	(ST)	Value
State of		% of		% of	per		% of		% of	per		% of		% of	per
Origin/Destination	1999	Total	1999	Total	Pound	1999	Total	1999	Total	Pound	1999	Total	1999	Total	Pound
South Carolina	\$74.6	0.8%	2,025.9	1.3%	\$18	\$24.5	0.4%	746.2	0.9%	\$16	\$50.1	1.5%	1,279.7	1.8%	\$20
South Dakota	\$9.6	0.1%	149.5	0.1%	\$32	\$5.4	0.1%	53.9	0.1%	\$50	\$4.1	0.1%	95.7	0.1%	\$22
Tennessee	\$124.1	1.4%	2,544.6	1.6%	\$24	\$75.3	1.3%	1,516.8	1.8%	\$25	\$48.8	1.4%	1,027.8	1.4%	\$24
Texas	\$902.2	9.9%	17,209.7	11.2%	\$26	\$646.8	11.3%	10,832.0	13.1%	\$30	\$255.4	7.6%	6,377.7	8.9%	\$20
Utah	\$42.5	0.5%	528.2	0.3%	\$40	\$23.8	0.4%	346.4	0.4%	\$34	\$18.7	0.6%	181.8	0.3%	\$51
Vermont	\$36.0	0.4%	205.5	0.1%	\$88	\$26.9	0.5%	29.6	0.0%	\$453	\$9.2	0.3%	175.8	0.2%	\$26
Virginia	\$171.7	1.9%	2,055.1	1.3%	\$42	\$136.7	2.4%	1,060.3	1.3%	\$64	\$35.0	1.0%	994.8	1.4%	\$18
Washington	\$86.5	0.9%	1,656.0	1.1%	\$26	\$40.0	0.7%	577.5	0.7%	\$35	\$46.5	1.4%	1,078.5	1.5%	\$22
West Virginia	\$8.4	0.1%	244.7	0.2%	\$17	\$1.6	0.0%	64.5	0.1%	\$13	\$6.8	0.2%	180.2	0.3%	\$19
Wisconsin	\$77.2	0.8%	2,416.9	1.6%	\$16	\$32.9	0.6%	895.2	1.1%	\$18	\$44.3	1.3%	1,521.7	2.1%	\$15
Wyoming	\$3.4	0.0%	55.9	0.0%	\$30	\$0.1	0.0%	25.2	0.0%	\$1	\$3.3	0.1%	30.8	0.0%	\$54
Total for MEXICO	\$9,106.2	100.0%	154,294.6	100.0%	\$30	\$5,728.2	100.0%	82,997.3	100.0%	\$35	\$3,378.0	100.0%	71,297.3	100.0%	\$24

Note: Exclude traffic for Puerto Rico and the Virgin Islands..

Source: U.S. Bureau of the Census, Foreign Trade Statistics modified for this analysis.

	TOTAL							EXPORTS					IMPORTS		
					Average					Average					Average
	Value (N	,	Weight (		Value _	Value (N		Weight		Value _	Value (N	,	Weight	· <i>,</i>	Value
State of		% of		% of	per		% of		% of	per		% of		% of	per
Origin/Destination	2000	Total	2000	Total	Pound	2000	Total	2000	Total	Pound	2000	Total	2000	Total	Pound
Alabama	\$172.4	1.3%	1,927.0	1.1%	\$45	\$95.3	1.2%	706.2	0.8%	\$67	\$77.1	1.4%	1,220.8	1.4%	\$32
Alaska	\$0.2	0.0%	1.3	0.0%	\$91	\$0.1	0.0%	0.8	0.0%	\$82	\$0.1	0.0%	0.5	0.0%	\$104
Arizona	\$391.8	3.0%	2,470.7	1.4%	\$79	\$215.5	2.8%	1,377.3	1.5%	\$78	\$176.3	3.2%	1,093.4	1.3%	\$81
Arkansas	\$63.8	0.5%	1,376.4	0.8%	\$23	\$4.4	0.1%	141.2	0.2%	\$16	\$59.4	1.1%	1,235.2	1.4%	\$24
California	\$4,670.5	35.2%	35,599.1	19.7%	\$66	\$2,736.8	35.6%	20,064.1	21.4%	\$68	\$1,933.7	34.7%	15,535.0	17.9%	\$62
Colorado	\$221.7	1.7%	1,543.2	0.9%	\$72	\$68.5	0.9%	573.1	0.6%	\$60	\$153.2	2.7%	970.1	1.1%	\$79
Connecticut	\$130.6	1.0%	1,712.7	0.9%	\$38	\$57.6	0.7%	817.5	0.9%	\$35	\$73.0	1.3%	895.3	1.0%	\$41
Delaware	\$20.3	0.2%	482.4	0.3%	\$21	\$13.4	0.2%	362.1	0.4%	\$18	\$6.9	0.1%	120.2	0.1%	\$29
District of Columbia	\$14.8	0.1%	160.3	0.1%	\$46	\$7.7	0.1%	63.1	0.1%	\$61	\$7.2	0.1%	97.2	0.1%	\$37
Florida	\$916.2	6.9%	19,742.5	10.9%	\$23	\$601.1	7.8%	9,531.4	10.2%	\$32	\$315.1	5.6%	10,211.0	11.8%	\$15
Georgia	\$276.1	2.1%	4,318.1	2.4%	\$32	\$113.4	1.5%	1,535.6	1.6%	\$37	\$162.7	2.9%	2,782.5	3.2%	\$29
Hawaii	\$1.7	0.0%	144.5	0.1%	\$6	\$0.9	0.0%	74.4	0.1%	\$6	\$0.8	0.0%	70.1	0.1%	\$6
Idaho	\$79.8	0.6%	191.5	0.1%	\$208	\$58.7	0.8%	67.4	0.1%	\$435	\$21.1	0.4%	124.1	0.1%	\$85
Illinois	\$393.8	3.0%	9,354.9	5.2%	\$21	\$284.8	3.7%	5,324.9	5.7%	\$27	\$109.0	2.0%	4,030.0	4.7%	\$14
Indiana	\$132.0	1.0%	4,250.1	2.4%	\$16	\$76.4	1.0%	2,078.4	2.2%	\$18	\$55.6	1.0%	2,171.7	2.5%	\$13
Iowa	\$27.5	0.2%	633.0	0.4%	\$22	\$8.9	0.1%	210.6	0.2%	\$21	\$18.6	0.3%	422.3	0.5%	\$22
Kansas	\$35.5	0.3%	563.2	0.3%	\$31	\$18.5	0.2%	163.9	0.2%	\$56	\$17.0	0.3%	399.3	0.5%	\$21
Kentucky	\$130.8	1.0%	2,558.9	1.4%	\$26	\$99.1	1.3%	1,243.5	1.3%	\$40	\$31.7	0.6%	1,315.4	1.5%	\$12
Louisiana	\$78.4	0.6%	1,665.8	0.9%	\$24	\$13.6	0.2%	286.7	0.3%	\$24	\$64.8	1.2%	1,379.1	1.6%	\$24
Maine	\$30.5	0.2%	422.9	0.2%	\$36	\$7.6	0.1%	73.5	0.1%	\$52	\$22.9	0.4%	349.4	0.4%	\$33
Maryland	\$58.6	0.4%	988.6	0.5%	\$30	\$18.1	0.2%	337.1	0.4%	\$27	\$40.5	0.7%	651.4	0.8%	\$31
Massachusetts	\$349.0	2.6%	3,307.8	1.8%	\$53	\$226.8	3.0%	1,856.5	2.0%	\$61	\$122.2	2.2%	1,451.3	1.7%	\$42
Michigan	\$188.0	1.4%	8,678.0	4.8%	\$11	\$108.1	1.4%	5,413.7	5.8%	\$10	\$79.9	1.4%	3,264.3	3.8%	\$12
Minnesota	\$124.2	0.9%	2,739.1	1.5%	\$23	\$88.6	1.2%	1,997.7	2.1%	\$22	\$35.5	0.6%	741.4	0.9%	\$24
Mississippi	\$50.7	0.4%	927.8	0.5%	\$27	\$5.1	0.1%	192.4	0.2%	\$13	\$45.6	0.8%	735.3	0.8%	\$31
Missouri	\$58.0	0.4%	1,629.1	0.9%	\$18	\$24.6	0.3%	836.3	0.9%	\$15	\$33.4	0.6%	792.8	0.9%	\$21
Montana	\$9.6	0.1%	73.8	0.0%	\$65	\$0.3	0.0%	9.4	0.0%	\$15	\$9.4	0.2%	64.4	0.1%	\$73
Nebraska	\$23.4	0.2%	438.6	0.2%	\$27	\$13.5	0.2%	205.2	0.2%	\$33	\$9.9	0.2%	233.4	0.3%	\$21
Nevada	\$134.5	1.0%	529.3	0.3%	\$127	\$83.1	1.1%	197.9	0.2%	\$210	\$51.4	0.9%	331.4	0.4%	\$78
New Hampshire	\$54.1	0.4%	733.4	0.4%	\$37	\$26.1	0.3%	400.4	0.4%	\$33	\$28.0	0.5%	333.1	0.4%	\$42
New Jersey	\$381.7	2.9%	4,794.4	2.7%	\$40	\$271.0	3.5%	2,718.1	2.9%	\$50	\$110.6	2.0%	2,076.3	2.4%	\$27
New Mexico	\$64.6	0.5%	430.2	0.2%	\$75	\$3.2	0.0%	62.6	0.1%	\$25	\$61.4	1.1%	367.6	0.4%	\$84
New York	\$596.5	4.5%	9,032.0	5.0%	\$33	\$341.3	4.4%	4,456.5	4.8%	\$38	\$255.2	4.6%	4,575.5	5.3%	\$28
North Carolina	\$545.2	4.1%	6,860.9	3.8%	\$40	\$355.1	4.6%	3,853.9	4.1%	\$46	\$190.1	3.4%	3,007.0	3.5%	\$32
North Dakota	\$3.3	0.0%	79.5	0.0%	\$21	\$0.0	0.0%	0.1	0.0%	\$55	\$3.3	0.1%	79.4	0.1%	\$20
Ohio	\$204.2	1.5%	8,274.7	4.6%	\$12	\$109.1	1.4%	4,589.2	4.9%	\$12	\$95.0	1.7%	3,685.5	4.3%	\$13
Oklahoma	\$74.2	0.6%	1,468.1	0.8%	\$25	\$12.7	0.2%	225.0	0.2%	\$28	\$61.5	1.1%	1,243.1	1.4%	\$25
Oregon	\$129.0	1.0%	1,394.3	0.8%	\$46	\$80.3	1.0%	688.5	0.7%	\$58	\$48.7	0.9%	705.8	0.8%	\$35
Pennsylvania	\$229.2	1.7%	3,957.6	2.2%	\$29	\$121.0	1.6%	2,188.9	2.3%	\$28	\$108.3	1.9%	1,768.7	2.0%	\$31
Rhode Island	\$73.6	0.6%	504.4	0.3%	\$73	\$57.5	0.7%	310.1	0.3%	\$93	\$16.2	0.3%	194.3	0.2%	\$42

			TOTAL					EXPORTS					IMPORTS		
					Average					Average					Average
	Value (N	Лil. \$)	Weight (	(ST)	Value	Value (N	Лil. \$)	Weight	(ST)	Value	Value (N	∕lil. \$)	Weight	(ST)	Value
State of		% of		% of	per		% of		% of	per		% of		% of	per
Origin/Destination	2000	Total	2000	Total	Pound	2000	Total	2000	Total	Pound	2000	Total	2000	Total	Pound
South Carolina	\$126.9	1.0%	2,243.1	1.2%	\$28	\$39.3	0.5%	832.0	0.9%	\$24	\$87.6	1.6%	1,411.1	1.6%	\$31
South Dakota	\$10.2	0.1%	150.0	0.1%	\$34	\$4.3	0.1%	30.3	0.0%	\$71	\$5.9	0.1%	119.7	0.1%	\$25
Tennessee	\$213.1	1.6%	3,388.2	1.9%	\$31	\$111.2	1.4%	1,728.4	1.8%	\$32	\$101.9	1.8%	1,659.8	1.9%	\$31
Texas	\$1,162.9	8.8%	19,991.8	11.1%	\$29	\$760.5	9.9%	12,224.2	13.0%	\$31	\$402.4	7.2%	7,767.6	9.0%	\$26
Utah	\$77.6	0.6%	759.8	0.4%	\$51	\$37.8	0.5%	533.1	0.6%	\$35	\$39.9	0.7%	226.7	0.3%	\$88
Vermont	\$39.9	0.3%	243.4	0.1%	\$82	\$27.3	0.4%	69.6	0.1%	\$197	\$12.6	0.2%	173.8	0.2%	\$36
Virginia	\$203.9	1.5%	2,019.8	1.1%	\$50	\$140.0	1.8%	943.5	1.0%	\$74	\$63.9	1.1%	1,076.3	1.2%	\$30
Washington	\$162.5	1.2%	2,314.1	1.3%	\$35	\$75.8	1.0%	1,061.6	1.1%	\$36	\$86.7	1.6%	1,252.5	1.4%	\$35
West Virginia	\$11.0	0.1%	216.2	0.1%	\$25	\$0.7	0.0%	26.4	0.0%	\$14	\$10.2	0.2%	189.8	0.2%	\$27
Wisconsin	\$106.3	0.8%	3,024.9	1.7%	\$18	\$58.0	0.8%	1,107.9	1.2%	\$26	\$48.3	0.9%	1,917.0	2.2%	\$13
Wyoming	\$5.8	0.0%	41.0	0.0%	\$70	\$0.1	0.0%	5.2	0.0%	\$7	\$5.7	0.1%	35.8	0.0%	\$79
Total for MEXICO	\$13,260.2	100.0%	180,352.2	100.0%	\$37	\$7,682.7	100.0%	93,797.6	100.0%	\$41	\$5,577.5	100.0%	86,554.6	100.0%	\$32

Note: Exclude traffic for Puerto Rico and the Virgin Islands..

Source: U.S. Bureau of the Census, Foreign Trade Statistics modified for this analysis.

_			TOTAL	EXPORTS					IMPORTS						
				·	Average	.,,			(07)	Average				(0=)	Average
04-44	Value (N	,	Weight (		Value _	Value (N		Weight		Value _	Value (N	,	Weight	· <i>,</i>	Value
State of Origin/Destination	2001	% of Total	2001	% of Total	per Pound	2001	% of Total	2001	% of Total	per Pound	2001	% of Total	2001	% of Total	per Pound
Ongin/Destination	2001	TOTAL	2001	Total	Pound	2001	TOTAL	2001	TOTAL	Pound	2001	Total	2001	Total	Pound
Alabama	\$134.9	1.1%	1,138.1	0.8%	\$59	\$75.9	1.2%	514.1	0.7%	\$74	\$59.0	1.1%	624.0	1.0%	\$47
Alaska	\$0.1	0.0%	1.8	0.0%	\$15	\$0.0	0.0%	1.1	0.0%	\$13	\$0.0	0.0%	0.7	0.0%	\$18
Arizona	\$355.8	3.0%	1,559.1	1.2%	\$114	\$203.5	3.1%	946.0	1.3%	\$108	\$152.3	2.9%	613.2	1.0%	\$124
Arkansas	\$85.6	0.7%	966.4	0.7%	\$44	\$2.7	0.0%	85.3	0.1%	\$16	\$82.9	1.6%	881.2	1.5%	\$47
California	\$4,242.8	35.9%	30,535.4	22.5%	\$69	\$2,515.3	38.3%	19,161.9	25.6%	\$66	\$1,727.5	32.9%	11,373.6	18.8%	\$76
Colorado	\$159.5	1.3%	903.7	0.7%	\$88	\$35.0	0.5%	384.7	0.5%	\$45	\$124.5	2.4%	519.0	0.9%	\$120
Connecticut	\$113.4	1.0%	1,560.3	1.2%	\$36	\$57.9	0.9%	867.4	1.2%	\$33	\$55.5	1.1%	692.9	1.1%	\$40
Delaware	\$19.1	0.2%	266.2	0.2%	\$36	\$11.8	0.2%	148.6	0.2%	\$40	\$7.3	0.1%	117.6	0.2%	\$31
District of Columbia	\$6.0	0.1%	87.0	0.1%	\$35	\$2.5	0.0%	43.1	0.1%	\$29	\$3.5	0.1%	43.9	0.1%	\$40
Florida	\$742.9	6.3%	15,153.3	11.2%	\$25	\$445.0	6.8%	7,509.8	10.0%	\$30	\$297.8	5.7%	7,643.4	12.6%	\$19
Georgia	\$203.1	1.7%	2,876.2	2.1%	\$35	\$87.7	1.3%	1,321.5	1.8%	\$33	\$115.4	2.2%	1,554.7	2.6%	\$37
Hawaii	\$1.2	0.0%	112.3	0.1%	\$5	\$0.6	0.0%	75.8	0.1%	\$4	\$0.6	0.0%	36.5	0.1%	\$8
Idaho	\$24.5	0.2%	177.8	0.1%	\$69	\$14.8	0.2%	34.4	0.0%	\$215	\$9.8	0.2%	143.5	0.2%	\$34
Illinois	\$430.4	3.6%	7,410.9	5.5%	\$29	\$299.8	4.6%	4,549.6	6.1%	\$33	\$130.6	2.5%	2,861.3	4.7%	\$23
Indiana	\$124.4	1.1%	2,539.7	1.9%	\$24	\$61.2	0.9%	1,108.2	1.5%	\$28	\$63.2	1.2%	1,431.6	2.4%	\$22
Iowa	\$29.0	0.2%	451.5	0.3%	\$32	\$9.5	0.1%	189.0	0.3%	\$25	\$19.5	0.4%	262.5	0.4%	\$37
Kansas	\$37.5	0.3%	397.2	0.3%	\$47	\$18.1	0.3%	139.9	0.2%	\$65	\$19.4	0.4%	257.2	0.4%	\$38
Kentucky	\$90.1	0.8%	2,376.7	1.8%	\$19	\$54.9	0.8%	1,529.9	2.0%	\$18	\$35.2	0.7%	846.8	1.4%	\$21
Louisiana	\$86.3	0.7%	1,212.2	0.9%	\$36	\$13.3	0.2%	344.9	0.5%	\$19	\$73.0	1.4%	867.3	1.4%	\$42
Maine	\$20.1	0.2%	278.0	0.2%	\$36	\$4.4	0.1%	38.0	0.1%	\$58	\$15.7	0.3%	239.9	0.4%	\$33
Maryland	\$63.8	0.5%	875.6	0.6%	\$36	\$25.1	0.4%	303.3	0.4%	\$41	\$38.6	0.7%	572.3	0.9%	\$34
Massachusetts	\$246.5	2.1%	2,927.1	2.2%	\$42	\$147.3	2.2%	1,720.3	2.3%	\$43	\$99.3	1.9%	1,206.8	2.0%	\$41
Michigan	\$196.3	1.7%	5,723.1	4.2%	\$17	\$87.5	1.3%	3,279.4	4.4%	\$13	\$108.8	2.1%	2,443.7	4.0%	\$22
Minnesota	\$136.5	1.2%	1,728.9	1.3%	\$39	\$93.2	1.4%	1,199.3	1.6%	\$39	\$43.3	0.8%	529.6	0.9%	\$41
Mississippi	\$39.0	0.3%	563.3	0.4%	\$35	\$4.9	0.1%	186.3	0.2%	\$13	\$34.1	0.7%	377.0	0.6%	\$45
Missouri	\$60.1	0.5%	904.0	0.7%	\$33	\$25.0	0.4%	426.0	0.6%	\$29	\$35.1	0.7%	477.9	0.8%	\$37
Montana	\$3.2	0.0%	57.3	0.0%	\$28	\$0.3	0.0%	5.7	0.0%	\$27	\$2.9	0.1%	51.6	0.1%	\$28
Nebraska	\$19.7	0.2%	426.5	0.3%	\$23	\$9.3	0.1%	283.0	0.4%	\$16	\$10.4	0.2%	143.6	0.2%	\$36
Nevada	\$110.7	0.9%	397.1	0.3%	\$139	\$68.2	1.0%	213.9	0.3%	\$159	\$42.5	0.8%	183.1	0.3%	\$116
New Hampshire	\$53.5	0.5%	596.8	0.4%	\$45	\$34.4	0.5%	352.3	0.5%	\$49	\$19.1	0.4%	244.6	0.4%	\$39
New Jersey	\$388.1	3.3%	4,054.6	3.0%	\$48	\$274.7	4.2%	2,440.1	3.3%	\$56	\$113.4	2.2%	1,614.6	2.7%	\$35
New Mexico	\$39.9	0.3%	259.4	0.2%	\$77	\$7.4	0.1%	118.2	0.2%	\$31	\$32.5	0.6%	141.1	0.2%	\$115
New York	\$525.6	4.4%	6,739.8	5.0%	\$39	\$316.6	4.8%	3,606.4	4.8%	\$44	\$209.0	4.0%	3,133.4	5.2%	\$33
North Carolina	\$327.3	2.8%	3,933.5	2.9%	\$42	\$205.9	3.1%	2,337.4	3.1%	\$44	\$121.4	2.3%	1,596.1	2.6%	\$38
North Dakota	\$3.1	0.0%	43.3	0.0%	\$35	\$0.3	0.0%	1.8	0.0%	\$92	\$2.7	0.1%	41.5	0.1%	\$33
Ohio	\$211.6	1.8%	4,825.4	3.6%	\$22	\$96.3	1.5%	2,255.9	3.0%	\$21	\$115.3	2.2%	2,569.5	4.2%	\$22
Oklahoma	\$97.0	0.8%	1,066.2	0.8%	\$46	\$6.8	0.1%	144.7	0.2%	\$23	\$90.3	1.7%	921.5	1.5%	\$49
Oregon	\$93.4	0.8%	961.6	0.7%	\$49	\$41.0	0.6%	478.0	0.6%	\$43	\$52.4	1.0%	483.6	0.8%	\$54
Pennsylvania	\$192.6	1.6%	3,305.9	2.4%	\$29	\$88.6	1.3%	1,693.3	2.3%	\$26	\$104.1	2.0%	1,612.6	2.7%	\$32
Rhode Island	\$28.8	0.2%	330.0	0.2%	\$44	\$17.8	0.3%	190.1	0.3%	\$47	\$11.0	0.2%	139.8	0.2%	\$39

			TOTAL					EXPORTS				IMPORTS				
					Average					Average					Average	
	Value (N	Лil. \$)	Weight (	(ST)	Value	Value (N	Лil. \$)	Weight	(ST)	Value	Value (N	Лil. \$)	Weight	(ST)	Value	
State of		% of		% of	per		% of		% of	per		% of		% of	per	
Origin/Destination	2001	Total	2001	Total	Pound	2001	Total	2001	Total	Pound	2001	Total	2001	Total	Pound	
South Carolina	\$75.6	0.6%	1,307.0	1.0%	\$29	\$20.2	0.3%	566.6	0.8%	\$18	\$55.3	1.1%	740.3	1.2%	\$37	
South Dakota	\$11.5	0.1%	115.9	0.1%	\$50	\$4.4	0.1%	24.7	0.0%	\$88	\$7.2	0.1%	91.1	0.2%	\$39	
Tennessee	\$178.7	1.5%	2,001.8	1.5%	\$45	\$90.4	1.4%	1,094.4	1.5%	\$41	\$88.3	1.7%	907.4	1.5%	\$49	
Texas	\$1,178.6	10.0%	14,351.1	10.6%	\$41	\$601.6	9.2%	8,614.0	11.5%	\$35	\$577.0	11.0%	5,737.1	9.5%	\$50	
Utah	\$43.1	0.4%	906.3	0.7%	\$24	\$22.9	0.3%	612.3	0.8%	\$19	\$20.3	0.4%	293.9	0.5%	\$34	
Vermont	\$10.2	0.1%	125.8	0.1%	\$41	\$2.0	0.0%	15.2	0.0%	\$67	\$8.2	0.2%	110.6	0.2%	\$37	
Virginia	\$242.0	2.0%	2,618.9	1.9%	\$46	\$183.4	2.8%	1,674.7	2.2%	\$55	\$58.7	1.1%	944.2	1.6%	\$31	
Washington	\$205.7	1.7%	1,861.7	1.4%	\$55	\$124.0	1.9%	1,080.6	1.4%	\$57	\$81.7	1.6%	781.1	1.3%	\$52	
West Virginia	\$9.5	0.1%	191.1	0.1%	\$25	\$1.2	0.0%	26.2	0.0%	\$23	\$8.3	0.2%	164.9	0.3%	\$25	
Wisconsin	\$116.8	1.0%	2,280.3	1.7%	\$26	\$59.4	0.9%	928.8	1.2%	\$32	\$57.5	1.1%	1,351.4	2.2%	\$21	
Wyoming	\$2.4	0.0%	40.1	0.0%	\$30	\$0.2	0.0%	3.0	0.0%	\$39	\$2.2	0.0%	37.1	0.1%	\$29	
Total for MEXICO	\$11,817.6	100.0%	135,523.4	100.0%	\$44	\$6,574.2	100.0%	74,869.6	100.0%	\$44	\$5,243.4	100.0%	60,653.8	100.0%	\$43	

Note: Exclude traffic for Puerto Rico and the Virgin Islands..

Source: U.S. Bureau of the Census, Foreign Trade Statistics modified for this analysis.

## All-Cargo Scheduled Services and Capacity by Other Airlines Between the U.S. and Mexico

### For the Week of October 1 - 7, 2002

								Weekly
						Departure	Weekly	Capacity
Carrier	Origin	Destination	Full Itinerary	Stops	Equipment	Days	Departures	(000 lbs.)
Aeromexpress	LAX	GDL	LAX-GDL-MEX	0	72F	246	3	195
Aeromexpress	LAX	MEX	LAX-GDL-MEX	1	72F	246	3	195
Aeromexpress	MIA	MEX	MIA-MEX	0	72F	125	3	195
Aeromexpress	ORD	MEX	ORD-MEX	0	72F	47	2	130
Subtotal							8	521
BAX Global	TOL	SLW	TOL-SLW-GDL	0	D8F	23456	5	559
BAX Global	TOL	GDL	TOL-SLW-GDL	1	D8F	23456	5	559
Subtotal							5	559
Cargolux Airlines Intl	JFK	MEX	LUX-JFK-MEX-BOG	0	74F	1	1	249
Cargolux Airlines Intl	JFK	MEX	LUX-JFK-MEX-HOU-PIK	0	74F	37	2	498
Subtotal							3	747
Amerijet	MIA	MEX	MIA-BZE-MEX-MID	1	72F	3	1	65
Amerijet	MIA	MID	MIA-BZE-MEX-MID	2	72F	3	1	65
Amerijet	MIA	MID	MIA-BZE-MID	1	72F	2	1	65
Amerijet	MIA	CUN	MIA-CUN-MID	0	72F	37	2	130
Amerijet	MIA	MID	MIA-CUN-MID	1	72F	37	2	130
Amerijet	MIA	MEX	MIA-MEX-MID	0	72F	1	1	65
Amerijet	MIA	MID	MIA-MEX-MID	1	72F	1	1	65
Amerijet	MIA	MID	MIA-MID	0	72F	4	2	130
Subtotal					. —		7	456
DHL Airways	AUS	GDL	AUS-GDL	0	72F	1	1	65
DHL Airways	AUS	GDL	CVG-AUS-GDL	0	72F	2345	4	260
DHL Airways	CVG	GDL	CVG-AUS-GDL	1	72F	2345	4	260
DHL Airways	CVG	GDL	CVG-GDL	0	72F	2345	4	260
DHL Airways	IAH	MTY	CVG-IAH-MTY	0	72F	2345	4	260
DHL Airways	CVG	MTY	CVG-IAH-MTY	1	72F	2345	4	260
DHL Airways	CVG	MEX	CVG-MEX	0	D8F	23456	5	559
DHL Airways	CVG	MTY	CVG-MTY-GDL	0	72F	6	1	65
DHL Airways	CVG	GDL	CVG-MTY-GDL	1	72F	6	1	65
Subtotal							19	1,470
Estafeta Carga Aerea	MIA	MID	MIA-MID-MEX-SLP	0	73F	1234	4	166
Estafeta Carga Aerea	MIA	MEX	MIA-MID-MEX-SLP	1	73F	1234	4	166
Estafeta Carga Aerea	MIA	SLP	MIA-MID-MEX-SLP	2	73F	1234	4	166
Subtotal							4	166
Federal Express	MEM	GDL	MEM-GDL	0	ABF	123456	6	724
Federal Express	MEM	MTY	MEM-MTY	0	72F	12345	5	326
Federal Express	MEM	TLC	MEM-TLC	0	ABF	234567	6	724
Subtotal							17	1,774

## All-Cargo Scheduled Services and Capacity by Other Airlines Between the U.S. and Mexico

### For the Week of October 1 - 7, 2002

								Weekly
						Departure	Weekly	Capacity
Carrier	Origin	Destination	Full Itinerary	Stops	Equipment	Days	Departures	(000 lbs.)
Masair De Cargo	JFK	MEX	JFK-MEX	0	DC8	6	1	112
Masair De Cargo	LAX	GDL	LAX-GDL	0	763	14	2	242
Masair De Cargo	LAX	GDL	LAX-GDL-MEX	0	763	26	2	242
Masair De Cargo	LAX	MEX	LAX-GDL-MEX	1	763	26	2	242
Masair De Cargo	LAX	MEX	LAX-MEX	0	763	357	3	364
Masair De Cargo	MIA	MEX	MIA-MEX	0	DC8	4	1	112
Masair De Cargo	MIA	MEX	MIA-MEX	0	763	37	2	242
Subtotal							11	1,314
United Parcel Service	SAT	GDL	SAT-GDL	0	75F	1	1	88
United Parcel Service	SAT	GDL	DFW-SAT-GDL	0	75F	2345	4	350
United Parcel Service	DFW	GDL	DFW-SAT-GDL	1	75F	2345	4	350
United Parcel Service	LAX	GDL	LAX-GDL	0	75F	2345	4	350
United Parcel Service	EFD	MEX	PVD-BDL-RFD-EFD-MEX	0	75F	2345	4	350
United Parcel Service	RFD	MEX	PVD-BDL-RFD-EFD-MEX	1	75F	2345	4	350
United Parcel Service	BDL	MEX	PVD-BDL-RFD-EFD-MEX	2	75F	1234	4	350
United Parcel Service	SAT	MTY	SAT-MTY	0	75F	1	1	88
United Parcel Service	AUS	MTY	SDF-AUS-MTY	0	75F	2345	4	350
United Parcel Service	SDF	MTY	SDF-AUS-MTY	1	75F	2345	4	350
Subtotal							18	1,575
Total Southbound Capacity							92	8,582

Note: Totals exclude duplicate routings.

Source: The Official Airline Guide

## Total U.S. - Mexico Air Cargo Traffic by Carrier First Quarter 2000 - Fourth Quarter 2001

Includes Freight and Mail -- Inbound and Outbound -- Pounds

		includes Freight and Mail Inbound and Outbound Pounds											
		2000					2001						
Carrier	Code	1Q	2Q	3Q	4Q	CY	1Q	2Q	3Q	4Q	CY		
FedEx	FX	22,724,000	24,608,000	28,506,000	28,398,000	104,236,000	25,898,000	24,826,000	25,248,000	23,760,000	99,732,000		
UPS	5X	12,578,000	16,734,000	18,310,000	18,912,000	66,534,000	17,050,000	18,008,000	18,154,000	17,996,000	71,208,000		
Masair Cargo	MY	18,384,000	10,720,000	9,302,000	16,250,000	54,656,000	17,142,000	14,638,000	13,410,000	21,306,000	66,496,000		
Atlas Air	5Y	6,104,000	6,650,000	7,454,000	9,914,000	30,122,000	11,392,000	10,330,000	16,596,000	12,032,000	50,350,000		
Martinair Holland	MP	7,482,000	7,960,000	8,430,000	10,654,000	34,526,000	11,510,000	12,132,000	12,122,000	13,864,000	49,628,000		
Air France	AF	5,426,000	7,500,000	8,398,000	9,560,000	30,884,000	8,706,000	11,128,000	8,944,000	10,540,000	39,318,000		
Aeromexpress	QO	3,894,000	6,068,000	8,696,000	8,478,000	27,136,000	1,970,000	6,652,000	9,408,000	8,790,000	26,820,000		
DHL Airlines	ER	6,650,000	6,984,000	6,986,000	6,374,000	26,994,000	5,640,000	5,880,000	5,452,000	5,512,000	22,484,000		
Cargolux	CV	7,656,000	1,610,000	2,866,000	2,944,000	15,076,000	2,394,000	3,678,000	8,064,000	7,350,000	21,486,000		
American Airlines	AA	7,178,000	6,808,000	7,258,000	6,716,000	27,960,000	6,178,000	5,396,000	4,754,000	3,932,000	20,260,000		
Amerijet International	M6	3,546,000	5,886,000	6,462,000	3,760,000	19,654,000	5,868,000	3,796,000	3,394,000	5,130,000	18,188,000		
Mexicana	MX	6,278,000	5,554,000	5,130,000	4,602,000	21,564,000	5,192,000	4,552,000	4,262,000	3,932,000	17,938,000		
Emery Worldwide	TN	17,958,000	15,724,000	15,618,000	6,836,000	56,136,000	8,308,000	8,512,000	692,000	-	17,512,000		
LAN Chile	LA	1,022,000	2,640,000	2,734,000	2,790,000	9,186,000	4,806,000	3,844,000	3,752,000	2,464,000	14,866,000		
Continental	CO	3,358,000	3,432,000	3,180,000	2,662,000	12,632,000	3,098,000	3,108,000	2,612,000	2,438,000	11,256,000		
AeroMexico	AM	3,948,000	3,740,000	3,820,000	3,890,000	15,398,000	3,522,000	2,554,000	1,878,000	2,554,000	10,508,000		
Gemini	GR	228,000	160,000	374,000	-	762,000	1,092,000	2,326,000	1,368,000	4,118,000	8,904,000		
Transcontinental	TC	3,394,000	124,000	366,000	156,000	4,040,000	-	2,816,000	4,616,000	1,172,000	8,604,000		
Express One	JK	884,000	1,786,000	4,484,000	3,986,000	11,140,000	1,078,000	2,646,000	1,954,000	2,734,000	8,412,000		
Delta Air Lines	DL	3,348,000	3,122,000	2,680,000	2,410,000	11,560,000	2,438,000	2,122,000	1,632,000	1,648,000	7,840,000		
Florida West	PR	-	3,820,000	2,258,000	2,928,000	9,006,000	-	2,202,000	2,158,000	1,346,000	5,706,000		
Varig	RG	1,108,000	1,190,000	1,038,000	1,428,000	4,764,000	1,152,000	1,486,000	1,168,000	1,646,000	5,452,000		
Alaska Airlines	AS	1,978,000	1,584,000	486,000	1,420,000	5,468,000	1,794,000	1,508,000	620,000	1,362,000	5,284,000		
Lufthansa	LH	5,180,000	5,456,000	5,962,000	7,768,000	24,366,000	5,092,000	24,000	-	-	5,116,000		
Kitty Hawk	KR	674,000	1,044,000	1,202,000	252,000	3,172,000	1,630,000	1,072,000	1,088,000	1,170,000	4,960,000		
United Airlines	UA	1,844,000	1,672,000	1,602,000	1,776,000	6,894,000	1,252,000	1,038,000	764,000	734,000	3,788,000		
Kalitta Air	KA	-	-	-	-	-	-	-	1,494,000	-	1,494,000		
Avianca	AV	66,000	110,000	44,000	60,000	280,000	96,000	174,000	56,000	1,126,000	1,452,000		
USA Jet Airlines	U7	760,000	604,000	1,314,000	958,000	3,636,000	160,000	432,000	194,000	252,000	1,038,000		
Ameristar	AM	-	-	178,000	326,000	504,000	106,000	268,000	316,000	334,000	1,024,000		
All Others		5,684,000	5,138,000	8,518,000	9,914,000	29,254,000	2,144,000	1,420,000	680,000	510,000	4,754,000		
Grand Total		159,334,000	158,428,000	173,656,000	176,122,000	667,540,000	156,708,000	158,568,000	156,850,000	159,752,000	631,878,000		

Source: US DOT, T100 reports

Total U.S. - Mexico Air Cargo Traffic by Mexican Airport
First Quarter 2000 - Fourth Quarter 2001

Includes Freight and Mail -- Inbound and Outbound -- Pounds 2000 2001 Airport Code 1Q 2Q 3Q 4Q CY 1Q 2Q 3Q 4Q CY Mexico City, Juarez MEX 84,944,000 81,124,000 82,492,000 91,606,000 340,166,000 80,004,000 79,294,000 79,074,000 84,874,000 323,246,000 41,016,000 Guadalajara **GDL** 36,298,000 34,680,000 41,694,000 45,416,000 158,088,000 38,672,000 41,706,000 42,516,000 163,910,000 Monterrev MW+ 10,534,000 14,654,000 17,536,000 12,388,000 55,112,000 9.720.000 11,992,000 11,572,000 9.676.000 42,960,000 Mexico City, Morelos TLC 9.246.000 9.272.000 11.088.000 9.730.000 39.336.000 10.178.000 10.496.000 10.218.000 7.742.000 38.634.000 Merida MID 4,688,000 6,106,000 6,380,000 3,938,000 21,112,000 5,716,000 4,184,000 3,852,000 4,778,000 18,530,000 CUN Cancun 3,764,000 4,662,000 5,220,000 3,766,000 17,412,000 5,550,000 4,248,000 4,350,000 4,194,000 18,342,000 Chihuahua CUU 3.326.000 3.178.000 4.650.000 3,568,000 14.722.000 1,696,000 1.720.000 2,130,000 2.262.000 7,808,000 Acapulco ACA 172,000 40,000 142,000 1,046,000 1,322,000 1,444,000 226,000 3,990,000 692,000 998,000 Saltillo SLW 2,080,000 1,898,000 5,624,000 1,058,000 1,036,000 612,000 1,034,000 520,000 1,060,000 3,674,000 Puerto Vallarta **PVR** 1,102,000 1,060,000 632,000 958,000 3,752,000 1,134,000 934.000 462,000 1,044,000 3,574,000 Los Cabos SJD 1,708,000 1,236,000 522,000 1,128,000 4.594.000 1,196,000 976,000 420,000 704,000 3,296,000 Leon/Guanajuato BJX 536,000 1,098,000 624,000 764,000 3,022,000 278,000 496,000 338,000 214,000 1,326,000 Hermosillo НМО 388.000 160.000 332,000 332,000 1,212,000 146.000 180.000 198.000 114.000 638,000 Mazatlan MZT 132,000 170,000 64,000 110,000 476,000 116.000 146,000 174,000 136,000 572,000 VER Veracruz 48,000 48,000 76,000 30,000 202,000 160,000 38,000 20,000 28,000 246,000 LAP La Paz 62,000 46,000 52,000 80,000 240,000 52,000 40,000 44,000 22,000 158,000 CZM 44,000 52,000 28,000 30,000 142,000 Cozumel 40,000 40,000 176,000 38,000 46,000 Queretaro **QRO** 4,000 4,000 8,000 60,000 40,000 14,000 122,000 Aguascalientes AGU 10,000 2,000 6,000 18,000 34,000 18,000 52,000 104,000 Morelia MLM 66,000 74,000 42,000 18,000 200,000 16,000 26,000 50,000 8,000 100,000 All Others 186.000 150,000 172,000 518.000 1,026,000 186,000 140,000 98.000 82,000 506,000

176,122,000

667,540,000

156,708,000

158.568.000

156.850.000

159.752.000

631,878,000

Source: US DOT, T100 reports

159,334,000

158,428,000

173,656,000

**Grand Total** 



## TESTIMONY OF EUGENE B. CONRAD DIRECTOR, DAYTON INTERNATIONAL AIRPORT

The Dayton International Airport strongly supports the application of Express.Net for the available U.S.-Mexico all-cargo designation. Scheduled all-cargo service between Dayton and Mexico is essential to not only the success of the Dayton International Airport, but also to the overall commercial development of Dayton businesses and manufacturers. Express.Net's scheduled service will assure that Emery and the shippers which rely on its Dayton hub have continued, convenient access to and from Mexico.

The Dayton International Airport is home to Emery's North American Sortation Center and is strategically located within 90 minutes reach by air of nearly 78 percent of the United States and 55 percent of the principal business centers in Canada. Open 24 hours a day, Emery's sortation center is a major source of employment in the Dayton area, and the facility collects, processes and redistributes the millions of pounds of freight that move through Emery's extensive North American network. Simply put, the continued success of Emery's Dayton-based hub is vital to the development of the Dayton-area economy as a whole.

The Dayton-Mexico service previously operated by Emery Worldwide Airlines tremendously benefited the Dayton International Airport and area shippers, and was instrumental in facilitating Dayton-Mexico and Ohio-Mexico trade. Awarding

Express.Net scheduled U.S.-Mexico all-cargo authority is necessary if Emery Forwarding is to provide the effective Dayton-Mexico City service which has proven so valuable to Dayton-area manufacturers in the past.

Express.Net's scheduled service will benefit the numerous Dayton-based manufacturers of automobile parts and supplies which ship their products to vehicle assembly plants throughout North America, including Mexico. These manufacturers include Ford, General Motors and Daimler-Chrysler. Additionally, Express.Net's scheduled Mexico service will develop international trade opportunities for other Dayton businesses, including materials processing, electronics and information management companies such as Selectron, Flextronics, Moulex, IBM, Motorola and Ericsson.

Ohio and Mexico have long enjoyed a strong economic relationship, and Express.Net's proposed U.S.-Mexico service will serve to facilitate even more extensive trade between Ohio and Mexico. Ohio ranked 6th among all US states as an exporter of goods to Mexico in 2001. In that year, exports from Ohio reached \$2.1 billion, up \$1,357 million from their level in 1993. Mexico ranked as the 2nd largest foreign market for goods from Ohio in 2001.

Continued Dayton-Mexico scheduled service, and Dayton-Mexico City scheduled service in particular, will also help Emery and the Dayton area grow and remain competitive with other air cargo sortation hubs. A number of hubs,

including Cincinnati/Northwestern Kentucky International, Louisville and Memphis International are each served by an airline operating U.S.-Mexico all-cargo flights.

The Department should award Express.Net the U.S.-Mexico all-cargo designation for scheduled service to ensure that Dayton area businesses and manufacturers continue to expand their exports into the Mexican marketplace and to further facilitate the trade relationship between Ohio and Mexico. In addition to the substantial trade and employment benefits it will bring to the Dayton are, awarding Express.Net scheduled Mexico authority in this proceeding will guarantee that shippers and consumers throughout all of the United States have access to Mexico through Emery's state-of-the-art sortation hub at Dayton International Airport.

# TESTIMONY OF PATRICK ABELN DIRECTOR OF AVIATION, EL PASO INTERNATIONAL AIRPORT

As Director of Aviation at El Paso International Airport, I strongly endorse El Paso-Chihuahua scheduled all-cargo service because the service will greatly benefit shippers in the El Paso area, increase El Paso's cross-border trade and expand the growing hub operations at El Paso.

El Paso has a unique relationship with Mexico, and Chihuahua in particular, because El Paso is the point where two countries (the U.S. and Mexico) and three states (Texas, New Mexico, and Chihuahua, Mexico) meet to create North America's largest border community. El Paso is among the three largest importing/exporting points along the U.S.-Mexico border. Between 1993 and 1999, almost 96% of all international trade through El Paso was with Mexico. For this reason, air service to and from Chihuahua and other Mexican points is a top priority for El Paso and the shippers who use the airport.

El Paso has benefited from the booming international trade that has been brought about under the North American Free Trade Agreement and the "maquiladoras." "Maquiladoras" are product assembly factories in Mexico, which are mainly located in the border region. Many of these facilities are located in the City of Chihuahua, located 233 miles from El Paso, and scheduled air service will facilitate the timely flow of parts to these facilities from El Paso, as well as the

return of assembled goods. Other goods exported from El Paso to Mexico include technology, machinery, packaging, treated textiles, and medical and surgical instruments. Goods imported from Mexico include technology, manufacturing parts, clothing, and electronics. Scheduled all-cargo service facilitates greater flexibility for just-in-time transport of high value goods critical for keeping production lines in the maquiladoras moving.

El Paso is proud of its new and spacious airport facilities as well as the airport's emergence as the U.S.-Mexico border's most centralized intermodal hub. This year nearly 700,000 trucks will cross from Mexico into El Paso and many will utilize the air cargo and rail connections available at the airport. A recent \$60 million investment in air cargo infrastructure culminated in Butterfield Trail Air Cargo Center, which is the largest and most modern cargo facility on the border. The complex includes two 144,000 square foot buildings, a 35-acre aircraft parking ramp, and 4.3 miles of roadway.

Despite the large volume of imports and exports between El Paso and Mexico and the modern facilities at El Paso, there is currently no scheduled all-cargo service between El Paso and Mexico. El Paso-Chihuahua scheduled flights will expand commerce and trade opportunities between El Paso and Mexico. El Paso urges the Department to allow El Paso-Chihuahua scheduled services as soon as possible.