



# Totem Ocean Trailer Express





# Saltchuk Resources, Inc.



## BLUE WATER



ALTA AIR  
LOGISTICS



## GREEN WATER



## REGIONAL PETROLEUM PRODUCTS



## NORTHWEST REAL ESTATE & MARINAS



## AIR CARGO



## TRANSPORTATION





Updated: 05-17-2011









# Niche Ro/Ro Liner Service

- Speed-10 hour port turnaround
- Flexibility - all equipment types
- Vehicles





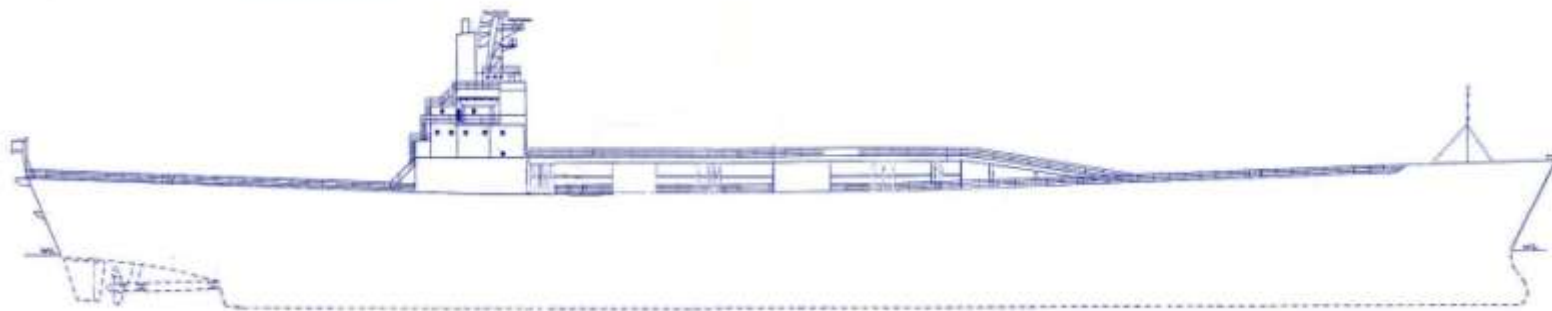
➤ Dedicated service between Washington and Alaska

➤ Highway and rail connections throughout greater Alaska and Lower 48/Canada

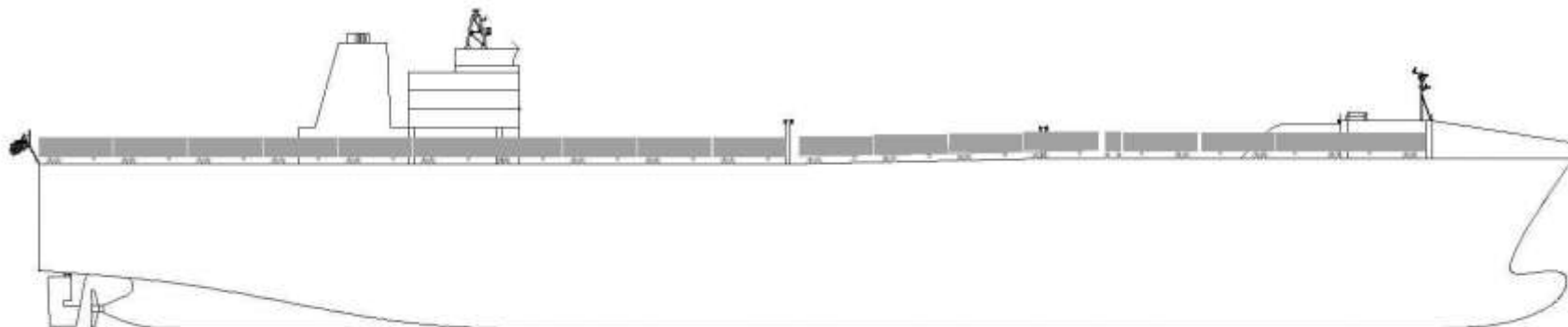




# Vessel Profiles



**Original TOTE Ponce Class Ship**

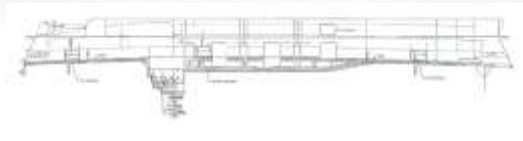


**Orca Class Ship**





# Vessel Comparison



## Orca

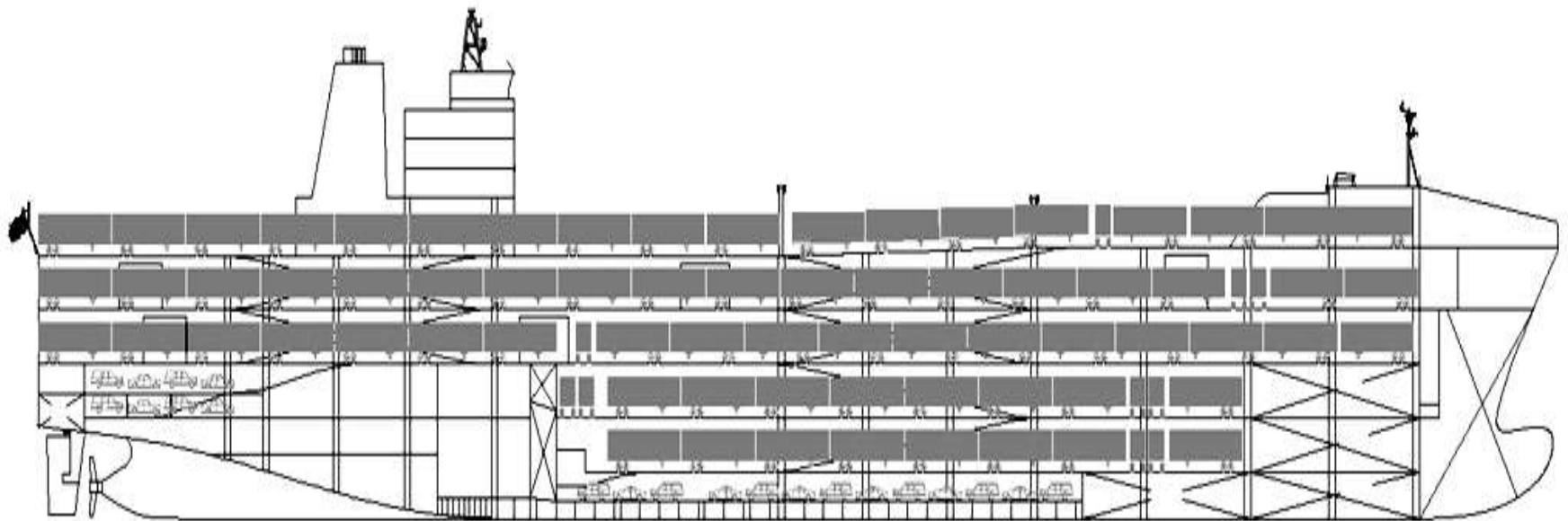
## Ponce

Length	839 feet	790 feet
Beam	118 feet	105 feet
Speed	24 knots	24 knots
Propulsion	Diesel Electric	Steam Turbine
Cargo	550 trailers + 300 autos	385 trailers + 110 autos
Internal Ramps	12	5





# Orca Class Inboard Profile





# TOTE Cargo Mix Flexibility

➤ “Stretch” Flatbed Loads + 70’



➤ 53’ Dry or Reefer

➤ 48’ “ ”

➤ 45’ “ ”

➤ 40’ “ ”

➤ 30’ Pups





# Alaska Transportation Challenges

- Railbelt Alaska's freight arrives by:
  - Liner Vessel - 67%
  - Barge - 26%
  - Overland - 7%
- 1,450 nautical miles one way (Tacoma-Anchorage)
  - Wind gust to 100 knots
  - Seas to 60'
- Cook Inlet
  - Ice-choked 5 months of year
  - 6 to 7 knot tidal current
  - 35' tidal range









# Turtleback cover on main deck





# Protecting Alaskan waters







# Combatting icy waters





# Hull strength







# Securing freight to deck





# Environmental Design



- 2010 Port of Tacoma Community Vitality Partner Award
- 2010 Environmental Excellence Awards – Midnight Sun, North Star, Westward Venture & Great Land - Chamber of Shipping of America
- 2009 Best Award – Citizens for a Healthy Bay
- 2009, 2008 Environmental Excellence Awards for three vessels
- 2008 WA State Recycling Association Recycler of the Year
- 2007 14001:2004 Certification Completed
- 2007 Tahoma Environmental Award
- 2005 WA State Governor's Award for Pollution Prevention and Sustainable Practices





# Shorepower





# Rain Gardens at Port of Tacoma



## TOTE RAIN GARDENS



These rain gardens are designed to filter out pollutants from the terminal and buildings that would otherwise flow into Commencement Bay. They are the first industrial rain gardens in the South Sound, and will treat over a quarter million gallons of stormwater each year. Filtering out heavy metals helps us meet our NPDES permit requirements and protect wild salmon. Several partners and sponsors made this project possible, including more than 75 volunteers who helped plant 800 plants in April of 2011.

### What is a Rain Garden?

A rain garden is a shallow depression planted with a variety of flowers, shrubs and grasses that "don't mind getting their feet wet." Rain gardens help soak up polluted runoff from rooftops and paved surfaces while protecting our local waterways. When planted with the right types of plants, rain gardens also attract birds, butterflies and bees.

### Benefits

- Reduce flooding
- Filter oil, grease, and toxic materials
- Recharge the aquifer
- Provide beneficial wildlife habitat

1

Stormwater collects pollutants from the road and paved surfaces

2

Rain garden absorbs and filters runoff through amended soil layers and deep native plant roots

3

Rain gardens help our fish and other wildlife enjoy cleaner water

### The Alternative

Without a rain garden, this polluted stormwater would drain untreated into Commencement Bay.

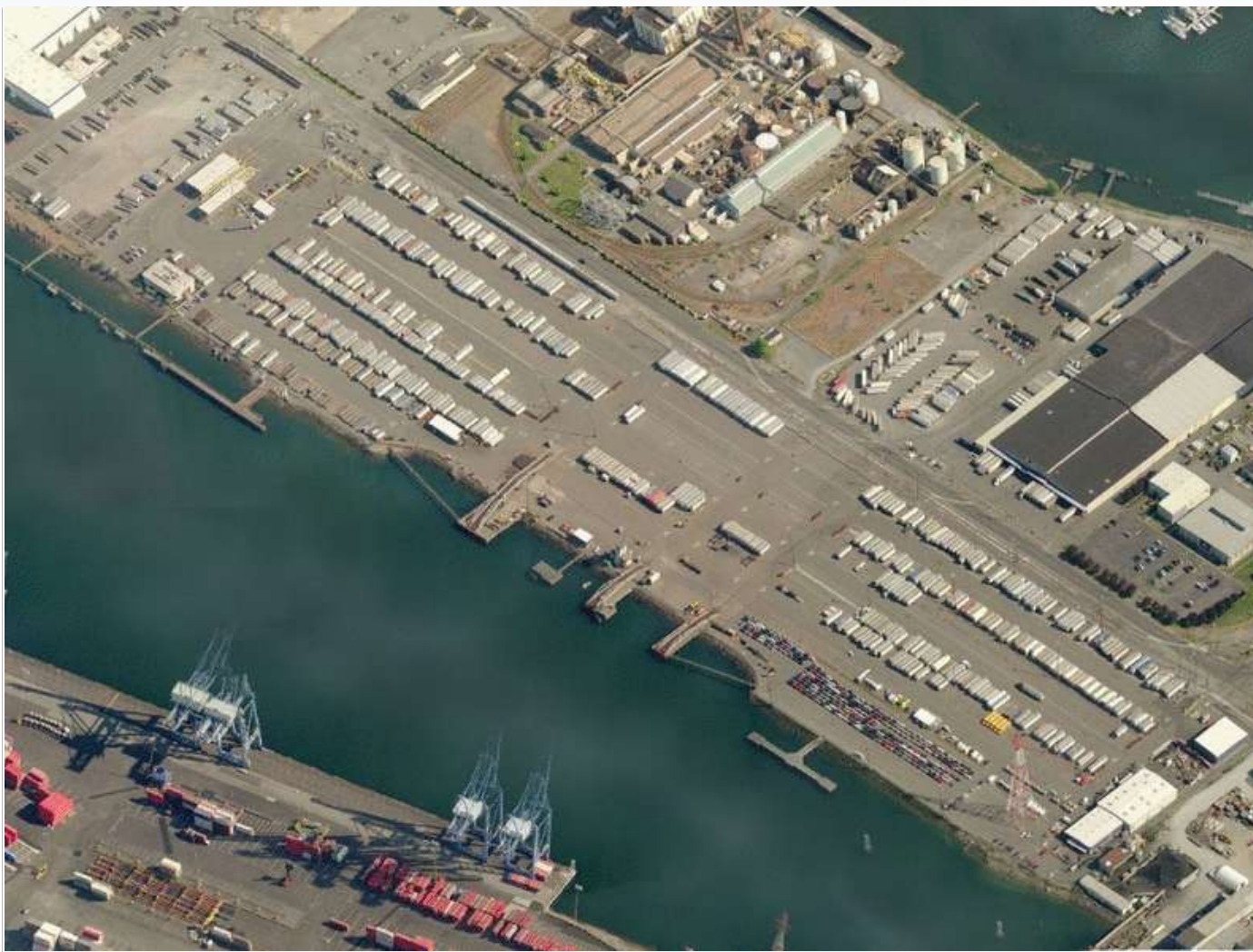
Puget Sound  
Starts Here

www.12000raingardens.org





# Port of Tacoma





# Port of Anchorage





# Increased control and flexibility









# Streamlined Operations

- Combined terminal and vessel operations
- Ship staffed by SSA, a sister company
- Vessel maintenance done in-house
- Ship sails with Alaska pilot onboard
- Bridge electronic technician on staff
- No pre-stowing of cargo





# 100% On Time Arrival







# Commitment to Community

✓ % of  
revenues  
donated back  
to  
communities







Thank you

**Questions?**

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