

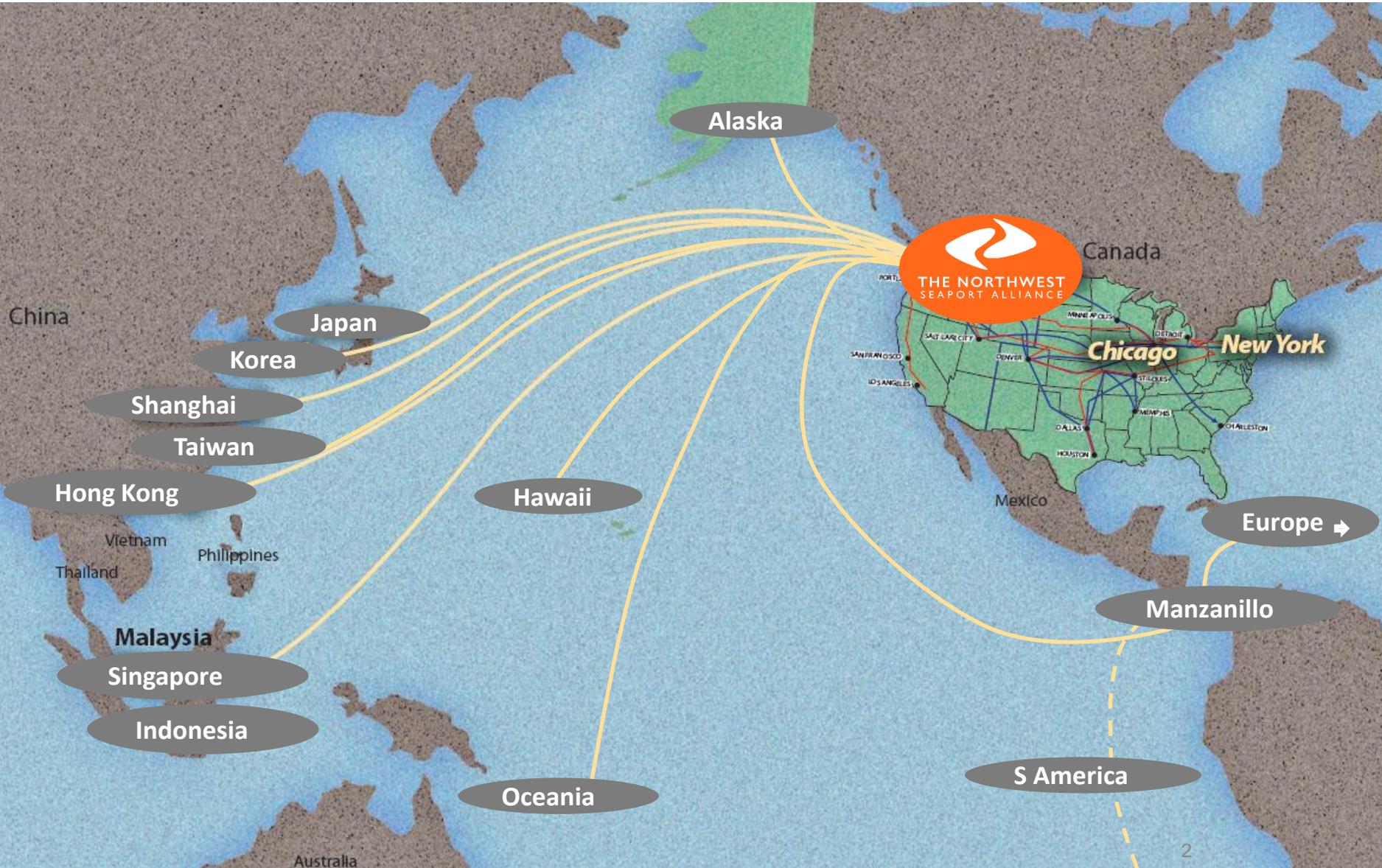


**THE NORTHWEST
SEAPORT ALLIANCE**
Gateway to Solutions

AAPA Port Real Estate Issues Seminar

Ensuring Adequate Port Real Estate for Ro-Ro Cargo Opportunities

THE NORTHWEST SEAPORT ALLIANCE A GLOBAL GATEWAY



THE NORTHWEST SEAPORT ALLIANCE

Containerized Cargo – Port Rankings

Seattle

Tacoma

- 1 LA/Long Beach
14,599,145 TEUs
- 2 NY/NJ
5,467,345 TEUs
- 3 Seaport Alliance
3,461,672 TEUs
- 4 Savannah
3,034,010 TEUs
- 5 Vancouver
2,825,475 TEUs

2014 Cargo Activity



Breakbulk = 279,300 Short Tons



Rail Lifts = 515,579



Containers = 3,427,561 TEUs

**Total Tonnage =
38,672,294 ST**



Autos = 175,802 Units



Logs = 304,930 Short Tons



Grain = 8,321,336 Short Tons



Marshall Avenue Auto Facility



Marshall Avenue Auto Facility Statistics

- **Auto Processor: Auto Warehousing Company**
- **Base Acres: 165**
- **Rail Car Spots: 72**
 - Supported by both Union Pacific, and Burlington Northern RR's
- **Truck-A-Way Bays: 1,500**
- **Vessel Berths: 2 Primary, 2 Secondary**
- **Buildings:**
 - Corporate Office
 - Processing
 - Body Shop
 - Carwash/Fuel Island
 - Rail Building



Marshall Avenue Auto Facility Customers

- **Automobile Manufacturers**

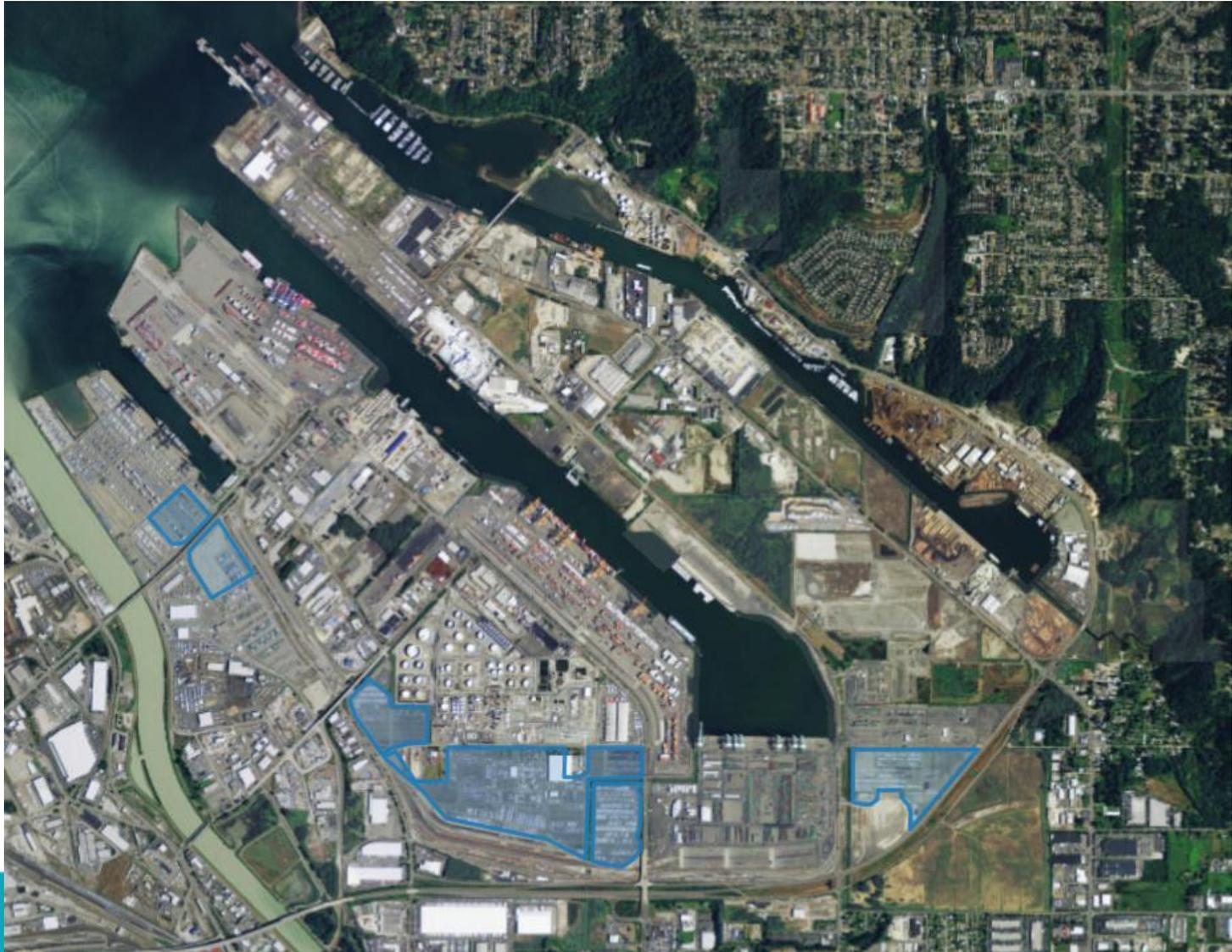
- Kia (GLOVIS)
- Mazda
- Mitsubishi
- Isuzu
- Fuso
- General Motors

- **Steam Ship Lines**

- K-Line
- MOL
- NYK
- Hyundai-GLOVIS Ocean
- Eukor



Primary Auto Yards



Primary and Supplemental Auto Yards



Auto Facility Considerations

- **Average Units Per Acre: 160**
- **Vehicle Stow: 4 Block**
- **Units Per Vessel (Large Customer): 800-3,500 units**
- **Discharge Acres Needed: 5-22**
- **Trend: Fewer Vessel Calls, More Units Per Vessel**



East Blair One Breakbulk Terminal



East Blair One Terminal Statistics

- **Operator: Northwest Seaport Alliance**
- **Base Acres: 22**
- **Rail Car Spots: 12**
- **Vessel Berth:**
 - Length: 1,200'
 - Strength: 1,000psf, with a 2,000psf Heavy Lift Pad
 - On Dock Rail
 - Water Depth: 51' MLLW



East Blair One Terminal Customers

- **United States Military**
- **Wallenius Wilhelmsen Logistics**
- **World Logistics Services**
- **NYK**
- **MOL**
- **K-Line**
- **Eukor**
- **Hyundai-GLOVIS Ocean**
- **Japanese Ground Self Defense Force**



Breakbulk Terminal Considerations

- **Units Per Acre: 55**
- **Yard Stow: In Line**
- **Units Per Vessel:**
 - Discharge: 300-500 pieces of cargo
 - Load Back: 30-150 pieces of cargo
- **Vessel Handling Acres:**
 - Discharge: Up to 9 Acres
 - Load Back 3 Acres
- **Trend: More Vessel Calls, Same Ratio of Cargo**



Questions?

