

PACIFIC NORTHWEST TRADE AND LOGISTICS

Corner of prosperity

Pacific Northwest's agricultural prowess, proximity to major markets drive business success

By Amy Wunderlin

The Pacific Northwest plays an especially important role in meeting growing consumer demand for fresh foods and seafood products.

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A diverse economic region, the Pacific Northwest (PNW) is a key location for distribution centers and logistics companies to establish their business and receive, manage and distribute goods. Making up one of the four corners in the US marketplace, the PNW is known for its exports of produce and seafood and is also a top exporter of machinery, transportation equipment and electronic products. Exports from the region totaled \$97.8 billion in 2024, a 3.9% increase over the prior year.

"Idaho is synonymous with potatoes. Apples, blueberries and cherries are grown in Washington" said Justin Ernest, vice president

of regional sales at Lineage Logistics. "Oregon produces other berries, including blackberries and raspberries. As a result, agriculture creates thousands of jobs and contributes billions of dollars to state and national economies."

With a billion-dollar shellfish and seafood market, access to multiple gateways for international trade and service from two Class I railroads, it's easy to see why business is booming in the PNW.

"The Pacific Northwest is a strategic sweet spot," said Chris Krawczyk, senior vice president at Sun Chief Express, a UWL service. "It's got deepwater ports, strong infrastructure

and direct access to both US and Canadian markets."

Speed to market matters

Perhaps its most impressive asset, though, is the region's proximity to major international and inland markets combined with the infrastructure to support fast, efficient global trade.

"The Pacific Northwest offers the shortest great-circle navigation route from North Asia, with transit times from Shanghai averaging just 14 days," said Pat Roche, CEO of Tahoma Global Logistics (TGL). "This efficiency provides a significant competitive advantage and serves as a compelling incentive for routing cargo through the region."

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The Pacific Northwest offers some of the closest destinations for cargo from Asia, including the Prince Rupert Port Authority, which anchors supply chains between continents by supporting Canadian exports as well as intermodal imports and exports from Asia and the United States. Located on the north coast of British Columbia, the Port of Prince

Rupert is the third-largest port in Canada by value trade and features six cargo terminals, one container terminal, three dry bulk terminals, two energy terminals and cruise ship facilities.

shortest distance, the closest port to Asia for trans-Pacific trade,” said Shaun Stevenson, president and CEO of the Prince Rupert Port Authority. “It represents the shortest and fastest connection into the key markets by the CN [Canadian National Railway] network.”

Stevenson noted that the port authority defines performance by the speed, total

supply chains, looking to reduce the total transit, naturally lends itself to the Port of Prince Rupert.”

This includes items such as high-value goods or goods feeding into just-in-time inventory management. These benefit from Prince Rupert’s advantage of trimming a day or two in total sailing time from key markets in Asia.

Prince Rupert Port Authority’s partnership with CN also offers reach into major markets such as Toronto, Montreal, Chicago and Memphis.

“We can put containers reliably into those markets, cutting off sometimes eight to 10 days over total transit versus other West Coast ports,” Stevenson said.

The Port of Tacoma and Port of Seattle, the PNW’s largest seaports, make up the Northwest Seaport Alliance (NWSA), which prides itself on speed to market, offering a unique partnership of two harbors and one gateway.

“We’re both naturally deep harbors;

Exports from the Pacific Northwest totaled \$97.8 billion in 2024, a 3.9% increase over the prior year.

Rupert is the third-largest port in Canada by value trade and features six cargo terminals, one container terminal, three dry bulk terminals, two energy terminals and cruise ship facilities.

“The location we have on the west coast of North America anchors the

transit and reliability of transit from source market to destination — for which the port has an excellent reputation.

“What has come to define Prince Rupert is speed and the reach to key markets and the reliability of that service,” Stevenson said. “Cargo relying on precise

Fast, flexible, first-class

Who we are

The Northwest Seaport Alliance (NWSA) is a marine cargo operating partnership of the ports of Seattle and Tacoma. Its combined terminal facilities, carriers and ports of call provide unlimited options and flexibility for shippers using the NWSA gateway.

NWSA is a major container load center in North America. Strategically located in the northwest corner of the United States, NWSA offers shorter transits from Asia and the first and last ports of call for many trans-Pacific liner services. NWSA is also a major gateway to Alaska and Hawaii; more than 80% of trade between Alaska and the lower 48 states moves through NWSA harbors. In addition to containers, NWSA is also a center for bulk, breakbulk and project/heavy-lift cargo, and automobiles.

Fast

The Seattle-Tacoma gateway offers fast, flexible, first-class port solutions for today’s complicated supply chain challenges. Market-leading ocean transits from Vietnam and several other Asia ports of call, congestion-free berths, and fluid marine

terminal and intermodal operations make NWSA the perfect choice for time-sensitive cargo headed for Midwest, Ohio Valley and East Coast markets. Shippers have access to over 40 weekly international rail departures to 13 inland locations via NWSA.

Flexible

NWSA’s on-dock rail, international and domestic rail service options from two Class I railroads and close proximity to the second-largest concentration of warehousing on the West Coast make Seattle-Tacoma an ideal location for warehousing, fulfillment and transload operations. Over 100 transload service providers operate within minutes of NWSA marine terminals, and with transload costs 25% cheaper than Los Angeles-Long Beach, shippers can add flexibility and savings to their supply chains.

First-class

NWSA has an award-winning reputation for ease of doing business. Its dedicated team of business development and operations professionals is focused on delivering a best-in-class customer

experience. And NWSA’s commitment to working together with its supply chain partners to provide cost-effective, innovative shipping solutions is unparalleled in the industry. ■

Make NWSA’s competitive advantages yours:

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we're served by two Class I railroads, BNSF and Union Pacific, so cargo that moves through here benefits from competitive transit times," said John McCarthy, president of the Port of Tacoma Commission and managing member co-chair of NWSA.

Tahoma Global Logistics leverages the alliance's strategic location to support high-volume import and export flows. Its operations at the seaports encompass transloading, cross-docking, warehousing and secured outdoor cargo staging.

"Additionally, our on-site container and chassis depots ensure seamless equipment availability and operational fluidity, keeping us fully aligned with the demands of international containerized logistics," Roche said.

NWSA is the sixth-busiest cargo port in the US by container volume. It is home to 100 transload facilities and the second-largest warehouse district distribution network in the country built on a strong, intergenerational maritime workforce.

"The efficiencies that our supply chain can offer folks for exports and for imports are really what give us an edge," said Toshiko Hasegawa, president of the Port of Seattle Commission and managing member co-chair of NWSA.

"Because of our location, we offer our shippers super-fast transit times between the North harbor, the South harbor and our Asian markets. In fact, we have the fastest transit time, due to our vessel string between us and Vietnam," she added, referring to UWL's Sun Chief Express.

Sun Chief is an ocean service that directly connects Vietnam to the United States through the Port of Seattle in 18 days. It has substantially grown cargo volume in the gateway and boosted economic activity for the entire Pacific Northwest region.

Supporting agriculture

The PNW facilitates a critical link in connecting trade-dependent states, such

as Washington, Alaska and Hawaii, with the rest of the world, playing an especially important role in meeting the growing consumer demand for fresh foods and seafood products.

Over the last three decades, consumption of seafood products in the United States has grown by 30%, led by fresh and frozen seafood. US residents consumed an average of 20.5 pounds of seafood per capita in 2021, according to the US Department of Agriculture's Economic Research Service.

Alaska is a major contributor of seafood, providing more than 60% of the total US seafood harvest and 1.3% of the global quantity. According to the Alaska Seafood Marketing Institute, in 2022, the Alaska seafood industry harvested 4.8 billion pounds of seafood, worth approximately \$2 billion.

Often referred to as the Gateway to Alaska, the Port of Tacoma — through its partnerships with companies such as TOTE Maritime Alaska — plays a

Global cold storage warehousing, integrated transportation solutions

One of the world's largest providers of cold storage warehousing and integrated transportation solutions, Lineage Logistics serves more than 12,000 customers. The company is responsible for storing, handling and transporting food products around the globe and helps keep the food supply chain safe and accessible.

Lineage operates in many of the world's busiest ports, in large population centers and near its customers' strategic production locations. The company's world-class network includes more than 485 strategically located facilities totaling approximately 86 million square feet and approximately 3.1 billion cubic feet of capacity across countries in North America, Europe and Asia-Pacific.

Lineage's integrated solution offerings provide reliable food transportation, with a robust and flexible set of global transportation solutions to maximize efficiency and optimize costs across your supply chain. From port to rail to over-the-road, the company helps streamline your product's journey with value-added services such as drayage, freight forwarding, direct to consumer and more.

Beyond a world-class warehousing network and comprehensive suite of integrated transportation solutions, Lineage provides a technology-enabled platform to meet the diverse needs of customers and deliver more value. The company's in-house data science team, which is comprised of applied science and product professionals, provide data-driven business intelligence and innovations to continually improve and optimize operations.

Because time and information are critical in managing supply

chains effectively, Lineage has also developed and deployed proprietary operating systems to improve customer experience. Lineage Link empowers customers to actively manage their inventories, orders, shipments and transportation appointment scheduling across Lineage's warehouse network.

Coupling end-to-end supply chain solutions and technology, Lineage partners with some of the world's largest food and beverage producers, retailers, and distributors to help increase distribution efficiency, advance sustainability, minimize supply chain waste and most importantly, feed the world. ■

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significant role in delivering seafood to the lower 48 states, handling a large portion of the marine cargo between the two regions. Similarly, approximately 90% of the goods imported to Alaska come from the PNW.

"Over the last 50 years, we've built strong relationships and essential expertise with our key partners at the port," said Chris Rye, vice president of sales at TOTE Maritime Alaska. "Tacoma provides seamless connections to rail and road networks, facilitating efficient distribution to and from Alaska."

"We've also been able to invest in better technology and more environmentally innovative operations, including running shore power while in port, building the first industrial rain garden in the Puget Sound, and converting our vessels to dual-fuel LNG- [liquefied natural gas] powered technology, greatly improving air quality in the regions we sail."

Extensive import and export agricultural volumes from the PNW also make it an ideal location for temperature-controlled warehousing. The region is a key piece of temperature-controlled logistics provider Lineage Logistics' network, made up of about 40 warehouses across Washington, Oregon and Idaho. The company is also well-established in the Alaskan seafood market, which Ernest noted is an important part of its business.

"Seafood and agricultural products, both of which require temperature-controlled storage and handling, are among the largest commodities in the region," Ernest said. "Our facilities in this region help connect our global network and serve as an important hub for import and export services."

Lineage has continued to expand its reach in the PNW with the recent acquisition of Bellingham Cold Storage. This move adds three warehouses, totaling approximately 85,000 pallet

positions, to Lineage's PNW network.

"Additionally, we now have a presence at ports in Seattle, Tacoma and Bellingham in Washington State, giving our customers many options to consider for their supply chain needs," Ernest said.

The company has also seen increased demand for USDA-established import houses, which regulate and inspect imported animals and animal-derived materials. Imports of USDA-governed proteins such as beef, pork and poultry have risen, and in response, Lineage has increased its Western Washington port-based network to offer three of these inspection facilities.

Flexible, reliable operations via port investments

Over its storied history, NWSA has invested heavily in both its infrastructure and partnerships, making it easier for terminal operators, railroads, trucking companies and distribution centers to do business in the PNW.



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"We're well situated, and we have a long history of trade in Seattle and Tacoma," said John Wolfe, CEO of NWSA. "The ports here have been around for over 100 years, and the customer base is very familiar with our gateway. They've been using our gateway for decades, and so those business

customer referrals.

"Maintaining strong alignment with key stakeholders at the port through regular updates on our service capabilities and operational developments is crucial," Roche said. "This ensures that, when relevant inquiries arise, TGL is top of mind and seamlessly integrated into

and international air freight coordination. This support allows Yusen to focus on speed to market, reliability, flexibility and connectivity.

"Proximity to Asia allows for faster transit and customs clearance," said Brad Mayer, general manager of Yusen Logistics' (Americas) Contract Logistics Group. "We averaged 3.3 days container in-yard from vessel ATA [actual time of arrival] in FY24 from almost 84,000 TEUs handled."

In addition, a robust infrastructure and skilled workforce mean smoother operations, enabling Yusen's two Sumner, Wash., facilities to transload more than 100 million cartons last year.

"Those cartons were unloaded in slightly less than three days average upon in-gating," Mayer said. "While we primarily perform drop and hook in our yards, live unloads frequently occur as well."

Further expanding warehousing and transload services in key hubs, such as the Sumner Valley, have given Yusen more options to scale and adapt. Over the past

The PNW facilitates a critical link in connecting trade-dependent states such as Washington, Alaska and Hawaii with the rest of the world

relationships are really important to us and to them."

Over the years, NWSA has become a strategic partner for many logistics companies, including Tahoma Global Logistics. The organization works closely with the Port of Tacoma, channeling business opportunities and

the port's referral and engagement processes."

Yusen Logistics' team in the Pacific Northwest directly benefits from these partnerships, working closely with port leadership at Seattle and Tacoma to offer a variety of services involving warehousing, transloading, yard storage

Puyallup Tribe to build \$200 million port terminal

In a historic first, the Puyallup Tribe and the Northwest Seaport Alliance (NWSA) have joined forces to expand the region's shipping capacity with the construction of a new berth on the East Blair Waterway. This groundbreaking partnership signifies a new era of collaboration and innovation, and by working together, the Tribe and NWSA can leverage their collective strengths to enhance competitiveness, attract new business and further solidify their position as a leading gateway for global trade. The NWSA is a marine cargo operating partnership of the Port of Seattle and Port of Tacoma and is the seventh-largest gateway in North America. The move expands current berth (pier) capacity for the world's largest shipping lines.

Under the terms of a memorandum of understanding, the Tribe intends to build a new pier on approximately 22 acres of tribal property adjacent to the existing East Blair Terminal 1 (EB1) and both parties will jointly market and operate the facilities. Primary imports to EB1 include automobiles and heavy equipment, which are driven off vessels and then readied for transport and

sale across North America. The new tribal pier will feature comparable capabilities to the existing pier, including on-dock rail, as well as carbon technology to minimize localized pollution and global warming impacts. NWSA will offer technical support to ensure consistency and efficiency between the piers.

A leading provider of transload, warehouse, logistics and depot services in the Pacific Northwest, Tahoma Global Logistics (TGL) is strategically located within the heavy haul corridor of the Port of Tacoma. TGL offers seamless access to key transportation routes and nearby marine terminals, including Washington

United, PCTC, Husky and EB 1. Located on sovereign land, TGL simplifies access by eliminating the need for transportation worker identification credentials.

With state-of-the-art transloading capabilities and the ability to handle breakbulk, over-dimensional freight and containers, TGL is equipped for projects of any scale. Its 90,000-square-foot warehouse and expansive outdoor storage ensure security and versatility, while comprehensive container depot services maintain equipment readiness and provide IICL-certified repairs. TGL's streamlined logistics and efficient drayage services further enhance operational flow. ■





- **PNW Premier Transload**
- **Warehouse**
- **Depot Services**
- **Logistics**



Tahoma Global Logistics



Prime Location

- Strategically positioned within the heavy haul corridor of the Port of Tacoma, offering seamless access to major transportation routes and nearby marine terminals.
- Within one mile of Washington United, PCTC, Husky, and EB1 terminals.
- Located on sovereign land, eliminating the need for TWIC credentials, simplifying access for personnel and operations.



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year, the company's Sumner facilities conducted more than 341,000 gate transactions and performed more than 235,000 yard moves, while orchestrating near 24/7 operations.

"Our gateway right now is performing at a very high level, and what that means is the cargo owners, whether they're importers or exporters, can get their goods moving through our gateway to their ultimate destination very quickly, and speed to market matters," Wolfe said.

McCarthy attributes this speed to three metrics: Truck turn time, dwell time for rail cars and ship efficiencies. The NWSA has reported a current average truck turn time of 77 minutes, 26.6 containers moved off of a ship per hour and rail car moved off a ship and onto an outbound train in 3.3. days.

Building off of those metrics, Wolfe added that the ports of Tacoma and Seattle lack the congestion that plagues many of the nation's larger ports. Vessels coming into harbor don't have to wait for a berth but can commence operations within eight hours.

"Seattle, in particular, offers a more reliable and less-congested alternative compared to some of the larger gateways," Krawczyk said, adding that the region's culture of innovation and collaboration further supports efficient supply chain execution.

Inland supply chains provide opportunity

Intermodal connectivity in the PNW only adds to the power of the region.

"From the PNW, shippers can access key IPI [inland point intermodal] hubs like Chicago, Kansas City and Minneapolis with the same ease and speed as they could from Southern California — without the congestion," Krawczyk said. "That inland reach is a big reason why we've continued to deepen our investment in this region."

"A well-established rail and highway network links the region to major inland markets like Chicago, Denver, Minot, and beyond — typically within five days," Mayer added.

All major terminals feature on-dock rail infrastructure, so much of the cargo can quickly move inland via rail and out of town.

"If you're an importer, and you know that you put your cargo on that vessel and it's going to ultimately get to the store shelf two or three days quicker than it would to another gateway, that matters. That's what drives decisions," Wolfe said.

NWSA has invested nearly \$1 billion between Seattle and Tacoma to modernize and grow its harbor, as well as support the growth of inland rail hubs to reach new markets. The hubs are located across the United States, so cargo can be consolidated and moved both ways to increase exports.

"We have partnerships with inland rail locations in Minot, ND; Pocatello, Idaho; Millersburg, Ore.; and most recently in eastern Washington, which is a heavy agricultural area," McCarthy said. "Those inland hubs then get a lot of agricultural products that are inland and get them out to our ports."

Tri-Cities Intermodal (TCI) hopes

Delivering sustainable, effective logistics solutions

Uniquely positioned in the Pacific Northwest, Tri-Cities Intermodal LLC is the only intermodal facility with the capability to serve both eastbound and westbound shipments. As a critical access point to the North American Rail Network, Tri-Cities Intermodal connects the Pacific Northwest to domestic destinations across the US and international markets through the Northwest Seaport Alliance. Offering specialized solutions for domestic, refrigerated and international freight, its comprehensive services include transloading, container handling and secure storage options.

Tri-Cities Intermodal will transport your product to the ports of Seattle and Tacoma and anywhere in the US via rail through strategic partnerships with Columbia Rail and Union Pacific. By using rail, customers can cut transportation costs, reduce highway congestion, decrease emissions and simplify processes. Tri-Cities Intermodal is also supported by ocean carriers that serve the Pacific Northwest. By using rail, products will bypass the ports' gates and be ready

to ship using Tri-Cities' efficient and sustainable transportation model.

Tri-Cities Intermodal is dedicated to providing dependable, efficient and time-definite service — enabling shippers to streamline supply chains, expand market reach and reduce costs. The company is also committed to reducing highway

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to take advantage of the opportunities presented by expanded inland imports, focusing on what its CEO and founder Ted Prince called the million-dollar question: "Where can you transload?"

"California is tapped out," Prince said. "So, the problem is, where do you do it? There's no land anywhere, and even if the land's there, you've got NIMBY [not in my backyard], you've got zoning and you might not find labor. Tri-Cities has all of that, but there's more than that."

The PNW, Prince noted, offers a unique layering of networks.

"It's got land, labor and electricity for import distribution, and none of those should be taken for granted," he said.

Pair those resources with the region's deep agriculture roots, and TCI is finding promise in moving grain from the Midwest to PNW's ports and helping growers decrease the cost of exporting, which is often their biggest expense.

"The problem is that grain comes

from the upper Midwest; there are no containers there," Prince said. "There are some operations in Chicago that will transload, but they're dependent on IPI containers, and that fluctuates, and not all IPI containers are suitable. Our point is if you can't bring the containers to the grain, bring the grain to the containers. We're only 200 miles away, but we have an inexhaustible supply of containers that we can move in from the port."

The region has the infrastructure to support what Prince believes is a new mode for intermodal transportation.

"There are a lot of intermodal dead spots in the United States, and this is how you fill them," Prince said. "This is how you bring business to the railroad, and this is how you contribute."

TCI isn't the only logistics company capitalizing on the momentum of the seaports that comprise the NWSA. These initiatives also serve to support growth throughout the PNW, including Alaska, which in recent years has seen in a surge

in infrastructure development — notably in oil and gas projects such as the Willow and Pikka ventures. These projects are expected to provide a 30% increase to Alaska's oil production by 2032.

As a result, TOTE Maritime Alaska is seeing a demand for construction materials, equipment and supplies.

"By leveraging the Port of Tacoma's strategic location and our customer-centric operations, we [TOTE] are positioned to capitalize on Alaska's growing market demands effectively," Rye said. "Whether that's state-of-the-art ships that are custom-built for the unique challenges of delivering cargo to Alaska or investing in LNG technology to protect the air we breathe and the waters we sail, the expertise of our port partners and the support of the maritime industry from a community and government standpoint has been instrumental in our long-term success." ■

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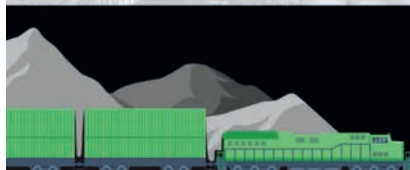
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Bracing for impact

Tariff implications would have profound affect on PNW imports, exports

By Amy Wunderlin

The Pacific Northwest is made up of several, heavily trade-dependent states and regions, with trade and logistics activity at the major ports facilitating \$70.6 billion in trade value in 2023.

This equates to \$57.6 billion in imports and \$13.3 billion in exports moving through Seattle and Tacoma to support business activity across the United States.

A major gateway for international trade, the region's ports of Seattle and Tacoma handle containerized cargo, bulk, breakbulk and automobiles originating from Asia and rail freight and major highway systems running from the Canadian border to California. As a result, the impact of the Trump administration's sweeping tariffs is impossible to predict.

"The Northwest Seaport Alliance recognizes that Washington State is one of the most trade-dependent states in the nation, making trade policy highly important for Washington workers and consumers," said John Wolfe, CEO of the Northwest Seaport Alliance (NWSA).

"Trade policies that limit trade and investment should be used as a measure of last resort and tariffs should be thoroughly researched and narrowly targeted to minimize unintended impacts on American ports, producers and consumers."

Southeast Asia to PNW, powered by UWL's Sun Chief Express

When reliability matters most, Sun Chief Express delivers. UWL's premium flagship service from Southeast Asia to the Pacific Northwest and Canada continues to raise the bar with guaranteed sailings, industry-leading transit times and end-to-end execution — especially in today's unpredictable market. As global freight networks face disruption — from Red Sea instability to equipment imbalances and ongoing tariff shifts — Sun Chief Express offers a consistent, strategic alternative.

Departing every two weeks from Vietnam, the service reaches Seattle in just 18 days — providing a faster, more reliable connection for shippers sourcing across Southeast Asia. Feeder services from Thailand, Indonesia and Cambodia support diversified regional strategies, all streamlined into a consistent, fixed-day sailing. No blank sailings. No guesswork. Just dependable capacity, backed by new containers, private chassis and a nimble, eco-conscious fleet.

Securing the Pacific Northwest
Through strategic partnerships,

exclusive terminal access and sister company assets, UWL has established a high-performance gateway in the Pacific Northwest. Owned and operated facilities in Tacoma and Sumner offer drayage, transload and warehousing under one roof. Priority discharge at Seattle's Terminal 18 (T-18) ensures faster cargo flow — with visibility and control at every step.

Inland connections

UWL's IPI network moves freight quickly from Seattle to inland destinations including Memphis, Chicago, Kansas City and Minneapolis. On-dock rail access at T-18 offers additional time savings for dedicated inland destinations. For shipments to Canada, the feeder service to Vancouver ensures cross-border access to Fraser-Surrey for efficient, congestion-free pickup.

Trusted by customers

"We're in constant communication with the Sun Chief team. It's a true partnership that helps us manage launch dates and production with confidence," one customer

noted. Another shipper shared, "When we had a delay at origin, the first thing I did was check the Sun Chief schedule to pivot. That kind of flexibility is what we count on."

Award-winning performance

Sun Chief Express has earned the Cargo Anchor Award and is consistently ranked among the most reliable niche carriers in the trans-Pacific trade. In a world of uncertainty, Sun Chief Express brings premium stability, speed and service you can trust. ■

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Auto tariffs would have 'chilling effect'

A 25% tariff on auto imports is of specific concern in the Pacific Northwest, where this category makes up a significant and growing business line for the NWSA gateway.

"We expect these tariffs to have a

services have surged over the last two years thanks in part to a partnership with Hyundai Glovis, a South Korean logistics company that ships Kia and Hyundai vehicles. In 2022, Glovis consolidated its West Coast shipments through the Port of Tacoma, resulting in an increase of auto imports by nearly 340,000 in both 2023 and 2024.

reasons, and that's going to be impacted also by tariffs that are being considered, but it's been a big boost for us," McCarthy said.

Imported car parts make up another large portion of the ports' containerized volumes, generating 2,500 direct jobs across the Pacific Northwest region.

"The bottom line is that the tariffs will have a troubling effect on imports and exports," McCarthy said. "Those farmers and ranchers and fishing industry, [and] certainly our automobiles, so it's going to hurt both ways. There's no doubt about it: a 25% tariff on vehicles and auto parts, which have been announced ... it's going to have a very serious impact."

For some, those impacts are already being felt. Chris Krawczyk, senior vice president of UWL's Sun Chief Express, reported a pause in activity across the trans-Pacific eastbound trade lane. One of the world's largest ocean freight routes, the trade lane connects Asian ports with North America.

"There's no doubt about it: a 25% tariff on vehicles and auto parts, which have been announced ... it's going to have a very serious impact."

chilling effect on auto volumes imported through Seattle and Tacoma, though much is unknown about how significantly or quickly impacts to imported cargo volumes will be felt across the supply chain," Wolfe said.

NWSA's breakbulk and roll-on/roll-off

Volumes are already down this year, however, because of the uncertainty surrounding tariffs, said John McCarthy, president of the Port of Tacoma Commission, and managing member co-chair of NWSA.

"We've seen some drops for different

From the Pacific Northwest to the world

Selecting a logistics partner in the Pacific Northwest — or anywhere across the globe — requires reliability, innovation and global reach. Yusen Logistics delivers on all three, backed by a deep commitment to operational excellence and end-to-end supply chain solutions.

What sets Yusen Logistics apart is its customer-focused approach. Its teams work closely with clients to understand unique business requirements and deliver customized solutions that exceed expectations. From ocean and air freight forwarding to warehousing, distribution services and integrated supply chain solutions, Yusen offers the expertise to drive results.

In the Pacific Northwest, Yusen's strategically located distribution centers in the Seattle-Tacoma area are designed for efficient cargo handling and reliable delivery. The Sumner distribution center offers 125,000 square feet of space with 20 acres of yard space — providing ample room for storage and handling.

The Tacoma facility includes 30 acres of yard space to expand cargo-handling capacity. In Kent, Yusen has 40,000 square feet of warehousing space supporting its International Freight Forwarding division, ensuring smooth operations and robust support for customers' global logistics needs. Beyond the Pacific Northwest, Yusen Logistics operates 40 locations across the US and 7.4 million square feet of warehouse space.

Globally, Yusen Logistics is a trusted leader in supply chain management, with a network spanning 47 countries and regions. Its 650 distribution centers and offices worldwide, supported by

a team of over 25,000 employees, allow the company to meet customer needs wherever logistics support is required.

Yusen's commitment to sustainability is a key differentiator. The company has set a goal of achieving net-zero emissions by 2050, with an interim target in place for 2030. EcoVadis awarded Yusen a silver medal rating globally, placing it among the top 25% of companies that meet environmental and social standards.

Choose Yusen Logistics as your logistics partner in the Pacific Northwest or anywhere across the globe and experience the difference our commitment to excellence and customer satisfaction can make for your business. ■

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PACIFIC NORTHWEST TRADE AND LOGISTICS

"Right now, we find ourselves in an interesting geopolitical climate with tariffs at the forefront," Krawczyk said.

"As the reciprocal tariffs were announced, carriers and NVOs [non-vessel-operating common carriers] alike witnessed importers and exporters hitting the pause button, or cancelling bookings, to try and get a feel for how this situation was going to shake out."

He noted that only time will tell, but he remains positive the Pacific Northwest is well-positioned for success, despite how tariffs may impact global trade.

"We're continuing to invest in the Pacific Northwest because we know the region's strategic importance is only increasing — especially if we see a surge in volume following potential tariff relief later this year," Krawczyk said. "We've expanded our warehousing footprint, increased chassis availability and added more transload flexibility to support that growth."

Tahoma Global Logistics (TGL) is also feeling the effects, reporting elevated equipment dwell times and increased storage volumes for container and chassis depots. On the transloading side, TGL CEO Pat Roche anticipates a short-term slowdown in activity based on reduced carrier booking volumes across key ocean trade lanes.

"Ongoing disruptions have extended the typical post-Lunar New Year slack period for container owners, ocean carriers and chassis providers, largely due to uncertainty surrounding tariff changes," Roche said. "The full impact remains to be seen, but we are staying agile and continuously assessing strategies to mitigate these risks."

Mitigating the fallout

Although it is impossible to predict the impact of tariffs, the logistics service companies serving the Pacific Northwest are prepared to solve their customers' supply chain needs.

"We have many experts and integrated supply chain solutions that we can leverage to help customers make strategic supply chain decisions," said Justin Ernest, vice president of regional sales at Lineage Logistics.

For example, Ernest pointed to Lineage's bonded warehouse space at select sites, which can help importers with cash flows. When using bonded warehousing space, duties or tariffs are not paid until the goods leave the bonded warehouse for domestic consumption. It could also be used to maintain a strategic supply of product to be released to the US market, as needed.

At Sun Chief, Krawczyk noted the business is focused on creating an environment where simplicity equals reliability.

"Whether it's a softer market with widespread blank sailings, or a demand-driven market like we saw in 2024, neither scenario plays out favorably for importers — and I'm not sure there will ever be a 'vanilla' year in this trade lane," he said.

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In a soft market, shippers may win on ocean rates, but Krawczyk warned on blank sailings and poor performance from alliance carriers often force importers to order more, carry excess inventory or resort to expensive air freight. On the flip side, when demand spikes, those blank sailings disappear — but performance doesn't improve. Space disappears, rates surge and importers are left scrambling, often paying more just to move the same cargo.

"But it doesn't have to be that way," Krawczyk said. "There's room for true partnerships — where a 'set it and forget it' mindset is actually possible. When Swire and UWL came together to develop Sun Chief Express, we took a different approach. We listened. We built a service around what customers actually needed: guaranteed sailings, fixed rates, real people and reliable transit times. It's not an automated ticket-counter model — it's white-glove support at a fair price, and we're proud to say it's working."

This back-and-forth uncertainty concerning tariffs makes it challenging to narrow down the best course of action, but this is not new territory for many global supply chains.

"The only normal in the global supply chain has been abnormality for the past several years," said Brad Mayer, general manager of transportation for Yusen Logistics' (Americas) Contract Logistics Group.

"Unfortunately, that trend only seems to be getting increasingly complex. There is no silver-bullet solution to this challenge, so individuals that work in the supply chain and logistics industry need to master being resilient, adaptable and getting creative — daily," Mayer added.

He recommends working as a team to adapt to the changes, expecting daily shifts while maintaining strong communication, coordination and collaboration with internal and external business partners. There is also a pressing need to evaluate, if not

implement, a diversified sourcing strategy to reduce dependency on high-tariff areas.

"Implementing advanced customs clearance technology and training staff on new customs requirements to maintain efficient logistics operations will be critical," Mayer said.

"3PLs [third-party logistics providers] must invest in enhanced trade compliance systems and expertise to navigate the complex regulatory landscape. Finally, continually monitoring trade policy developments and tariff adjustments to anticipate potential impacts and adjust logistics strategies accordingly, while arduous, is mandatory." ■

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Speed, reach, reliability

As Canada's northernmost trade gateway on the West Coast, the Port of Prince Rupert provides shippers with unparalleled speed, reliability and reach in moving cargo between Asian and North American markets.

With the shortest and fastest trade route on the trans-Pacific — 500 nautical miles closer than other Pacific Northwest ports — shipping through the Port of Prince Rupert saves vessels up to 60 hours of sailing time. By operating in the deepest natural harbor in North America, the port offers safe, direct access via deep, wide and protected approaches, with pilot times that are two to six hours shorter than competitors.

Prince Rupert's Fairview Container Terminal, a dedicated ship-to-rail intermodal facility, offers shippers formidable competitive advantages, including uncongested rail connection to the North American heartland via CN's continent-wide network; exceptional labor and community support; and significant capacity for growth. With the capability to handle post-Malaccamax vessels, Fairview is currently Canada's second-largest container terminal, with a capacity of 1.6 million TEUs.

To build on the gateway's advantages, the Port of Prince Rupert is actively expanding its fully integrated intermodal ecosystem, adding new capacities and capabilities for transloading and logistics. These investments reinforce Prince Rupert's growing value proposition of increased supply chain flexibility being brought into operations serving both Canadian and US import and export sectors.

The Prince Rupert Port Authority is constructing CANXPORT,

a transformative new rail-fed export logistics development that will provide innovative, large-scale, rail-to-container transloading. Ray-Mont Logistics will build and operate facilities that provide annual transloading service capacity for 400,000 TEUs of multiple agricultural, forestry and plastic resin products, with room to expand to other cargo types in the future.

To complement operations at CANXPORT and improve competitiveness for shippers, Intermodex is developing LinX, a cutting-edge import transload and logistics facility that will enhance supply chain resiliency by connecting Asia with key distribution hubs across North America. To maximize efficiency, CANXPORT and LinX are both located near Fairview Container Terminal and connected via a port-owned, private-haul road and rail lines. ■



PACIFIC NORTHWEST TRADE AND LOGISTICS

Creating a greener future

Industry partnerships drive sustainability agenda

By Amy Wunderlin

Clean energy is a growing priority across the Pacific Northwest (PNW), with some of the most innovative green initiatives calling the region home. Named a Regional Clean Hydrogen

Hub by the Department of Energy in 2023, the PNW leverages a host of clean energy and technology companies producing alternative fuel sources, such as sustainable aviation fuels and nuclear

energy production.

State-mandated regulations aimed to reduce greenhouse gas emissions are also moving the region forward. In 2021, Washington State adopted California's Advanced Clean Truck (ACT) rule, which requires manufacturers to increase sales of zero-emission medium- and heavy-duty trucks by 7%, beginning with 2025 models.

"Washington has become a hub for clean energy in a lot of ways," said Toshiko Hasegawa, president of the Port of Seattle Commission and managing member co-chair of Northwest Seaport Alliance (NWSA).

"There are a lot of things that have gotten federal funding and state funding and projects that are just beginning now, and we need to build the infrastructure that will be able to accommodate this special kind of cargo."

The Port of Seattle sees the opportunity, rather than the challenges, around sustainability and is investing to

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identify how the port can safely move energy as a new form of cargo.

"That's the future globally ... the clean energy economy is thriving," Hasegawa added. "That's the direction the industry is going, and so a lot of what we're talking about today is how we're decarbonizing our own efforts through infrastructure improvements, but also recognizing that is a burgeoning actual export economy, as well, and something that our port will have a role in facilitating as Washington continues to lead in clean energy."

Recognizing the opportunities that green energy holds, Canada's Prince Rupert Port Authority has set a goal of 40% carbon intensity reduction by 2030 and net-zero emissions by 2050.

"Not only is it the right thing to do, [but] frankly, we believe we can create a competitive advantage by decarbonizing supply chains that are anchored to our port," said Shaun Stevenson, president and CEO of the Prince Rupert Port Authority.

Compliance requires collaboration

The NWSA is actively working to support this new area of growth and change, starting with support for drayage providers in complying with mandates. NWSA recently released a roadmap on transitioning all 5,000 drayage trucks that call on its harbors to zero emissions and is launching its first incentive program to get more zero-emission Class 8 trucks on the road this year.

The Zero Emission Drayage Incentive Program provides funding and assistance to drayage providers in the NWSA gateway, supported by Washington State Climate Commitment Act funding. The initial phase of the program includes a procurement process where recipients of this first phase of incentive funding will be selected.

"We've measured that over the last 20 years, we've achieved an 82% reduction in diesel particulate matter of emissions," said John McCarthy, president of the Port of Tacoma Commission and managing

member co-chair of NWSA.

"We've worked hard on truck policies, and we've also really made a definite commitment to reduce maritime emissions to zero for Scope 1 and Scope 2 emissions by 2040. We've set that date, and we're going to do our best to make sure that's accomplished. After Scope 3 emissions, we've set a date of 2050," he noted.

The NWSA also continues to work with drayage service providers to phase out the use of trucks built prior to 2007 in the gateway and reducing diesel particulate matter emissions by up to 90% per truck. The Clean Truck Rule, which requires all trucks serving the alliance's international container terminals to have a 2007 or newer engine or a certified equivalent emission control system, will be enforced at NWSA's domestic terminals beginning Jan. 1, 2026.

To support truckers with this requirement, NWSA is offering scrapping bonuses of up to \$30,000 to drivers who

TOTE celebrates 50 years of excellence in shipping

Celebrating its 50th anniversary in 2025, TOTE Maritime Alaska, LLC (TOTE) marks five decades of delivering best-in-class shipping service to the Last Frontier. Since 1975, TOTE has been a critical lifeline for Alaska, ensuring the seamless movement of goods between the Port of Tacoma and the Don Young Port of Alaska, with unmatched efficiency, safety and commitment to the customers and communities it serves.

TOTE operates its dedicated, twice-weekly cargo service with the ORCA-class vessels. Designed for versatility, the roll-on/roll-off (ro/ro) operations can handle everything from refrigerated trailers to oversized freight, heavy machinery and rolling stock. These advanced ships were engineered to handle Alaska's demanding conditions and wide range of cargo needs safely and efficiently. If it can travel on the road, it can sail aboard a TOTE ship. The specialized operations also create the most efficient loading and unloading process in the market, with industry-leading trucking turn times of 20 minutes or less.

In 2023, TOTE advanced its

sustainability efforts by converting its Alaska fleet to liquefied natural gas (LNG), which significantly lowers greenhouse gas emissions and improves air quality for the regions it serves. This commitment to sustainability aligns with TOTE's long-standing mission to support the farthest reaches of the supply chain while investing in practical, real-world solutions for a cleaner tomorrow.

"As an industry leader, we are proud to continually invest in our people, assets and communities to enhance efficiency and improve how we operate. We're dedicated to providing a best-in-class customer experience and a forward-thinking approach to maritime transportation,"

said Alex Hofeling, president of TOTE Maritime Alaska.

For half a century, TOTE has been more than just a shipping company — it has been a steadfast partner to the communities it serves. As TOTE celebrates 50 years of excellence, it remains committed to its mission of delivering with integrity, care and a deep-rooted dedication to the people and communities it serves.

TOTE Maritime Alaska is a proud member of the TOTE Group family of companies, a leading transportation and logistics company, overseeing some of the most trusted companies in the US. ■

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PACIFIC NORTHWEST TRADE AND LOGISTICS

still operate a pre-2007 engine truck at NWSA's international or domestic container terminals.

"We have a policy, we have goals, we have a great staff, we're constantly reviewing [policy] and we're moving in the right direction," McCarthy said.

Sustainable maritime fuels

Beyond state-mandated initiatives, the Pacific Northwest is leading the charge when it comes to clean energy innovation, notably in alternative fuel sources. As increased focus is placed on supply chain impact reduction, companies see sustainable maritime fuels and other alternatives as a viable zero- or near-zero energy source. These fuels also comply with various mandates, such as the International Maritime Organization's fuel standard and emission-reduction requirements.

At the forefront is Sun Chief Express — the ocean service has invested in fuel-efficient vessels and already successfully

tested the use of biofuels on its routes.

"The PNW has always led on environmental innovation, and we're leaning into that," said Chris Krawczyk, senior vice president of Sun Chief (UWL). "It's a region that aligns well with our broader sustainability goals."

NWSA has made it a priority to accelerate the availability, affordability and deployment of sustainable maritime fuels as well as low- and zero-emission vessels and technology in the Pacific Northwest. The alliance recently announced the founding of the Sustainable Maritime Fuels Collaborative, a joint effort with Washington Maritime Blue, the Washington Department of Commerce and the Consortium for Hydrogen and Renewably Generated E-fuels (CHARGE). The effort will assist in guiding the region's maritime industry toward net-zero emissions by 2050.

Already working across its own gateway deployment as an interim solution toward zero-emission seaport operations,

the Port of Tacoma transitioned to the use of R99 renewable diesel for its entire fleet in May 2024. Additionally, the port's Husky Terminal transitioned its fleet and equipment to R99 sourcing.

"The ports of Seattle and Tacoma and the [Northwest] Seaport Alliance have been leaders in the port industry in that arena ... because we really meet our customers where they are," said John Wolfe, CEO of NWSA.

"We're finding that our customers want to move to a more sustainable supply chain, and so it's through those partnerships that we're going to achieve great success. It's through those voluntary efforts that we collaborate with those other partners to achieve the outcomes." ■

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