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SEAPORT ALLIANCE
SEATTLE + TACOMA

Washington's trade relationship with Asia:

An NWSA perspective

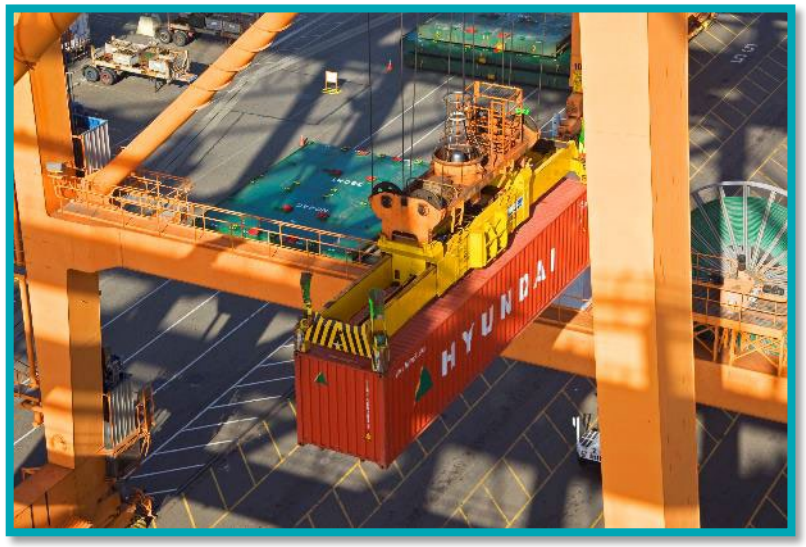
Sean Eagan
Government Affairs Director
October 10, 2023

Moving Marine Cargo Together Since 2015



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2022 Overview of Cargo Activities



Containers
3,384,018 TEUs (-9.4%)



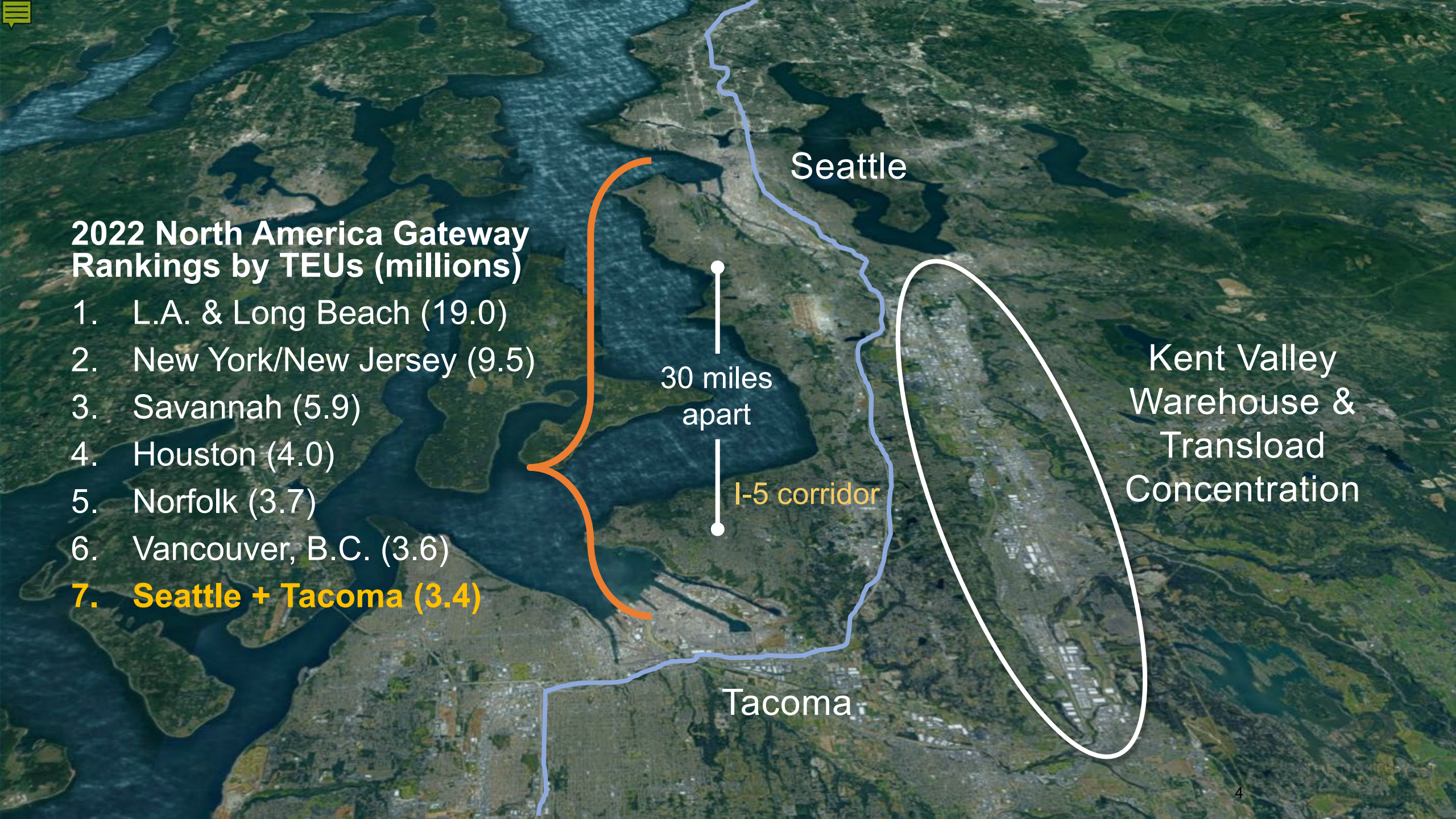
Breakbulk/Military
478,455 Metric Tons (+30.7%)



Autos
286,148 Units (+9.1%)

Total Tonnage
24,548,956 MT (-10.3%)

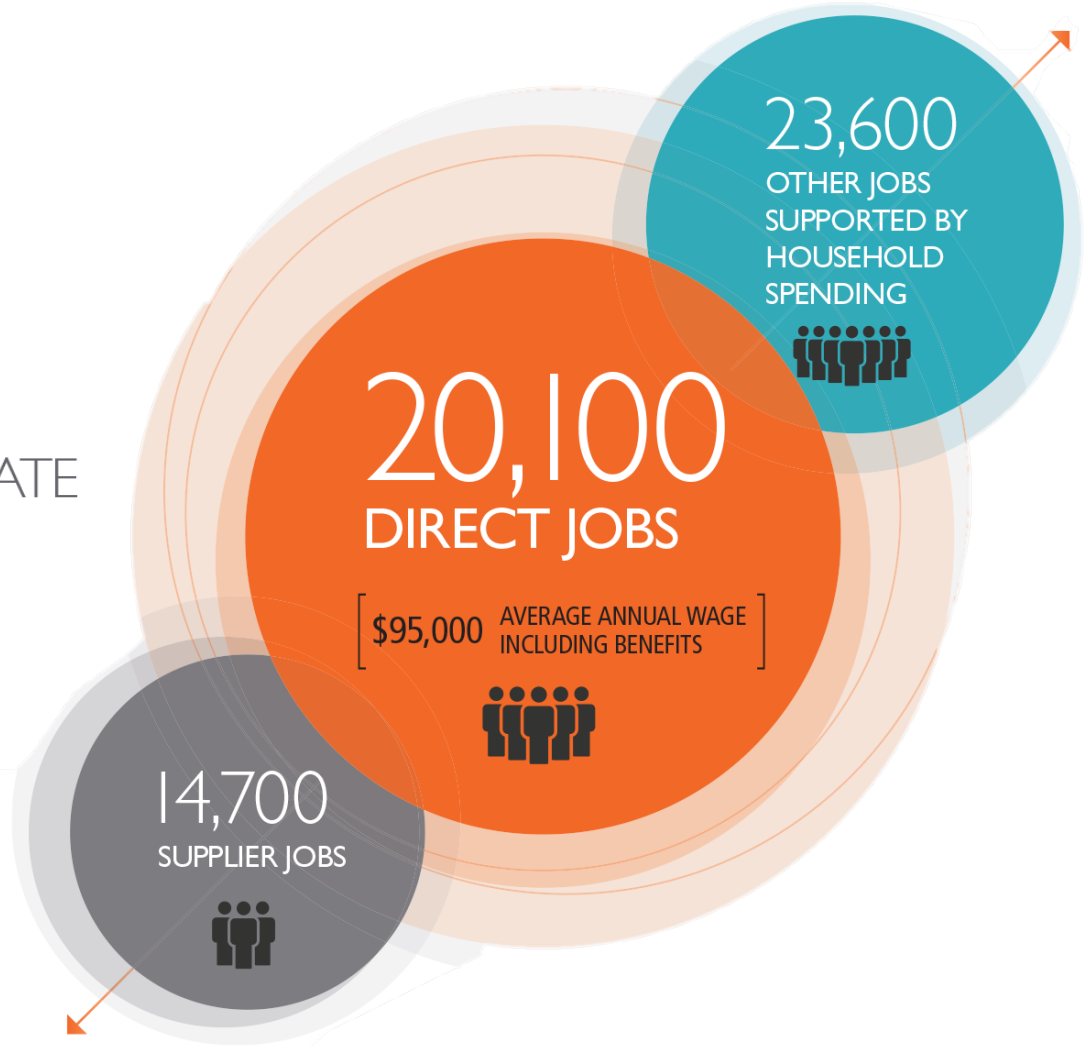
*Does not include grain


2022 North America Gateway Rankings by TEUs (millions)
1. L.A. & Long Beach (19.0)
2. New York/New Jersey (9.5)
3. Savannah (5.9)
4. Houston (4.0)
5. Norfolk (3.7)
6. Vancouver, B.C. (3.6)
7. Seattle + Tacoma (3.4)
Seattle
30 miles apart
I-5 corridor
Tacoma
Kent Valley Warehouse & Transload Concentration

Economic Impacts: Jobs

58,400

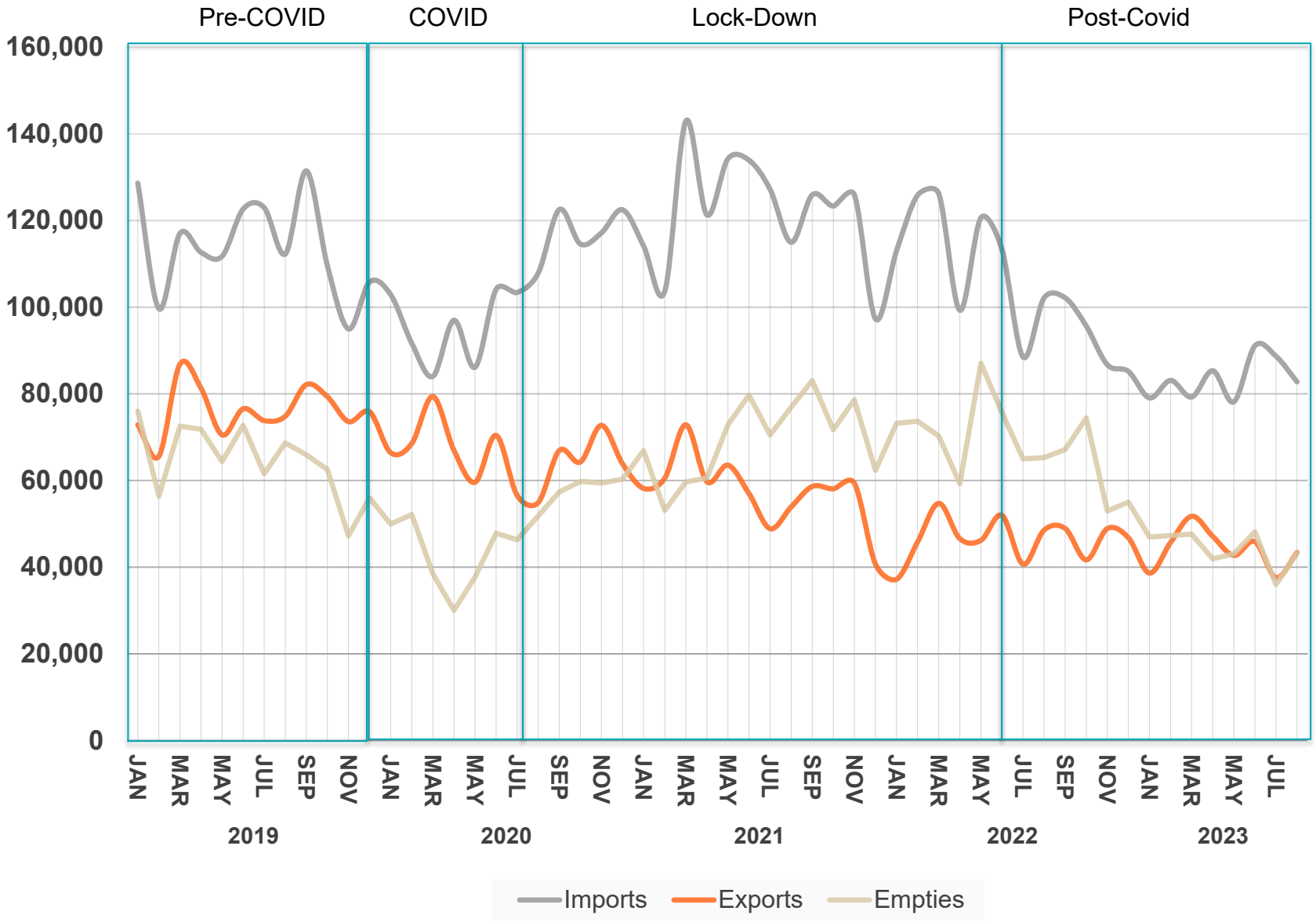
FAMILY WAGE JOBS
SUPPORTED BY NWSA
ACROSS WASHINGTON STATE



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NWSA International Container Volumes (2019-Aug 2023)

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COVID
- Factory Closures
- China Supply Chain Challenges

= Service Suspensions/Void Sailings
= Limited Export Capacity

LOCK-DOWN
- E-commerce Growth
- Federal Stimulus
- Demand/Import Volume Surge
- Record Freight Rates

= Port & Supply Chain Congestion
= Export Equipment Shortages

POST-COVID
- Bloated Retail Inventories
- Historic Inflation/Rate Hikes
- Excess Vessel Capacity
- Freight Rate Collapse

= Declining Volumes
= Service Suspensions/Void Sailings

2022 NWSA Top 10 Origins & Destinations

NWSA Top 10 Origin Countries (Container Volume, Foreign Full TEUs)

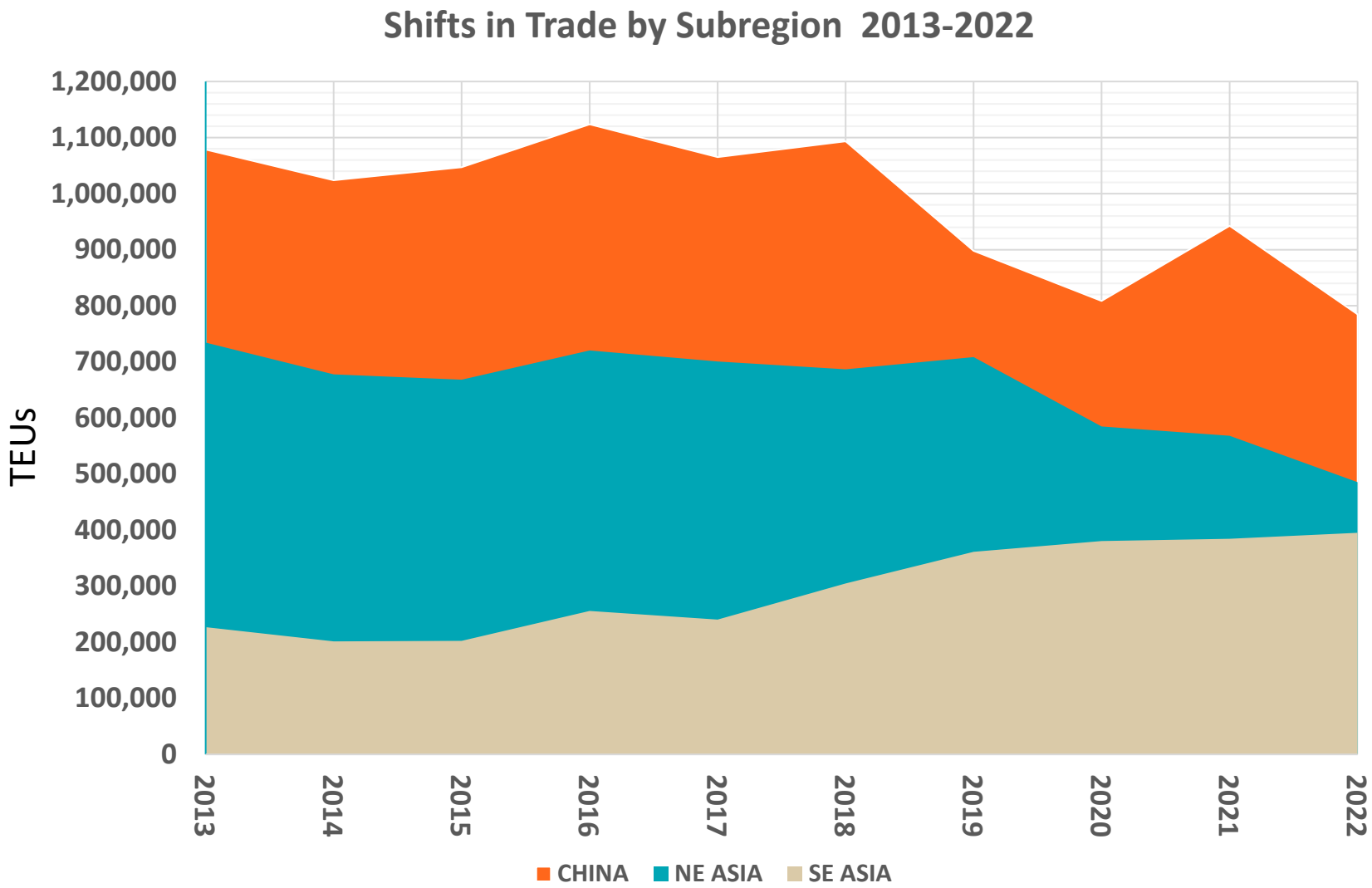
China	689,761
Vietnam	170,058
Japan	69,436
South Korea	65,940
Taiwan	59,379
Thailand	46,788
Indonesia	30,202
Malaysia	18,780
India	13,970
Cambodia	11,684

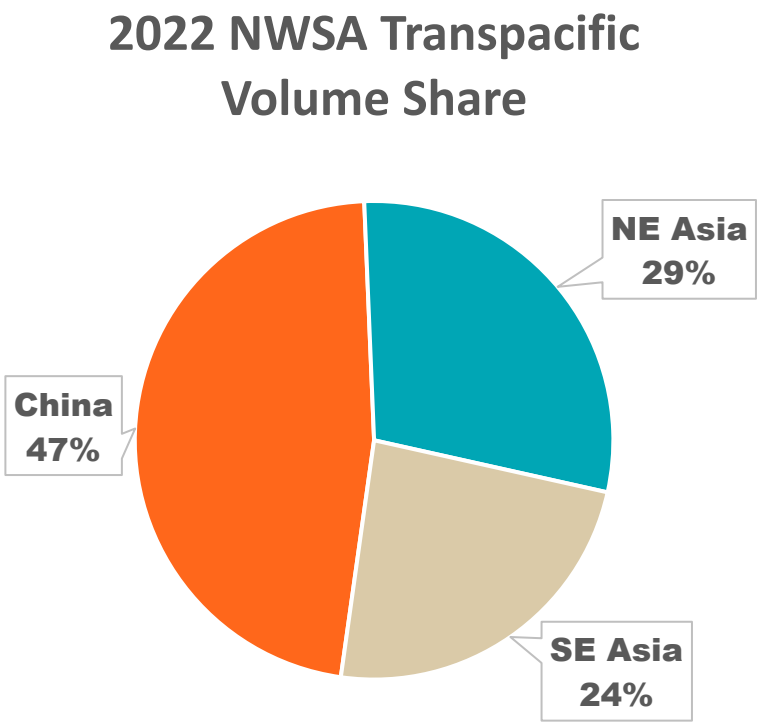
NWSA Top 10 Destination Countries (Container Volume, Foreign Full TEUs)

Japan	145,073
China	95,234
South Korea	94,837
Taiwan	36,331
Malaysia	20,913
Thailand	19,966
Indonesia	18,980
Philippines	17,238
Vietnam	15,535
Hong Kong	8,606

NWSA Transpacific Trade – Volume Trends

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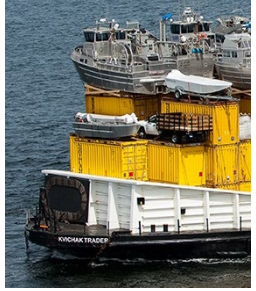
Source: PIERS (Foreign Full TEUs)

NWSA Market Initiatives

Market Promotion

- Emerging Market Webinar Series (Vietnam, Thailand)
- Native Language Newsletters
- Customer/Stakeholder In-Country Promotion
- Ocean Carrier/Shipper Outreach




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For questions, contact:

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