

Pacific Gateway

Port of Tacoma FALL 2012 portoftacoma.com

A photograph of a worker in a yellow safety vest and cap operating a yellow Hyster forklift in a warehouse. The warehouse is filled with large, brown, cylindrical rolls of material, likely paper or fabric, stacked in rows. The lighting is warm and focused on the worker and the forklift.

Room to grow

IN THIS ISSUE

**Steering rail
success**

**Pioneering
eco-innovations**

**Booming
breakbulk**



Commissioners Don Johnson, Connie Bacon, Dick Marzano, Don Meyer and Clare Petrich

Let us share our renewed sense of optimism and excitement about the future.

While the economic recovery remains slow, we're feeling bullish at the Port of Tacoma. New container shipping lines and services are connecting us with more parts of the world than ever, including Australia, New Zealand and South and Central America.

Demand for agricultural and construction equipment overseas is also fueling hefty volumes for breakbulk, the cargo too big to fit in containers. Halfway through the year, we were handling 95 percent more of this cargo than at the same time last year.

With an eye to growth in other areas, we're seizing control of our future through a 10-year strategic plan that calls for new and improved facilities, stronger connections to our customers and community, and a fresh look through our new brand and logo. Read more about our bold plans on page 6.

One of our key advantages compared with other West Coast ports is our room to grow. Available commercial and industrial real estate near a booming cargo port is a valuable commodity, and we're making the most of it. Warehouse and distribution centers are located within minutes of the Port, creating easy access to

highways, rail and ships. Other water-dependent businesses are moving into the Port industrial area. Our team of dedicated real estate professionals is helping large and small, local and global businesses grow.

In this issue, we also introduce you to some of the people and partners that continue to push the Port to higher levels of success. You'll meet our first-ever Summit Award winners, honored for their outstanding contributions in business development, environmental stewardship and making our community a better place to live. You'll also meet Agnes Smith, one of the faces behind our smooth-running rail operations, and Anita Fichthorn, the creative force behind our innovative stormwater treatment technologies.

With these valuable people and partnerships, we are leaning into the future with a revitalized purpose, sharper focus and new attitude.

Let us know what you think.

Dick Marzano
President, Port of Tacoma
Commission

Pacific Gateway

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On the cover —

Chris Buckman loads rolls of paper from a mill in Springfield, Ore., into a 40-foot container for export to Asia at one of MacMillan-Piper's two facilities in the Port industrial area.

— photo by David Putnam



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Officials with Washington United Terminals, the Port of Tacoma and the International Longshore and Warehouse Union Local 23 welcome the captain of Hapag-Lloyd's *Dusseldorf Express* to the Port of Tacoma. The vessel's July 2 call was the first of the new Grand Alliance service at Washington United Terminals.

New services enhance Tacoma's container connections

The Grand Alliance began calling Tacoma's Washington United Terminals this summer, bringing new shipping lines and services to connect the Port to locations around the globe, from Europe, Australia and New Zealand to South and Central America.

The Grand Alliance consortium consists of three of the world's largest shipping lines, Hapag-Lloyd (based in Germany), Orient Overseas Container Line (Hong Kong) and NYK Line (Japan), and associated carrier ZIM Integrated Shipping (Israel). The alliance's move also prompted Hapag-Lloyd to shift two services it jointly operates with Hamburg Süd (Germany), the Mediterranean Pacific and Oceania services (in partnership with U.S. Lines), to the Tacoma terminal.

For a complete list of services calling the Port, download our vessel rotation schedule at www.portoftacoma.com/vessel-schedule.

Remembering Jack Fabulich

Former Port of Tacoma Commissioner Jack Fabulich died Aug. 10 at the age of 84.

Fabulich served on our commission for 31 years during an era of tremendous growth and expansion. During his tenure, container volumes climbed from 85,000 TEUs (20-foot equivalent units) in 1976 to 2.1 million in 2007. He played a pivotal role in shaping the Puyallup Tribe Land Claims Settlement, which set the stage for future development at the Port.



When he retired, we renamed our major office building The Fabulich Center in his honor.

A graduate of the University of Puget Sound and former president of Tacoma-based Parker Paint Manufacturing Company, the U.S. Navy veteran was also very involved in the community. He helped found the Economic Development Board for Tacoma-Pierce County and served on several boards, including the executive board for the Puget Sound Regional Council and the Tacoma chapter of the Propeller Club of the United States.

Real Estate Forum targets brokers

Commercial and industrial real estate brokers will learn more about doing business with the Port at a Real Estate Forum Oct. 5 at the Fabulich Center in Tacoma.

The forum includes an information session and optional tour of two Port properties. Brokers will learn more about the Port's business activities, Foreign-Trade Zone #86 and the process for leasing properties and buildings from the Port.

While this year's forum is full, you can learn about future events by subscribing to Port email updates at www.portoftacoma.com/subscribe.

Port named green supply chain partner for third year in a row

For the third year running, the Port of Tacoma was named an Inbound Logistics Green Supply Chain Partner for its sustainability commitment.



One of six ports selected, Tacoma was recognized for its efforts to reduce seaport-related air emissions, clean up contaminated land and find innovative solutions to manage stormwater. Two Northwest ports, Seattle and Portland, joined Tacoma on the list.

The trade magazine honored 75 companies from various trade sectors, including ports, truckers, railroads, shipping lines, freight forwarders and air cargo carriers. View the complete list at www.bit.ly/green75.

Clean air updates on the horizon

Following the release this fall of a report outlining port-related air emissions, Port of Tacoma commissioners are expected to consider updates to the Northwest Ports Clean Air Strategy.

The ground-breaking strategy, an initiative of the ports of Tacoma, Seattle and Metro Vancouver, B.C., was adopted in 2008 to set short- and long-term clean air goals for ships, cargo-handling equipment, rail, trucks and harbor craft.

The goals were adopted to reduce the maritime-related emissions identified in a baseline inventory done in 2005. All three ports have posted significant progress toward the goals.

The new emissions report will update the inventory with 2011 data to determine which goals in the strategy might need adjustments.

Learn more at www.portoftacoma.com/nwpcas.



Vintage plane, Navy tug cross our docks

A vintage Russian attack plane and state-of-the-art Navy tug were among the unique pieces of project cargo to move across Tacoma's docks this year.



The rare World War II Russian attack plane arrived on board Wallenius Wilhelmsen Logistics' *Morning Composer*. The vintage plane—nicknamed the "Shturmovik"—is among the last of its kind. This particular plane was pieced together from parts discovered at wrecks in northwest regions of the former Soviet Union, and it's the only one of its type in flying condition.

The fuselage and wings of the two-person armored aircraft arrived in Tacoma via Bremerhaven on separate cargo trailers. A truck transported the plane to Paine Field in Everett, Wash., where it was reassembled and put on display with the Flying Heritage Collection.

Additionally, two shipboard cranes performed a delicate dance to slowly inch a 410-ton Navy tugboat from the water and onto the heavy-lift vessel *Palembang*. In all, the lift took about three hours. See a time lapse video of the action online at www.youtube.com/PortTacoma.

Built in Tacoma by J.M. Martinac Shipbuilding Corporation, the 90-foot tug was the fifth in a series of six being built for the U.S. Navy. Named the *Puyallup* in honor of the Northwest-based Puyallup Tribe of Indians, the tug journeyed 4,800 miles to a U.S. military base in Japan.

Accolades

The Chamber of Shipping of America recognized **Horizon Lines** for its safety record with the 2011 Jones F. Devlin Award. Horizon Lines' Capt. James J. Kelleher and the crew of the *Horizon Reliance* also received the chamber's Top Honor Safety Achievement Award for the February rescue of three sailors east of Honolulu.

The Puget Sound Partnership named **Totem Ocean Trailer Express** one of five 2012 Puget Sound Champions for installing industrial rain gardens at its Tacoma terminal. TOTE is the first to use rain gardens on a marine terminal to manage stormwater and meet Washington state water quality benchmarks.

Toray Composites (America), Inc. celebrated its 20th anniversary this year. A subsidiary of Toray Industries, the manufacturer of high-quality advanced composite materials employs more than 300 people at its site in the Port's Frederickson Industrial Area.

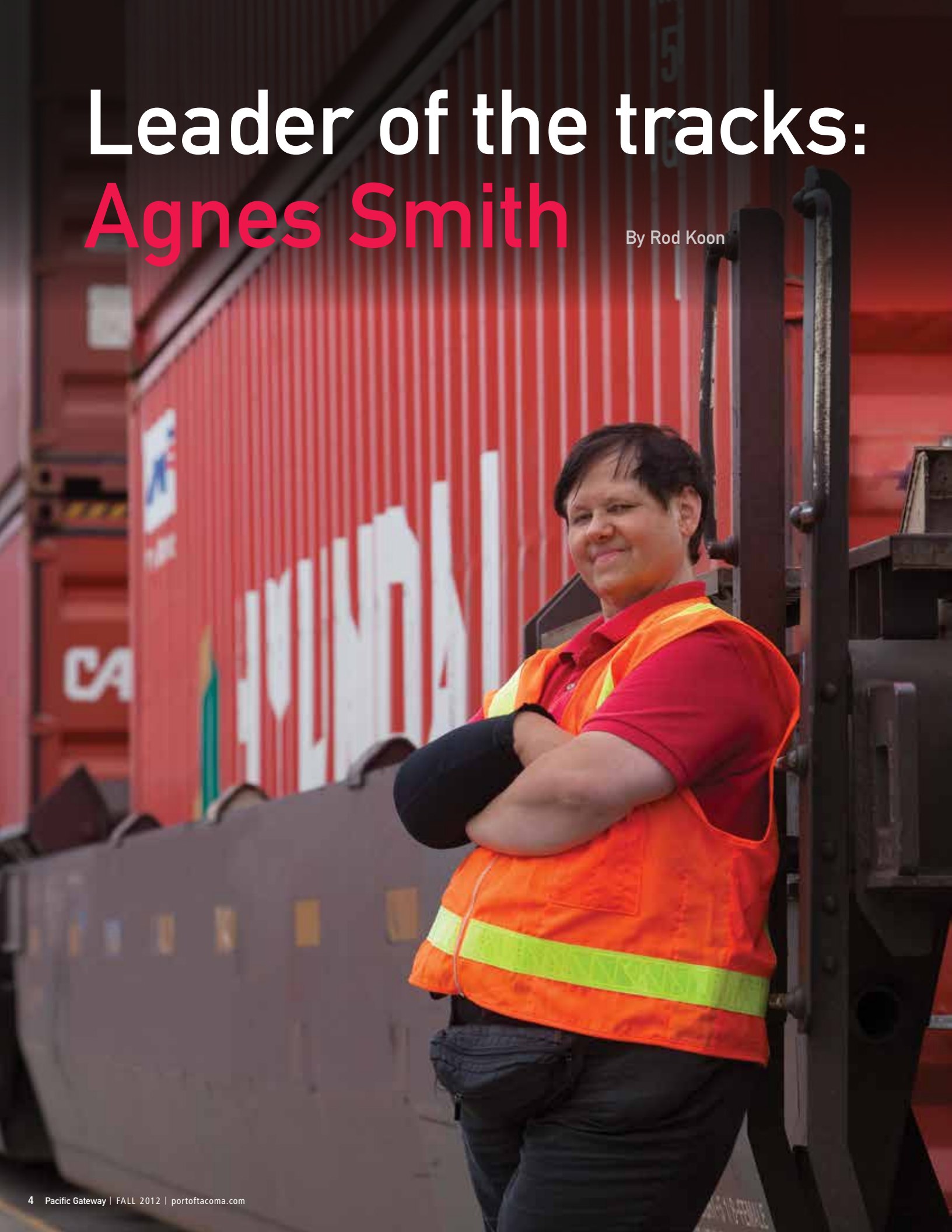
Tacoma candy company **Brown & Haley** is marking its 100th year in business in 2012. Co-founders Harry L. Brown and J.C. Haley began working together in 1912 and officially incorporated in 1914. The candy maker is best known for its Almond Roca buttercrunch.

The Government Finance Officers Association awarded the **Port of Tacoma** its Distinguished Budget Presentation Award for the Port's 2012 budget document for satisfying "nationally recognized guidelines for effective budget presentation," according to the association's award announcement.



Leader of the tracks: Agnes Smith

By Rod Koon



Strong juggling skills required.

These four words are not in Agnes Smith's job description — but they should be. In her role as operations superintendent of the Port of Tacoma's North Intermodal (NIM) Yard, "juggling" is what she does daily. And anyone she works with will tell you she does it quite well.

"Rail is unpredictable. My job is to manage the constant changes," Smith explains with her characteristic bluntness. "It's great fun because every day is a new challenge."

Each week, Smith builds a rail plan to handle 3,000 to 4,000 containers in the NIM, a yard that can handle about two-and-a-half unit trains carrying up to 1,200 TEUs (20-foot equivalent units). Events ranging from a delayed ship to a Midwest train derailment can seriously impact that plan. It rarely remains unchanged for more than a few hours.

NIM facts

Built in 1981, the North Intermodal Yard was the first on-dock rail yard on the West Coast.

- 26 acres
- 18,000 feet of track
- 8 tracks

"I've never seen her crumble under pressure," said Wayne Harner, the Port's rail operations superintendent. "She is always ready. She has a great attitude for tackling the known challenges and the unplanned challenges that go with her job. Her head's always in the game."

Smith joined the Port in 1990

as a night superintendent in the operations department. Ten years later, she was promoted to lead the NIM operations team. Combined, her 12-member team has more than 345 years of industry experience.

"We focus on speed and efficiency," Smith said. "Recently we set a new record for getting a full train (240 containers) loaded and out of town just two hours and 40 minutes after the last container was off the vessel."

On another occasion, her team loaded a 5,000-foot train bound for Portland, Ore., that arrived at its destination before the vessel delivering the cargo left Tacoma.

Smith's normal day includes driving through the yard a few times to see operations firsthand and regular visits to the NIM tower. From the five-story tower, four members of her team work with longshore straddle-carrier drivers to load containers on the right train to the right destination, much like air traffic controllers landing planes at an airport. On a busy day, 10 or more straddle carriers will move 100 to 150 containers an hour.

The NIM's success extends well beyond Smith's own team to include the Port's track crew, maintenance workers and billing department. The maintenance team keeps the Port's

fleet of 28 straddle carriers operating at more than 99.85 percent reliability.

As with any successful team, communication is vital.

"Communication is a real key for us in delivering great customer service," Smith said. "Between ship schedules, train schedules and routing changes, there are many factors that impact rail efficiency.

"Our entire department works to keep all of our terminal operators, shipping lines and rail partners plugged into the information they need 24/7. Every change that impacts one of these players impacts us all."

The team uses various tools to keep key information flowing between all rail partners. Conference calls are frequent—up to five a day and more than 20 during a normal week—and the Web-based Business Exchange (BEX) allows rail partners to track rail movements at and through the Port. With visibility to all Tacoma intermodal yards, BEX is also a key tool for Smith, allowing her to shift her resources to adjust to changes at any of the Port's intermodal yards.

"Customers have a high degree of confidence that our Port has the experience to make rail cargo move seamlessly," said Mike Reilly, director of intermodal business development. "Agnes, working with her entire NIM team, makes that happen on a daily basis."

Strong juggling skills? Check. 🎪

Track rail movements online

The Business Exchange is a password-protected system allowing users to track rail movements at and through the Port. The Web-based system is available 24/7. In addition to information on the North Intermodal Yard, the system provides users access to the same data for the Port's other three intermodal rail yards. Learn more at www.portoftacoma.com/business-exchange.

Making better connections

The calm blue waters of Commencement Bay belie the hum of planning and construction activity about to take place on its shores.

Construction equipment and engineers in hard hats will once again be common sights in the Port industrial area, as the Port of Tacoma begins work on ambitious strategic development plans for the next 10 years.

First on deck is a plan to realign piers at the north end of the Blair Waterway to allow for simultaneous berthing of two of the largest ships in the world. Design work is under way.

The rebuilt piers will be the first steps in redeveloping and expanding terminal capacity between the Sitcum and Blair waterways.

The redeveloped terminal is one of more than 50 initiatives included in our 10-year strategic plan, launched this spring after nearly a year of outreach and development with customers, community members, business leaders and employees.

The Port embarked on the plan to position itself for success in the midst of significant competitive shifts in the global shipping industry and struggling economy.

“We’re in an incredibly competitive time, with a one-two punch of reluctant consumers in a still-sluggish economy and increased capacity with larger ships, a soon-to-be wider Panama Canal and terminal investments on the East and Gulf coasts, Canada and Mexico,” said Don Esterbrook, the Port’s chief operating officer. “We’re focusing on creating a winning formula that builds on our strengths.”

While the strategic plan outlines a number of specific projects, it all stems from our commitment to

the people who rely on the Port for facilities, services and the economic vitality of the broader community.

“The close working relationships we enjoy with customers, stakeholders and the Pierce County community are a major strength of our Port,” said Commission President Dick Marzano. “We value these partnerships and will continue to invest in them through the strategies in the plan.”

Areas of focus

The plan includes more than a dozen strategic objectives, but it all boils down to four main areas of focus:

- Make strategic investments that enhance waterway, terminal, road, rail and industrial property infrastructure to create the most efficient, productive and cost-effective system possible to move freight to market.
- Create opportunities for future investments by attracting new business opportunities with healthy income streams and increasing diversity of the Port’s business portfolio.
- Demonstrate “best in class” care for business relationships with customers and key stakeholders.
- Grow the Port responsibly to ensure the community continues to support trade-related jobs.

What’s in the plan

Specific initiatives outlined in the plan include:

- Redevelop and expand the peninsula bounded by the Sitcum and

Blair waterways into a highly efficient container terminal capable of handling the world’s largest ships.

- Expand rail infrastructure in the Port industrial area to receive and deliver mile-and-a-half-long full-unit trains, as well as a second rail crossing over the Puyallup River.
- Develop a new bulk facility on the Blair Waterway.
- Continue working with our customers to expand and enhance existing cargo terminals as the market grows.
- Develop future cargo capacity in partnership with the Puyallup Tribe of Indians.
- Move toward zero-emission technologies at cargo terminals, and continue cleaning up contaminated property and restoring critical habitat.
- Take a leadership role in seeing State Route 167 completed from its current end in Puyallup to the Tidelands.

“It’s a hefty list,” Chief Executive Officer John Wolfe acknowledged at the plan’s launch event this spring, “and these projects are necessary for the Port to remain competitive. We have high-performing people at the Port, and I am confident we can make it happen.”

New look reflects new focus

The Port also unveiled a contemporary brand identity that recognizes the dedicated people behind the sophisticated technology and equipment.

The arcs and connection points of the new logo—the Port’s first in more than 30 years—symbolize a refocused mission to “deliver prosperity by connecting customers, cargo and community with the world.”











“Underneath all the plans and the new look is our deep desire to draw even closer to our customers and community members for our collective success,” Wolfe said. “We’re serious about our tagline: People. Partnership. Performance. And we are committed to demonstrate that every day.”



View and download the Port’s 10-year strategic plan online at www.portoftacoma.com/strategic-plan.

10 targets in 10 years

To track our progress against the goals and objectives in our strategic plan, we’ve established 10 targets to achieve in 10 years. These measures include specific cargo volumes, income for reinvestments, environmental commitments and jobs.

-  Double container volume to 3 million TEUs
-  Double dry bulk throughput to 12 million metric tons
-  Increase breakbulk volume by 30% to 200,000 short tons
-  Increase automobile import volume by 20% to 200,000 units
-  Improve the Port’s operating margin by 30%
-  Increase net income by 50%
-  Increase return on assets by 35%
-  Clean up an additional 200 acres of Port-owned, contaminated property to industrial standards
-  Reduce diesel pollutants attributed to cargo operations by 85% from 2005 baseline
-  Increase Port-related direct jobs by 4,700 and Port-related indirect jobs by 2,000

Steve Aguiar, superintendent with American Bridge, and Scott Francis, Port real estate manager, survey four acres on the Hylebos Waterway where EHW Constructors is building and assembling piles up to 200 feet long.



Right location

with room to grow

Available commercial and industrial real estate near a thriving cargo port is a valuable commodity, and we're working with our customers to make the most of it.

By Megan Anderson

As bargain grocery retailer Grocery Outlet's presence grew in the Pacific Northwest, it became apparent the company needed a distribution center in the Puget Sound. Distributing product to Washington, Oregon and Idaho from a Modesto, Calif., facility wasn't efficient.

Today, the company's 85 stores in the Pacific Northwest are supplied by Americold, a 195,000-square-foot cold storage warehouse and distribution center in the Port industrial area.

The facility opened two years ago under the name VersaCold. It provides temperature-controlled storage and distribution services to area seafood, agriculture, and food manufacturing and retail companies.

"It was a great decision to come to Tacoma," said Hugh Carr, Americold's manager of business development for the northwest region. "In two years' time, from a financial performance standpoint, our facility is the fourth-best performing warehouse in Americold's northwest region."

The decision to locate here started four years ago, when the company identified Tacoma as the ideal location based on its proximity to Grocery Outlet stores in the region. It was apparent that a location near the Port would be advantageous due to its import-export business and connection to Alaska, Carr added.

Americold is looking at adding 80,000 square feet to its Tacoma facility, which would create about 45 more trade-related jobs in the community, Carr said. The company

is also working with Port staff to explore Tidelands sites to expand their service offerings.

The Port of Tacoma's capacity to provide industrial and commercial sites and facilities for customers to expand as the market demands is one of our key advantages over other U.S. West Coast ports. We're one of the few with room to grow.

Our mix of commercial and industrial land and buildings encompasses about 2,400 acres in the Port industrial area. Ideal for warehousing, transloading, manufacturing, fabrication and maintenance operations, these sites have convenient access to road and rail connections to local and major U.S. Midwest markets.

"Our real estate assets play an important role in diversifying and driving our business," said Scott Francis, real estate manager at the Port. "We are centrally located—in real estate, it's all about location, location, location—with excellent connections and land available for businesses looking to expand."

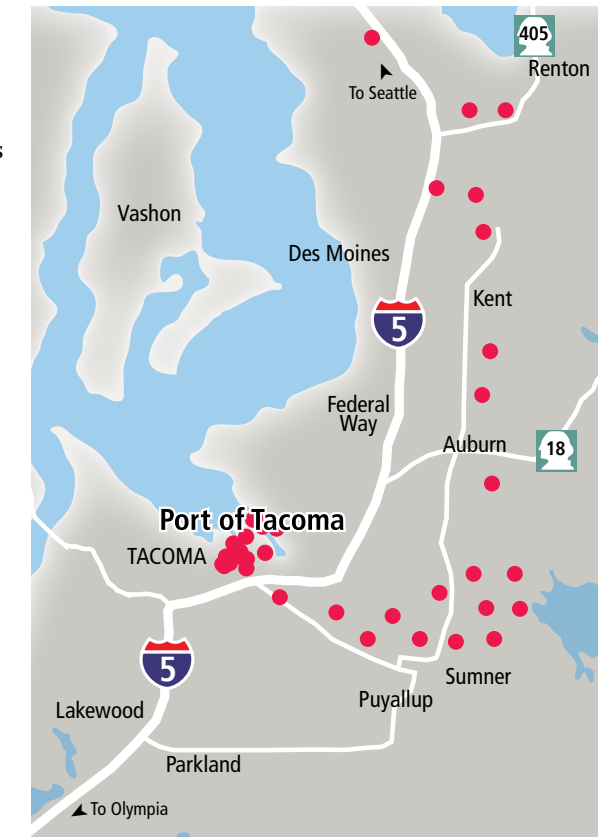
The cluster of transload warehouses and distribution centers, like Americold, continues to grow. More than 40 are located within 20 minutes of Port terminals and offer a mix of services and capabilities, giving shippers plenty of options.

Other water-dependent businesses are also moving into the Port industrial area, building a bustling community of businesses both large and small, local and global.

The Earley Business Center sits at the end of the peninsula bordered by the Blair and Hylebos waterways. A collection of manufacturing bays and office buildings, the site has blossomed into

Continued on page 10

South Puget Sound transload facilities



More than 40 transload warehouses and distribution centers offering a diverse mix of services and capabilities are located within 20 minutes of our terminals. Find contact information for many of these facilities in the Transload Warehouse and Distribution Center Guide on pages 19 and 20.



Dr. Vijay Mathur and Norm Gannon of G.R. Silicate Nano-Fibers and Carbonates show Port Real Estate Manager Scott Francis specially-designed reactor tanks at their Earley Business Center location. The tanks are the "heartbeat" of the technology company's manufacturing operation that produces synthetic silicate nano-fibers and other nano-materials.



Citadel Marine Center launches a vessel from the Earley Business Center boat ramp. The company provides services for several nearby businesses, including SAFE Boats International.

Continued from page 9

a humming marine industrial center over the past few years.

“We’re starting to see some synergy between the businesses in the Tideflats, particularly at the Earley Business Center, where we’ve been intentional about creating a marine industrial complex,” said Jay Stewart, real estate manager at the Port.

This summer, SAFE Boats International opened a large craft production facility to build 80-foot patrol boats for the U.S. Navy. The manufacturing process will take place in one of the two high-bay manufacturing buildings originally constructed for naval shipbuilding during World War II.

“For us, to come in after Todd Shipyards, Tacoma Boat and the other builders that have been here, and pick it back up, that’s pretty exciting,” said Mark Talbert, senior vice president of large craft operations with SAFE Boats.

Based in Bremerton, Wash., the aluminum boat manufacturer is best known for supplying small and mid-sized craft to military, law enforcement and rescue agencies around the

globe. The company is expanding its presence in the large craft market with this latest Navy contract, Talbert explained, and needed a larger facility located on the water. Tacoma emerged as the best expansion option because the Port had the right facility in the right location.

“Key for us was the ability to work with the Port to define the requirements of what we needed here, and the Port taking our request seriously and putting the resources to it showed us that they were willing to work with us,” Talbert said. “The Port does want to work with business.”

It’s a sentiment echoed by Richard Liepelt, vice president of operations at Citadel Yachts. The custom yacht maker worked with the Port earlier this year to expand its business at the Earley Business Center and open Citadel Marine Center, a full-service repair and refit shop offering a range of services.

“It’s a tremendous benefit to have these buildings,” Liepelt said. “There

are very few boatyards in Tacoma with this kind of infrastructure.”

Along with offering a variety of properties and buildings, the Port industrial area offers a supportive business community. The area is teeming with potential business partners and vendors, and strong relationships among the players help attract new business to the area, according to Stewart.

Part of the reason EHW Constructors located their project in Tacoma was because a key vendor, Washington Industrial Coatings, was here. Over the next two years, EHW will build and assemble piles up to 200 feet long for a new pier at Naval Base Kitsap. Washington Industrial Coatings will paint the steel structures.

The coating company provides services to several Tideflats businesses, said Rufus Price, operations manager. Their location near several industrial sites was the biggest reason the company set up shop nearly two years ago.

“The Port of Tacoma has been wonderful to work with. They have good people and good facilities.”

Mark Talbert
Senior vice president of large craft operations
SAFE Boats International

As SAFE Boats prepared to move to Tacoma, they quickly discovered several potential vendors in the area to support their large craft build. They’ve already hired

Citadel Marine Center, purchased equipment from Vance Lift Truck and requested quotes from several others.

“This a good place to be if you’re a boat builder: you’re on the water, have access to your vendors and a support network already in place,” Talbert said. “The Port of Tacoma has been wonderful to work with. They have good people and good facilities.”

Save money, gain efficiencies with foreign-trade zone

When cargo is unloaded at a U.S. port, it is examined by U.S. Customs and Border Protection, and all taxes and duties are due within 10 working days. But if the cargo moves directly from the pier to a foreign-trade zone (FTZ) site, payment is postponed until the goods leave the zone.

“Our FTZ clients are able to match expenses to revenue,” said Chris Fladager, vice president—director of imports at Norvanco International, Inc. “It improves their cash flow management.”

Norvanco is a third-party logistics provider and transload warehouse company located in Sumner, about 10 miles east of Port terminals. The company has operated an FTZ site at the Port of Tacoma for more than a decade, moving 2,000 to 3,000 containers annually through the zone.

The Port operates FTZ #86, one of the largest and most successful on the U.S. West Coast. Nearly \$2 billion in trade moved through the zone last year. FTZ #86 includes 16 Port-owned parcels on 621 acres in the Port industrial area, along with near-terminal sites in the City of Sumner and the Frederickson Industrial Area. The Port also sponsors sub-zones in other locations around the state.

Created in 1934 under the U.S. Dept. of Commerce, foreign-trade zones are considered outside U.S. Customs territory. They can provide significant cost-savings for shippers and simplify import-export regulations. Importers and exporters who use the zone can store, manipulate or add value to goods prior to entry into the U.S. market or export to a foreign country, while deferring, reducing, or in some cases, eliminating Customs duties.

Here’s how it works: two 40-foot containers arrive in Tacoma and are moved to Norvanco’s facility. The company transloads the cargo into one 53-foot container and sends it via rail to an East Coast FTZ for use in a manufacturing process. The cargo travels “in bond,” meaning its journey continues to be tracked by Customs, explained Fladager.

No duty payments are made until the finished product enters the domestic market. Payment can be eliminated if the product is exported and never officially enters the U.S. In many cases, the duty rate for the finished product is less than the combined duty rate for the individual imported components.

Other benefits of the zone include lower costs on inventory, reduced weekly processing and entry fees with the Weekly Entry Process, avoiding import quota restrictions by holding excess goods in the zone, eliminating duty on damaged or defective goods, and paying no duty on labor, overhead or profit from production operations.

While the zone offers many benefits, it’s not for everyone. There are no hard-and-fast rules regarding which businesses benefit most, Fladager said, but Norvanco typically recommends it to customers who consistently move a stable, high volume of cargo that needs to be stored before it’s shipped out.

In Tacoma, transload warehouses, distribution centers and auto processors tend to be the heaviest users of the zone, said Janice Oldenburg, senior real estate specialist at the Port. She manages FTZ #86 and helps connect tenants and customers with resources about the program.

The Port reorganized its zone last year under the Alternative Site Framework (ASF), which reduces paperwork and provides greater flexibility and speed to designate and adjust sites as the needs of operators change.

“In the past, the FTZ designation process could take anywhere from six months up to a year,” Oldenburg explained. “With ASF, designation is guaranteed within 30 days, and many times, it takes less than two weeks. It’s definitely a game-changer.”

For more information about FTZ #86, contact Janice Oldenburg at joldenburg@portoftacoma.com.



Norvanco International employees unload an inbound container. The third-party logistics provider and transload warehouse moves up to 3,000 containers annually through Foreign-Trade Zone #86.



Simple box delivers big results

A rainwater filtration system developed by our environmental department is helping tenants meet stringent water quality rules. By Megan Anderson

A large plastic cube sits in a bright yellow frame tucked under the downspouts of Pierce County Terminal's (PCT) maintenance building. Nestled in the soil, the green leaves of several plants peek above the cube's edge.

The downspout treatment box filters pollutants from rainwater. Designed by Anita Fichthorn, the Port's water quality project manager, the filtration system is being tested at several sites in the Port industrial area. Three sit along the west side of the PCT building.

"The box mimics the natural environment," Fichthorn explained. "In your yard, rain doesn't puddle up. It filters through the ground and soil, and hopefully, by the time it reaches the aquifer, all the contamination is removed."

In developed areas, stormwater systems quickly carry rain from

streets to prevent flooding. The rainwater picks up soil, chemicals and other pollutants, and left untreated, these pollutants flow into Commencement Bay.

Many industrial facilities near the Port struggle to meet water quality benchmarks set by Washington state. High levels of zinc and copper are the most common culprits.

When PCT's zinc level tested above the approved levels too many times in 2010, the state required the terminal to find a treatment solution, said Zachary Thomas, Ports America terminal services manager at PCT. At one of the Port's quarterly stormwater management meetings later that year, he learned of the downspout box and volunteered his facility as a test site.

"There are multi-thousand dollar treatment systems out there, but it's

not a panacea; there's no guarantee the problem will be solved," Thomas explained. "We were looking for a very cost-effective way of treating our stormwater, and that's what these downspout filters are all about."

Through sampling, Fichthorn identified the maintenance building's metal roof as a primary source of zinc on the terminal. PCT installed three Port-built boxes in the summer of 2011.

Initial results show the downspout box removes up to 99 percent of metals, particularly zinc and copper, from the rainwater that flows off the building's roof.

"The results at PCT were amazing," Fichthorn said. "We have an average of 1,000 micrograms of zinc flowing in to the system and 17 micrograms flowing out at the discharge point."

The beauty of the downspout system? It's easy and inexpensive to build, requiring materials commonly found in your local hardware store and garden center.

The box begins with a 300-gallon plastic container. The Port repurposes food-grade totes measuring three feet high, three feet wide and three feet deep. A collection of two-inch perforated pipe sits at the bottom of the box, surrounded by drain rock, to collect the filtered water and discharge it to storm drains.

The star of the box is the bioretention soil mix, developed by Washington State University professor Curtis Hinman. The mix of sand and compost imitates soil in nature, controlling the flow of water and filtering out pollutants. The

active biological component in the compost—"the bugs," as Fichthorn describes them—help the metals in the water bind to the sand, essentially trapping the pollutants in the soil.

"We're basically taking the rain garden and putting it in a box," she explained. "Where rain gardens have 100 percent infiltration, in the box, the water goes through the soil mix, is filtered and then released into existing drainage structures."

Eventually, the soil mix will become entrenched with pollutants and unable to effectively act as a filter, Fichthorn added. This April, she placed deciduous plants in the PCT boxes and expects the greenery will prolong the life of the soil by removing the metals through biological uptake.

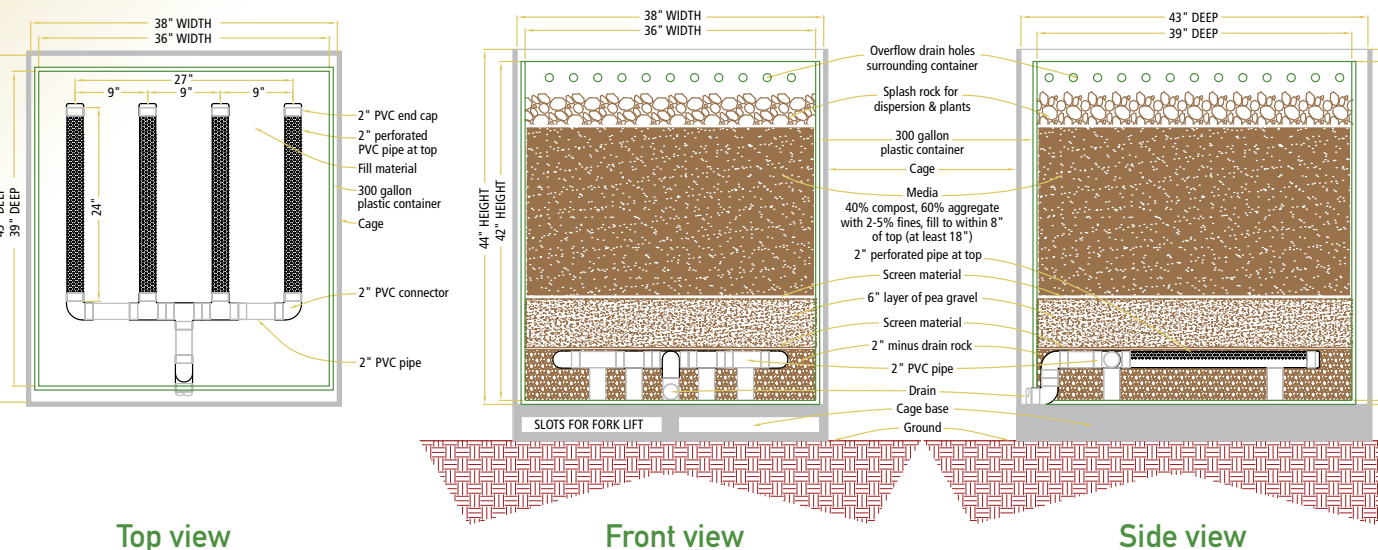
"With these boxes, because the investment is fairly minimal and because you can change them on your own, it gives you a whole lot of flexibility to test and dial in what you need for your facility," Thomas added.

The filtration system is ideal for Port tenants. Costing about \$100 to build, the boxes are easy to incorporate into industrial settings and can move if a business relocates. Tenants Progress Rail and the TEMCO/Cargill grain facility have already built and installed their own boxes using Fichthorn's design.

"It's a system that fits in well with our operations," Thomas said. "I appreciate the work the Port is doing. Anita and the rest of the environmental staff are a great resource to have."

How it works

- Rain water travels from the roof, through the downspout and into the downspout treatment box.
- The water filters through the bioretention soil mix, which removes pollutants through such physical and biological processes as absorption, filtration, plant uptake and decomposition.
- The water is collected in perforated pipes at the bottom of the box and discharged to storm drains.
- These drawings represent the rainwater filtration system designed by Anita Fichthorn, water quality project manager at the Port. For more information about the system, contact her at afichthorn@portoftacoma.com.



Summit Awards

honor partners' peak performances **By Tara Mattina**

In old sailing ships, "partners" were the heavy timbers that strengthened a ship's deck to support a mast.

Today, we find strength through the partners we call customers, tenants and labor associates.

The Port of Tacoma honored three with the first-ever Summit Awards for their outstanding contributions to Port business and the Pierce County community.

The awards, presented at our Annual Breakfast in April, recognize three categories of leadership:

Business Magnet for efforts and investments that lead to recognizable increases in business volume or new opportunities, and have a positive economic effect for the citizens of Pierce County.

Livable Community for a project, program or initiative that demonstrates the business community's positive contribution to Pierce County through social responsibility.

Environmental Stewardship for a project, program or initiative that supports Pierce County's sustainability and honors biodiversity and the interconnected nature of industry, people, wildlife and natural systems.

"We are so proud of the Port's many customers and tenants who understand that business, environmental stewardship and livable communities go hand in hand," Commission President Dick Marzano said.

Recipients were selected by a panel of community and business leaders led by Marzano. The panel included Tacoma Mayor Marilyn Strickland, Bonnie Giese from the Tacoma Transportation Club and Dr. Joel Baker, the Port of Tacoma Endowed Chair for the University of Washington Tacoma at the Center for Urban Waters.

Nominate 2013 Summit Award recipients

Nominations for 2013 Summit Awards are due by 5 p.m. Feb. 13, 2013.

Self nominations are welcome and encouraged.

Find nomination forms at www.portoftacoma.com/summits.



MacMillan-Piper Business Magnet

With a presence in Tacoma since 1985, MacMillan-Piper handles bulk and provides warehouse transloading services at two facilities in the Tacoma Tideflats.

MacMillan-Piper won the Business Magnet Summit Award for significantly boosting its business through the Port of Tacoma.

In the past year, the Seattle-based company doubled its Tacoma warehouse

transloading space to 202,000 square feet to support handling bulk cargoes. MacMillan-Piper also streamlined operations by unloading import containers and loading them with exports in the same location. That reduces the number of idling and draying trucks, which helps improve air quality.

Learn more about MacMillan-Piper at www.macpiper.com.

Totem Ocean Trailer Express Environmental Stewardship

Totem Ocean Trailer Express (TOTE) has operated roll-on/roll-off cargo vessels between the ports of Tacoma and Anchorage since 1976.

TOTE won the Environmental Stewardship Summit Award for its continual investments and innovations in making its operations more environmentally friendly.

In 2010, TOTE became the first commercial cargo carrier in the Puget Sound to install shore power. Its ships now plug into electricity while at berth, reducing diesel emissions.

The ISO certified company (in Quality, Environmental and Safety) was also the first to install rain gardens at a marine terminal to manage stormwater quality. The gardens now serve as a demonstration project for other industrial sites interested in creative, inexpensive ways to meet state water quality benchmarks.

Learn more about TOTE at www.totemocean.com.

International Longshore and Warehouse Union Local 23 Livable Community


The people who work on the docks also have a strong presence in our community.

International Longshore and Warehouse Union Local 23 members received the Livable Community Summit Award for their fundraising and volunteer activities throughout Pierce County.

In 2011, the Port's longshore labor partners donated more than \$200,000 in money and goods during holiday toy drives, auctions, walks and other fundraisers that benefited schools and local

agencies, including the Foss Waterway Seaport Working Waterfront Museum, Mary Bridge Children's Hospital and the YWCA women's shelter.

Union members also volunteered thousands of hours for such organizations as Tall Ships Tacoma, the Multiple Sclerosis Walk, Rainier School, St. Leo's Hospitality Kitchen and Paint Tacoma-Pierce County Beautiful.

Learn more about ILWU Local 23 at www.ilwulocal23.org. 



Breakbulk booms

Agricultural and industrial machinery ships to locations around the globe, propelling Tacoma's breakbulk volumes through the first half of the year.

Nestled between Russia and China in northern Asia, Mongolia is about the size of Alaska. Rich in natural mineral resources, the landlocked nation had the second-fastest growing economy in 2011, marking an estimated 17.3 percent increase in gross domestic product.

It also emerged as one of Tacoma's fastest growing export markets for agricultural, construction and other industrial machinery built in the U.S. Midwest.

Last year, the Port saw a 340 percent increase in the volume of this type of equipment to Mongolia, making the country our sixth largest breakbulk export market. Tacoma also ranked as the top U.S. export port to Mongolia for such equipment.

The boom has continued into 2012. Year to date through May (the latest date for which numbers were available) export tonnage of that equipment to Mongolia increased nearly 44 percent over last year at the same time.

Australia, China, the Netherlands and Russia are following suit. All marked significant gains through Tacoma last year that have continued into 2012. Strong demand overseas for agricultural and industrial equipment has nearly doubled the Port's breakbulk volumes through the first half of the year.

"We've had tremendous success this

year during the agricultural season in Asia," said Larry St. Clair, director of business development for non-containerized cargo at the Port. "The season typically starts in April or May and runs through August, so we've seen volumes build throughout the summer."

Built in the U.S. Midwest, Case New Holland tractors, Caterpillar bulldozers and John Deere combines have dotted the landscape of Terminal 7 in preparation for export to Asia and other locations spanning the globe.

The Port's top export markets for this category of roll-on/roll-off (Ro/Ro) cargo expand well beyond our traditional top trading partners. Australia, China, the Netherlands, Brazil, Japan and Mongolia rounded out the top six in 2011, which can be attributed to the wide variety of services calling Tacoma.

Wallenius Wilhelmsen Logistics (WWL) launched a service in 2009 connecting Tacoma to Asia, Europe, and to Australia, South America and the Caribbean via transshipment in Panama. Likewise, Tacoma's other major Ro/Ro carrier, World Logistics, provides access to Southeast Asia, Australia and the Middle East through transshipment in Japan.

Over the past year, these carriers have been increasing vessel calls

and bringing much larger vessels to Tacoma. WWL's once-a-month call in 2009 grew to two calls a month last year and is up to six or seven a month today. The carrier is also calling with its largest ships, the Mark V series, with double the carrying capacity.

"Export manifests used to be 150 pieces. Now, they're 400-plus," St. Clair said. "These vessels are not sailing half-full; they're almost always full."

All these factors—high market demand, more vessel calls and larger ships—contribute to the steady climb of breakbulk volumes through Tacoma since 2009. In 2011 alone, the Port handled more than 30,000 tons of construction, agricultural and industrial machinery exports—8,200 tons more than in 2010 and 18,600 more than in 2009.

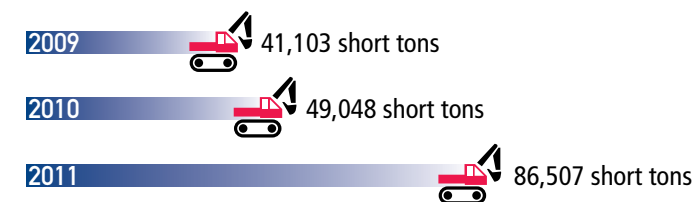
St. Clair expects the business to continue to grow. To meet the demand, construction is set to begin later this year to complete restoration work on the 50-year-old wharf at Terminal 7.

The \$600,000 investment will allow greater flexibility in cargo movement at the Port-operated Ro/Ro terminal, improving traffic flow and providing additional space for pre-positioning large loads. Construction is expected to be completed by February 2013.

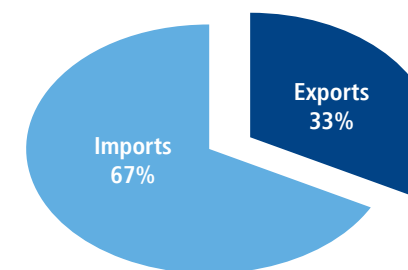
Trade at a glance: Breakbulk

Exports and imports of agricultural, construction and other industrial equipment to markets spanning the globe more than doubled through the Port of Tacoma from 2009 to 2011. Based on year-to-date numbers through May, the trend doesn't appear to be slowing down.

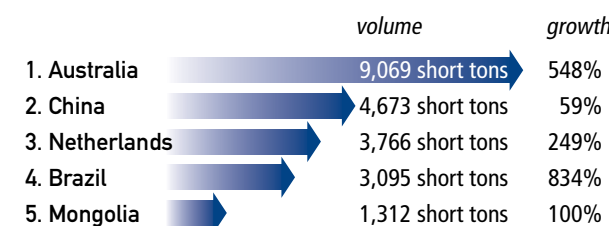
Tacoma's breakbulk volumes (imports and exports)



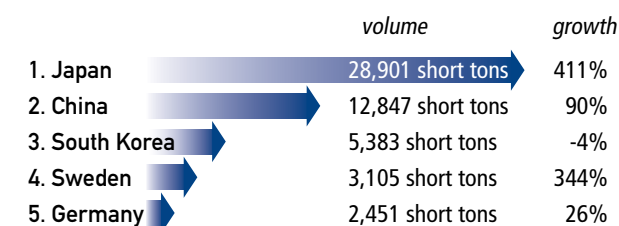
2011 imports vs. exports



Top 5 growing export markets (2011 volumes and growth from 2009 to 2011)



Top 5 growing import markets (2011 volumes and growth from 2009 to 2011)



Top 10 breakbulk markets (import and export tonnage combined)



Truck program tackles air quality

By Megan Anderson

Amanuel Beley's face shone with pride as he stood next to the new-to-him light gold 2008 Peterbilt truck. He purchased the Class 8 truck in part with \$20,000 from the Tacoma Truck Scrapage and Replacement for Air in Puget Sound program (Tacoma ScRAPs).

Operated through a partnership between the City of Tacoma and Cascade Sierra Solutions (CSS), the voluntary program required Beley to scrap his 1994 Freightliner and purchase a 2007 or newer diesel engine truck. The program helped him secure financing from a local bank and find a new truck in his price range.

"So far for me personally, everything has worked smooth: the down payment, the finance office in Tacoma and the ScRAPs program," he said. "I can't wait to drive this new truck."

Launched last fall, the voluntary program offers truck owners a financial incentive to purchase newer, lower-emission trucks to improve regional air quality and meet the standards of the Port's Clean Truck Program. With \$2.5 million in federal funds and \$707,000 from the Washington State Department of Ecology, the program aimed to help more than 100 truck owners in less than a year. After an initial flurry of interest, however, it scrapped only 38 trucks over six months.

The program expanded its eligibility criteria this spring to qualify more trucks, and in just over a month, more than 70 applications had been submitted.

"Sometimes we'll have eight to nine truckers at a time in our lot," said Kathy Boucher, regional CSS manager in charge of the Tacoma center. "We've definitely seen more Port guys since we expanded the program."

Key to helping Port drayage drivers is a revision to truck age eligibility. Now trucks with pre-1998 model year engines—previously it was pre-1994—can take advantage of the program, receiving up to \$20,000 to scrap an older truck and purchase a 2007 or newer one.

Under the Port's Clean Truck Program, 80 percent of trucks serving our terminals are required to have 2007 or newer model-year engines by 2015. Launched in 2009, the truck program takes a market-based approach to convert the drayage fleet to cleaner trucks and meet goals set by the Northwest Ports Clean Air Strategy.

"Air quality affects our entire region, which is why we continue to work with our trucking partners and both the ports of Seattle and Metro Vancouver (B.C.) to develop and update our air quality strategies," said Jason Jordan, the Port's environmental programs director. "We pride ourselves on working cooperatively with our partners to improve the supply chain's efficiency and enhance our environment."

Qualify for Tacoma ScRAPs

To learn if your truck qualifies for the Tacoma ScRAPs program, call 253-617-3201 or visit the office at 2002 Stewart St. in Tacoma between 8 a.m. and 5 p.m. Monday through Friday.

Email updates

We want to keep you informed about all things truck-related in the Port industrial area. Sign up for email updates at www.portoftacoma.com/trucks.

Port of Tacoma Transload Warehouse & Distribution Center Guide

The Port of Tacoma is at the heart of transload activity in the Pacific Northwest. This guide lists more than 40 of the transload warehouses located within 20 minutes of Port terminals. Each facility offers a unique mix of capabilities and value-added services, providing shippers with a wide choice of service providers for handling retail, agricultural or industrial commodities. Learn more about these companies at www.portoftacoma.com/warehouse-dcs.

Americold

1301 26th Ave. E.
Tacoma, WA 98424
Web: www.americold.com
Email: gbgetchell@americold.com
Phone: 253-620-7250

Apex Cold Storage

3400 Industry Dr. E.
Fife, WA 98424
Web: www.apexcoldstorage.com
Email: ernieu@apexcoldstorage.com
Phone: 253-926-1050
Fax: 253-926-0484

Arrow Reload Washington, Inc.

3002 Taylor Way
Tacoma, WA 98421
Web: www.arrowreload.com
Email: jkent@arrow.ca
Phone: 253-327-1880

Carlile Transportation Systems, Inc.

2301 Taylor Way
Tacoma, WA 98421
Web: www.carlile.biz
Email: msievert@carlile.biz
Phone: 253-874-2633
Fax: 253-238-8292

D & B Trucking

1905 E. Lincoln Ave.
Tacoma, WA 98421
Web: www.dandbtrucking.com
Email: terry@dandbtrucking.com
Phone: 253-383-3860
Fax: 253-383-3935

Digby Trucklines (Division of Navajo Express)

1302 26th St. NW
Auburn, WA 98002
Web: www.navajo.com
Email: mclg@navajo.com
Phone: 253-735-6650
Fax: 253-735-7437

FedEx Trade Networks

2820 B St. NW, #101
Auburn, WA 98001
Web: www.fedex.com
Email: rob_blackmore@ftn.fedex.com
Phone: 425-793-1900 x750
Fax: 253-561-0562

Horizon Lines

1675 Lincoln Ave., Bldg. 300
Tacoma, WA 98421
Web: www.horizonlines.com
Email: cnovosad@horizonlines.com
Phone: 253-882-1600

K-Pac California, Inc. (Tacoma)

2602 Port of Tacoma Rd.
Tacoma, WA 98421
Web: www.kpaccoldstorage.com
Email: jfilkins@kpaccoldstorage.com
Phone: 253-922-2373
Fax: 253-926-1954

MacMillan-Piper, Inc. (Milwaukee Way)

2102 Milwaukee Way
Tacoma, WA 98421
Web: www.macpiper.com
Email: klong@macpiper.com
Phone: 253-272-0571
Fax: 253-272-0618

MacMillan-Piper, Inc. (South Park)

9228 10th Ave. S.
Seattle, WA 98108
Web: www.macpiper.com
Email: jleigh@macpiper.com
Phone: 206-340-2832
Fax: 206-767-2743

MacMillan-Piper, Inc. (Taylor Way)

1509 Taylor Way
Tacoma, WA 98421
Web: www.macpiper.com
Email: klong@macpiper.com
Phone: 253-627-3767
Fax: 253-627-3705

Mercer Distribution Services, LLC

4179 70th Ave. E.
Fife, WA 98424
Web: www.mercerlogistics.com
Email: info@mercerlogistics.com
Phone: 253-250-0860
Fax: 253-250-0861

Mitco Limited

2302 "B" St. NW, Ste. #101
Auburn, WA 98001
Web: www.mitcoltd.com
Email: p.rauch@mitcoltd.com
Phone: 253-891-0600
Fax: 253-891-0601

Morgan Trucking

1621 Lincoln Ave.
Tacoma, WA 98421
Web: www.morgantrucking.com
Email: morgantruck@msn.com
Phone: 253-272-7426
Fax: 253-272-7275

North Transfer

4503 15th St. E.
Fife, WA 98424
Web: www.northtransfer.com
Email: eric.brebner@northtransfer.com
Phone: 253-222-8127
Fax: 253-579-1515

Norvanco International

4301 W. Valley Highway E.
Sumner, WA 98390
Web: www.norvanco.com
Email: bgerard@norvanco.com
Phone: 253-987-4000
Fax: 253-987-4006

OHL

2202 Perimeter Rd., Ste. 101
Auburn, WA 98001
Web: www.ohl.com
Email: mgreen1@ohl.com
Phone: 253-735-7000
Fax: 253-735-7682

Omega Morgan, Inc.

1222 46th Ave. E.
Fife, WA 98424
Web: www.omegamorgan.com
Email: marnie@omegamorgan.com
Phone: 253-852-7500
Fax: 253-852-7600

Orbit TWD

27232 72nd Ave. S.
Kent, WA 98032
Web: www.orbittwd.com
Email: pcarlander@orbittwd.com
Phone: 253-520-4040
Fax: 253-520-5540

A GPS unit is installed on a new truck purchased through the Tacoma ScRAPs program, a requirement of the federal grant money that helps fund the program.



Pacific Distribution Services

3711 142nd Ave. E.
Sumner, WA 98390
Web: www.pacificdistribution.com
Email: rdecker@pacificdistribution.com
Phone: 253-891-0555
Fax: 253-891-7178

Pac Rim Building Supply, Inc.

3901 Raymond Ave. SW
Renton, WA 98057
Web: www.pacrimbuilding.net
Email: rritenour@pacrimbuilding.net
Phone: 425-251-3700
Fax: 425-251-0334

PCC Logistics (11th Street)

902 E. 11th St.
Tacoma, WA 98421
Web: www.pcclogistics.com
Email: bonnie@pcc.cc
Phone: 253-572-9797
Fax: 253-572-9898

PCC Logistics (Alexander Avenue)

901 E. Alexander Ave.
Tacoma, WA 98421
Web: www.pcclogistics.com
Email: jason@pcc.cc
Phone: 253-572-9797
Fax: 253-572-9898

PCC Logistics (Portland Avenue)

2018 E. Portland Ave.
Tacoma, WA 98421
Web: www.pcclogistics.com
Email: bonnie@pcc.cc
Phone: 253-572-9797
Fax: 253-572-9898

Performance Team

13515 48th St. E.
Sumner, WA 98390
Web: www.ptgt.net
Email: george.mitchell@ptgt.net
Phone: 253-604-1203
Fax: 253-845-3853

Plastic Express

4200A Industry Dr. E.
Fife, WA 98665
Web: www.plasticexpress.com
Email: erik.gabrielson@plasticexpress.com
Phone: 253-922-7448

Regal Logistics

6500 26th St. E.
Fife, WA 98424
Web: www.regallogistics.com
Email: garry.neeves@regallogistics.com
Phone: 1-866-300-5580
Fax: 253-922-2251

SCS Refrigerated Services

2302 Milwaukee Way
Tacoma, WA 98421
Web: www.scs-ref.com
Email: carl.byrnes@scs-ref.com
Phone: 253-272-0900
Fax: 253-272-0211

Sound Delivery Service

13505 Pioneer Way E.
Puyallup, WA 98372
Web: www.sounddeliveryservice.com
Email: terry@sounddeliveryservice.com
Phone: 253-200-2208
Fax: 253-200-2235

Swift Transportation

4720 142 Ave. E.
Sumner, WA 98390
Web: www.swiftrans.com
Email: peter_jass@swiftrans.com
Phone: 253-209-0107
Fax: 253-891-1595

Tacoma Transload, Inc.

501 E. 19th St.
Tacoma, WA 98421 - 1515
Web: www.tacomatransload.com
Email: gary.hofmann@tacomatransload.com
Phone: 253-272-3075
Fax: 253-272-7732

Topocean Consolidation Service, Inc.

1819 Central Ave. S., Ste. 104
Kent, WA 98032
Web: www.topocean.com
Email: vanza@topocean.com
Phone: 253-872-8896
Fax: 253-872-8897

Tripak, Inc.

2018 Portland Ave.
Tacoma, WA 98421
Web: www.tripakreload.com
Email: cory@tripakreload.com
Phone: 253-627-8008
Fax: 253-627-0317

Tristar Tacoma, LLC

4215 SR 509
Tacoma, WA 98421
Web: www.tristarpnw.com
Email: peter@tristarpnw.com
Phone: 253-218-1425
Fax: 253-292-2110

Truck Rail Inc. & Quality Transport, Inc.

457 E. 18th St.
Tacoma, WA 98421
Web: www.qatp-trh.com
Email: mmcperson@qatp-trh.com
Phone: 253-383-1009
Fax: 253-572-2351

United Warehouse Company, Inc.

8610 S. 212th St.
Kent, WA 98031
Web: www.unitedwarehouse.com
Email: mitch_sullivan@unitedwarehouse.com
Phone: 253-872-8930
Fax: 206-682-3564

UPS Supply Chain Solutions, Inc. (Auburn)

1801 "C" St. NW
Auburn, WA 98001
Web: www.ups.com
Email: bob.mckee@ups.com
Phone: 253-872-4200
Fax: 253-872-4242

UPS Supply Chain Solutions, Inc. (Sumner)

3711 142nd Ave. E.
Sumner, WA 98390
Web: www.ups.com
Email: lgsmith@ups.com
rvollbracht@ups.com
Phone: 253-826-6597
Fax: 253-299-7440

Urban Logistics, Inc.

2400 70th Ave. E., Ste. #B116
Fife, WA 98424
Email: georgeb@urbanlogistics.net
Phone: 253-581-1782
Fax: 253-581-1806

Washington Cold Storage

240 15th Ave. SE
Puyallup, WA 98372
Web: www.washingtoncoldstorage.com
Email: mitchbrown@washingtoncoldstorage.com
Phone: 253-848-8511
Fax: 253-845-8011

Wolseley Pacific Consolidation Center

1157 Thorne Rd.
Tacoma, WA 98421
Web: www.wppccforwarding.com
Email: alan.parish@wolseley.com
Phone: 253-272-6655
Fax: 253-272-6699

Disclaimer: This is not a comprehensive list of all transload warehouse facilities and DCs in the area. The Port of Tacoma does not guarantee the accuracy of the information.

PORT CALENDAR

Sept. 26 – 28

U.S. Pea and Lentil Trade Association Annual Meeting
Albuquerque, N.M.

Sept. 28

Pierce County Export Forum 2012
World Trade Center Tacoma
Monthly Speaker Series
University Place, Wash.

Sept. 30 – Oct. 3

Council of Supply Chain Management Professionals Annual Global Conference
Atlanta, Ga.

Oct. 2

CONNIE Awards Dinner
Long Beach, Calif.

Oct. 4

Foreign Commerce Club Annual Dinner
New York, N.Y.

Oct. 3 – 4

Northwest Global Freight Conference
Portland, Ore.

Oct. 4

Alaska State Chamber Annual Conference
Anchorage, Alaska

Oct. 5

Real Estate Forum
Port of Tacoma
Tacoma, Wash.

Oct. 8 – 11

Breakbulk Americas
Transportation
Conference and
Exhibition
Houston, Texas

Oct. 21 – 25

American Association of Port Authorities Annual Convention
Mobile, Ala.

Oct. 21 – 24

Footwear Traffic Distribution and Customs Conference
Footwear Distributors and Retailers of America
Huntington Beach, Calif.

Oct. 26

Doing Business with India
World Trade Center Tacoma
Monthly Speaker Series
Tacoma, Wash.

Nov. 5 – 11

Alaska Miners Association Conference
Anchorage, Alaska

Nov. 7 – 8

Southeast Freight Conference
Memphis, Tenn.

Nov. 12

Washington Trade Conference
Washington Council on International Trade
Seattle, Wash.

Nov. 14 – 15

Alaska Resource Development Council Annual Conference
Anchorage, Alaska

Nov. 15

Port of Tacoma Annual Customer Reception
Tacoma, Wash.

Nov. 28 – 30

Washington Public Ports Association Annual Meeting
Seattle, Wash.

Dec. 3

CONNIE Annual Awards Dinner
Newark, N.J.



Pacific Gateway

Port of Tacoma | FALL 2012

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Tacoma, WA 98401

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PORT OF TACOMA REGIONAL OFFICES

West Coast

Jack Woods
P.O. Box 1837
Tacoma, WA 98401
Tel: 253-383-9455
Fax: 253-593-4570
Email: jwoods@portoftacoma.com

Midwest

Vince Sullivan
140 N. Whittaker Street
P.O. Box 25
New Buffalo, MI 49117
Tel: 269-469-9105
Fax: 269-469-7887
Email: vsullivan@portoftacoma.com

East Coast

Sue Coffey
Summit Executive House
777 Springfield Ave., Suite 11
Summit, NJ 07901
Tel: 908-273-3366
Fax: 908-273-0159
Email: scoffey@portoftacoma.com

Japan

Akira Tatara
Nogizaka Business Court
1-20-2 Minami Aoyama Minato-ku
Tokyo 107-0062 Japan
Tel/Fax: 011-813-3478-1198
Email: atatara@portoftacoma.com

Korea

Daniel C. H. Rim
Room 303, Gwanglim Bldg
1-24, Yeonji-Dong, Jongno-Gu,
Seoul, Korea 110-470
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Fax: 011-82-2-318-2130
Email: drim@portoftacoma.com

Hong Kong/South China

Bill H.Y. Wong
15th Floor, Qualipak Tower
122 Connaught Road West
Hong Kong
Tel: 011-852-2861-0068
Fax: 011-852-2520-6785
Email: bwong@portoftacoma.com

China

Joey Zhou
Room 2305, Sinotrans Mansion
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Shanghai 200001 PRC
Tel: 011-86-21-3304-4520
x7340
Fax: 011-86-21-6375-7026
Email: jzhou@portoftacoma.com