

pacifc gateway

CLEAN TRUCK PROGRAM ROLLS ALONG

NWSA and partners help drivers get ready for new emission standards



STORMWATER SOLUTIONS

How once-contaminated land
inspires innovation

INTRODUCING THE WORLD'S FIRST STRADDLE CARRIER PORTALS

Enhancing security and boosting efficiency

FROM THE CEO



Collaboration is the essential ingredient behind our approach to challenging projects — whether bringing hundreds of trucks into compliance with our Clean Truck Program, redeveloping a cleanup site for our new Taylor Way Auto Facility or developing first-of-its-kind technology to substantially increase terminal efficiency.

After the decision was made to extend the Clean Truck Program deadline through the end of 2018, we ramped up efforts to support the trucking community. With the help of the Washington State Department of Ecology, the Puget Sound Clean Air Agency and the City of Seattle, we developed a loan loss program for truck drivers to access market-rate loans. We also partnered with the local drayage community and the African Chamber of Commerce of the Pacific Northwest to spread the word about the program.

Meanwhile, the Port of Tacoma's mothballed Kaiser Aluminum smelter site went through a dramatic transformation into a 90-acre auto processing facility with a one-of-a-kind stormwater treatment system. The Northwest Seaport Alliance team custom designed an underground solution to protect our harbor from legacy pollutants while yielding at least \$4 million in savings.

In this issue, you'll also learn about the partnerships behind the world's first straddle carrier portals, now operational at our gateway. You'll meet Christine Wolf, our senior planner who helps ensure that road infrastructure projects support our freight mobility. And we'll introduce you to SanMar, the largest imprintable apparel supplier in the U.S., headquartered right here in the Pacific Northwest.

Last but not least, we recognize the 17 companies and organizations nominated for our inaugural North Star Awards as leaders supporting our gateway's economic development and environment. The winners will be announced at our annual breakfast in April.

We look forward to working with you in 2019 as we strive for the region's continued success.

John Wolfe
Chief Executive Officer, The Northwest Seaport Alliance

On the cover: As of Jan. 1, 2019, the NWSA international container terminals are only serviced by clean diesel trucks. The new standards help reduce diesel particulate matter emissions by up to 90 percent per truck.

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Chief executive officer

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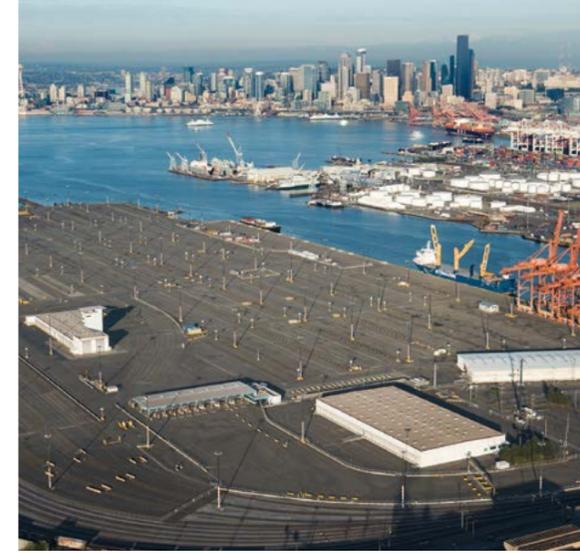
NEWS BRIEFS



With an outreach of 24 containers, the new cranes are identical to the ones delivered in 2018 and are capable of serving ultra-large container vessels entering the trans-Pacific trade.



SSA Marine's Terminal 18 in Seattle became the first marine terminal in Washington state to surpass 1 million TEUs in a single year.



Plans to redevelop Terminal 5 in Seattle include dock and power upgrades and berth deepening to simultaneously handle two 18,000-TEU vessels.



With the success of last year's event, AgTC's 2019 Annual Meeting is returning to Tacoma, Washington, in June.

Second set of cranes arriving in March

Husky Terminal in our South Harbor will be adding four more super-post-Panamax cranes this year. They are identical to the four that were delivered by Shanghai Zhenhua Heavy Industries Co. Ltd. (ZPMC) to the Tacoma terminal in February 2018. With an outreach of 24 containers and a lift height of 165 feet above the pier deck, these cranes are capable of serving ultra-large container vessels entering the trans-Pacific trade. The new cranes will be fully operational later this year following commissioning work and training.

Terminal 18 breaks records with 2018 volume

Terminal 18 in our North Harbor celebrated a banner year, handling more than 1.1 million twenty-foot equivalent units (TEUs) in 2018. In collaboration with ILWU Local 19, terminal operator

SSA Marine improved productivity by adding rubber-tired gantry cranes and implementing continuous vessel operations by staggering workers' break schedules to improve gate performance and vessel productivity. This is the first time in Washington state history that a single marine terminal achieved a million TEUs in a year.

NWSA eyes Terminal 5 improvements

The NWSA Managing Members approved a five-year capital investment plan in November, taking the NWSA one step closer to redeveloping Seattle's Terminal 5 into a premier international container facility on the West Coast. With tenant negotiations in the final stages, the T-5 modernization project will include environmental and infrastructure improvements, such as dock and power upgrades and berth deepening required for simultaneous handling of two 18,000-TEU vessels.

AgTC returns to Tacoma

With the success of last year's event, the Agriculture Transportation Coalition's (AgTC) Annual Meeting is returning to Tacoma, Washington. The AgTC hosts the largest gathering of agricultural and forest products professionals and their service providers each year. Tacoma, home of our South Harbor facilities, hosted a record attendance of nearly 500 people in 2018. The four-day event will be held June 11 through 14. More details are available at agtrans.org/events.

HOMEPORT NEWS

Fourth cruise terminal coming to Port of Seattle by 2022

The Port of Seattle approved plans in November for a fourth cruise terminal to open in time for the 2022 cruise season. While the NWSA continues to manage maritime cargo, co-locating maritime industrial uses makes smart, efficient and productive use of Seattle's working waterfront. Locating the new cruise terminal alongside continuing container operations will allow the Port of Seattle and the NWSA to provide continued economic benefits and flexibility for future needs.

One of the largest ships to call Tacoma arrives at Pierce County Terminal

Evergreen's *Thalassa Axia*, one of the largest vessels to call the Port of Tacoma, made a maiden voyage to Everport Terminal Services' Pierce County Terminal in November 2018. The arrival of the 13,800-TEU vessel was part of Evergreen's plan to upsize four of its six vessels on the TPS service, at least through the first quarter of 2019. These larger ships provided additional capacity for import and export customers during peak shipping season.



Above: The *Norwegian Bliss*, largest cruise ship to be homeported on the U.S. West Coast, sets sail from the Port of Seattle for grand adventures in the majestic waters of Alaska. Courtesy of Port of Seattle

Below: Port of Tacoma welcomed Evergreen's 13,800-TEU vessel *Thalassa Axia* in November 2018.

CHRISTINE WOLF

A new country pointed the NWSA's transportation planner in a new direction



Growing up in Germany, Christine Wolf aspired to a career in agriculture, possibly working on agricultural policy issues for the United Nations or the European Union.

She earned a master's degree in agriculture from a German university and spent six months doing agricultural research in South Africa.

Then she came to the University of Washington (UW) in Seattle, earned another master's degree in public administration and took a turn in a totally new direction.

"The fact that I do transportation planning for a living is pure chance," said Wolf, a senior planner for The Northwest Seaport Alliance.

She launched her career in transportation while working her way through graduate school at the UW, when she landed a job with a transportation think tank. It was an opportunity to utilize her talent for blending science and technology with the social and political world.

"It's a classic American story," said Wolf, who began working for the Port of Seattle nearly 15 years ago. "It's something I like about American culture. Once you have a degree, people trust you to be able to learn new things."

Today she works to ensure that regional and local transportation projects maintain or improve the flow of goods into and out of NWSA's North and South harbors.

"I work on projects that have the potential to improve access and egress to our facilities — or mess them up if it isn't done right," Wolf said.

As NWSA's liaison to the Washington State Department of Transportation, Wolf played a vital role in the Alaskan Way Viaduct replacement project in Seattle.

She persuaded state transportation engineers to take a second look at a piece of the project, which involved a new bridge over railroad tracks.

Wolf determined that the original design could have backed up truck traffic serving the Port of Seattle. She negotiated with the port to offer some property to the state "so they could make the bridge wider to make the turn pocket longer. Now our trucks have a free right turn to head for the freeways."

Deirdre Wilson, senior planning manager for NWSA, said Wolf is a valued member of the planning team.

"She brings many years of proven wisdom in transportation planning, along with a willingness to share her knowledge," Wilson said.

She said Wolf is always ready to offer help and support to her colleagues.

"She maintains key relationships and holds herself accountable for making sure traffic impacts to port operations are minimized whenever possible," Wilson added.

Wolf meets with her counterparts in Seattle, Tacoma and smaller communities like Fife as they plan transportation improvements.

Her goal, she says, is "to make sure the alliance's needs are adequately incorporated into local transportation planning efforts."

For an example, a road improvement plan might call for the inclusion of bikeways or walkways. But Wolf must remind planners that narrowing a traffic lane too much will make it difficult for large trucks hauling freight into or out of an NWSA facility.

Wolf grew up in what she describes as an "outdoorsy" family. Her dad once worked as a mountain guide so finding the Pacific Northwest was like discovering an outdoor paradise.

ALL ABOUT CHRISTINE WOLF

HOMETOWN
Bayreuth, Germany, a town in northern Bavaria best known for its association with composer Richard Wagner.

WHAT SHE MISSES ABOUT GERMANY
Regional cuisine, including the kind of bratwurst that's not commonly sold in the U.S., and the small farms and restaurants with their own breweries.

AT HOME IN SEATTLE
She and her long-time partner, Don, stay busy supplying sugar water to the Anna's hummingbirds who visit their feeder.

ON HER BUCKET LIST
A trip to Bhutan, in the eastern Himalayas, because it's as beautiful as Nepal or Tibet but "a lot less busy and friendlier."

As an avid hiker who enjoys cross-country skiing and snowshoeing, Wolf appreciates the Northwest's green sensibilities. She understands why planners incorporate bike and pedestrian lanes into transportation projects. But she notes the need to strike a balance between lifestyle and economic growth.

"People may not always understand that to have that lifestyle, the economy has to keep humming," she said. "That's where we come in. That's what we do." ■

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CLEAN TRUCK PROGRAM ROLLS ALONG

The NWSA and partners help drivers get ready for new emission standards

Inderpal Tatla's new truck doesn't spew plumes of black exhaust into the air like his old one did. Instead, his 2012 Cascadia Freightliner emits mostly water and nitrogen as he hauls containers up and down Interstate 5.

There was still some life left in his 2004 truck and he hoped to squeeze more out of that investment, but he upgraded so he'd be ready when The Northwest Seaport Alliance banned higher-polluting trucks from its international terminals. Tatla says the change was a financial challenge but a worthwhile one.

"Climate change and pollution are really scary and if there is something we can do about it, we should," Tatla said. "It's always painful to take those initial steps, but they pay off later on."

Eleven years in the making, the ports of Seattle and Tacoma have worked with truckers to make those initial steps a little less painful. As of Jan. 1, 2019, the NWSA Clean Truck Program requires all trucks serving the NWSA international container terminals to have a 2007 or newer engine or certified equivalent emission control system.

Inderpal Tatla upgraded his truck to a 2012 Cascadia Freightliner in 2017 to help reduce port-related diesel emissions.



“Climate change and pollution are really scary and if there is something we can do about it, we should.”

Inderpal Tatla
Truck driver serving the NWSA gateway

Diesel emissions increase the risk of asthma, cancer and heart disease. Newer engines emit 90 percent less diesel particulate matter than those manufactured before 2007. While the Clean Truck Program was a voluntary initiative to reduce port-related diesel emissions, it also brought on complex challenges.

The seaport is serviced by nearly 4,000 trucks, many of which are driven by owner-operators who could not easily buy a new truck that costs \$30,000 to \$60,000 or more. Some said upgrading would put them out of business. Many drivers are immigrants, and some had problems understanding how to apply for programs designed to assist them, Tatla said.

With thousands of drivers, hundreds of trucking companies and multiple terminal operators, NWSA Chief Operations Officer Dustin Stoker said

the Clean Truck Program is one of NWSA's most significant initiatives. “The amount of coordination, communication and work with so many stakeholders is very complicated.”

A DECADE IN THE WORKS

The Clean Truck Program was established in 2008 after the ports of Seattle, Tacoma and Vancouver, British Columbia, agreed to work together to reduce emissions. The Northwest Ports Clean Air Strategy called for an 80 percent reduction in diesel particulate matter per cargo ton by 2020.

“It is about being proactive and working together so that we can demonstrate good environmental stewardship, particularly around air quality,” said Jason Jordan, Port of Tacoma's environmental programs director.

The strategy meant changes for ships, harbor craft, locomotives and every other vehicles serving the ports.

The 2016 Puget Sound Maritime Air Emissions Inventory showed significant improvement and gave much of the credit to stricter fuel and engine standards and more efficient terminal operations. In fact, diesel particulate matter decreased by 80 percent per ton of cargo since 2005.

The Clean Truck Program was originally set to go into effect Jan. 1, 2018, but as the date approached only 53 percent of trucks were compliant.

“Determining how many trucks are needed is a complicated calculus,” said Sara Cederberg, NWSA's environmental senior project manager. Twice as many trucks serve the NWSA gateway than the Port of Vancouver, British Columbia, moving similar volumes of cargo.

Cederberg said it was difficult to contact independent drivers, but as the deadline drew closer, truckers organized. “It took some time, but we all agreed that we wanted cleaner air,” she said. “But there was a lot of debate about how to do it, who should pay for it and the timing.”

In early 2018, the NWSA Managing Members voted to extend the deadline through the end of the year. And efforts ramped up to help truckers prepare for the new 2019 deadline.

HELPING DRIVERS

Tatla bought his new truck in 2017, but missed out on a scrapping program run by the NWSA and the Puget Sound Clean Air Agency.

Using various sources of grant money from the U.S. Environmental Protection Agency, the Washington Department of Ecology, the

Washington State Department of Transportation and the Puget Sound Clean Air Agency, the program gave truckers as much as \$27,000 to scrap older trucks and purchase newer ones.

The program scrapped 413 trucks before grant funding ran out.

Tatla secured a loan on his own to buy his new truck, but some weren't as fortunate. Lenders consider the loans risky, said Nicola Graham, NWSA's environmental analyst, and many truckers faced annual percentage rates of up to 20 to 25 percent.

Helping truckers get affordable rates required a team effort and changing a state law that prohibited the port from using public money for privately-owned equipment. Once the law was amended, the NWSA joined the Department of Ecology, the Puget Sound Clean Air Agency and the City of Seattle in pooling \$2.8 million to

fund a loan loss program, bringing down the risk of these loans to the lenders.

The program backed loans offered by Harborstone Credit Union and Opportunity Fund. The loans are capped at seven years and 15 percent, Graham said. The first 157 loans included a \$6,000 bonus for those scrapping a non-compliant truck.

Sound Outreach, also provided free financial counseling for truckers. The alliance also partnered with the California South Coast Air Quality Management District to provide 10 deeply-discounted trucks from Southern California for purchase if truckers scrapped a truck with a pre-2007 engine.



DRIVING DIFFERENTLY

Tatla drives more than 60,000 miles per year and so far his new truck is trouble free. He considers himself lucky, because “I know people who’ve had to spend money on repairs after buying new trucks.”

This doesn’t surprise Mark Sturdevant a truck sales professional at Warner Truck Centers. “The new trucks are very complicated and sensitive to lack of maintenance,” said Sturdevant, who spoke to drivers at a summer workshop, hosted by the NWSA and the African Chamber of Commerce of the Pacific Northwest.

Replacing a poorly-maintained emissions system could cost as much as \$13,000 or void the truck’s warranty entirely, so educating truckers about how to drive and care for the new trucks is vital.

Proactive drivers who read and understand their owner’s manual, visit knowledgeable mechanics and contact manufacturers to determine their truck’s maintenance cycle will find that new trucks are as reliable as older, basic models, Sturdevant said.

LOOKING AHEAD

Tatla enjoys his new truck but remains anxious about possible pricey repairs and maintenance down the road.

While the NWSA is committed to allowing 2007 or newer engines or equivalents through 2025, other West Coast ports have implemented more stringent initiatives. As of October 2018, new trucks entering service at the ports of Los Angeles and Long Beach must be model year 2014 or newer. “We are turning over every stone and looking at every opportunity to support our truckers and the trucking community,” said Jordan.

In addition to the cleaner-burning trucks, the NWSA is also requiring RFID tags to enter international terminals. The RFID tags identify the

trucks as compliant, but also collect data that can be used to make operations more efficient. This could translate to more income for drivers through faster turn times, Stoker said.

Tatla hopes the Clean Truck Program someday improves his bottom line, but for now he’s content knowing he’s part of a team effort to improve air quality.

“I am a very environmentally-friendly person,” Tatla said. “I would love to see generations after us living on this planet in a healthy atmosphere.”



Left: The 2016 Puget Sound Maritime Air Emissions Inventory showed diesel particulate matter decreased by 80 percent per ton of cargo since 2005.

Top right: The NWSA held workshops and resource fairs throughout the year to help truckers prepare for the Clean Truck Program deadline.

Bottom right: Tatla stays on top of his truck maintenance and regularly checks the fluid levels to avoid expensive engine repairs.

STORMWATER SOLUTIONS

How once-contaminated land inspires innovation

Carol Rhodes inspects the pipes before they're installed underground for the stormwater treatment system. As the Port of Tacoma's senior engineering project manager, she is responsible for the project delivery, scope, schedule and budget.

Anita Fichthorn finds inspiration everywhere. And perhaps no project needed inspiration as badly as did the redevelopment of a former aluminum production site at the Port of Tacoma, where The Northwest Seaport Alliance manages the new Taylor Way Auto Facility.

Expected to process more than 100,000 vehicles a year, the new auto processing facility, located by the East Blair One Terminal, features an innovative stormwater treatment system that meets environmental regulations and puts valuable land back to productive use.

In 2003 the Port of Tacoma bought the mothballed Kaiser Aluminum smelter. Along with the 96 acres of land came more than 60 years of contamination that threatened the harbor with a variety of hazardous substances, including polycyclic aromatic hydrocarbons (PAHs), polychlorinated biphenyls (PCBs), petroleum, cyanide, lead and arsenic.

The port approached the monumental cleanup challenge with an eye toward the best science available. Buildings were demolished, the smoke stack came down and asbestos and hazardous waste were removed. In the process, more than 60 million pounds of metal, carbon, alumina, ore and transformer oil were recycled, generating revenue to offset demolition costs.

"It's an example of how publicly-owned ports can purchase contaminated property, clean it up and return it to productive use," said Scott Hooton, the port's project manager who led the cleanup efforts. "It was a big commitment — the kind of job that very few others have the wherewithal to complete."

After the port inked a 30-year lease with Wallenius Wilhelmsen Solutions in early 2018, it faced one final hurdle: Any permit for new development would hinge on whether the site could prevent the legacy pollutants from accidentally flowing into the Blair Waterway. It would need an aggressive, state-of-the-art stormwater system without disturbing the contaminated soil capped beneath several feet of clean sediment.

That's where Fichthorn's inspiration stepped in.

Fichthorn serves as project manager on the NWSA's water quality team. "I just have a knack for stormwater," she said. "My military background taught me to improvise, overcome and adapt. 'Do more with less,' is the motto."

Over the years, Fichthorn has designed innovative stormwater treatment systems using materials like oyster shells, compost and even chicken feed and dog screen for facilities in our North and South harbors.

'IT'S NOT ROCKET SCIENCE'

Like most of the land on the Tacoma Tidelands, the terminal is flat and sits just above sea level, leaving few options for stormwater runoff during rain events.

Plus, space was too precious to justify placing large retention ponds above ground. And elevating the entire 90 acres of land was not only costly but would have posed alignment issues with the existing rail infrastructure.

"Because this was a brand-new, unpaved site, we had a blank slate to customize everything to be cost effective and minimally invasive," Fichthorn said.

Traditional stormwater systems rely on pumps or chemicals with a treatment vault buried as deep as 25 feet underground, but Fichthorn's rely on gravity and natural processes alone. "Watch how water runs from your roof to your grass," she said. "It filters through layers and layers of organic materials — grass, dirt and rocks — and ends up clean enough to drink one day. We like to mimic the natural environment."

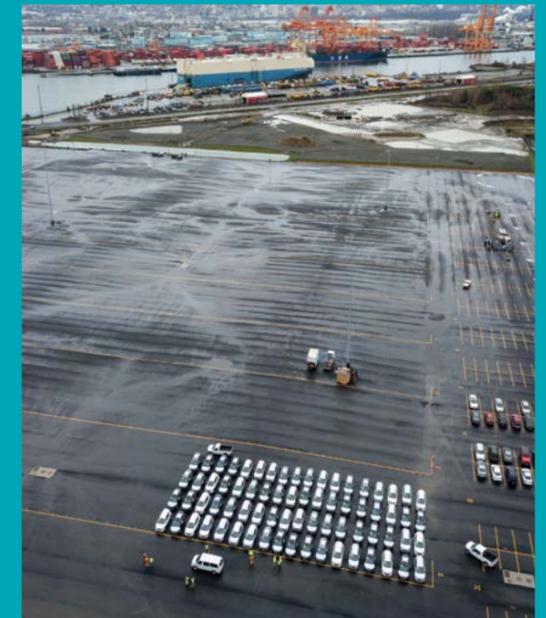
To treat and move water with negligible elevation changes at this particular site, Fichthorn designed smaller drainage basins. She replaced catch basins with 30 shallow, concrete vaults, installed underground, so that, "the stormwater is treated as soon as it hits the ground, rather than being conveyed through a network of pipes into one large treatment pond or pumped to a treatment system."

Because heavy metals like copper and zinc are the primary concern at an auto-processing facility, Fichthorn filled the boxes with gravelly sand and biochar. Biochar attracts and retains metals.

By modifying the layout and opting for filtering materials that are widely available, her custom-built stormwater solution saved the Port of Tacoma at least \$4 million.

"There are different types of complicated treatment systems out there. But at the end of the day, it's not rocket science," said Fichthorn, who will work with Wallenius Wilhelmsen Solutions to maintain the stormwater treatment systems. "Every year, I just can't wait until the rain comes." ■

Anita Fichthorn, the NWSA's water quality project manager, samples stormwater regularly to ensure clean water is released back into the waterways.



Wallenius Wilhelmsen Solutions begins operations at new auto facility

The first Nissans rolled onto the expansive lot at the new, 90-acre Taylor Way Auto Facility in December 2018. The NWSA unloaded nearly 5,000 vehicles during the first month of operations. Wallenius Wilhelmsen Ocean has called in the Puget Sound region with roll-on/roll-off ships since 1992. The 30-year lease for Wallenius Wilhelmsen Solutions' facility will expand WWS's marine cargo business in the Pacific Northwest. Once fully completed later this year, the facility in Tacoma is expected to process more than 100,000 vehicles a year, 90 percent of which will be transported by rail to the U.S. Midwest.



CAPACITY FOR TODAY, BUILDING FOR TOMORROW

Located in proximity to our harbors, more than 7.6 million square feet of industrial warehousing space is coming online in the Seattle-Tacoma gateway in 2019. With easy access to marine terminals, major highways and rail infrastructure, we're committed to helping our customers expand and diversify their supply chain.

PROPERTIES COMING ONLINE

PROPERTIES	LOCATION	SQ FT
Georgetown Crossroads	Seattle	589,600
LogistiCenter	Woodinville	409,500
Hogum Bay Logistics	Lacey	300,000
IPT Sumner Distribution	Sumner	229,000
Sumner Logistics Center	Sumner	74,600
Des Moines Creek	Des Moines	490,700
Prologis Park Sumner	Sumner	361,000
Prologis Park Tacoma	Tacoma	416,500
Pacific Gateway Business Park	Kent	57,500
Frederickson Distribution Center	Tacoma	96,400
Frederickson 40	Frederickson	817,000
Puyallup Distribution Center	Puyallup	123,500
IAC Commerce Center	Des Moines	457,200
The Viking	Puyallup	438,100
Prologis Park Renton	Renton	164,500
The Cubes at DuPont A & B	DuPont	1,242,400
Davis 70	Fife	55,000
Glacier Building	Sumner	66,800
Pacific Logistics South	Pacific	128,300
Frederickson 184	Frederickson	100,000
Glacier Peak	Everett	201,500
Pacific Logistics North	Pacific	163,900
Tacoma I-5 Industrial Center	Tacoma	76,200
Portside 55 Building B	Tacoma	51,900
East Campus Landing A & B	Federal Way	440,500

SEATTLE
NORTH HARBOR

TACOMA
SOUTH HARBOR

CONTACT OUR
BUSINESS DEVELOPMENT TEAM
FOR MORE DETAILS

See back cover for contact information.



WORLD'S FIRST STRADDLE CARRIER PORTALS ENHANCE SECURITY, BOOST EFFICIENCY

A few ordinary-looking stacks of cargo containers are supercharging rail productivity at our South Harbor's Pierce County Terminal

The 14 containers form two, first-of-their-kind straddle carrier portals that streamline the process of scanning containers for radiation by 18 to 24 hours, said Mike Reilly, director of intermodal business development for The Northwest Seaport Alliance.

The portals were commissioned in October 2018, following a year of testing and a decade of work.

"Through this outstanding unity of effort, we not only enhanced our national security by deploying an effective (radiation/nuclear) scanning solution, we also vastly improved seaport operations," said Allison Stout, the project manager from the U.S. Department of Homeland Security.

After the 9/11 attacks, federal laws were changed to require ports to scan every imported container under the Security and Accountability For Every (SAFE) Port Act of 2006.

The cost of national security was efficiency. At Pierce County Terminal, operated by Everport Terminal Services, containers are whisked around with 40-foot-tall straddle carriers, but scanning procedures added as much as an extra day to move cargo from ships to trains.

Freight sat until operations ended for the day, then U.S. Customs and Border Protection (CBP) officers scanned

each container. The 10-foot-tall boxes couldn't be stacked and room had to be left for the CBP's mobile scanning trucks to maneuver.

"Before, we were utilizing only 17 percent of the Pierce County Terminal container yard. Now, we've increased the yard density to 83 percent," said Reilly.

Thanks to the new scanning method, containers can now be stacked three high and double-handling is eliminated.

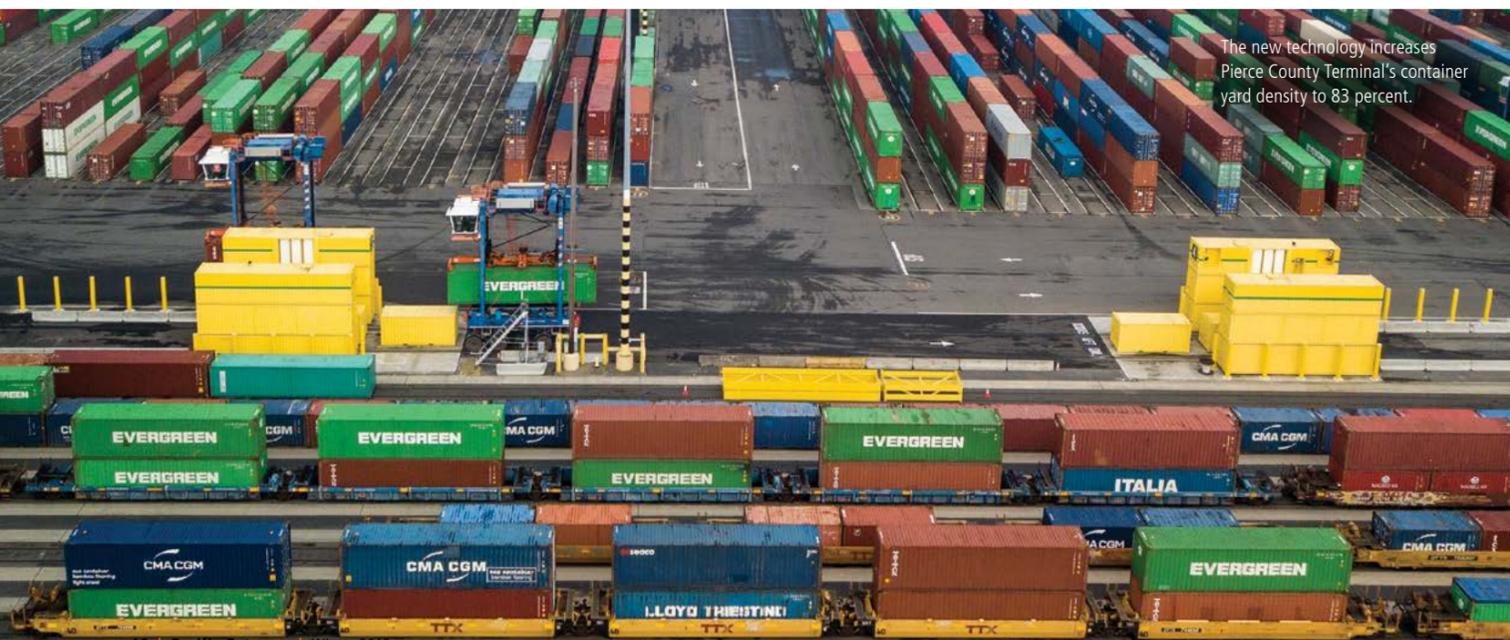
Straddle carriers pick up a container and pass through the scanning portal on the way to the train. Each portal consists of two three-container stacks with a seventh container in between to help straddle carrier drivers align themselves and their cargo.

The new scanning system could triple rail traffic at the terminal, Reilly said.

"To think that the terminal was operating with all of those inefficiencies for years, it creates a great opportunity to be aggressive and go after new business," Reilly said. "If we were operating with handcuffs before, now the handcuffs are off."



The straddle carriers pick up the container and pass through the scanning portal on the way to the train. Each portal consists of two three-container stacks with a seventh container in between to help straddle carrier drivers align themselves and their cargo.



The new technology increases Pierce County Terminal's container yard density to 83 percent.

Making the portals a reality required the work of CBP and the Department of Homeland Security's Countering Weapons of Mass Destruction Office (formerly the Domestic Nuclear Detection Office), the Department of Energy's Pacific Northwest and the Savannah River National Laboratory and the Johns Hopkins University Applied Physics Laboratory. Stakeholders secured more than \$20 million in federal funding for the project.

One of the biggest challenges was developing equipment that could scan through the thick metal legs of the straddle carriers, Reilly said.

Such a large collaboration felt, at times, "like herding cats," Reilly said, but he never doubted the portals would become a reality. "Believe me, many, many conversations took place to get us across the finish line."

Getting to the starting line, on the other hand, involved a big assist from U.S. Sen. Patty Murray. The senior member of the Senate Appropriations Committee was instrumental in securing the Port of Tacoma as a test site for the portals.

"After working for more than a decade to strengthen port security in Washington state and around the country, I am

thrilled that our shared vision to improve the maritime cargo system at the Port of Tacoma has finally become a reality," Murray said. "Washingtonians on both sides of the Cascades understand how critical our ports are to our region's economic competitiveness, and as a voice for our state in Congress I've been proud of our bipartisan success to pass legislation and secure federal investments over the years that helped pave the way for these important maritime security upgrades.

"This new, innovative approach to maritime security will help defend against paralyzing threats to our country and support continued economic growth by the Port of Tacoma and The Northwest Seaport Alliance that will help families and communities in Puget Sound and across our state thrive."

Watching the portals in action on a cloudy November morning, Reilly smiled as straddle carriers passed through, making easy work of a once inefficient process. The results are worth the years of work, he said. "It was a labor of love."

COMPANY STATS

-  ESTABLISHED: 1971
-  LOCATION: Headquartered in Issaquah, Washington, with eight national distribution centers
-  EMPLOYEES: More than 4,000
-  PRODUCT: Imports casual apparel and accessories for major brand logo-wear and customization by screen printers or embroiderers
-  WEBSITE: sanmar.com



“Having a well-functioning, efficient port that values partnerships and works with customers has been critical to our success.”

Jeremy Lott
SanMar President

SANMAR Making an indelible imprint on the world

Take a look in your closet. Open a dresser drawer. Chances are, something in your wardrobe — a T-shirt, polo, jacket, gym bag or backpack — is a SanMar product.

Whether it bears a label from Nike, The North Face, Port Authority, Sport-Tek or Carhartt, SanMar likely played a role in bringing the garment or accessory to you.

The company, based in the Seattle suburb of Issaquah, Washington, imports casual apparel, outerwear and accessories from factories around the world, then supplies major brands as well as custom screen printers or embroiderers who put their personal stamp on the items.

“We are the largest supplier of imprintable apparel, bags and hats to the imported sportswear and promotional market in the U.S.,” said SanMar President Jeremy Lott.

He likens his company’s products to a blank canvas.

“We sell shirts to people who put logos on them,” Lott said. “About 70,000 small businesses rely on us for their inventory.”

SanMar products are worn by students, corporate employees, club members and others. Lott is proud of the role the company plays in building community, whether it’s providing T-shirts for a local fun run or outfitting high school football fans in their school colors.

SanMar can ship its products from eight distribution centers around the country, located everywhere from Seattle to Jacksonville, Florida. That guarantees one- or two-day delivery to customers in more than 99 percent of the country. And the company keeps its warehouses stocked with a variety of fabrics, colors and sizes.

The distribution system plays to customers who “need it now” — which, Lott explains, is nearly everyone.

A VITAL LINK

SanMar sources its products from factories in 22 countries, including many in east and southern Asia, making its relationship with The Northwest Seaport Alliance a vital one.

“Having a well-functioning, efficient port that values partnerships and

works with customers has been critical to our success,” Lott said.

Ensuring that SanMar can deliver the right products to the right places in time to meet its customer needs means it relies on accurate shipping timetables. The company utilizes both the Seattle and Tacoma harbors.

SanMar is a transload customer. That means shipping containers are unloaded at the port of entry, then cargo from multiple shipping containers are consolidated into a larger container for transport to destinations around the country.

“We’re proud to support SanMar’s operations, especially as it relates to transloading,” said Georgette Reidburn, NWSA’s senior business development representative.

Peak shipping season runs from late summer to November, and that’s when NWSA terminals often run extended gate times.

“Our role is overseeing communication — making sure all segments of the supply chain are talking to each other,” Reidburn said.

SanMar participates in the NWSA’s Executive Advisory Council, which brings industry leaders together twice a year to offer input and exchange ideas on ways to improve rail, trucking and terminal performance.

“We are big supporters of promoting growth in the region,” Lott said. “Our company was built in Seattle, and it was built off of trade.”

BUILT FROM THE GROUND UP

SanMar got its start in 1971. That’s when Lott’s dad, Marty, founded the business — distributing T-shirts from his parents’ Seattle basement.

He borrowed the company name from a business his father founded, named after him and his sister Sandra.

Marty’s sons Jeremy and Jordan grew up in the business, working after school and on Saturdays. The company is still family owned and operated.

The elder Lott’s business mantra was “Tell the truth, and be nice.” Treating customers, employees and suppliers right is a philosophy that’s carried the company through to this day.

“Expanding on those values is what carries us and drives us as a business,” Lott said. Building a positive business culture has been a key in making SanMar the leader in its market, he added.

CORPORATE RESPONSIBILITY

Those same values reflect SanMar’s global business practices, which emphasize fair and safe working conditions for workers in foreign-owned factories who make the products SanMar imports.

Over the years of traveling around the world and learning about economic opportunity, especially for women in impoverished countries, Lott said his company strives to use its investments to help change lives.

Examples include everything from a model factory in Ghana — showcased during a recent visit by First Lady Melania Trump — to the renewable energy sources powering a SanMar supplier in Honduras.

The company is accredited by the Fair Labor Association, which operates a factory monitoring program designed to ensure ethical, safe and responsible

operations. SanMar also maintains its own compliance team dedicated to the same principles.

SanMar is a member of the Sustainable Apparel Coalition, which aims to reduce energy consumption and emissions, limit water usage and control waste.

A third of its suppliers have done business with SanMar for over a decade, and those long-term relationships help the company to support continuous improvements.

“We made a conscious effort in how we use our sourcing to have a positive impact in the countries we’re in,” Lott said. ■

THE NORTH STAR AWARDS

The NWSA's inaugural North Star Awards program celebrates companies demonstrating leadership through actions and initiatives that support the Seattle-Tacoma gateway.

CARGO ANCHOR AWARD

The Cargo Anchor Award recognizes contributions that companies make to the long-term success of the NWSA gateway while promoting trade and economic development in the region.

Nominees

- Agriculture Transportation Coalition
- Avenue 55
- Bass Pro Shops/Cabela's
- Evergreen Shipping Agency/Evergreen Line
- Lamb Weston
- Mitco Global
- NewCold
- Portland Container
- Prologis
- SBS Transportation
- SSA Marine (Terminal 18)
- Topocean Consolidation Service
- Yusen Contract Logistics

ENVIRONMENTAL STEWARDSHIP AWARD

The Environmental Stewardship Award recognizes innovative minds and adaptive measures that support the continued health of our region's environment while promoting trade and economic development.

Nominees

- Avenue 55
- BNSF Railway
- Maxum Petroleum
- NewCold
- PierTrucker.com
- Prologis
- TOTE Maritime

The winners will be announced at our Annual Breakfast on April 24, 2019.

CALENDAR

Meet Northwest Seaport Alliance staff at upcoming events.

Jan. 16-17

Washington State Hay Growers Association Northwest Hay Expo
Kennewick, Washington

Jan. 21-24

Washington-Oregon Potato Conference
Kennewick, Washington

Jan. 30

AgTC Workshop
Portland, Oregon

Feb. 1

AgTC Workshop
Boise, Idaho

Feb. 7

NY/NJ Freight Forwarders Dinner
New York, New York

Feb. 7-9

Cargo Logistics Canada
Vancouver, British Columbia

Feb. 24-27

RILA Retail Supply Chain Conference
Orlando, Florida

Feb. 28

Traffic Club of NY 113th Annual Anniversary Dinner
New York, New York

March 3-6

19th Annual TPM Conference
Long Beach, California

March 6-7

PNWARS Spring Meeting
Portland, Oregon

March 7-9

2019 Finished Vehicle Logistics North America
Huntington Beach, California

March 17-19

Seafood Expo North America
Boston, Massachusetts

April 9-11

CONNECT Northeast Trade & Transportation Conference
Newport, Rhode Island

April 11-14

Specialty Coffee Expo
Boston, Massachusetts

April 23-25

Finished Vehicle Logistics North America
Huntington Beach, California

April 24

The Northwest Seaport Alliance Annual Breakfast
Seattle, Washington

May 5-7

International Pulp Week 2019
Vancouver, British Columbia

May 8-9

Global Softwood Log & Lumber Conference
Vancouver, British Columbia

May 17

Tacoma Propeller Club Chowdown
Tacoma, Washington

June 11-14

AgTC Annual Meeting
Tacoma, Washington

June 17-20

Outdoor Retailer Summer Market
Denver, Colorado

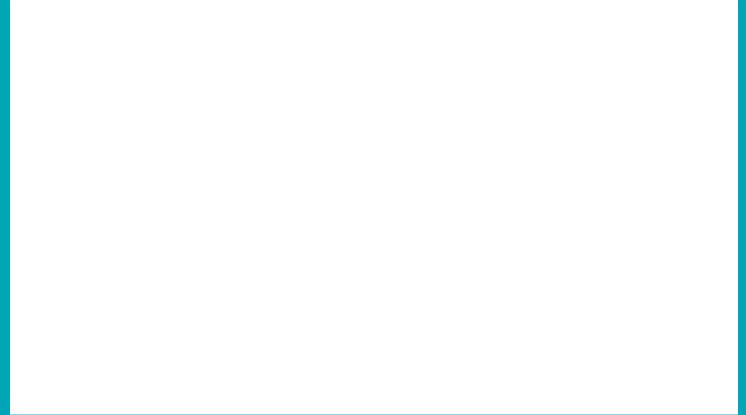
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