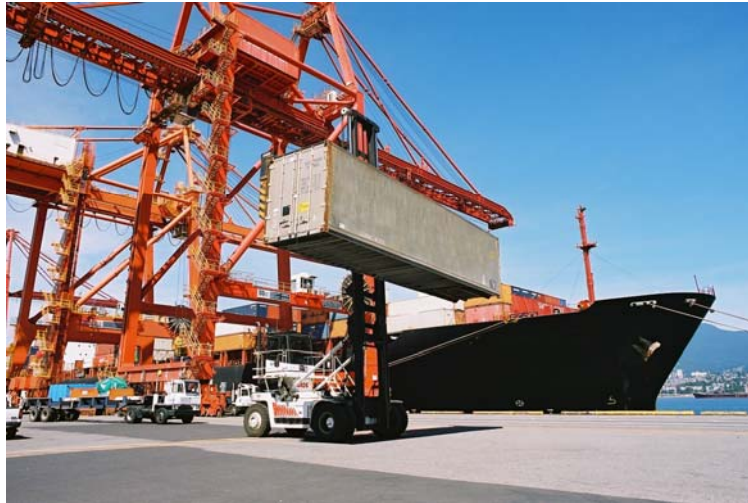


***Directory of Pacific Coast Container Ports,  
Terminals, and Services***



*Prepared for:*  
Policy Research Branch  
Strategic Policy Directorate  
Policy Group  
Transport Canada

*By:*  
Hanam Canada Corporation  
Victoria, BC

January 2007



***Directory of Pacific Coast Container Ports,  
Terminals, and Services***

*By:*

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January 2007

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U.S. dollars are used throughout this report except as noted.

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15. Supplementary Notes (Funding programs, titles of related publications, etc.) <b>Companion document: TP 14710E, <i>Container Capacity Expansion Plans at Pacific Coast Ports</i></b>					
16. Abstract <p>This directory is a companion document to TP 14710E Container Capacity Expansion Plans at Pacific West Coast Ports. It is a compilation of stakeholder groups and includes contacts, detailed descriptions and pictures of each port and terminal.</p> <p>Stakeholders include communities, governments, retailers, warehouse operators, port authorities, regional transportation agencies, shipping lines, terminal operators, longshore workers, intermodal truckers, railways, intermodal yard operators, container storage yards</p> <p>Data was gathered mainly from private sector stakeholders: shipping lines, terminal operators, and railroads. Information was also obtained from all the Port Authorities that have container terminals.</p>					
17. Key Words <b>Directory, North American Pacific Coast container ports, terminal, shipping</b>			18. Distribution Statement <b>Available online at <a href="http://www.tc.gc.ca/pol/en/menu.htm">www.tc.gc.ca/pol/en/menu.htm</a></b>		
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9. Nom et adresse de l'organisme exécutant <b>Hanam Canada Corporation 1165 Burdett Avenue Victoria, B.C. Canada V8V 3H3</b>		10. N° de dossier - TPSGC		
		11. N° de contrat - TPSGC ou Transports Canada <b>T8080-06-0263</b>		
12. Nom et adresse de l'organisme parrain <b>Direction de la recherche sur les politiques Direction générale des politiques stratégiques (Groupe des politiques) Transports Canada, Tour C, Place de Ville 330, rue Sparks, 28<sup>e</sup> étage Ottawa (Ontario) K1A 0N5</b>		13. Genre de publication et période visée <b>Final</b>		
		14. Agent de projet <b>Nick Strizzi</b>		
15. Remarques additionnelles (programmes de financement, titres de publications connexes, etc.) <b>Document d'accompagnement : TP 14710E, <i>Container Capacity Expansion Plans at Pacific Coast Ports</i></b>				
16. Résumé <p>Ce répertoire est un document qui accompagne le TP 14710F <i>Plans d'agrandissement de la capacité des conteneurs dans les ports de la côte du Pacifique</i>. Il s'agit d'une compilation des groupes d'intervenants, et comporte les noms des personnes-ressources, des descriptions détaillées et des photos de chaque port et terminal.</p> <p>Les groupes d'intervenants comportent les collectivités, les gouvernements, les détaillants, les exploitants d'entrepôts, les administrations portuaires, les organismes régionaux de transport, les compagnies maritimes, les exploitants de terminaux, les débardeurs, les camionneurs intermodaux, les chemins de fer, les exploitants de gares intermodales, et les parcs à conteneurs.</p> <p>Les données ont été recueillies essentiellement auprès d'intervenants du secteur privé : compagnies maritimes, exploitants de terminaux et chemins de fer. Des renseignements ont été également procurés auprès de toutes les administrations portuaires qui ont des terminaux à conteneurs.</p>				
17. Mots clés <b>Répertoire, ports à conteneurs de la côte du Pacifique de l'Amérique du Nord, terminal portuaire à conteneurs, transports maritimes</b>		18. Diffusion <b>Disponible en ligne à <a href="http://www.tc.gc.ca/pol/en/menu.htm">www.tc.gc.ca/pol/en/menu.htm</a></b>		
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## Contents

CONTAINER TERMINALS – CANADA .....	1
Delta.....	1
Fraser River.....	2
Prince Rupert .....	3
Vancouver.....	4
CONTAINER TERMINALS – MEXICO.....	6
Ensenada, Mexico.....	6
Lazaro Cardenas, Mexico .....	7
Manzanillo, Mexico .....	8
CONTAINER TERMINALS – PANAMA .....	9
Balboa .....	9
CONTAINER TERMINALS – UNITED STATES.....	10
Long Beach.....	10
Los Angeles .....	14
Oakland.....	17
Portland.....	21
Seattle.....	22
Tacoma.....	24
CONTAINER YARDS.....	27
GOVERNMENT .....	28
LABOR.....	29
RAILROADS.....	30
SHIPPERS .....	31
SHIPPING LINES .....	32
TRANSLOAD FACILITIES.....	33
TRUCKING AND FREIGHT FORWARDING .....	34





## ***Executive Summary***

There are more than a dozen stakeholder groups involved in container port expansion and supply-chain planning. We gathered data mainly from private sector stakeholders: shipping lines, terminal operators, and railroads. We also obtained information from all the Port Authorities that have container terminals. Some of the many stakeholders are:

- **Communities** – Communities usually accommodate port authorities to minimize off-site port related impacts, land use conflicts, at-grade rail crossings, port and rail yard noise and truck traffic from intermodal freight movements.
- **Governments** – In Canada, the federal government owns most of the land that the terminals are on and expects a reasonable return on this investment.
- **Retailers** – Strive to bring in goods at the lowest price and operate large distribution centers to get customers the products when they want them.
- **Warehouse Operators** – Store goods for smaller wholesalers or retailers.
- **Port Authorities** – Landlords for terminal operators with much to gain from investments that improve their ability to attract shipping lines. In the US, Port Authorities are municipally owned.
- **Regional Transportation Agencies** – Regional transportation priorities often include the movement of people, which sometimes conflict with freight efficiency needs.
- **Shipping Lines** – The customers attracted by increased capacity in leading to more reliable service and lower costs.
- **Terminal Operators** – Terminal operators strive for higher efficiency and compete for increased market share within the Port.
- **Longshore Workers** – Unload ships and load trucks and rail cars.
- **Intermodal Truckers** – May work for a salary from a larger company or may be independent owner operators.
- **Railroads** – Railway strive for regular reliable service. Railroads must work with all stakeholders, because their capacity expansion is system wide and has many inter-jurisdictional impacts.
- **Intermodal Yard Operators** – Transfer containers between rail cars and truck and may be associated with a port terminal or with a railroad.
- **Container Storage Yards** – Some companies rent space for storing containers and recondition them for reuse.


To assist the reader with understanding the corporate relationships in the container terminal industry on the Pacific West Coast of North America we have prepared the following table.

### Container Terminal Corporate Relationships



Location	Terminal Name	Operator	Owner
Los Angeles, CA	APM	Maersk	Maersk
	Seaside	Seaside	Evergreen
	APL	APL	NOL
	B135-139	Trapac	Mitsui OSK
	West Basin	MTC	YM, China Ship
	Yusen	Yusen	NYK
Long Beach, CA	Pier J South	SSAT	
	Pier A	SSAT	
	Pier C	SSAT	
	Pier G	ITS	K-Line
	Pier J	ITS	K-Line
	Pier F	TSI	OOIL
	Pier E	Cal United	Hyundai
	Pier T	Total	Hanjin
Oakland, CA	Oakland Int'l	SSAT	
	Maersk	APM Terminals	Maersk
	Nutter	Seaside	Evergreen
	APL	Eagle Marine	NOL
	Hanjin	Total Terminals	Hanjin
	TransBay	TransBay	K-Line
	Trapac	Trapac	Mitsui OSK
Portland	Terminal 6	MTC	
Seattle, WA	Terminal 18	SSAT	
	Terminal 5	APL	NOL
	Terminal 46	Total Terminals	Hanjin
Tacoma, WA	APM Terminals	APM Terminals	Maersk
	Evergreen	Evergreen	Evergreen
	Husky	K-Line	K-Line
	Olympic	MTC	Yang Ming
	Washington	Hyundai	Hyundai
Vancouver	Deltaport	TSI	Ontario Teachers
	Vanterm	TSI	Ontario Teachers
	Centerm	DP World Vancouver	DP World
	Fraser-Surrey	Fraser Surrey Docks	MacQuarie
	Lynnterm	Western Stevedores	
Prince Rupert	Fairview	Maher	
Manzanillo	SSA	SSAT	Hutchison
Lazaro Cardenas	Lazaro Cardenas	LCT	Hutchison
Ensenada	Ensenada	ACTSI	Hutchison
Balboa	Panama	Panama Ports	Hutchison

## CONTAINER TERMINALS – CANADA



### Delta

<p>Please See Port of Vancouver for administrative information.</p>	
<p><b>TSI Terminal Systems Inc.</b> (Subsidiary of OOIL) 1300 Stewart Street Vancouver, BC V5L 4X5</p> <p>Mail to: 1285 Franklin Street Vancouver, BC V6A 1J9 Contact: Norman Stark, President *Morley Strachen, VP Bus Dev &amp; Strat Plan Glenn Allen T: 604-2519283 <a href="http://www.tsi.bc.ca">www.tsi.bc.ca</a></p> <p>Vancouver Deltaport 2 Roberts Bank Delta, BC V4M 4G5 P: 604-215-5740 F: 604-215-5741 Contact: Colin Donaldson, Terminal Manager T: 604-215-5708 Berths: 2 Depth: 15.85 m Area: 65 ha (160 acres) Container Capacity 24,000 TEU @ 3 high Reefers: 600 Gate: 6 lanes pre-gate, 14 main gate Scales: 2</p> <p>Hours: 700-1600 Mon to Fri Vessel: 24 hours Rail: 24 hours Late gates &amp; Saturday gates available 8 Tracks, 1067 m each</p>	 <p>DeltaPort, Delta</p> <p>Evergreen Maersk China Shipping Grand Alliance:     NYK, OOCL, Hapag-Lloyd</p> <p>Zim CMA-CGM</p>

## Fraser River




<p><b>Fraser Port Authority</b> 400- 625 Agnes Street New Westminster, BC V5M 5Y4 Contact: Alan Domass, President &amp; CEO T: 604-524-6655 *Ed Cargl, VP Bus. Development T: 604-524-6655 <a href="http://www.fraserportauthority.com">www.fraserportauthority.com</a></p>	
<p>Main Exports: 1. Logs 2. General cargo 3. Cement 4. Lumber 5. Pulp</p>	<p>Main Imports: 1. General cargo 2. Steel 3. Autos 4. Wood products</p>
<p><b>Fraser Surrey Docks LP</b> (owned by MacQuarie Infrastructure Group, New York) 11060 Elevator Road Surrey, BC V3V 2R7 T: 604-581-2233 F: 604-588-4811 Contacts: Gino Crisanti, CEO T: 604-582-2230 Bill Wehnert, VP Sales &amp; Mktg T: 604-582-2236 Jeff Scott, Director Operations T:604-582-2282 Dhar Dhaliwal, Director Finance T: 604-582-2227 Mike McLeod, Mgr. Rates &amp; Sales T: 604-582-224 Email: <a href="mailto:interact@fsd.bc.ca">interact@fsd.bc.ca</a> <a href="http://www.fsd.bc.ca">www.fsd.bc.ca</a></p> <p>Pacific Rim Stevedoring 9560 Alaska Way Delta, BC V4C 4R8 T: 604-585-7961 F: 604-585-8313</p> <p>Hours of Operation: 700-1600 Mon-Fri Berths: 2 Cranes: 5 Area: 130 acres</p>	 <p>Fraser Surrey Dock</p> <p>Hapag Lloyd Hamburg Sud China Shipping Maruba</p>

## Prince Rupert

<p><b>Prince Rupert Port Authority</b>                  200- 215 Cow Bay road                  Prince Rupert, BC V8J 1A2                  Tel: 250-627-8899                  Fax: 250-627-8980                  Email: <a href="mailto:pcorp@rupertport.com">pcorp@rupertport.com</a>                  Web: <a href="http://www.rupertport.com">www.rupertport.com</a>                  Lorne Keller, VP Marketing Ext 228                  Don Krusel, President &amp; CEO                  Current traffic- 4 CN freight trains per day</p>	 <p>Prince Rupert</p>																						
<p>Exports 2006</p> <table border="0"> <thead> <tr> <th></th> <th style="text-align: right;"><u>1000 tonnes</u></th> </tr> </thead> <tbody> <tr> <td>Wheat</td> <td style="text-align: right;">4,420</td> </tr> <tr> <td>Coal</td> <td style="text-align: right;">2,260</td> </tr> <tr> <td>Petroleum Coke</td> <td style="text-align: right;">390</td> </tr> <tr> <td>Logs</td> <td style="text-align: right;">110</td> </tr> <tr> <td>Barley</td> <td style="text-align: right;">240</td> </tr> <tr> <td>Grain Screen</td> <td style="text-align: right;">30</td> </tr> <tr> <td>Wax</td> <td style="text-align: right;">17</td> </tr> <tr> <td>Chemicals</td> <td style="text-align: right;">35</td> </tr> <tr> <td>Low Pressure Gas</td> <td style="text-align: right;"><u>7</u></td> </tr> <tr> <td>Subtotal</td> <td style="text-align: right;">7,509</td> </tr> </tbody> </table>		<u>1000 tonnes</u>	Wheat	4,420	Coal	2,260	Petroleum Coke	390	Logs	110	Barley	240	Grain Screen	30	Wax	17	Chemicals	35	Low Pressure Gas	<u>7</u>	Subtotal	7,509	
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<p><b>Fairview Terminal</b>                  Maher Terminals of Canada Corp. (MTCC)                  North Fleet St.                  Elizabeth, NJ 07201  <a href="http://www.maherterminals.com">www.maherterminals.com</a>                  Contact: Frans vanRiemsdyk                  908-665-2100 Ext 5109</p> <p>Hours of Operation                  Total berths: 2                  Length 400 meters                  Depth: 16 meters                  Cranes: 3 Super Post Panamax 8 with Phase 2                  Area: 58 acres Phase 1, 165 Acres Phase 2</p>	 <p><b>Fairview Terminal</b></p>																						


## Vancouver

<p><b>Vancouver Port Authority</b>          1900 Granville Square          200 Granville Street          Vancouver, BC V6C 2P9          P: 604-665-9000          F: 604-665-9007          Contact: *Jim Cox, VP Infrastructure Dev.          T: 604-665-9047          Contact: <a href="mailto:jim.cox@portvancouver.com">jim.cox@portvancouver.com</a>  <a href="http://www.portvancouver.com">www.portvancouver.com</a></p> <p>Gordon Houston, CEO          Chris Badger, VP Operations          Patrick McLaughlin, Director Container Development          T: 250-356-7483          *Peter Xotta, Director Bus. Dev. 665-9049          Scott Galloway, Director Dev.          Brian Yamaguchi, Mgr., Trade Dev. Cont. 665-9115          Carmen Ortega, Trade Dev Coordinator 665-9043          Cindy Sun, Mgr. Trade Dev. China 665-9115          *Larry Sawrenko, Director Finance &amp; Stats 665-9158          *Trevor Peach, Planning &amp; Dev. Terminal 2 665-9335</p> <p>Container Ship Berths: 6          Container area: 149 acres          Container cranes: 17</p>	 <p>Burrard Inlet- Port of Vancouver</p>
<p>Top Containerized Export Commodities</p> <ol style="list-style-type: none"> <li>1. Wood pulp</li> <li>2. Lumber</li> <li>3. Peas, Beans, Lentils</li> <li>4. Waste Paper</li> <li>5. Soya Beans</li> <li>6. Hay &amp; alfalfa</li> </ol>	<p>Top 10 Containerized Import Commodities</p> <ol style="list-style-type: none"> <li>1. Consumer products</li> <li>2. Home &amp; building products</li> <li>3. Furniture</li> <li>4. Textiles &amp; clothing</li> <li>5. Industrial machines &amp; parts</li> <li>6. Auto parts</li> </ol>
<p>Top 5 Export Markets</p> <ol style="list-style-type: none"> <li>1. Japan</li> <li>2. China</li> <li>3. South Korea</li> <li>4. US</li> <li>5. Brazil</li> </ol> <p>Total trade: \$43 billion</p>	<p>Top 5 Import Markets</p> <ol style="list-style-type: none"> <li>1. China</li> <li>2. Japan</li> <li>3. Taiwan</li> <li>4. South Korea</li> <li>5. Hong Kong</li> </ol>

<p><b>TSI Terminal Systems Inc.</b> (a subsidiary of OOIL, Hong Kong)</p> <p>Mail: 1285 Franklin Street Vancouver, BC V6A 1J9 P: 604-251-9200 F: 604-215-5701 Contact: Mike McLellan, Terminal Mgr</p> <p>Berths: 2 Depth: 15.5 m Area: 31 ha (76 acres) Capacity: 7,000 TEU @ 3 High Reefers: 280 Gate: 9 lanes in, 3 lanes out 2 Scales</p> <p>Hours: 700-1630 Mon-Fri Vessel: 24 hours Rail: 24 hours Late gates and Saturday gates available</p> <p>5 Tracks 300 m each</p>	 <p>Vanterm, Vancouver</p> <p>Grand Alliance- NYK, OOCL, Hapag-Lloyd Cosco, K-Line, Yang Ming, Hanjin</p>
<p><b>DP World Vancouver a subsidiary of DP World, Dubai, UAE</b> 777 Centennial Road Vancouver, BC V6A 1A3 T: 604-252-2468 F: 604-252-2494 Contact: *Cliff Stuart, VP Operations T: 604-252-2468 <a href="http://portal/pohub.com">http://portal/pohub.com</a> <a href="http://www.dpworld.com">http://www.dpworld.com</a></p> <p>Berths: 2 Depth: 12.2 to 15.5 meters Area: 28 ha (73 acres) Storage capacity: 12,000 TEU Cranes: 4 Rail: Intermodal yard: 3 tracks totaling 840 m Total ondock rail: 3,112 m CP &amp; CN Rail</p>	 <p>Centerm, Vancouver</p> <p>Maersk MOL Hyundai</p>
<p><b>Western Stevedoring</b> Lynterm West Gate 95 Brooksbanck Ave North Vancouver, BC <a href="http://www.westeve.com">www.westeve.com</a> T: 604-904-2800 F: 604-904-2801 Contact: Frank Vick, Manager, Terminal Operations T: 604-904-2825 <a href="mailto:fvick@western.com">fvick@western.com</a> *Keith Moger, VP Operations T: 604-904-2854 *Paul McKay, Marketing Mgr T: 604-904-2853 No container ship service at present. CN Rail</p>	 <p>Lynterm, North Vancouver</p>



## CONTAINER TERMINALS – MEXICO

### ***Ensenada, Mexico***


<p>Administracion Portuaria Integral de Ensenada, SA de CV Blvd. Teniente Azueta 224 Recinto Portuario CP 22800 Ensenada, Baja California Mexico Tel: 52-646-178-2860 Fax: 52-646-174-0370 marketing@apiensenada.com.mx <a href="http://www.puertoensenada.com.mx">www.puertoensenada.com.mx</a></p> <p>Ensenada International Terminal Blvd Teniente Azueta #224 Int. Recinto Portuario 22800 Ensenada, Baja California, Mexico Tel: 52-646-178-8801 Fax: 52-646-178-8804 <a href="http://www.enseit.com">www.enseit.com</a></p> <p>Operator: ICTSI International Container Terminal Services Inc. a subsidiary of <b>Hutchison Port Holdings Group</b> Hong Kong <a href="http://www.hph.com/business/ports/america/mexico/eit.htm">http://www.hph.com/business/ports/america/mexico/eit.htm</a></p> <p>MICT South Access Road Manila 112, Phillipines Sales America: Marcelo Suarez</p>	 <p>Ensenada, Mexico</p> <p>Hapag Lloyd Maersk APL CSAV/ Maruba Hanjin</p>												
<p>Maximum Channel Depth: 40 feet Berths: 1 Container Cranes: 4 Storage: 32 acres, 6,500 TEU Reefers: 288 Container volume estimate: 1000 TEU</p> <table border="1"> <thead> <tr> <th>2001</th> <th>2002</th> <th>2003</th> <th>2004</th> <th>2005</th> <th>2006</th> </tr> </thead> <tbody> <tr> <td>28</td> <td>58</td> <td>49</td> <td>42</td> <td>79</td> <td>109</td> </tr> </tbody> </table> <p>Container composition 2004: 44% were imports for the Maquila Sector 41% were finished products, assemblies &amp; perishables for exports 15% were trans-shipments to the US</p>	2001	2002	2003	2004	2005	2006	28	58	49	42	79	109	
2001	2002	2003	2004	2005	2006								
28	58	49	42	79	109								



## Lazaro Cardenas, Mexico



<p>Terminal Operator: LC Terminal de Contenedores SA de CV (LCT) Av. Heroica Escuela Naval Militar no. 2623 Col. Centro, C.P. 60950 Cd. Lazaro Cardenas, Michoacan, Mexico</p> <p>51% owned by <b>Hutchison Port Holdings Group</b> Hong Kong <a href="http://www.hph.com/business/ports/america/mexico/eit.htm">http://www.hph.com/business/ports/america/mexico/eit.htm</a> Contact: Gonzalo Ortiz, General Manager Tel: 52-753-533-0500 Fax: 52-753-533-0590</p>	 <p>Lazaro Cardenas, Mexico</p> <p>Maersk Hapag Lloyd APL</p>												
<p>Maximum Channel Depth Berths: 1 now being expanded to 4 Container Cranes: 2 now Acres of storage: 38 now being expanded to 212 Container volume estimate (2001-2006)</p> <table border="1" data-bbox="305 940 982 1008"> <thead> <tr> <th>2001</th> <th>2002</th> <th>2003</th> <th>2004</th> <th>2005</th> <th>2006</th> </tr> </thead> <tbody> <tr> <td>120</td> <td>130</td> <td>140</td> <td>150</td> <td>160</td> <td>375</td> </tr> </tbody> </table>	2001	2002	2003	2004	2005	2006	120	130	140	150	160	375	
2001	2002	2003	2004	2005	2006								
120	130	140	150	160	375								

## Manzanillo, Mexico

<p>Cordinacion General De Puertos Y Marina Mercante Manzanillo, Colima, Mexico Angel Gonzales Rul Alvidrez, Director</p> <p>Lease Holder: <b>Hutchison Port Holdings Group</b> Hong Kong <a href="http://www.hph.com/busiess/ports/america/mexico/eit.htm">http://www.hph.com/busiess/ports/america/mexico/eit.htm</a></p> <p>Operator: SSA Mexico – Manzanillo Carretera Manzanillo- Santiago S/N Terminal Especializada de Contenedores 28200 Manzanillo, Colima, Mexico Tel: 52-314-331-1000 Fax: 52-314-336-6643 Web: <a href="http://www.ssamarine.com">http://www.ssamarine.com</a> Contact: *Troy Hatherell Email: <a href="mailto:troy.hatherell@ssamexico.com">troy.hatherell@ssamexico.com</a></p>	 <p><b>Manzanillo, Mexico</b> SSA Mexico Container Terminal</p> <p>APL Hapag Lloyd Hanjin MOL Mediterranean Shipping K-Line Evergreen Neptune Orient NYK</p>												
<p>Total berths: 2    Depth: 16 meters Cranes: 4        Acres: 36 Warehouse: 4,800 square meters Fumigation facilities Reefers: 288 fixed plugs, 96 power pack plugs Gates: 8, 2 inbound scales</p> <p>Annual TEU, 2001-2006 period</p> <table border="1"> <thead> <tr> <th>2001</th> <th>2002</th> <th>2003</th> <th>2004</th> <th>2005</th> <th>2006</th> </tr> </thead> <tbody> <tr> <td>300</td> <td>426</td> <td>430</td> <td>440</td> <td>446</td> <td>800</td> </tr> </tbody> </table> <p>Rail service by Ferromex Two tracks 500 meters each</p> <p>Main Exports: melons, fruit, vegetables Imports: automobiles, steel coils, minerals, paper products, machinery</p> <p>Imports: Nissan ships auto parts to a plant in Tennessee through Manzanillo.</p>	2001	2002	2003	2004	2005	2006	300	426	430	440	446	800	
2001	2002	2003	2004	2005	2006								
300	426	430	440	446	800								



## CONTAINER TERMINALS – PANAMA




### ***Balboa***




<p><b>Panama Ports Company</b> Arnulfo Arias Madrid Avenue, Building 1501 P.O. Box 0843-00574 Panama, Republic of Panama Tel: 507-207-5100 Fax: 507-232-5697</p> <p><b>Owner: Hutchison Port Holdings Group</b> Hong Kong Web: <a href="http://www.hph.com.hk/business/ports/america/panama.htm">http://www.hph.com.hk/business/ports/america/panama.htm</a></p> <p>Operator: SSA Panama Contact: Jamie Sasso, VP Marketing T: 507-430-9804 Hours of Operation: 24 h/d 365 d/y Berths: 1 adding 2 Cranes: 3 now adding 9 more Acres: 21 Reefers: 468</p>	 <p>Balboa, Panama</p> <p>Maersk</p>
<p>Panama Canal Authority</p> <p>Contact: Rodolpho Sabonge, Director, Planning &amp; Mktg</p>	 <p>Panama Canal</p>


## CONTAINER TERMINALS – UNITED STATES

### Long Beach



<p><b>The Port of Long Beach</b> Trade &amp; Maritime Services 925 Harbor Plaza CA 90802 Contact: Don Snyder, Director <a href="http://www.polb.com">www.polb.com</a> T: 562-590-4111</p> <p>Dr. Robert Kanter, Director Planning T: 562-590-4154 Richard Steinke, Executive Director Donald Snyder, Director Trade &amp; Maritime Service T: 562-590-4111 Arthur Fry</p> <p>Container Ship Berths: 39 Container Area: 1,424 acres Container cranes: 89</p>	 <p>Port of Long Beach</p>																				
<p>Top 5 Export Commodities 2003</p> <table border="0"> <tr> <td>1. Machinery</td> <td>\$2.2 billion</td> </tr> <tr> <td>2. Plastic</td> <td>1.6</td> </tr> <tr> <td>3. Electrical Machinery</td> <td>1.2</td> </tr> <tr> <td>4. Meat</td> <td>1.0</td> </tr> <tr> <td>5. Organic chemicals</td> <td>0.9</td> </tr> </table>	1. Machinery	\$2.2 billion	2. Plastic	1.6	3. Electrical Machinery	1.2	4. Meat	1.0	5. Organic chemicals	0.9	<p>Top 5 Import Commodities</p> <table border="0"> <tr> <td>1. Machinery</td> <td>\$14.5</td> </tr> <tr> <td>2. Electrical Machinery</td> <td>13.7</td> </tr> <tr> <td>3. Vehicles</td> <td>8.0</td> </tr> <tr> <td>4. Toys &amp; Sports Equipment</td> <td>4.9</td> </tr> <tr> <td>5. Furniture and Bedding</td> <td>3.9</td> </tr> </table>	1. Machinery	\$14.5	2. Electrical Machinery	13.7	3. Vehicles	8.0	4. Toys & Sports Equipment	4.9	5. Furniture and Bedding	3.9
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<p>Leading Trading partners: China, Korea, Japan</p>																					
<p><b>SSAT Long Beach Terminal</b> 700 Pier A Plaza Long Beach, CA 90813 T: 562-491-4081 F: 562-491-1027 Contact: Pieter Suttorp, General Manager T: 562-491-4060 <a href="mailto:Pieter.suttorp@ssamarine.com">Pieter.suttorp@ssamarine.com</a> Web: <a href="http://www.ssamarine.com">www.ssamarine.com</a> <a href="http://www.emodal.com">www.emodal.com</a></p> <p>Berths: 3 Depth: 50 feet Area: 170 acres Storage for 24,000 TEU Cranes: 10 Reefer outlets: 652 Gate: 29 lanes On dock rail yard capable of simultaneously working two 8,000 foot long stack trains.</p>	 <p>Pier A</p> <p>China Shipping Yang Ming K-Line Cosco</p>																				

<p><b>SSA Marine- Matson Terminal</b>          1521 Pier C Street          Long Beach, CA 98013          T: 562-495-8657          F: 562-491-5723          Contact: Paul Gagnon, General Manager          T: 562-495-8600          Email: <a href="mailto:paul.gagnon@ssamarine.com">paul.gagnon@ssamarine.com</a>          Web: <a href="http://www.ssamarine.com">www.ssamarine.com</a>  <a href="http://www.emodal.com">www.emodal.com</a></p> <p>Berths: 1 (Int'l) Depth: 42 feet          Area: 70 acres          Storage: 4,000 TEU grounded capacity          1,384 chassis slots          Off-dock container yard 17 acres          Reefer box spaces: 114          Cranes: 3</p>	 <p>Pier C</p> <p>Matson- domestic</p>
<p><b>Cal United Terminals</b>          1200 Pier E Street          Long Beach, CA 90802          T: 562-435-8235          F: 562-437-8095          Contac: Randy Leonard, General Manager          T: 562-499-2431          Email: <a href="mailto:rleonard@shipcut.com">rleonard@shipcut.com</a>          Web: <a href="http://www.shipcut.com">http://www.shipcut.com</a></p> <p>Berths: 2 Depth: 48 feet          Area: 95 acres          Storage for 14,400 TEU grounded containers          2,500 FEU chassis slots          Cranes: 5          Reefer outlets: 400          Gate: 11 lanes, 6 scales          Rail spurs</p>	 <p>Pier E-</p> <p>Hyundai          APL (NOL)          MOL</p>
<p><b>Long Beach Container Terminal Inc.</b>          1171 Pier F Avenue, Berth F10          Long Beach, CA 90802          T: 562-435-8585          F: 562-437-1206          Contact: Anthony Otto, VP Ops &amp; Mktg          Email: <a href="mailto:Anthony.otto@lbcti.com">Anthony.otto@lbcti.com</a>          Web: <a href="http://www.lbcti.com">www.lbcti.com</a>  <a href="http://www.emodal.com">www.emodal.com</a></p> <p>Berths:3 Depth: 50 feet          Area: 102 acres          Cranes: 7          Reefer outlets: 240          Chassis slots: 3,600          On dock rail transfer facility.</p>	 <p>Pier F</p> <p>OOCL          NYK          Hapag Lloyd          Maersk</p>





<p><b>International Transportation Service (K-Line)</b> 1281 Pier J Avenue Long Beach, CA 90802 T: 562-435-7781 F: 562-590-6768 Web: <a href="http://www.itslb.com">www.itslb.com</a></p> <p>Contact: Michael Fogarty, Asst. VP Cust. Serv. T: 562-590-6804 <a href="mailto:Michael.fogarty@itslb.com">Michael.fogarty@itslb.com</a></p> <p>Berths: 8 Acres: 246 acres Cranes: 16 On dock rail.</p>	 <p>Pier G</p> <p>K-Line Cosco Yang Ming Hanjin NYK Hapag Lloyd Hamburg Sud OOCL</p>
<p><b>International Transportation Service (K-Line)</b> 1281 Pier J Avenue Long Beach, CA 90802 T: 562-435-7781 F: 562-590-6768 Web: <a href="http://www.itslb.com">www.itslb.com</a></p> <p>Contact: Michael Fogarty, Asst. VP Cust. Serv. T: 562-590-6804 <a href="mailto:Michael.fogarty@itslb.com">Michael.fogarty@itslb.com</a></p> <p>Web: <a href="http://www.emodal.com">www.emodal.com</a></p> <p>Berths: 8 Depth: 36-42 feet Acres: 246 Cranes: 16 Reefer Outlets: 384</p> <p>Chassis slots: 4,000 On dock rail</p>	 <p>Pier J North</p> <p>K-Line Cosco Yang Ming Hanjin Hamburg Sud Hapag Lloyd Maruba Polynesia Lines OOCL NYK</p>
<p><b>Pacific Container Terminal</b> SSA Marine 1521 Pier J Avenue Long Beach, CA 90802 T: 562-983-1001 F: 562-432-3834 Web: <a href="http://www.ssamarine.com">www.ssamarine.com</a> <a href="http://www.emodal.com">www.emodal.com</a></p> <p>Contact: Sal Ferrigno, General Manager T: 562-983-1001 email: <a href="mailto:sal.ferrigno@ssamarine.com">sal.ferrigno@ssamarine.com</a></p> <p>Berths:8                      Depth: 42-48 feet Area: 256 acres              Cranes: 17 Storage: 6,228 TEU ground import storage    6,088 empty containers    3,001 wheeled imports Cranes: 16 Reefer outlets: 685 On dock rail container transfer facility.</p>	 <p>Pier J South</p> <p>Cosco K-Line Yang Ming Hanjin CMA CGM MSC</p>

<p><b>Total Terminals International (Hanjin)</b> TTI (Hanjin) Terminal Pier T 301 Hanjin Road Long Beach, CA 90813 P: 562-256-2700 F: 562-499-3579 <a href="http://www.totalterminals.com">www.totalterminals.com</a> <a href="http://www.mtcorp.com">www.mtcorp.com</a> Contact: Scott Melin, General Manager T: 562-256-2705 Email: <a href="mailto:smelin@totalterminals.com">smelin@totalterminals.com</a> Hours: 7:30-17:00</p> <p>Berths: 6 Depth: 55 feet Acres: 345 Cranes: 14 Reefer outlets: 1,088 On dock rail with a capacity of 4 trains.</p>	 <p>Pier T</p> <p>Hanjin K-Line Yang Ming China Shipping Wan Hai Sinotrans</p>
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## Los Angeles



<p><b>Port of Los Angeles Marketing Division</b> 425 South Palos Verdes Street San Pedro, California 90731 T: 310-732-3840 F: 310-831-4896 Contact: Jim MacLellan, Director of Marketing Eric Caris, Assistant Dir. Mktg Masashi Morimoto, Assitant Dir. Mktg</p> <p>Email: <a href="mailto:marketinginfo@portla.org">marketinginfo@portla.org</a> <a href="http://www.portoflosangeles.org">www.portoflosangeles.org</a></p> <p>Container Ship Berths: 30 Container Area: 1,686 acres Container Cranes: 77</p>	 <p>Los Angeles</p>																				
<p>Containerized imports Top 5 in 1000TEUs 2005</p> <table border="0"> <tr><td>1. Furniture</td><td>544</td></tr> <tr><td>2. Toys</td><td>168</td></tr> <tr><td>3. Electronic equipment</td><td>151</td></tr> <tr><td>4. Footwear</td><td>132</td></tr> <tr><td>5. Women's &amp; infant wear</td><td>130</td></tr> </table>	1. Furniture	544	2. Toys	168	3. Electronic equipment	151	4. Footwear	132	5. Women's & infant wear	130	<p>Containerized exports Top 5 in 1000 TEUs 2005</p> <table border="0"> <tr><td>1. Paper Products</td><td>165</td></tr> <tr><td>2. Fabric</td><td>94</td></tr> <tr><td>3. Pet &amp; animal feed</td><td>63</td></tr> <tr><td>4. Mixed metal scrap</td><td>43</td></tr> <tr><td>5. Soybeans &amp; soy products</td><td>34</td></tr> </table>	1. Paper Products	165	2. Fabric	94	3. Pet & animal feed	63	4. Mixed metal scrap	43	5. Soybeans & soy products	34
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<p>Trading partners- Top 5 in cargo value 2005</p> <table border="0"> <tr><td>1. China</td><td>\$88.3 billion</td></tr> <tr><td>2. Japan</td><td>33.7</td></tr> <tr><td>3. Taiwan</td><td>12.9</td></tr> <tr><td>4. South Korea</td><td>6.7</td></tr> <tr><td>5. Thailand</td><td>6.5</td></tr> </table>	1. China	\$88.3 billion	2. Japan	33.7	3. Taiwan	12.9	4. South Korea	6.7	5. Thailand	6.5											
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<p><b>West Basin Container Terminal</b> 2050 John Gibson Blvd. San Pedro, CA 90731 P: 510-238-4418 F: 310-241-1330 Hours: 700 -16:30</p> <p><a href="http://www.wbctla.com">www.wbctla.com</a> <a href="http://www.cscla.com">www.cscla.com</a> <a href="http://www.mtcorp.com">www.mtcorp.com</a></p> <p>Berths: 1 Depth 45-53 feet Area: 75 acres Cranes: 4</p>	 <p>West Basin Berth 100</p> <p>China Shipping Yang Ming K-Line Cosco Hanjin Sinotrans Zim</p>																				







<p><b>West Basin Container Terminal LLC</b> A joint venture between Yang Ming, China Shipping and Marine Terminal Corp., Oakland 2050 John S. Gibson Boulevard SA Pedro, CA P: 310-519-2349 <a href="http://www.wbctla.com">www.wbctla.com</a></p> <p>Berths: 4 Depth: 35-45 feet Area: 186 acres Cranes: 5</p>	 <p>West Basin Berth 121-131</p> <p>China Shipping Yang Ming K-Line Cosco Hanjin Sinotrans Zim</p>
<p><b>Trans Pacific Container Corp.</b> Traypac Inc. P.O. Box 1178 Wilmington, CA 90748-1178 T: 310-830-2000 <a href="http://www.trapac.com">www.trapac.com</a></p> <p>Berths: 5 Depth: 35- 53 feet Area: 173 acres Shop: 28,000 ft<sup>2</sup> Cranes: 11</p>	 <p>Mitsui OSK China Shipping Norasia CSVA ZIM Wan Hai APL Hyundai CMA-CGM</p>
<p><b>Port of Los Angeles Container Terminal</b> Port of Los Angeles Real Estate Division 425 S. Palos Verdes Street San Pedro, CA 90731 T: 310-732-3860 <a href="http://www.portoflosangeles.org">www.portoflosangeles.org</a></p> <p>Berths: 2 Depth: 40-45 feet Area: 86 acres Cranes: 3</p>	 <p>Berth 206</p>
<p><b>Yusen Terminals Inc.</b> 701 New Dock Street Terminal Island, CA 90731 T: 310-548-8000 <a href="http://www.yti.com">www.yti.com</a></p> <p>Berths: 5 Depth: 35-45 feet Area: 185 acres Shop: 23,400 ft<sup>2</sup> Cranes: 10 Gate: 16 in, 7 out, 6 scales Near dock rail facility</p>	 <p>NYK OOCL Hapag Lloyd</p>


<p><b>Seaside Transportation Services LLC</b> (A joint venture between Evergreen Shipping and Marine Terminal Corp., Oakland) 389 Terminal Island Way Terminal Island, CA 90731 <a href="http://www.egala.com">www.egala.com</a> <a href="http://www.evergreen-america.com">www.evergreen-america.com</a> Contact: John Bennett, Sales Import T: 714-822-6810 Email: <a href="mailto:johnbennett@evergreen-america.com">johnbennett@evergreen-america.com</a></p> <p>Berths: 3, Depth 38-45 feet Area: 205 acres Shop Cranes: 8</p>	 <p>Evergreen Hatsu Italia Maritima</p>
<p><b>APL Terminal</b> Eagle Marine 614 Terminal Way Terminal Island, CA 90731 T: 310-548-8700 Contact: Michi Logan, Client Service Mgr T: 310-548-8912</p> <p>Berths: 4 Depth: 50 feet Area: 292 acres Maintenance shop: 55,000 ft<sup>2</sup> Cranes: 12 Gate: 13 lanes in, 12 out Real time computer system for vessel Reefer plugs: 600</p>	 <p>APL Hyundai MOL ANZDL Fesco Hamburg Sud Maersk</p>
<p><b>APM Terminals</b> 2500 Navy Way Terminal Island, CA 90731 T: 310-221-4000 <a href="http://www.apmterminals.com">www.apmterminals.com</a></p> <p>Berths: 6 Depth: 55 feet Area: 484 acres Cranes: 14 Maintenance shop Rail operations building Gate: 36 inbound lanes, 20 out Reefer plugs: 1,800</p> <p>Rail 12 tracks each 2,500 feet long capable of handling 8 305 foot double stack railcars for a total capacity of 96 rail cars 6 adjacent storage tracks, each 6,400 feet and capable of handling 21 305 foot double stacked railcars for a total capacity of 126 railcars Transportation corridor for rail and highway traffic</p>	 <p>Maersk Horizon (Domestic)</p>

## Oakland



<p><b>Port of Oakland</b> 530 Water Street Oakland, CA T: 510-627-1100</p> <p>Contacts: Wilson Lacey, Director Maritime Gerald Serventi, Director Engineering <a href="http://www.portofoakland.com">www.portofoakland.com</a></p> <p>Container ship berths: 19 Container Area: 643 acres Container cranes: 32</p> <p>Rail Service: BNSF &amp; UP</p>	 <p><b>Oakland</b> Area at lower right is being redeveloped for Berth 21</p>
<p>Top 10 Import Commodities</p> <ol style="list-style-type: none"> <li>1. Beverages</li> <li>2. Machinery</li> <li>3. Fuel Oil</li> <li>4. Wood</li> <li>5. Furniture &amp; bedding</li> <li>6. Vehicles</li> <li>7. Steel products</li> <li>8. Plastic</li> <li>9. Preserved food</li> <li>10. Electrical machinery</li> </ol>	<p>Top 10 Export Commodities</p> <ol style="list-style-type: none"> <li>1. Wood pulp</li> <li>2. Iron &amp; steel</li> <li>3. Edible Fruits &amp; nuts</li> <li>4. Beverages</li> <li>5. Meat</li> <li>6. Grain, Seed &amp; Fruit</li> <li>7. Cotton + yarn &amp; fabric</li> <li>8. Fuel oil</li> <li>9. Cereals</li> <li>10. Preserved Food</li> </ol>
<p>Top 5 Import Sources</p> <ol style="list-style-type: none"> <li>1. China</li> <li>2. Japan</li> <li>3. Thailand</li> <li>4. Taiwan</li> <li>5. Malaysia</li> </ol> <p>About \$33 billion/y in total trade About 750 million t/y total. About 175,000 t/y parts and products for technology companies. China generates nearly half the total trade. 77% of trade with Asia.</p>	<p>Top 5 Export Markets</p> <ol style="list-style-type: none"> <li>1. China</li> <li>2. Japan</li> <li>3. Korea</li> <li>4. Taiwan</li> <li>5. United Kingdom</li> </ol> <p>About \$1.2 billion/y in agricultural products.</p>
<p><b>APM Terminals</b> 1425 Maritime Street Oakland, CA 94607 Tel: 510-271-1000 Contact: Martin Poulson, VP Proj. &amp; BD T: 510-271-1000 <a href="http://www.apmterminals.com">www.apmterminals.com</a> Berths: 4 Water depth: 42 feet Area: 45 ha, 111 acres Covered storage: 10,408 m2 6 A frame cranes Reefers: 618</p>	 <p>Maersk</p>

<p><b>Transbay Container Terminal</b>  (95% owned by K-Line)  2500 Seventh Street  Oakland, CA 94607  Tel: 510-839-8228  Fax: 510-839-5242  Berths: 2 Depth: 42 feet  Area: 20 ha, 49 acres  Cranes: 2 A frame</p>	 <p>TransBay K-Line</p>
<p><b>Transpacific Container Service Corp.</b>  (100% owned by Mitsui OSK)  2800 Seventh Street, Berth 30  Oakland, CA 94607  Tel: 510-286-8600  Fax: 510-286-8601  <a href="http://www.trapac.com">www.trapac.com</a></p> <p>Berths: 2 Depth: 42 feet  Reefer Capacity: 282  Area: 13 ha, 33 acres  Cranes: 3 A Frame</p>	 <p>Traypac Mitsui OSK</p>
<p><b>Total Terminals International LLC</b>  (a subsidiary of Hanjin)  2505 Middle Harbor Road  Oakland, CA 94607  Tel: 510-267-3500  <a href="http://www.ttioak.com">www.ttioak.com</a></p> <p>Berths: 2 Depth: 50 feet  Area: 49 ha, 120 acres  Cranes: 4 A Frame  Reefers: 332</p>	 <p>Hanjin, Total Terminals is on left</p>



<p><b>Oakland International Container Terminal</b> 1717 Middle Harbor Road Oakland, CA 94607</p> <p>*Kevin Mehlberg, Terminal Manager Tel: 510-433-1610 Fax: 510-238-4420 Email: <a href="mailto:Kevin.mehlberg@ssamarine.com">Kevin.mehlberg@ssamarine.com</a> Web: <a href="http://www.ssamarine.com">www.ssamarine.com</a></p> <p>Automated availability: Tel: 510-433-1810 <a href="http://b58.tideworks.com">http://b58.tideworks.com</a> Appointments scheduled through <a href="http://www.emodal.com">www.emodal.com</a></p> <p>Operator: SSA Marine, Seattle Size: 150 acres Water depth: 50 feet Berths: 3 Area: 59 ha, 146 acres Cranes: 6 ZPMC 65-ton post-Panamax Truck gates: 12 in, 6 out Scales: 11 Hours: 800-1600</p> <p>Rail service: Directly to north is the Joint Intermodal Transfer Facility (JIT) for near-dock train operations, Serviced by the BNSF and UP Rail. No on-dock rail. Reefer Services: 1000 reefer plugs Heavy lift service: 100 LT max</p>	 <p>Oakland International on right Terminals are adjacent</p>
<p><b>Eagle Marine Services Ltd.</b> 1579 Middle Harbor Rd. 3<sup>rd</sup> Floor Oakland, CA 94607 Tel: 510-272-8000 Contact: Danny Aven, Client Service Mgr. T: 510-272-2888 Email: <a href="mailto:danny_aven@apl.com">danny_aven@apl.com</a> <a href="http://www.eaglemarineservices.com">www.eaglemarineservices.com</a></p> <p>Owner of lease: APL a subsidiary of NOL (Neptune Orient Lines, Singapore) Berths: 4 Water depth: 42 feet Storage Area covered: 4,459 m2 Area: 32 ha, 79 acres Cranes: 4 A Frame Reefers: 374</p>	 <p>APL (center of photo)</p> <p>APL (NOL) Hyundai MOL</p>

<p><b>Seaside Transportation Services LLC</b> (Joint venture of Evergreen America Corp. and Marine Terminal Corp., Oakland) 5190 Seventh Street Oakland, CA 94607 Tel: 510-891-0990 Contact: Simon Kiefer, Sales T: 510-633-5080 Email: <a href="mailto:simonkiefer@evergreen-america.com">simonkiefer@evergreen-america.com</a> <a href="http://www.oak7th.com">www.oak7th.com</a></p> <p>Operator: Marine Terminals Corp. 5190 Seventh Street Oakland, CA 94607 Phone (510) 645-2400 Voice Response Unit (888) SHIP-MTC Fax (510) 763-9086 <a href="http://www.mtcorp.com">www.mtcorp.com</a> Berths: 2 Water depth: 42 feet Area: 24 ha, 58 acres Storage: Import grounded 2,580 TEU Export grounded: 3,318 TEU Empty: 6,224 Reefers: 310 Cranes: 4 Post-Panamax, 1 Panamax</p>	 <p>Nutter</p> <p>Evergreen Hanjin Yang Ming Cosco Sinotrans Cho Yang Line L Line DSR Senator</p>
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## Portland

<p><b>Port of Portland</b>          Marine Marketing          Box 3529, Portland, Oregon 97208          Tel 503-944-7258 800-547-8411          Fax: 503-944-7250  <a href="http://www.portofportland.com/marine">www.portofportland.com/marine</a></p> <p>Export Commodities:          paper products, peas, lentils, frozen potatoes and frozen vegetables</p>	
<p><b>Terminal 6</b>          Port of Portland          7201 North Marine drive          Portland, OR          Tel 503-289-3949          Fax: 503-283-2467          Hours: 800-1200, 1300-1700 Mon-Fri</p> <p>Marine Terminals Corporation          805 Broadway, Suite 410          Vancouver, WA 98660-3277          Tel: 503-227-0028          Jerry Klein, Sales 360-759-0588</p> <p>Number of container ship berths: 3          Draft on Columbia River is 12.2 meters and is being deepened to 13.1 meters          Acres: 200 Total, 125 for containers          Reefer Plugs: 620</p> <p>Equipment: 32 container handlers, 42 yard tractors, 72 yard chassis for loading &amp; unloading          Gate: 9 incoming, 4 outgoing, 6 scales          Intermodal Facility 53 acres          Rail tracks: 8 tracks totaling 20,185 feet can accommodate 82 double stacked cars          On dock capacity: 3 trains simultaneously          Storage capability: 2 additional trains adjacent to T-6          Annual intermodal yard capacity: 1,100 trains          Distance from vessel to train: 457 meters          BNSF and UP Rail          Space for storing 7,700 TEUs at the rail facility</p>	 <p>Portland</p> <p>China Shipping          Yang Ming          Hyundai          ZIM</p>

## Seattle




<p><b>Port of Seattle</b>  P.O. Box 1209  2711 Alaskan Way  Seattle, WA 98111  T: 206-728-3000  F: 206-728-3754  Contacts:  Charlie Sheldon, Director  Ms. Tong Zhu, Director Int'l Relations T: 206-728-3112  Email: <a href="mailto:zhu.t@portseattle.org">zhu.t@portseattle.org</a>  Larry St. Clair, Leasing Rep T: 206-728-3768  Bill Heath, Leasing Rep T: 206-728-3379  <a href="http://www.portseattle.org">www.portseattle.org</a></p> <p>Container Ship Berths: 9  Container Area: 464 acres  Container Cranes: 23</p>	 <p><b>Seattle</b></p>
<p>Top 5 Export Commodities</p> <ol style="list-style-type: none"> <li>1. Agricultural crops</li> <li>2. Electronic &amp; Scientific Equipment</li> <li>3. Wood products</li> <li>4. Industrial machinery</li> <li>5. Medical equipment</li> </ol> <p>Two way trade: \$32 billion/y.</p>	<p>Top 5 Export Markets</p> <ol style="list-style-type: none"> <li>1. Japan</li> <li>2. Canada</li> <li>3. Taiwan</li> <li>4. China</li> <li>5. United Kingdom</li> </ol>
<p><b>Eagle Marine Services</b>  (A subsidiary of APL, a subsidiary of NOL, Singapore)  3443 W. Marginal Way  Seattle, WA 98106  206-933-4646  Contact: Pat Kroy, Client Service Mgr  T: 206-933-4669  Email: <a href="mailto:pat_kroy@apl.com">pat_kroy@apl.com</a></p> <p>Berths: 3  Area: 74 hectares, 182 acres  Maintenance Shop: 48,000 ft2  Cranes: 6  Reefer plugs: 600  Gate: 6 lanes in, 2 out, 4 reversible</p> <p>On dock 34 acre intermodal yard to UP &amp; BNSF Rail  Storage for two full trains</p>	 <p>Terminal 5</p> <p>APL (NOL)  Hyundai  MOL</p>




<p><b>SSA Terminals</b>                  2400 11<sup>th</sup> Ave. SW                  Seattle, WA                  P: 206-654-3700                  F: 206-654-3778                  Contact: Lee MacGreggor, Gen. Mgr.                  T: 206-654-3700  <a href="http://www.ssamarine.com">www.ssamarine.com</a></p> <p>Berths: 4                  Depth: 50 feet                  Area: 79 ha 196 acres                  Covered storage: 97,000 ft2                  Cranes: 11                  Reefer plugs: 1,227                  Gate: 14 In, 12 out                  Scales: 8                  Hours: 700- 1645 (I) 800-1645 (E)                  Mon- Fri</p>	 <p>Terminal 18</p> <p>China Shipping,                  Cosco                  Many others</p>
<p><b>Matson Terminal 25</b> (domestic)                  SSA Marine                  3225 East Marginal Way South                  Seattle, WA 98134                  T: 206-461-9169                  F: 206-654-3814                  Contact: Paul Weisdepp, Gen. Mgr.</p>	 <p>Terminal 25                  Domestic</p>
<p><b>Total Terminals Inc.</b>                  (a subsidiary of Hanjin)                  401 Alaskan Way                  Seattle, WA 98104                  206-622-9130</p> <p>Contact:                  *Joe Deliva, Operations</p> <p>Area: 36 ha, 88 acres                  Maintenance shop: 34,000 ft2                  Berths: 2                  Dept: 50 feet                  Cranes: 6                  Reefers: 426                  Gate: 9 lanes in, 8 out</p>	 <p>Terminal 46 (lower right)</p> <p>Hanjin                  Cosco                  K-Line                  Yang Ming                  CSAV</p>

## Tacoma

<p><b>Port of Tacoma</b>          PO Box 1837          Tacoma, WA 98401          T: 253-383-5841          F: 253-593-4570          Contact: Wendy Pollack, Container Port Bus.          T: 253-383-9405          Brendan Duggan, Int'l Container Carriers Leased Term          T: 253-383-9405          Sandy Miller, Ind. Develop. &amp; Real Estate 428-8694          Michael Zachary, Planning &amp; Logistics 428-8639          Julie Collins, Economic Deveopment 428-8609          Email: <a href="mailto:wpolack@portoftacoma.com">wpolack@portoftacoma.com</a>  <a href="http://www.portoftacoma.com">www.portoftacoma.com</a></p> <p>Container Ship Berths: 9          Container area: 533          Container cranes: 24</p>	 <p>Port of Tacoma</p>																				
<p>Top Export Commodities (2004)</p> <table border="0"> <tr><td>1. Grains</td><td>\$1.96 billion</td></tr> <tr><td>2. Machinery</td><td>0.44</td></tr> <tr><td>3. Vehicles &amp; auto parts</td><td>0.43</td></tr> <tr><td>4. Meat</td><td>0.29</td></tr> <tr><td>5. Plastic</td><td>0.25</td></tr> </table>	1. Grains	\$1.96 billion	2. Machinery	0.44	3. Vehicles & auto parts	0.43	4. Meat	0.29	5. Plastic	0.25	<p>Top Import Commodities:</p> <table border="0"> <tr><td>1. Machinery</td><td>\$ 7.80 billion</td></tr> <tr><td>2. Vehicles &amp; autoparts</td><td>4.39</td></tr> <tr><td>3. Toys &amp; sports equip</td><td>1.12</td></tr> <tr><td>4. Footwear</td><td>1.05</td></tr> <tr><td>5. Furniture</td><td>0.83</td></tr> </table>	1. Machinery	\$ 7.80 billion	2. Vehicles & autoparts	4.39	3. Toys & sports equip	1.12	4. Footwear	1.05	5. Furniture	0.83
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<p>Top Trading Partners (two way trade)</p> <table border="0"> <tr><td>1. Japan</td><td>\$12.0 billion</td></tr> <tr><td>2. China incl. Hong Kong</td><td>8.26</td></tr> <tr><td>3. Korea</td><td>3.19</td></tr> <tr><td>4. Taiwan</td><td>1.97</td></tr> <tr><td>5. Malaysia</td><td>0.43</td></tr> </table>	1. Japan	\$12.0 billion	2. China incl. Hong Kong	8.26	3. Korea	3.19	4. Taiwan	1.97	5. Malaysia	0.43											
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5. Malaysia	0.43																				
<p><b>APM Terminals Pacific Ltd.</b>          1675 Lincoln Ave.          Tacoma, WA 98421          T: 253-593-8750          F: 253-680-4404</p> <p>Hours: 800-1700 Mon 800-1945 Tues, Thursday 800-2145 Wed, Fri, 800-1200 Sat</p> <p>Berths: 2 Depth: 15.5 meters          Area: 135 acres (55 ha)          Container parking stalls: 4,700          Cranes: 5          Gate: 8 inbound, 6 outbound, 6 scales          Reefer Plugs: 875</p>	 <p>APM          Maersk</p>																				

<p><b>Husky Terminal &amp; Stevedoring Inc.</b>          1101 Port of Tacoma Road          Tacoma, WA 98421          T: 253-627-6963          F: 253-680-2852</p> <p>Leaseholder:          K-Line, Japan</p> <p>Area: 93 acres, 38 ha          Cranes: 4          Gate: 7 inbound, 4 outbound, 6 inbound scales, 1          outbound scale          Reefer plugs: 460          Hours: 800-1200, 1300-1700 Mon-Fri</p> <p>On dock access to North Intermodal Yard served by          BNSF and UP          Total track length 6,947 meters          Capacity: 68 doublestack cars on the ramp</p>	 <p>Husky</p> <p>K-Line          Hanjin          Yang Ming</p>
<p><b>Washington United Terminals (WUT)</b>          1815 Port of Tacoma Road          Tacoma, WA 98421          T: 253-396-4900          F: 253-396-4931          Web: <a href="http://www.uswut.com">www.uswut.com</a></p> <p>Berths: 2 Depth: 15.          Area: 80 acres, 32 ha          Cranes: 4          Lanes: 6 in, 4 out, 2 reversible          Reefer Plugs: 352          Hours: 800-1200, 1300-1700 Mon-Fri</p> <p>On dock access to Hyundai Intermodal yard served by          BNSF and UP Rail          Yard is 23 acres and has 5,140 meters of track          Capacity 52 double stack cars on the ramp</p>	 <p>Washington</p> <p>Hyundai          MOL          APL</p>
<p><b>Olympic Container Terminal</b>          710 Port of Tacoma Road          Tacoma, WA 98421          T: 253-779-6500          F: 253-627-1677          Web: <a href="http://www.octtac.com">www.octtac.com</a></p> <p>Operated by          Marine Terminals Corp. (MTC)          On dock access to North Intermodal Yard served by          BNSF &amp; UP</p> <p>Berths: 1 Depth: 15.5 meters          Area: 54 acres          Cranes: 4          Gate: 5 inbound, 2 outbound, 2 scales          Reefer Plugs: 300</p>	 <p>Olympic</p> <p>Yang Ming          Cosco          Hanjin</p>

<p><b>Evergreen Terminal</b> Owned by Evergreen America Corp., operated by Marine Terminal Corp. (MTC) 4015 SR 509 North Frontage Road Tacoma, WA 98421 T: 253-680-2200 F: 253-896-8319 Contact: Aurea Astro, Sales T: 425-646-4234 Email: <a href="mailto:aureaastro@evergreen-america.com">aureaastro@evergreen-america.com</a></p> <p>Berths: 2 Depth: 15.5 meters Cranes: 7 Area: 148 acres, Gate: 10 inbound lanes, 6 out, 6 scales Reefer plugs: 764 Web: <a href="http://www.egatac.com">www.egatac.com</a> Hours: 800-1200, 1300-1700 Mon-Fri</p> <p>23 acre on dock PCT Intermodal yard served by BNSF &amp; UP Total track length: 7,176 meters Capacity: 72 double stacked cars on the ramp</p>	 <p>Evergreen</p> <p>Evergreen CMA-CGM</p>
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## CONTAINER YARDS

Bridge Terminal Transport (BTT)	*David Paine	Operations Manager	604-940-5522 EX 222
Canadian Intermodal Services (CIS)			604-324-2700
Coast 2000 Terminals	*Kevin Oullette		604-270-3625
Delta Container (Delco)			604-970-7725
Marco Marine Container (Marco)	Richard Barry	Operations Manager	604-253-0071

## GOVERNMENT

Transport Canada	*Chris Hoff	Mgr., Trade corridor Project	
	*Lori Young	Regional Director Programs	604-666-2387
Environment Canada	*Ken Brock	Head Habitat	604-940-4690
Fisheries & Oceans Canada	Jeff Johnson	A/Chief, Habitat & Enforcement Branch	
Fraser R. Estuary Mgmt	Anna Mathewson	Manager	604-775-5756
Parliamentary Info & Research	Allison Padova	Economics Division	
BC Min of Transportation	*Lisa Gow	Director, Pac Gateway Br.	250-387-2672
	Perry Dennis	District Manager Transport <a href="mailto:Perry.dennis@gov.bc.ca">Perry.dennis@gov.bc.ca</a>	604-660-8300
	Gordon Eisenhuth	Bridge Eng.	
	Kirsten Pedersen	Director, Trans Polic Branch	
	Linda Rogers	Sen. Mgr, Pac Gateway Br.	
BC Min of Economic Dev	Kirk Handrahan	Director, Infrastructure Dev. <a href="mailto:Kirk.handrahan@gov.bc.ca">Kirk.handrahan@gov.bc.ca</a>	250-952-0678
G. Vancouver Reg. Dist.	Theresa Duynstee	Policy & Planning	604-451-6024
Vancouver	Dale Bracewell	Planning Dep.	
	Ian Fisher	Planning Dep.	
Delta	Jim Hathaway	Interim Public Works Director	970-874-7566 X243
Surrey	Paul Ham	Gen Mgr Engineering	604-591-4340
	*Vince Lalaond	Mgr. Transportation	604-591-4314
	*James Bowen	Transportation Planner	604-591-4314
Langley	B. Hummel	Act Dir. of Eng, Env & Parks	604-514-2827
	John Manson	Engineering	
Prince Rupert	Jim Rushton	Econ Dev Officer	250-627-5138
	Lorne Keller	VP Marketing	
Seattle	*Robert Scully	Urban Design, Dept of Planning & Urban Dev.	206-233-3854
Ensenada	Carlos Gonzales	Economic Development	

## LABOR

BC Maritime Employ Assoc.	Frank Pasacreta	President	604-688-1155
	*Grant Mebs	Exec VP	
CAW Local 2006	Paul Johal	President <a href="mailto:Cawbc1@caw.ca">Cawbc1@caw.ca</a>	800-665-3553
	*Paul Uppal	Business manager	604-522-8975
Teamsters Union 31	Stan Hennessy	President <a href="mailto:shennessy@teamsters31.ca">shennessy@teamsters31.ca</a>	604-540-6009
	Larry Sargeant		
ILWU Local 500, 502, &514	Glen Bolkowy	President	604-254-7131
	*Peter Haines	Secretary Treasurer	604-254-7131
ILW Canada	Tom Dufresne		604-254-8141
	*Ken Bowder	Secretary treasurer	
United Transportation Union (BNSF)			
CAW (CN Rail)			
United Steelworkers (CP Rail)			
Teamsters Canada Rail Conference (CP Rail)			
Int'l Brotherhood of Electrical Workers (CP Rail)			

## RAILROADS

BC Rail Port Subdivision	*John Lusney	President, BCR Properties	604-678-4744
	*John Layton		604-678-4744
CN Rail, Calgary	Peter Marshall	Senior VP, Western Reg.	
	Graham Dallas	Deltaport rep	
CN Rail, Calgary	*Doug Haddenlach	Sales Director, Int'l Sales	403-299-0652
	Ted Wheaton	Account Development <a href="mailto:ted.wheaton@cn.ca">ted.wheaton@cn.ca</a>	888-668-4626 Ext0690
CN Edmonton	Roger Stenwalt	Manager Eng. Services	780-472-4077
	Cathy Whiteman	Service Design	780-421-6941
	Richard Kummen	Director of Sales, Forest Prod.	604-589-6536
	Mark Hallman	Prince Rupert Proj.	905-669-3384
CN Transload	Ron Borden		905-760-5074
CP Rail, Calgary	Jennifer Smith	Marketing	403-319-7087
CP Rail, Delta	*Rick Poznikoff		604-940-7227
Southern Railway of BC	*John Van der Burch	President	604-527-6353
	*Frank Butzlaar	Exec VP	604-521-1966
BNSF Rail	Peter Rickershauer	VP Network Development	
	Jim Tidsworth	Director Network Dev.	
	Rick Wilson	Director of Port Dev.	
	*Bernard Szewczyk	Sales Mgr	604-520-5224
	LaDonna Grubbs	Mgr Customer Support	308-763-2273
	Amy Whiting	Account Mgr	360-715-9009
	Len Cocolicchio		
	*Jeff Schulz	Rail Eng. Mgr	360-705-7901
TXX Rail, Chicago	Ron Sucik		312-543-7419
Railway Assoc of Canada	Clifford McKay	President & CEO Railcan.ca	613-567-8591
	Chris Jones		
	Elizabeth Storey	Policy Development	613-564-8104
Railroad Ind. Inc., Oakland	Decklan Brown		510-913-1226



## SHIPPERS

Can. Mfg. & Exporters	Jayson Meyers	Chief economist	866-713-7802
	*Werner Knittel	VP BC Division	866-713-7802
Can Retail Shippers Assoc.	Doug Stewart	President, CRSA Logistics	604-941-8228
	*Bob Warner	BC Div.	604-941-8228
	Louise Yako	Director Policy & Comm	604-888-5319
Canfor	Lee Coonfer	Public Affairs <a href="mailto:Lee.coonfer@canfor.com">Lee.coonfer@canfor.com</a>	604-661-5225
		Marketing	604-261-5111
Shipping Federation of Canada, Montreal	Michael Broad	President	514-849-2325
Chamber of Shipping	Rick Bryant	President	604-681-2351
	Bonnie Gee		
Agri-Food Trade Serv. Can.	Dennis Pervis	Sen. Mkg & Trade Officer <a href="mailto:pervisd@agr.gc.ca">pervisd@agr.gc.ca</a>	604-666-7905

## SHIPPING LINES

Company	Name	Title	Phone
Maersk	*Alan Race	Operations	905-366-3357
Cosco Container Lines	*Dave Bedwell	Exec VP	604-895-8803
	*Mark Caldwell	Deputy Sales mgr	604-895-8842
APL	Alex Carvega	Traffic	416-620-6676 X275
	*Nathan Pathmanathan	Marine Operations Mgr	604-684-6088 X537
	Chuck Savre	Seattle Port Manager	
MOL (Mitsui OSK)	*Brent Coulthard	Vice President	604-640-7410
	*Dawson Wells	Export Sales	
Hyundai	*Robert Pedrio	Sales	604-601-2900
Hanjin	*Ken Mitchell	Operations	604-331-4507
	J.H. Ryu	Regional Mgr (Seattle)	
China Shipping	*Joseph Lee	General Manager	604-331-7323
	*Mark Cockle	Supervisor	604-331-7329
K-Line	*Quentin Newman	General Manager	604-630-4750
OOCL	*Michael Young	Operations	604-689-4144
Evergreen	*Arnold Wang	Manager	604-639-8050
Yang Ming	*Elie Kozhaya	General Mgr	604-602-6666
CMA-CGM	*Ajit Menon	Regional Manager	604-681-0987
Zim	*Nick Sanate	Sales	604-693-2335
	Alan Pierce	Traffic Manager	604-693-2345
CSVA	*Pat Mathews	Sales	604-699-6133
Hamburg Sud	*Peter Eriksen	Sales	604-891-7300
Hapag Lloyd	*Michael McKinstry	Logistics Manager	604-639-2600
Pacific Int'l Lines	*Ralph Steffenhagen	Traffic Dep't Manager	604-273-6182
Wan Hai, Phoenix	*Ryan Valcoma	Inside Sales	602-567-9056
Maruba, Vancouver	*Ralph Steffenhagen	Traffic Dep't Mgr	604-273-6141
NYK	Jim Fairweather	General Manager	604-891-7342
	*Ming Zeng	Sales	604-891-7353

\* Interviewed

## TRANSLOAD FACILITIES

WestNav Cont. Serv. Ltd	*Dave Barber	Operations Manager	604-580-1013
Ocean Container Serv.	Brent Einarson		604-968-0137
Westrans	*Ken Shimida	Operations	604-244-1975
Columbia Containers			
Euro Asia Transload	Coleman Tokei	VP Sales	604-515-1499

## TRUCKING AND FREIGHT FORWARDING

Can. Int'l Freight Forwarding Association	George Khun	Executive Director	
	Craig McKay	Chair, Western Reg <a href="mailto:cmckay@wlrbc.com">cmckay@wlrbc.com</a>	604-273-8611 X3339
BC Trucking Association	Paul Landry	President	604-888-5319
Shipping Fed of Canada	Michael Broad	President	514-849-2325