



**SEA THE
FUTURE
WITH US**

Marine Terminals

Quarter 4 2019

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Port Calls

Port Calls	2019	2018
Port Calls – Q4	151	122
Ships	99	82
Barges	52	40

- No log vessels in 2019
- 33 total break-bulk vessels
 - 8 steel vessels
 - 19 Project cargo vessels (12 for Canada, 9 for US)
 - 4 Military vessels
 - 2 Large yacht operations
- 21 Lehigh barges
- Westwood, Eastern Car Liner and Kinross had 66 vessel calls

Tonnage

Tonnage	2019	2018
Tonnage – Q4	257,671	258,906
In (general)	106,186	71,559
In (cement)	121,542	110,797
Out (general)	29,943	32,935
Out (logs)	0	43,615

- Import tonnage increased by 48% due to Canadian diversions, WS State convention center steel and continued support for Canadian markets.
- Export decreased by 10% over 2018 due to global trade issues.
- Cement import increased slightly over 2018 (2 additional barges).
- No log vessels in 2019.

Container Volumes

Number of Units	2019	2018
Total – Q4	5,060	4,639
Import	3,453	2,967
Export	1,607	1,672

- Westwood volumes are up slightly with more Canadian auto parts discharging in Everett.
- One vessel for Kinross in October.
- Soy containers transloaded in Everett exported on Westwood service 2 vessels.

Highlights

Q4 Activity

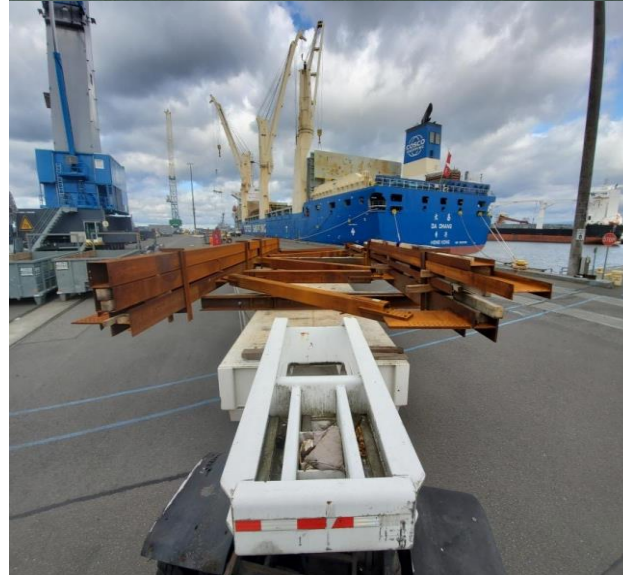
- First pulp rail cars arrived to discharge
- USN tug exported
- Tote LNG tanks exported
- 1 WA State convention center vessel discharged
- 1 vessel for Vogt power



Outlook

2020 Outlook

- Continued imports for the WA State convention center
- Trial shipment of pulp export to China
- Canadian project work in Q1 for AB
- Industrial property development





NEXT 100

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