



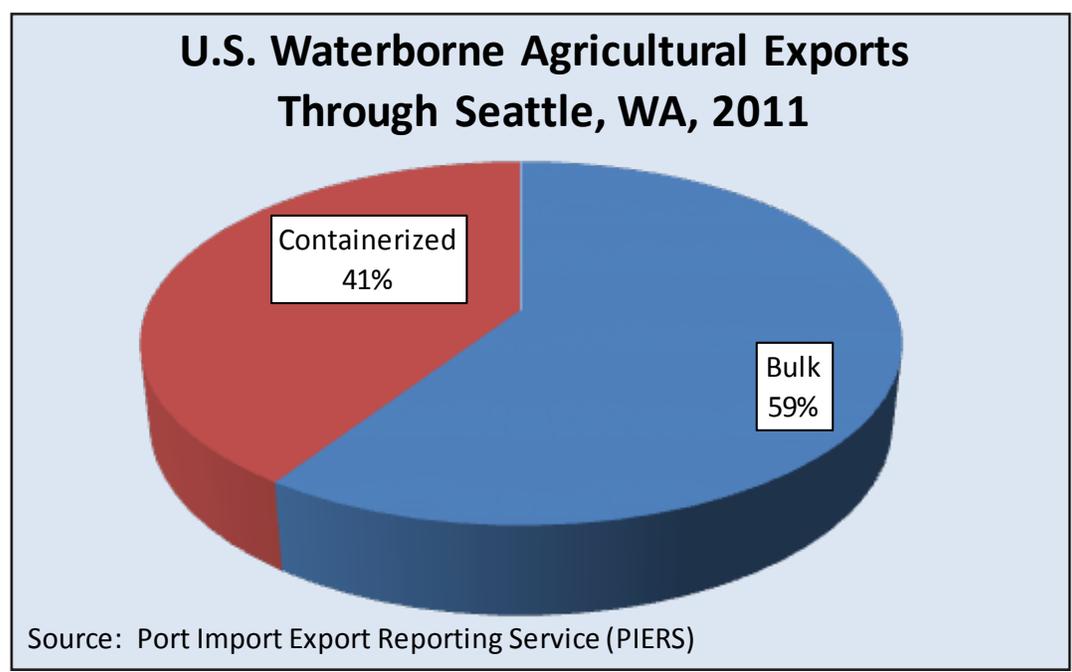
Export/Import Profile

Seattle, WA

The Port of Seattle is located in the northwest region of the U.S. West Coast. Seattle was ranked the sixth busiest U.S. container port in 2010, moving more than 2 million 20-ft equivalent units (TEU). Over 1,500 vessels called the port in 2011 and moved more than 22 million metric tons of total cargo. The port handles large quantities of wheat, soybeans, and corn bound for major Asian markets. Louis Dreyfus operates the only grain elevator in Seattle, with a storage capacity of 4.2 million bushels. Additionally, the port handled more than 30 percent of U.S. fruit and frozen fish exports in 2011.

Exports

The Port of Seattle moved more than 8.3 million metric tons of waterborne agricultural export cargo in 2011. Approximately 41 percent of these cargoes were moved in containers. Grain products and soybeans, together, represented approximately 52 percent of the port's agricultural exports. Blue Water Shipping Co. handled over half of agricultural exports from Seattle in 2011. The top destination markets for these products were China, Japan, and Korea.



Top 10 U.S. Waterborne Agricultural Exports Through Seattle, WA, 2011				
Commodities	Metric Tons	Share	U.S. Share	
Grain products, cereal, flour	2,283,759	27%	7%	
Soybeans	2,108,454	25%	6%	
Animal feed	988,526	12%	10%	
Bulk grains	818,383	10%	2%	
Vegetables	662,226	8%	13%	
Fruit	399,577	5%	37%	
Frozen fish	233,881	3%	30%	
Grocery items	178,331	2%	5%	
Meat	148,812	2%	7%	
Dairy products	147,955	2%	18%	
Other	378,734	5%		
Total	8,348,638	100%	6%	

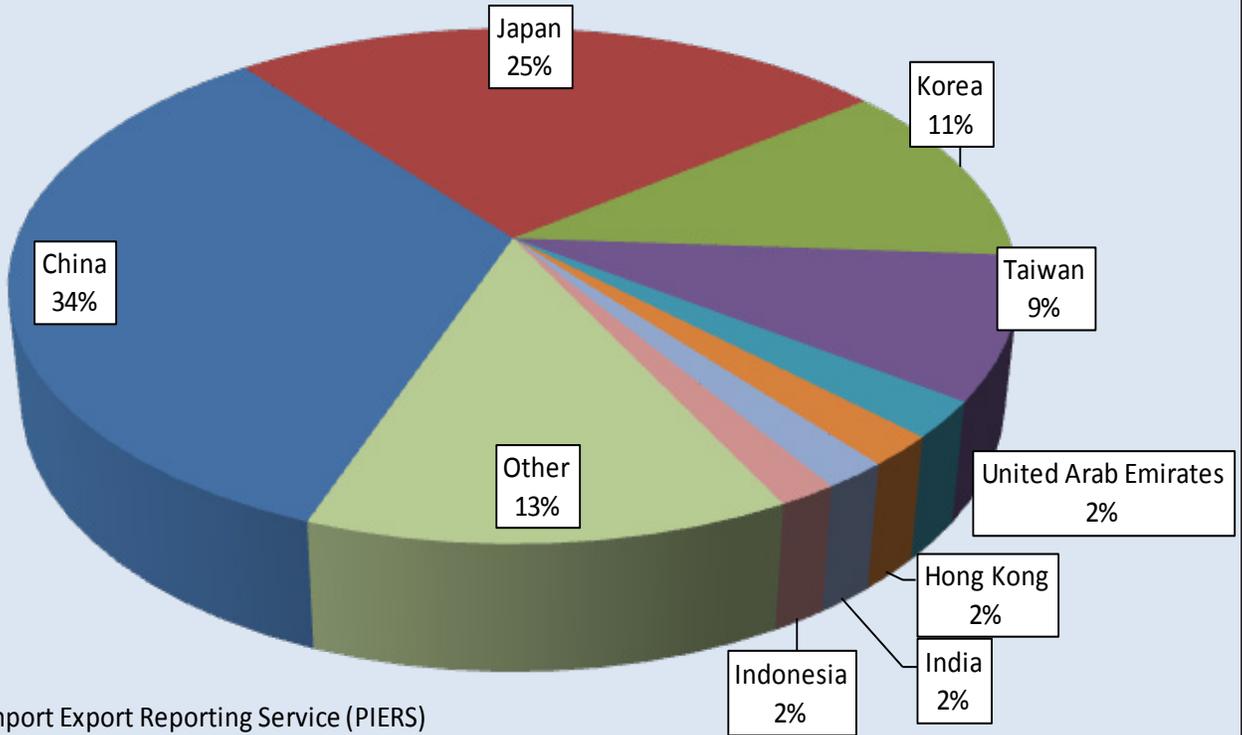
Source: Port Import Export Reporting Service (PIERS)

Top 10 Containerized U.S. Waterborne Agricultural Exports Through Seattle, WA, 2011				
Commodities	Metric Tons	*TEU	Share	U.S. Share
Animal feed	988,396	82,115	29%	15%
Vegetables	610,998	48,025	18%	38%
Fruit	399,046	36,816	12%	37%
Frozen fish	233,840	20,407	7%	30%
Bulk grains	158,299	7,039	5%	21%
Meat	148,764	13,059	4%	7%
Dairy products	147,955	10,665	4%	18%
Grocery items	116,254	11,379	3%	4%
Soybeans	106,610	5,740	3%	4%
Grain products, cereal, flour	106,162	6,317	3%	6%
Other	375,458	32,204	11%	
Total	3,391,782	273,765	100%	10%

Source: Port Import Export Reporting Service (PIERS)

*Twenty-foot equivalent unit (TEU)

Top Destination Countries for U.S. Waterborne Agricultural Exports Through Seattle, WA, 2011



Source: Port Import Export Reporting Service (PIERS)

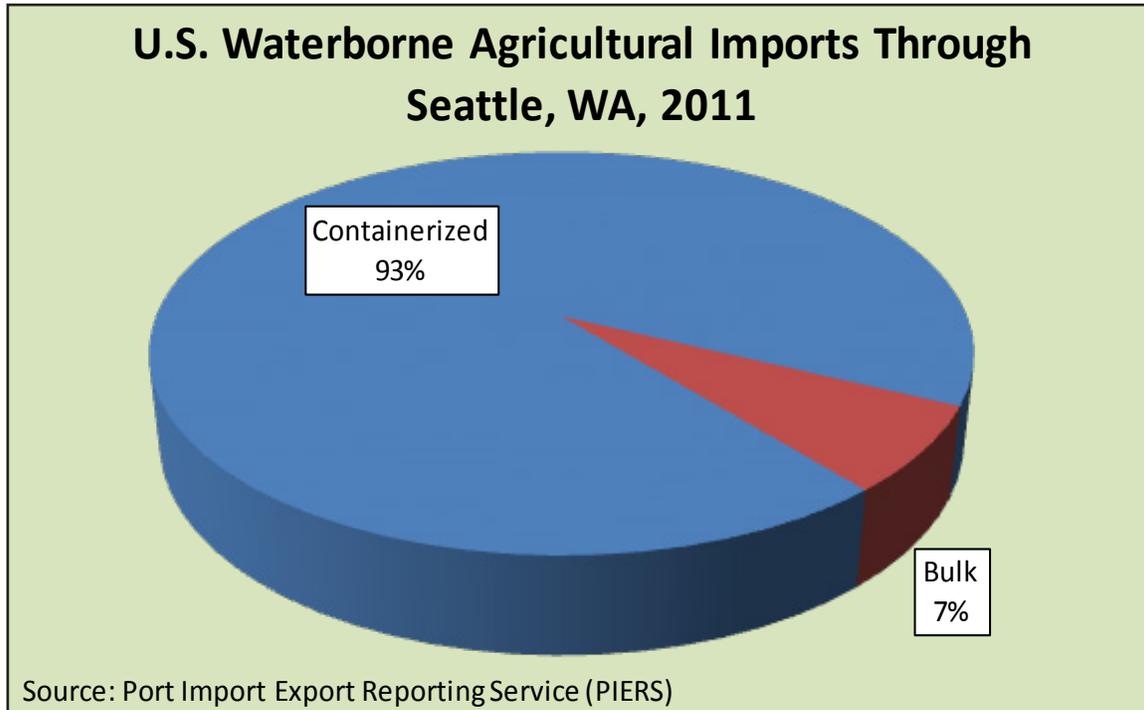
Top Shipping Lines Moving U.S. Waterborne Agricultural Exports Through Seattle, WA, 2011

Commodities	Metric Tons	Share
Blue Water Shipping Co	4,234,394	51%
Hanjin Shipping	465,094	6%
APL	462,196	6%
OOCL	421,610	5%
Maersk	419,580	5%
Hapag Lloyd Line	201,419	2%
Star Shipping	198,443	2%
Other	1,945,902	23%
Total	8,348,638	100%

Source: Port Import Export Reporting Service (PIERS)

Imports

The Port of Seattle moved over 553,000 metric tons of agricultural import cargo in 2011. Approximately 93 percent of these cargoes were moved in containers. The top agricultural import was coffee, followed by frozen fish, fruit, and wine. The port's top shipping lines for agricultural imports included Naviera Interamerica, APL, and Hapag Lloyd; the top origin countries were China and Thailand.



**Top 10 U.S. Waterborne Agricultural Imports Through
Seattle, WA, 2011**

Commodities	Metric Tons	Share	U.S. Share
Coffee	50,251	9%	3%
Frozen fish	39,294	7%	4%
Fruit	38,928	7%	2%
Wine	31,426	6%	2%
Beverages	31,256	6%	1%
Canned pineapples	28,904	5%	5%
Molasses, treacle	26,114	5%	3%
Vegetables	23,558	4%	1%
Rice, crackers, pasta	22,532	4%	3%
Canned fruit	20,565	4%	6%
Other	240,203	43%	
Total	553,031	100%	1%

Source: Port Import Export Reporting Service (PIERS)

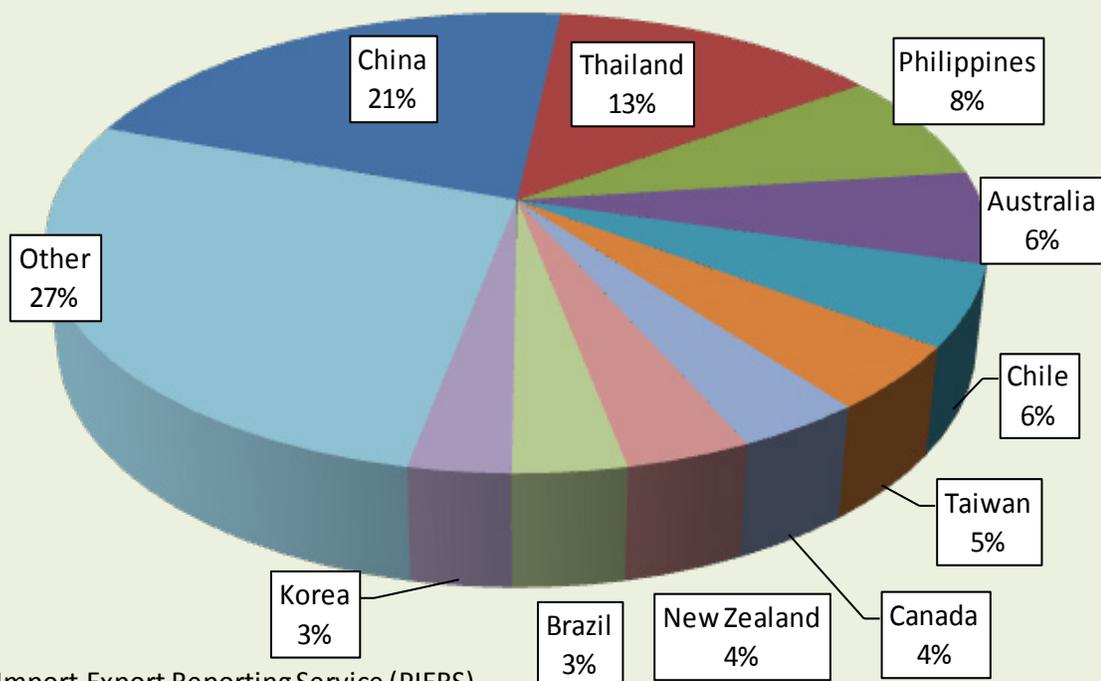
Top 10 Containerized U.S. Waterborne Agricultural Imports Through Seattle, WA, 2011

Commodities	Metric Tons	*TEU	Share	U.S. Share
Coffee	50,251	2,884	10%	4%
Frozen fish	39,294	3,767	8%	4%
Fruit	38,928	3,288	8%	2%
Wine	31,426	2,773	6%	2%
Beverages	31,256	2,253	6%	1%
Canned pineapples	28,904	1,901	6%	7%
Vegetables	23,558	1,866	5%	2%
Rice, crackers, pasta	22,532	1,361	4%	4%
Canned fruit	20,565	1,670	4%	6%
Meat	19,792	1,202	4%	3%
Other	208,419	19,939	40%	
Total	514,924	42,903	100%	2%

Source: Port Import Export Reporting Service (PIERS)

*Twenty-foot equivalent unit (TEU)

Top 10 Origin Countries for U.S. Waterborne Agricultural Imports Through Seattle, WA, 2011



Source: Port Import Export Reporting Service (PIERS)

**Top 10 Shipping Lines Moving U.S. Waterborne
Agricultural Imports Through Seattle, WA, 2011**

Shipping Line	Metric Tons	Share
Hamburg Sud	73,322	13%
APL	58,353	11%
Hapag Lloyd Line	57,407	10%
Mediterranean Shipping	49,315	9%
OOCL	43,351	8%
Maersk	41,324	7%
NYK Line	34,080	6%
STX Pan Ocean Singapore	23,000	4%
CMA-CGM	22,946	4%
Hanjin Shipping	22,510	4%
Other	127,422	23%
Total	553,031	100%

Source: Port Import Export Reporting Service (PIERS)