

**Item No.: 2A**

**Date of Meeting:** September 3, 2019

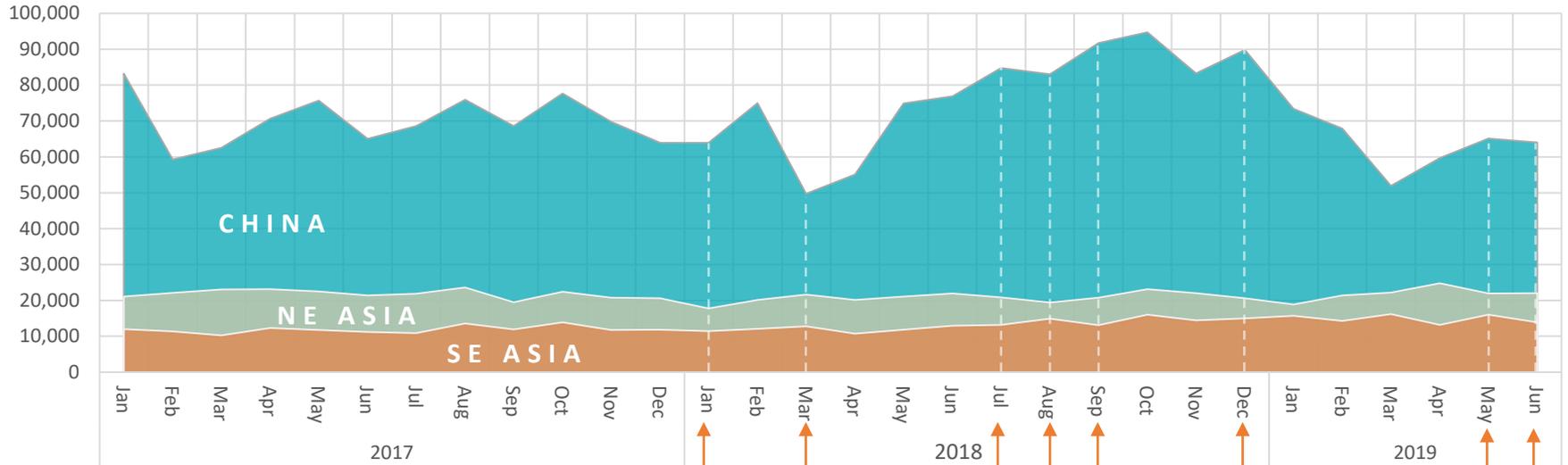


**THE NORTHWEST  
SEAPORT ALLIANCE**  
*Gateway to Solutions*

# Trade and Tariffs

Presenter: Ms. Tong Zhu  
Chief Commercial Officer & Chief Strategy Officer

# Monthly Imports from Asia to NWSA (TEUs, Jan 2017-Jun 2019)



**JAN 2018:** Tariffs imposed on imports of solar panels & washing machines

**MAR 2018:** Tariffs imposed on imports of steel & aluminum

**JUL 2018:** Tariffs imposed on \$34B of Chinese imports

**AUG 2018:** Tariffs imposed on \$16B of Chinese imports

**SEP 2018:** 10% tariffs imposed on \$200B of Chinese imports, to increase to 25% by Jan 1, 2019.

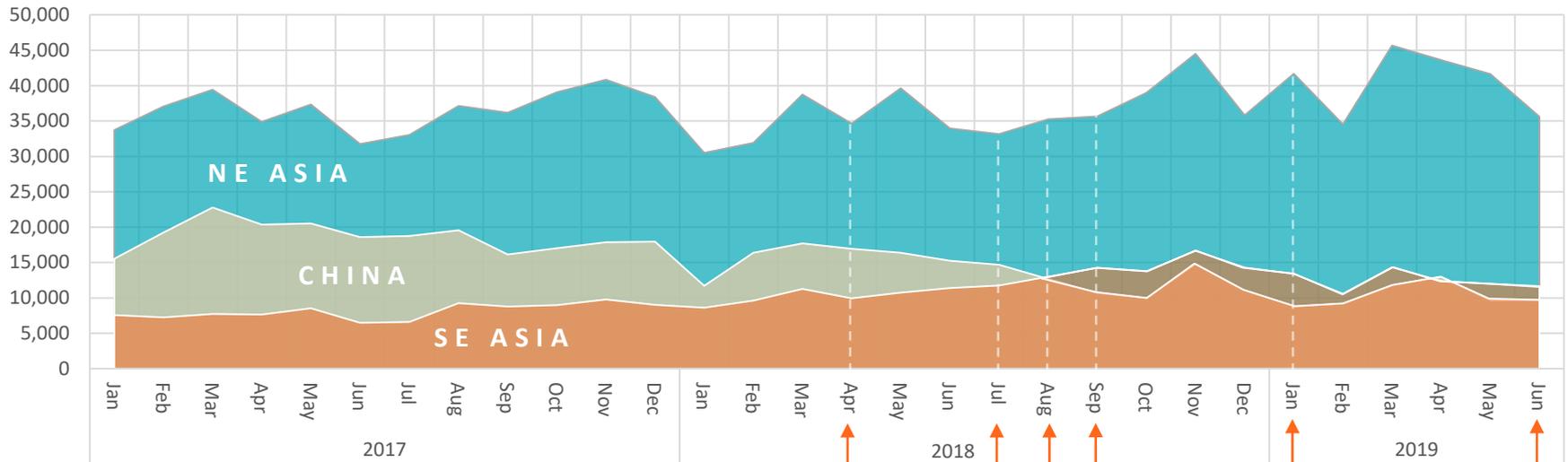
**DEC 2018:** Volume surge ahead of 25% tariff to be imposed on \$200B of Chinese imports

**MAY 2019:** Increase from 10%-25% tariffs on \$200B of Chinese imports

**JUN 2019:** US threatens tariffs on \$300B of Chinese imports



# Monthly Exports from the NWSA to Asia (TEUs, Jan 2017-Jun 2019)



**APR 2018:** Retaliation for US Section 232 tariffs

**JUL 2018:** Retaliation for US Section 301 tariffs (\$34B)

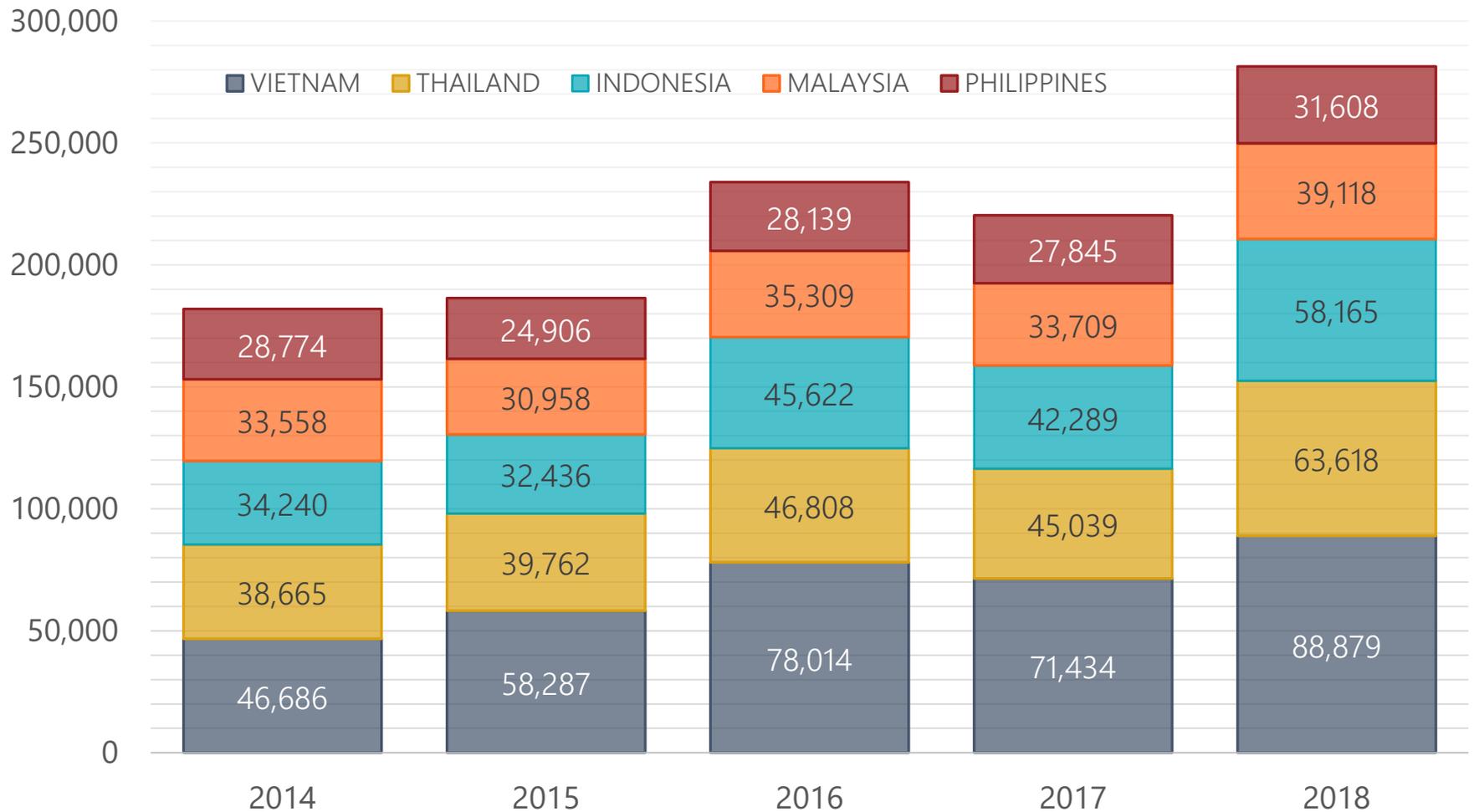
**AUG 2018:** Retaliation for US Section 301 tariffs (\$16B)

**SEP 2018:** Retaliation for US Section 301 tariffs (\$60B)

**JAN 2019:** Suspension of retaliation for US Section 301 tariffs against autos and parts

**JUN 2019:** Retaliation for US Section 301 tariffs (\$60B)

# Asian Tigers on the Move



# SE Asia - NWSA Direct Call & Transshipment-Connected Ports



- Transit time and transport cost drive routing decisions
- Multiple options available via East Coast (via Suez) and transpacific services
- Port infrastructure in emerging markets limits opportunities for direct port calls
- Inter-regional feeder ship service between local and transshipment ports drives the local trade

# NWSA Strategies and Initiatives

- Explore opportunities with shipping lines to expand on the number of SE Asia services and direct ports of call
- Develop programs to retain and grow IPI cargo and recapture market share
- Develop programs to improve gateway efficiency
- Intensify efforts to promote the NWSA gateway to supply chain partners for SE Asia and other markets