



**SOUTH
CAROLINA
PORTS**

THE WORLD CONNECTS HERE



SUPPLY CHAIN SOLUTIONS FOR GLOBAL RETAILERS

Distribution capacity, available land and efficient operations support retail boom

In the era of e-commerce, consumers expect to buy any good at the click of a button and have the package arrive on their doorstep within a few days. Reliability, consistency and speed of delivery are paramount to remain competitive in today's marketplace. Retailers need reliable supply chains and robust distribution center networks now more than ever to keep pace with consumer demand. SC Ports is perfectly positioned to meet the needs of growing retailers.

BOOM IN RETAIL, E-COMMERCE SALES

Pandemic-driven lifestyle changes are driving consumer habits, seen with the desire to stock up on staples and invest in home goods. Many people are investing in appliances, electronics, fitness equipment and furniture in lieu of vacations and dinners out, while others are ordering groceries and clothing online to avoid in-person shopping.

Mega retailers and e-commerce brands are seeing online sales skyrocket and revenues soar as consumers spend more time at home. Walmart, the world's largest retailer, saw e-commerce sales jump 80% in the third quarter with total revenue reaching \$135 billion, while Wayfair's revenue increased 66% to \$3.8 billion.

Target reported nearly \$23 billion in revenue in the third quarter, up 21% year-over-year. Target's e-commerce sales grew by 155%, while its curbside pickup service grew more than 500%.

Consumers' appetite for home improvement projects can be seen with Home Depot – which saw overall sales increase 25% and online sales increase 80% year-over-year – and Lowe's – which had overall sales increase 30% and online sales increase by 106%.

When the pandemic hit, big-box retailers already had thousands of stores, distribution centers and e-commerce platforms in place. But 2020's unanticipated logistics challenges and unprecedented consumer demand has reinforced that retailers need efficient supply chains, access to world-class ports and more distribution center capacity to handle e-commerce growth.

“The biggest retailers are significantly growing their market share. The pandemic has only accelerated the e-commerce and omnichannel trend, and we expect this will continue. There is incredible demand for retail capacity at both ports and distribution centers. Retailers want speed and reliability, and we are fully confident we can meet the largest retailers’ supply chain needs.”

– JIM NEWSOME, SC PORTS PRESIDENT AND CEO

SC PORTS EFFICIENTLY MOVES GOODS

SC Ports’ experience with advanced manufacturers who require just-in-time supply chains translates well to retailers needing similar consistency and white glove assistance.

“BMW Manufacturing’s success as the country’s largest automotive exporter by value would not be possible without the strong relationship we have with SC Ports. During our 25 years of production, SC Ports has consistently run efficient operations, enabling BMW to export 70% of our South Carolina-made vehicles to more than 125 countries around the world. SC Ports has also found creative ways to move our vehicles to customers faster, including overnight rail service between Inland Port Greer and the Port of Charleston.”

**– KNUDT FLOR, PRESIDENT AND CEO
BMW MANUFACTURING**

Retailers can benefit from reliable, predictable and cost-effective service at SC Ports. Cargo owners can rely on fast truck turn times, express rail service from two Class I railroads, and overnight rail service to two inland ports – all of which enables swift import transit times to population centers.

SC Ports is also investing in big-ship capabilities and port infrastructure to ensure ample capacity for decades to come. In 2021, SC Ports will have the deepest harbor on the East Coast at 52 feet, the ability to handle a 19,000-TEU vessel, and the first container terminal to open

in the country since 2009 – the Hugh K. Leatherman Terminal.

“Retailers are constantly solving for how to ensure that they don’t run out of stock at their store and how they can deliver to every doorstep within a day,” said Micah Mallace, SC Ports’ Senior Vice President of Marketing and Sales. “They need supply chain partners that will efficiently move goods, provide cargo visibility and create customized solutions. SC Ports has become quite adept at taking much of the uncertainty out of the supply chain for retailers.”

PARTNER WITH SC PORTS ON DISTRIBUTION CENTERS

The ongoing growth in e-commerce and omnichannel retail, combined with consumer demand for fast shipping, drives the need for more localized inventory, and thus more distribution centers.

The continuous influx of new residents to the Southeast drives increased consumption. More than 72 million consumers live within 500 miles of the Port of Charleston, and more than 90 million consumers are within 500 miles of SC Ports' Inland Port Greer, a rail-served inland terminal.

Retailers can lower operating costs and access the growing Southeast consumer base by locating distribution hubs in South Carolina.

SC Ports helps companies navigate the site selection process, regulatory environment and necessary infrastructure required to open an import distribution center. This consultative approach, coupled with efficient port operations, attracted Walmart to build its seventh import distribution center in South Carolina.

Walmart is currently building its nearly 3-million-square-foot import distribution center in the port-owned Ridgeville Industrial Campus, which sits about 35 miles from the Port of Charleston. SC Ports partnered with Walmart to evaluate properties, market intelligence, eligible incentives, infrastructure requirements and supply chain needs.

"We found a great partner in SC Ports for our new, \$220 million distribution center in Dorchester County, South Carolina. SC Ports' business mindset, efficient operations and shovel-ready site at the Ridgeville Industrial Campus helped make this project a reality. SC Ports' proven track record of handling high-demand supply chain needs for the automotive industry gives us full confidence in their ability to meet our retail distribution and e-commerce needs."

– GREG SMITH, EVP OF SUPPLY CHAIN, WALMART

Once operational in early 2022, Walmart's new import distribution center will supply several regional distribution centers, supporting approximately 850 Walmart stores and Sam's Clubs across South Carolina and beyond. This distribution center will boost Port of Charleston volumes by 5%.

"Walmart – the largest retailer in the world – decided to put their seventh import distribution center in South Carolina and import goods through SC Ports. This is a gamechanger for the port. It is a signal to the major retailers that we're prepared to be a force in retail distribution and that we can handle their requirements. Walmart is at the cutting-edge of supply chain sophistication and performance, and their confidence in us speaks volumes."

– JIM NEWSOME, SC PORTS PRESIDENT AND CEO



**SOUTH
CAROLINA
PORTS**

TOMORROW IS HERE FOR RETAIL SHIPPING AT SC PORTS →



@SCPorts



@SCPortsTV

[SCSPA.COM/TOOLKIT](https://www.scpa.com/toolkit)