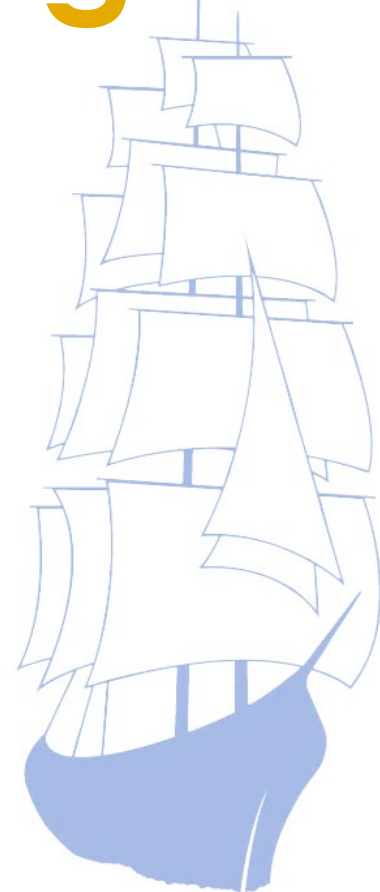


# Merchants Exchange

## *An Overview*

**Liz Wainwright**  
Executive Director

**Carl Bertapelle**  
Marine Operations Manager



# Merchants Exchange

## *Legacy of Service*



### History of the Merchants Exchange

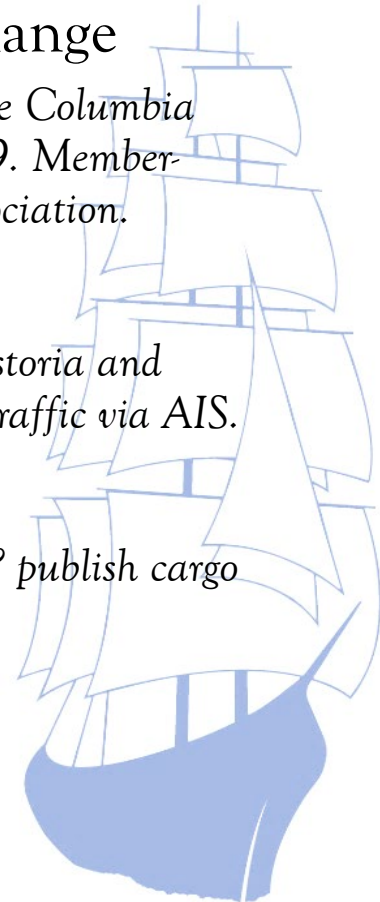
- *The Merchants Exchange has served the Columbia River Maritime Community since 1879. Member-based, maritime-focused, non-profit association.*

### Marine Intelligence Services

- *Real-time tracking of vessels between Astoria and Portland; the “eyes and ears” of vessel traffic via AIS.*

### Vessel & Cargo Statistics

- *The only Marine Exchange to collect & publish cargo statistics in addition to vessel statistics.*



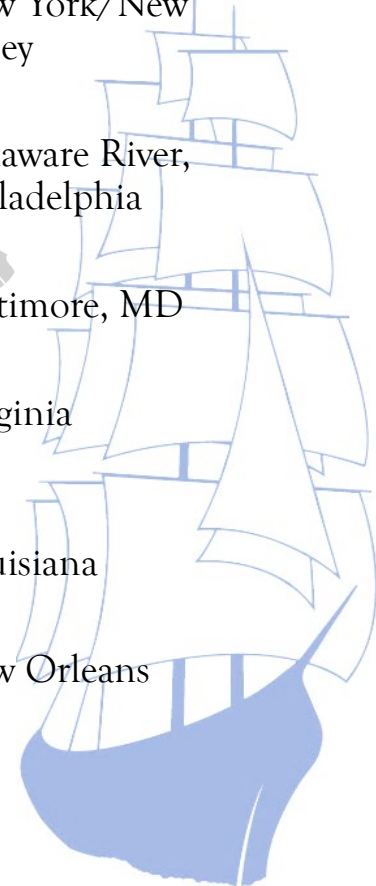


**Maritime Information Services of North America (MISNA)** is a coalition of non-profit maritime information service organizations dedicated to providing information, communications and related services to ensure safe, secure, efficient and environmentally sound maritime operations.

- Alaska
- Vancouver, British Columbia
- Puget Sound, Seattle
- Columbia River, Portland, OR
- San Francisco, CA
- Southern California
- Houston, TX

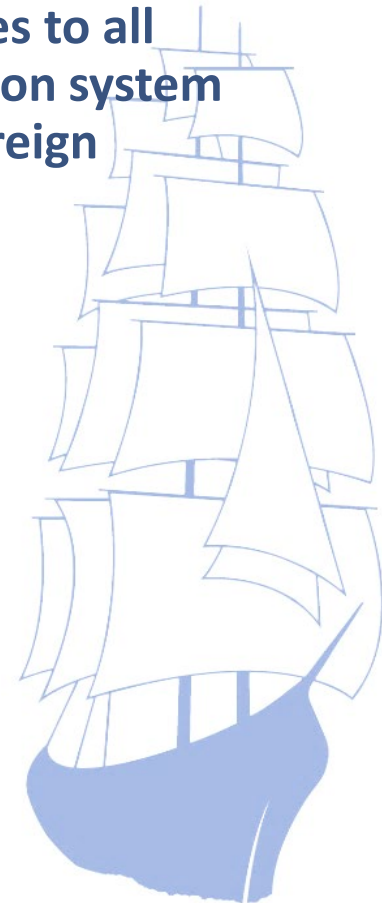


- New York/New Jersey
- Delaware River, Philadelphia
- Baltimore, MD
- Virginia
- Louisiana
- New Orleans



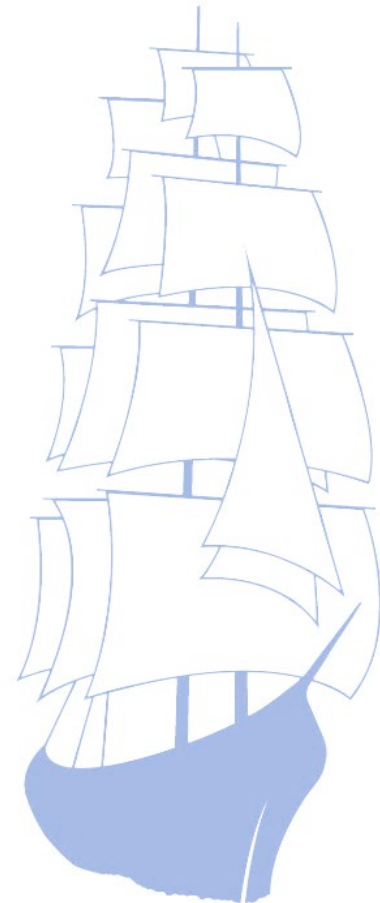
# Mission of the Merchants Exchange

**“To be the leading provider of information and related services to all stakeholders of the Pacific Northwest intermodal transportation system and to support related business interests for domestic and foreign commerce.”**



# Membership

- Operators
- Admiralty Attorneys
- Tug & Barge Companies
- Customs Brokers
- Freight Forwarders
- Pilots
- Stevedores
- Ship Repair Services
- Port Authorities
- Terminals
- Trade Associations
- Launch Services

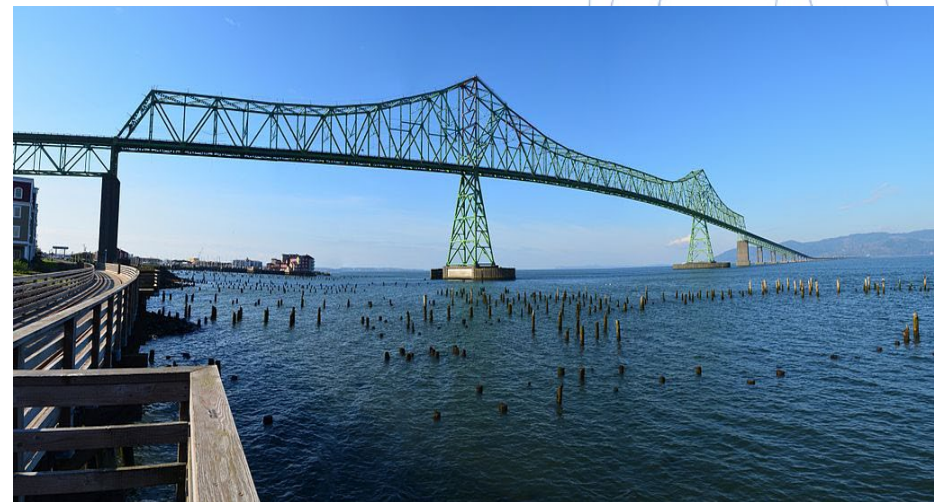
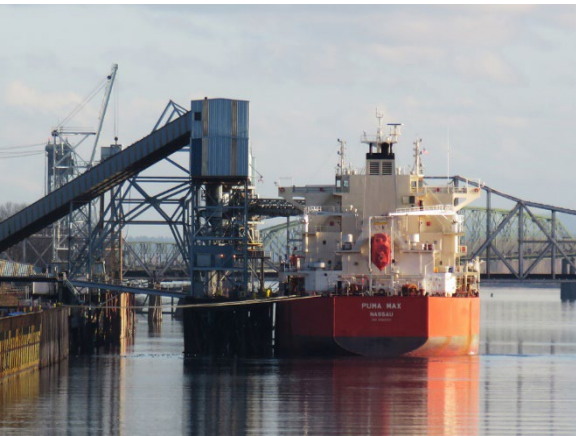


**DATA & REPORTING    MARINE OPERATIONS SERVICES    ASSOCIATION MANAGEMENT**  
ALL DAY, EVERY DAY . . . we are here to support the Columbia River maritime community.

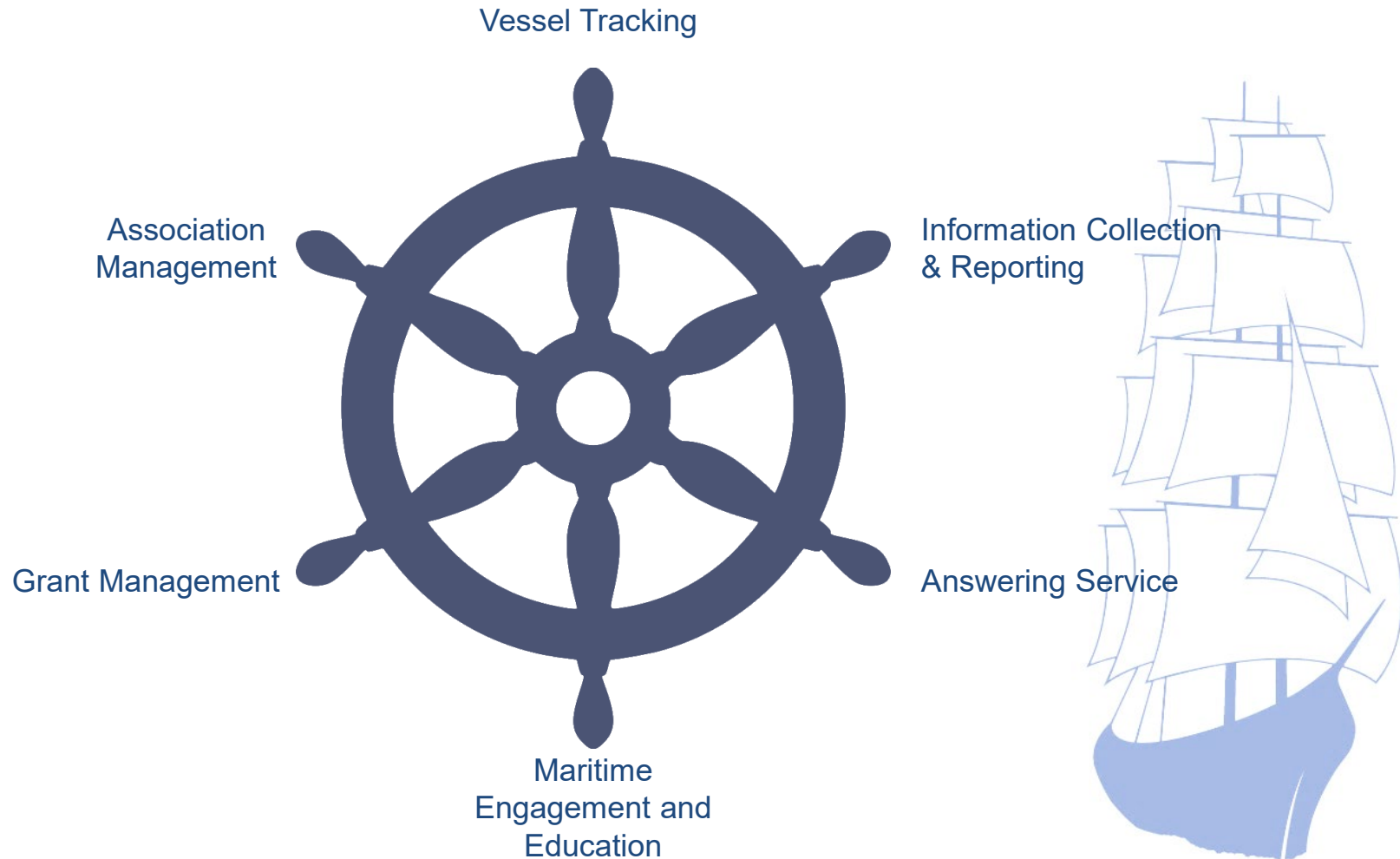


# Oregon/SW Washington

## Gateway to the World



# Products and Services



# Regional Marine Intelligence

Vessel Tracking, Information Collecting, & Reports



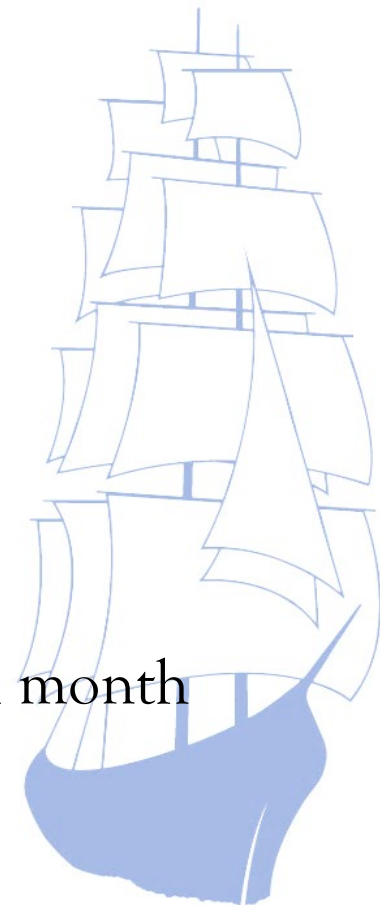
# Marine Operations Service Department "MarOps"

How we operate:

- **24/7/365 – zero exceptions!**
  - Four 12-hour dayside/nightside specialists
  - One lead specialist position
  - Office Admin staff
  - MarOps Manager

12-hour shifts are 0930-2130 (rotate on Wednesday)

Staff works two 3-day and two 4-day workweeks each month



# Vessel Tracking



Vessel Tracking

Real-time tracking of vessel movement on the Lower Columbia River, Willamette River, and off-shore along the entire Oregon Coast.

## Tools Used:

- 96-hour Advance Notification of Arrival
  - Collection of vessel and cargo data and MFSA required information
- MARVIN – Marine Activity Reporting & Vessel Information Network
- Merchants Exchange AIS Network
- Marine Radio System

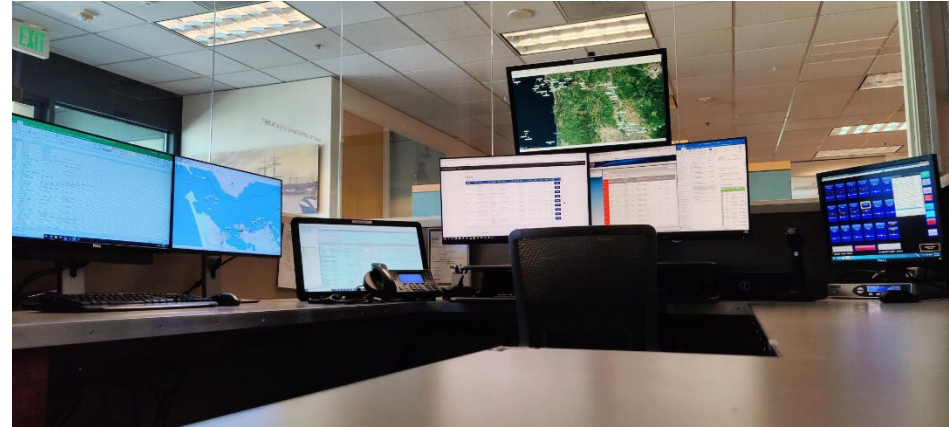


# Vessel Tracking

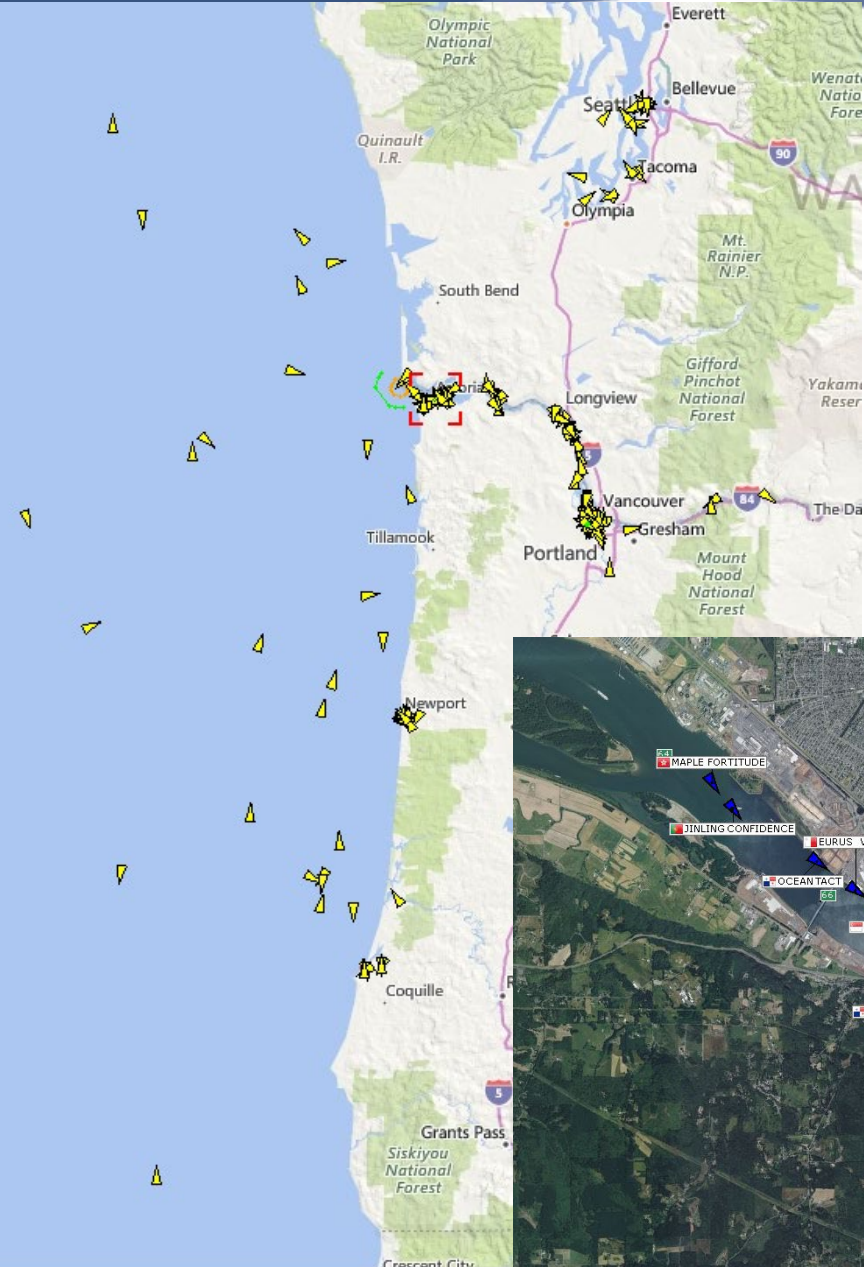


Vessel Tracking

Lobbyview



Pacific Ocean



# Services Unique to the Columbia River

## “Call Jobs”

- After Hours vessel movement/activity coordination
- High level of accuracy needed: the most “hands on” of our vessel operation duties
- Supports the cost-effective and efficient movement of vessels and cargo

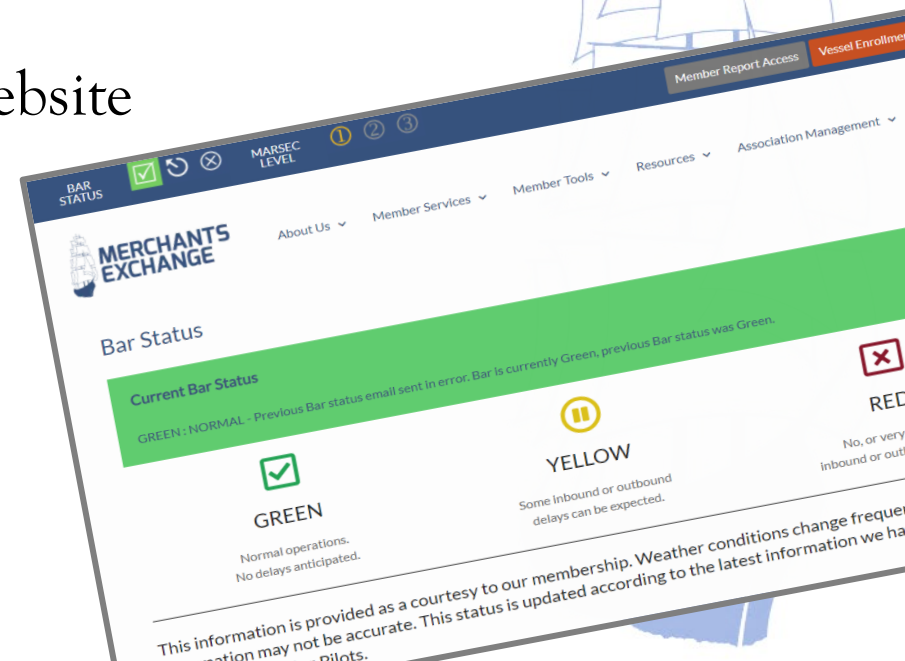


# Services Unique to the Columbia River

## Columbia River Bar Status Reporting

- Track and report occurrences of suspensions or disruptions of pilotage services
- Reporting via email blasts and website
- Sign up for notifications via Merchants Exchange website

[www.pdxmex.com](http://www.pdxmex.com)



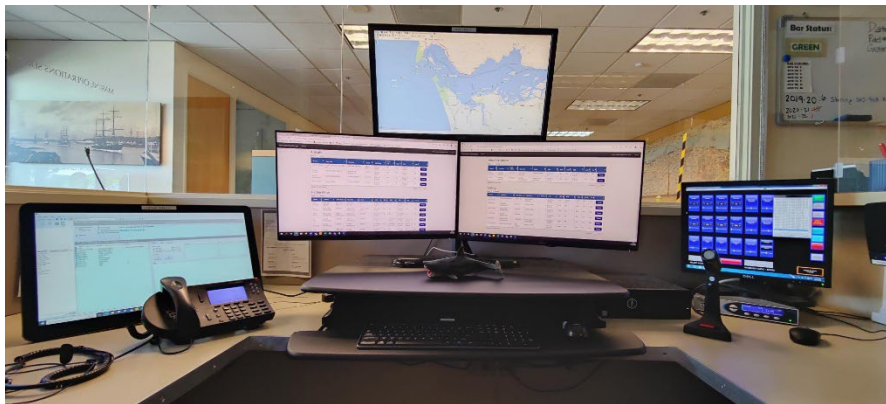
# Answering Service

24/7 . . . MARITIME KNOWLEDGE - WE SPEAK WITH EXPERIENCE



Answering Service

- 24/7 answering services for forty-nine local, regional, and non-regional maritime companies and organizations.
- VHF Radio & Telephone capabilities
- Emergency notifications for oil spill response organizations



# Reports and Publications

REAL TIME ... HISTORICAL ... SUBSCRIPTION ... SPECIAL REPORTS ...



- Real Time Reports
  - Vessel Activity Report
  - Ships by Location
  - 4-Day Lightship Report
- Custom Reports Available

Information Collection  
& Reporting

### 4-Day Lightship Report

This report was run on 08/04/2021 13:11:46

Show 50 entries

Vessel Name	Flag	From	Time	E	Designator
Date August 04, 2021					
EASTERN HIGHWAY	MARSHALL ISLANDS	Canada, New Westminster, BC	20:30		Head Down
ANGELE N	HONG KONG	Canada, Vancouver, BC	21:00		
WESTERN MOSCOW	PHILIPPINES	Long Beach, CA	21:30		
Date August 05, 2021					
KEN YO	PANAMA	South Korea, Pyeongtaek	07:00		
ORINDO ARROW	PANAMA	Mexico, Ensenada	15:30		Citima Is.
Date August 06, 2021					
LIANGCHOW	HONG KONG	CANADA, NEW WESTMINSTER, BC	06:00		
BATOC 650-2 & TUG	UNITED STATES	CHERRY POINT, WA	17:00		
JUAN BLU HAO	HONG KONG	San Francisco, CA	20:00		

### Ship by Location Report

This report was run on 08/04/2021 13:04:00

Show 12 entries

Ship Name	Port / Berth	Arrival Date	Status	Agent
ARLETT	Ashia, DR/ANCHOR	2021-08-03 05:46:36	At Berth	SOUTHPORT AGENCIES, INC.
AFRICA WIS	Ashia, DR/ANCHOR	2021-07-23 16:30:00	At Berth	VALHUSEN
JANIS CHRISTIE NANCY	Yacoway, W/ ANCHOR	2021-07-22 15:42:00	At Berth	TRANSVERSAL SHIPPING COMPANY
JANIS GREEN RIVER	Kabala, W/ ANCHOR	2021-07-25 10:10:00	At Berth	TRANSVERSAL SHIPPING COMPANY
ANTE TOPIC	Portland, DR/BERTH	2021-08-03 08:45:36	At Berth	BLUEPACIFIC PACIFIC
ARTIFACT BUKER	Ashia, DR/ANCHOR	2021-08-19 11:19:00	At Berth	W&H LAMSON
BRIDGE 959-19 & TUG	Portland, DR/ANCHOR/MOSCOW VAL BRIDGE TUGS	2021-08-04 01:36:00	At Berth	W&H LAMSON
BRIDGE 081-78 & TUG	Portland, OR/PHILIPS 66	N/A	At Berth	TALON MARINE SERVICES LLC
BONICON ISLAND	Yacoway, W/ ANCHOR	2021-08-03 12:14:00	At Berth	GENERAL STEAMSHIP CORP. LTD.
BROADWATE: 878102	Empire, W/ ANCHOR	2021-07-19 23:00:00	At Berth	TRANS-MARINE NAVIGATION CO.
Showing 1 to 10 of 12 entries				

### Vessel Activity Report

This report was run on 08/04/2021 13:12:18

By Date | By Vessel

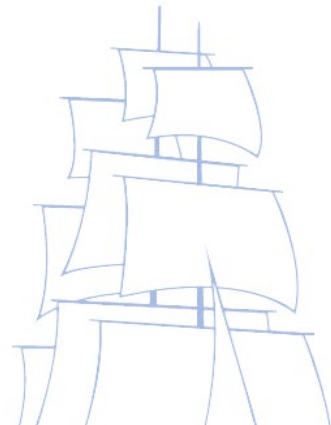
Show 10 entries

Vessel	Last Port	Next Port	Berth	Light Ship	Leave Slip	Berth	ETA	ATA
WESTERN MOSCOW	Long Beach, CA	Vancouver, WA	2, BERTH 6	2021-08-04 21:30:00	N/A	N/A	2021-08-05 02:30:00	N/A
MERCIC LEADER	Richmond, CA	Portland, OR	BERTH 507	2021-08-04 06:00:00	2021-08-04 06:19:00	N/A	2021-08-04 15:00:00	N/A
EASTERN HIGHWAY	Canada, New Westminster, BC	Portland, OR	BERTH 415	2021-08-04 20:30:00	N/A	N/A	2021-08-05 05:30:00	N/A
JAL KALPATARU	Jakarta, Indonesia	Astoria, OR	ANCHOR	2021-08-04 07:30:00	2021-08-04 07:30:00	N/A	2021-08-04 07:30:00	2021-08-04 07:30:00
ANGELE N	Canada, Vancouver, BC	Astoria, OR	ANCHOR	2021-08-04 21:00:00	N/A	N/A	2021-08-04 22:30:00	N/A
BRIDGE 081-78 & TUGS	San Francisco, CA	Portland, OR	PHILIPS 66	2021-08-04 09:29:00	2021-08-04 09:29:00	N/A	2021-08-04 10:40:00	N/A
Showing 1 to 6 of 6 entries								

### Harbor Move

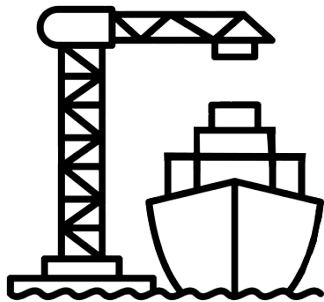
Show 10 entries

Vessel	Last Port	Last Berth	Next Port	Berth	ETO	SET	ATD	ETA	ATA	C#
OSPREY ARRIVAL	Vancouver, WA	ANCHOR	Portland, OR	BERTH 411	2021-08-04 19:00:00	False	N/A	2021-08-04 21:00:00	N/A	None
TRAIL BLAZER	Kalama, WA	FRISCO LLC (KALAMA)	Kalama, WA	ANCHOR	2021-08-04 05:30:00	True	2021-08-04 05:30:00	2021-08-04 05:30:00	2021-08-04 05:35:00	None

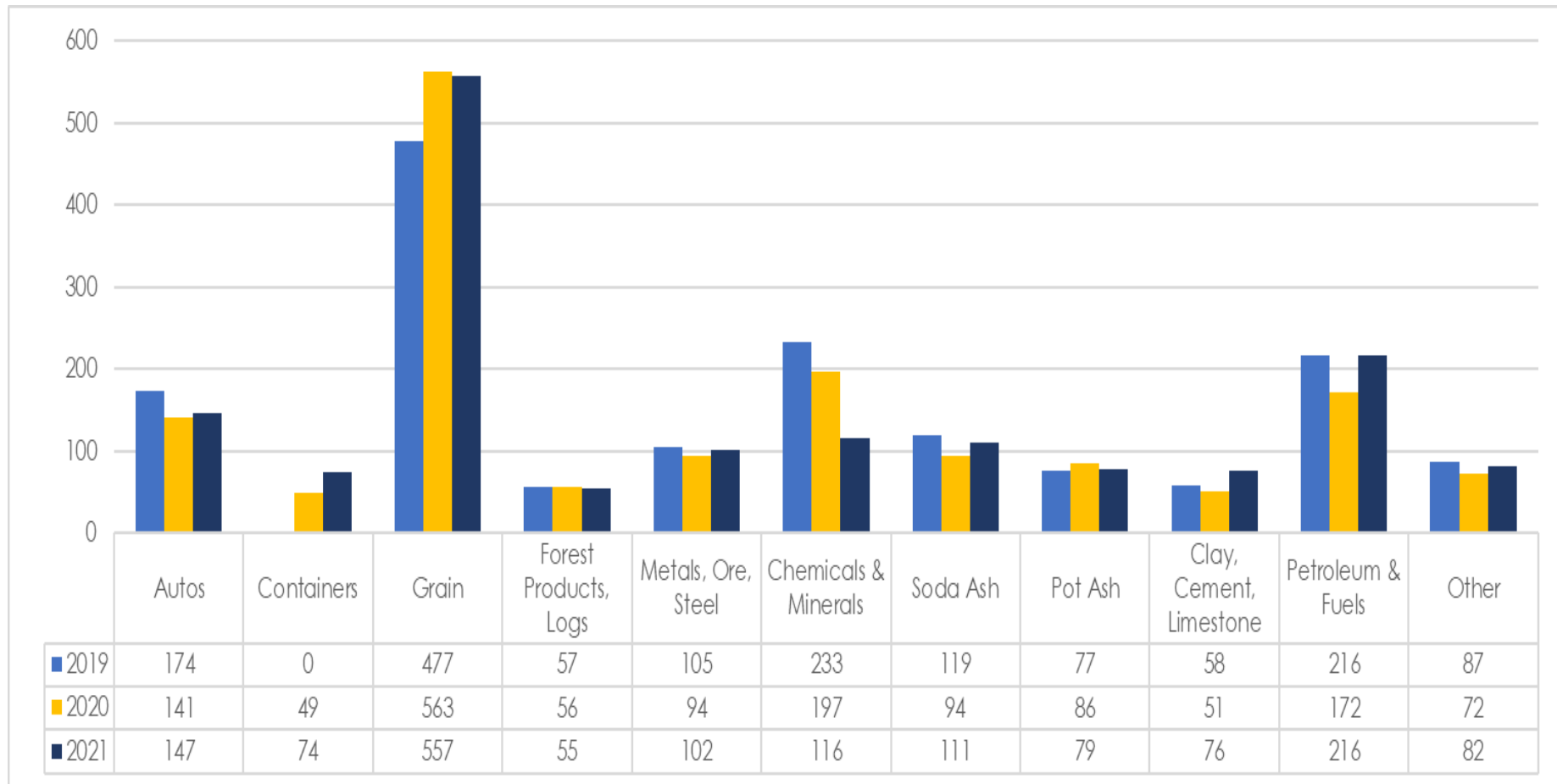


# Vessel & Cargo Statistics

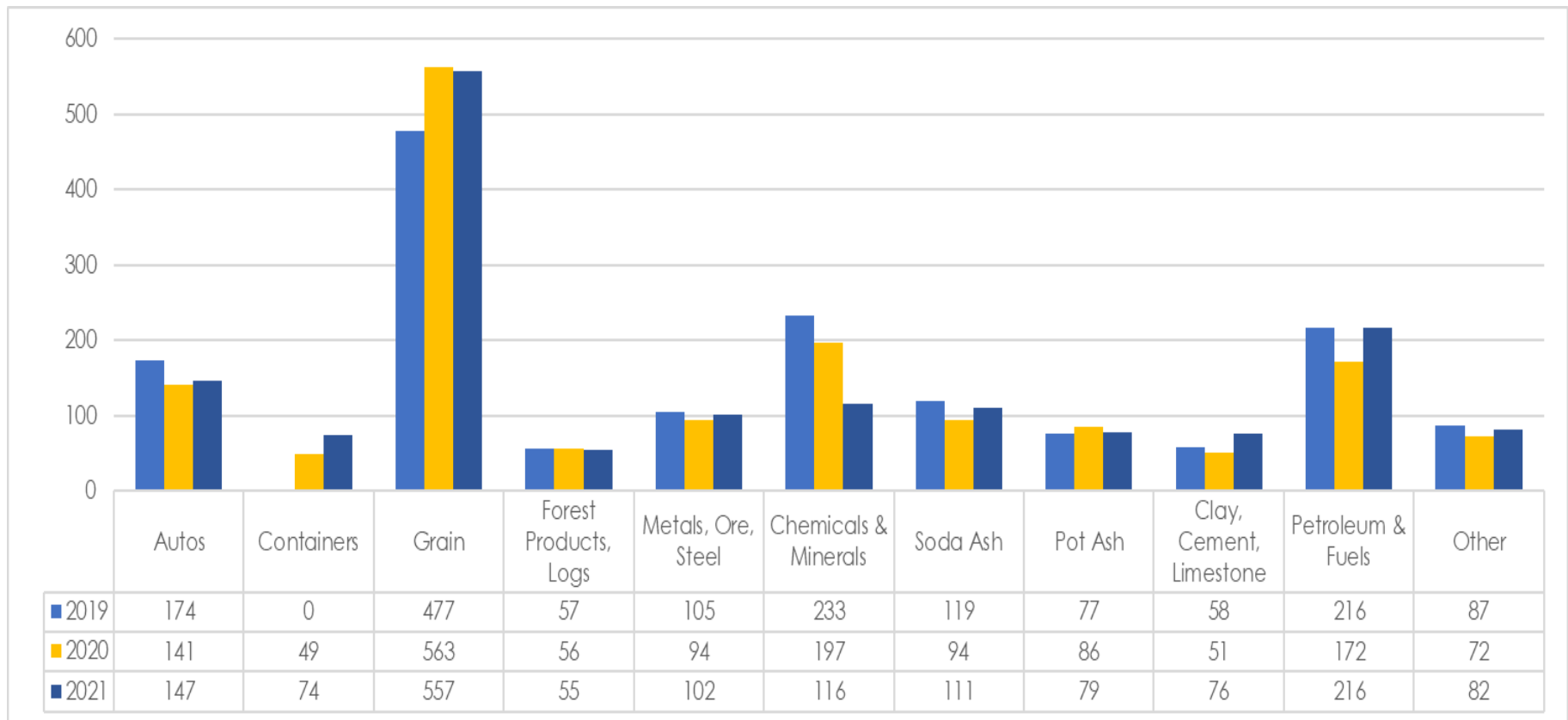
Columbia River: Gateway to Global Trade



# Vessel Calls by Cargo Type



# Vessel Calls by Ship Type



# 2021

**67,222,421,947 lbs**

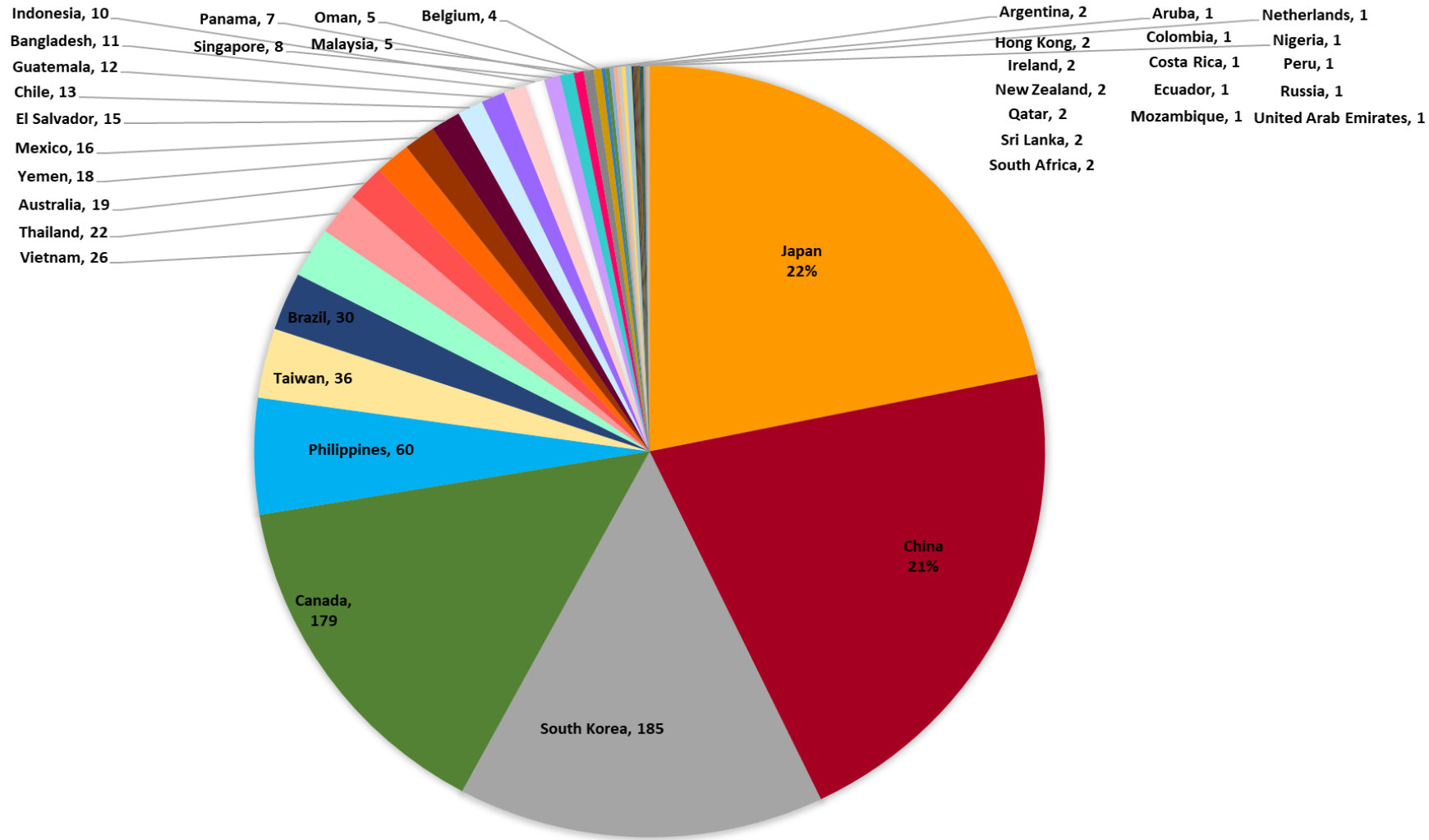
Total weight (lbs) of Columbia River grain exports in 2021

**31,685,252,319 lbs**

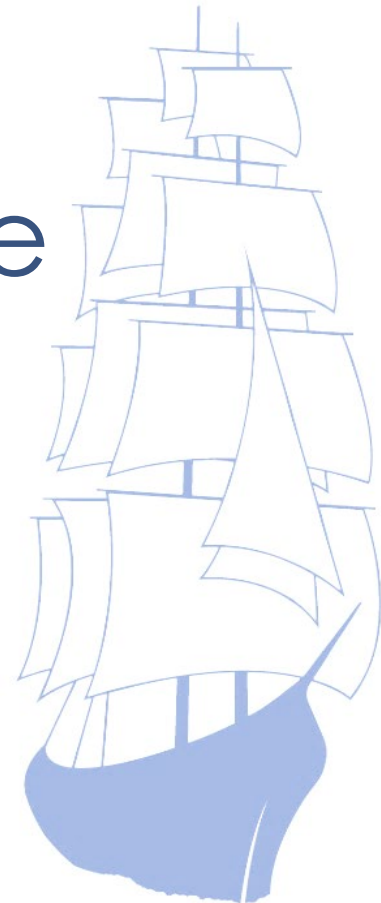
China accounts for 47% of grain exported including:  
wheat, peas, sorghum, corn & soybeans

***Thirty-Nine Destination Countries***

# Next Port Destination 2021



# Serving the Columbia River Maritime Community



# Maritime Industry Engagement



Engagement and  
Education

- Area Maritime Security Council (AMSC)
- Port Coordination Team
- COVID Coordination Team
- Lower Columbia Region Harbor Safety Committee
- Oregon Board of Maritime Pilots
- Business Oregon



# Maritime Industry Communications



Engagement and  
Education

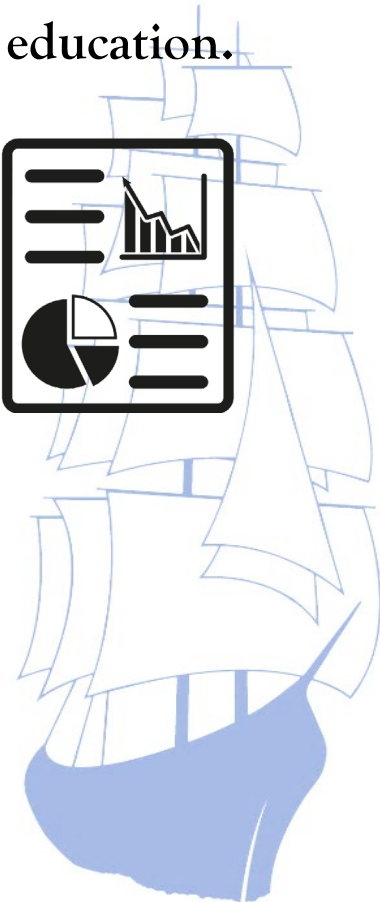
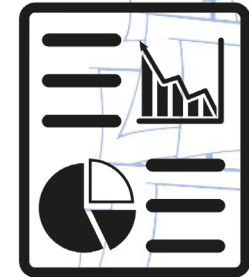
## Maritime Communication

- Email Alerts and Notifications
- Distribution to over 1,000 local maritime professionals
- LinkedIn, Facebook, and Twitter
- Daily News Bulletin
- Bi-Monthly Newsletter



# Maritime Training Opportunities

Strengthening the maritime industry through engagement and education.



# Shipping Education Series

## Four (4) Weekly Online Classes

Wednesdays from 10 am to 12 pm

*Columbia River maritime professional development course presented by industry subject matter experts during eight (8) hours of instruction.*



### Shipping 101: Business of Shipping

October 2022

- The focus of this seminar is to provide an overview of the maritime industry and summary of the various sectors within the Columbia River Intermodal Transportation System.

### Shipping 201: Movement of a Ship

February 2023

- The focus of this seminar is the business of shipping from the perspective of the ship. We explore requirements and regulations as well as the important roles that agents, pilots, insurance and law play in enabling a ship to move from port to port.

### Shipping 202: Movement of Cargo

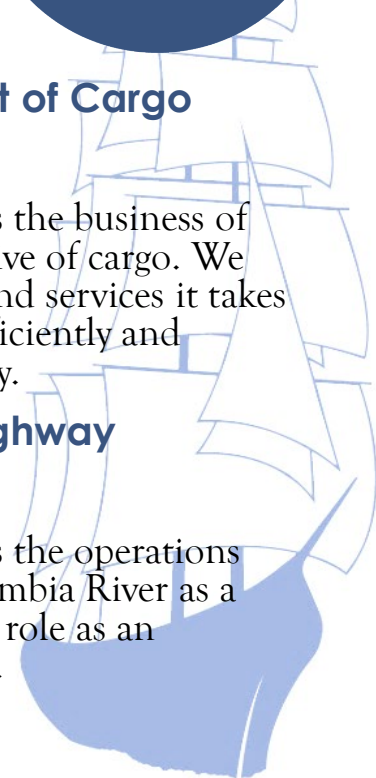
April 2023

- The focus of this seminar is the business of shipping from the perspective of cargo. We cover the scope of people and services it takes for cargo to move safely, efficiently and environmentally responsibly.

### Shipping 301: Marine Highway

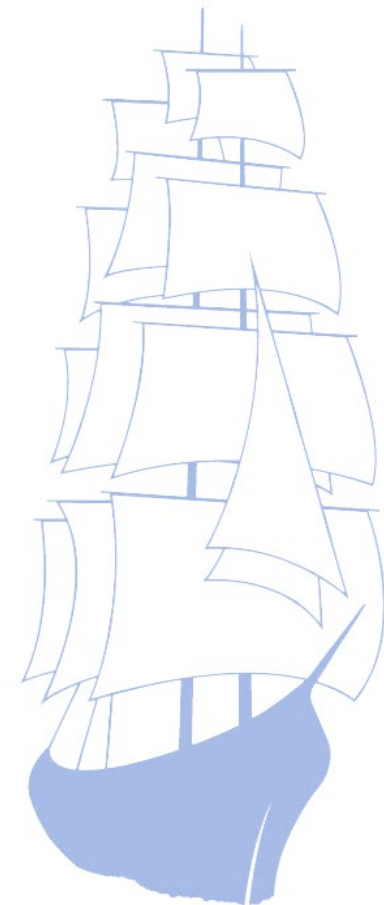
June 2023

- The focus of this seminar is the operations and navigation of the Columbia River as a navigable waterway and its' role as an American Marine Highway.





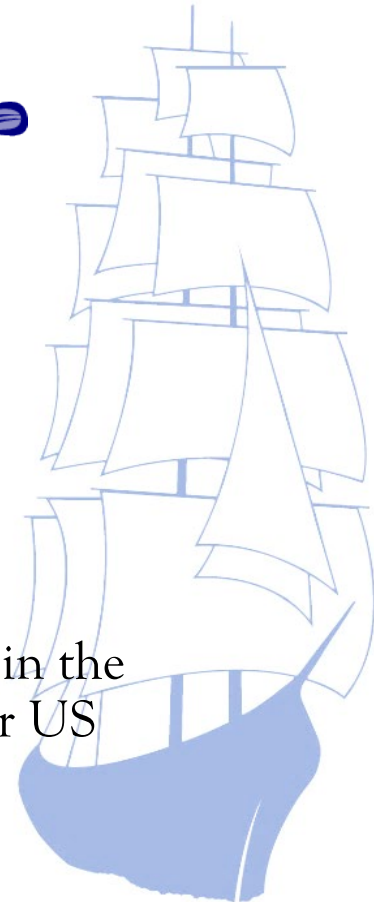
- A 3-hour seminar that covers the basics of the Incident Command System (ICS) as it is used in the maritime industry.
- Designed to be accessible for maritime professionals who are non-responders, security officials, personnel, and others who may indirectly support an emergency event or response.



# Merchants Exchange Scholarship Fund



- A 501©(3) organization designed to support students with a demonstrated passion and drive for the maritime industry.
- Funds are awarded to students pursuing or advancing careers in the maritime industry at two-year, four-year, graduate programs, or US Coast Guard approved programs.



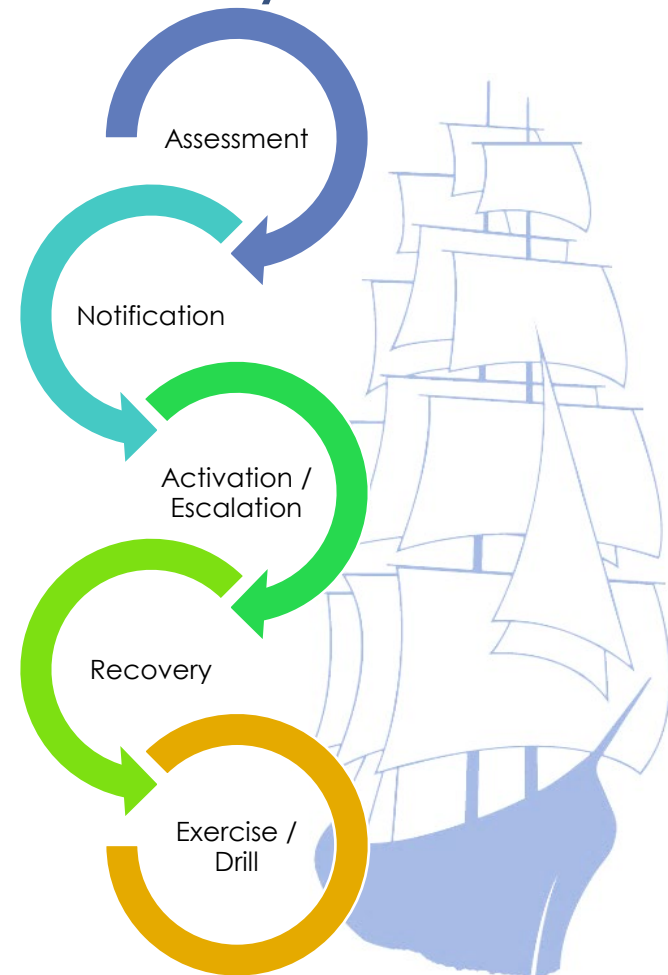
# Business Continuity and Disaster Recovery Plan (BCDRP)



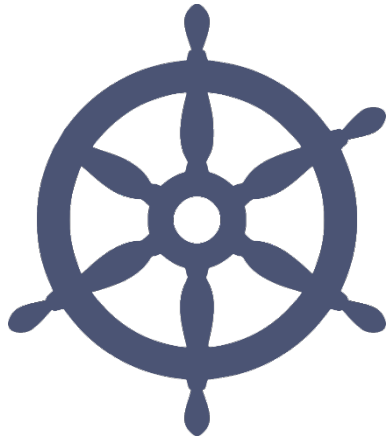
**Engagement and  
Education**

*Our BCDRP plan outlines procedures designed to both operate during an event causing a disruption to normal operations and to recover systems within a timely manner.*

*Merchants Exchange employs the Incident Command System (ICS) process and structure with the objective of protecting people and property and minimizing downtime.*



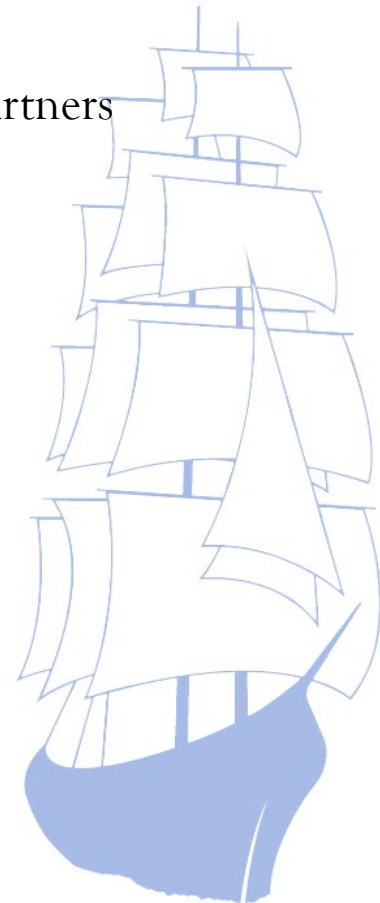
# Grant Management



Grant  
Management

## Regional Grant Management Resource

- Specialized support for regional members & partners
- Over 30 years experience
- Grant Writing
  - US Dept. of Transportation Grants
  - WA Dept. of Transportation Grants
  - FEMA Port Security Grant Program



# Association Management

Provide Management & Specialized services to other regional non-profit maritime trade and professional associations for effective operation

Services may include:

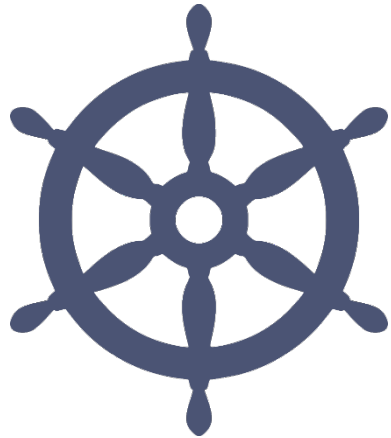
- Executive Services, Board of Director & Committee Support
- Administrative and Financial Management
- Membership Development and Retention
- Education and Professional Development
- Meetings Planning & Event Management
- Marketing, Branding, and Public Affairs
- Communications, Publications and Website
- Social Media and Community Outreach



Association  
Management



## Our Association Members



Association  
Management

- Clean Rivers Cooperative, Inc.
- Columbia River Customs Brokers & Forwarders Association
- Columbia River Shippers Association
- Columbia River Steamship Operators' Association
- Lower Columbia Region Harbor Safety Committee
- Maritime Commerce Club, Columbia River
- Maritime Fire & Safety Association
- Merchants Exchange Scholarship Fund
- Working Waterfront Coalition



You're Invited...

MERCHANTS EXCHANGE



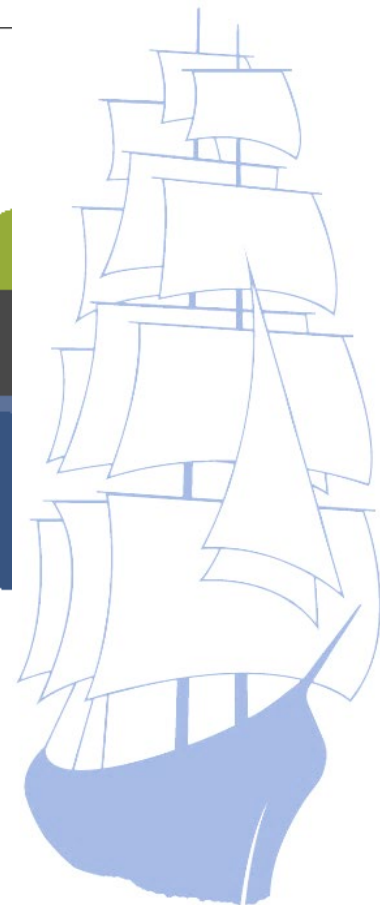
OPEN  
HOUSE



4<sup>TH</sup> ANNUAL  
BOCCE TOURNAMENT

*Come  
join the  
FUN!*

Thursday, September 1, 2022  
3:30 PM to 6:00 PM



# QUESTIONS?

Liz Wainwright, Executive Director  
[wainwright@pdxmex.com](mailto:wainwright@pdxmex.com)  
503-228-4361

Carl Bertapelle, Marine Operations Manager  
[bertapelle@pdxmex.com](mailto:bertapelle@pdxmex.com)  
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