
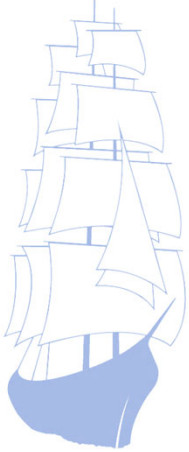





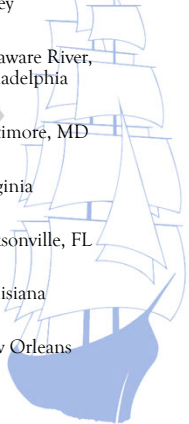
Overview of the

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
- Jacksonville, FL
- Louisiana
- New Orleans

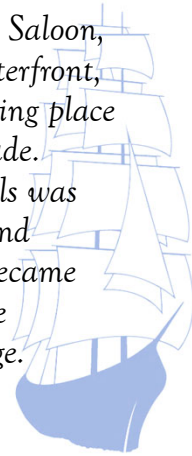




Merchants Exchange...



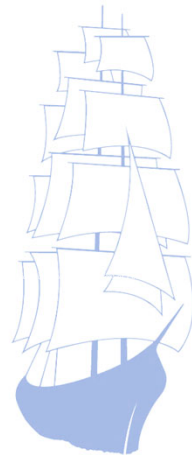
1879 Boss Shenck's Saloon, on the Portland waterfront, was an early gathering place for the maritime trade. News of ship arrivals was posted by patrons and the establishment became the birthplace of the Merchants Exchange.



What is the Merchants Exchange?



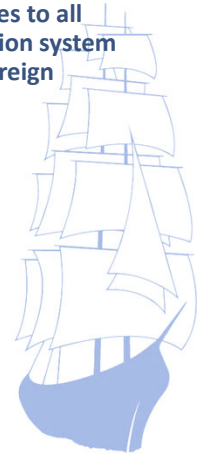
- Maritime focus
- Non-profit
- Member based
- Fee for service





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.”



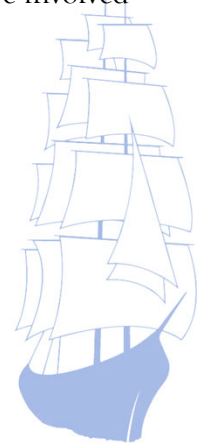
Membership Categories

The Articles of Incorporation of the Merchants Exchange stipulates that parties in the Pacific Northwest who are involved in:

- Marine Transportation;
- The distribution of Pacific Northwest agricultural products;
- Related areas of domestic or foreign commerce
- are considered for membership.

Current Members Include:

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

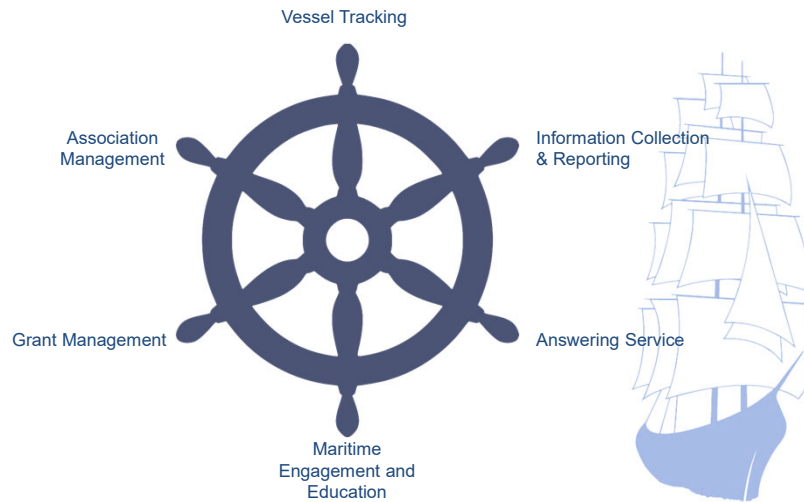





ADMINISTRATION MARINE OPERATIONS SERVICES ASSOCIATION MANAGEMENT
ALL DAY, EVERY DAY . . . we are here to support the Columbia River maritime community.

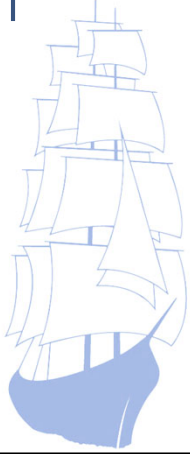


Products and Services





Marine Operations
Services Department
“MarOps”



**MERCHANTS
EXCHANGE**

SERVING THE COLUMBIA RIVER MARITIME COMMUNITY SINCE 1879



MarOps @ Merchants Exchange

How we operate:

▪ **24/7/365 – zero exceptions!**

- Four 12-hour dayside/nightside specialists
- One lead specialist position (provides back up, and vacation)
- Office Admin staff
- MarOps Manager (oversight, and backups)

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

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



Marine Intelligence



Vessel Tracking

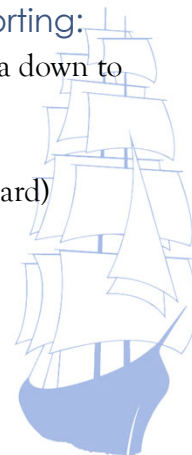
- Real Time tracking of vessel movement between Astoria and Portland.
- 96-hour advance notification of ship arrival and departures.
- Electronic filing of required documents with MFSA Vessel Response Plan.
- Data capture, database maintenance and archiving.



Marine Operations Tools

Tools available to us for vessel tracking/reporting:

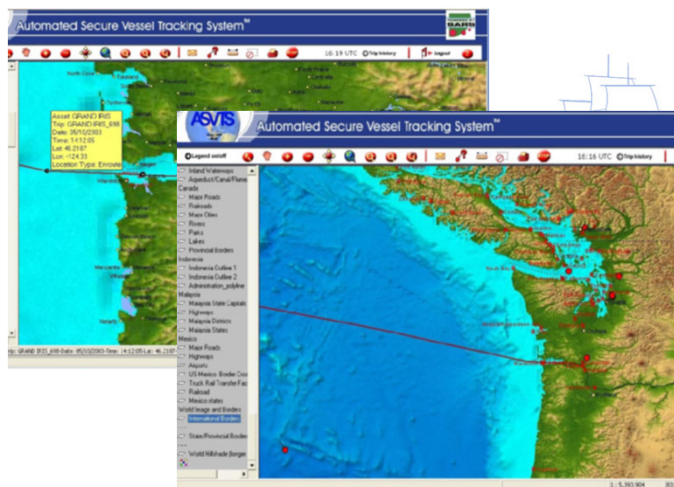
- VHF radios with a “mighty powerful reach” (Victoria down to Coos Bay)
- Columbia River Pilots dispatch (phone, website)
- Email, phone, even text from the POB (Pilot On Board)
- AIS Tracking system




Marine Intelligence




Vessel Tracking






Reports and Publications

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



Information Collection
& Reporting

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



Vessel Activity Report
This report was run on 08/04/2021 13:12:16

By Date: [dropdown] | By Report: [dropdown]

Arivals

Ship	Company	Port of Origin	ETA	Agency	Agent	Phone	Fax	Mail	Web
ALABAMA	ALABAMA	ALABAMA	08/04/2021 13:12:16	ALABAMA	ALABAMA	ALABAMA	ALABAMA	ALABAMA	ALABAMA

Ship by Location Report
This report was run on 08/04/2021 13:24:00


Ship	Company	Port of Origin	ETA	Agency	Agent	Phone	Fax	Mail	Web
ALABAMA	ALABAMA	ALABAMA	08/04/2021 13:24:00	ALABAMA	ALABAMA	ALABAMA	ALABAMA	ALABAMA	ALABAMA

4-Day Lightship Report
This report was run on 08/04/2021 13:11:46


Ship	Company	Port of Origin	ETA	Agency	Agent	Phone	Fax	Mail	Web
ALABAMA	ALABAMA	ALABAMA	08/04/2021 13:11:46	ALABAMA	ALABAMA	ALABAMA	ALABAMA	ALABAMA	ALABAMA

Harbor Move
This report was run on 08/04/2021 13:12:16

Ship	Company	Port of Origin	ETA	Agency	Agent	Phone	Fax	Mail	Web
ALABAMA	ALABAMA	ALABAMA	08/04/2021 13:12:16	ALABAMA	ALABAMA	ALABAMA	ALABAMA	ALABAMA	ALABAMA



Vessel and Cargo Statistics




Information Collection
& Reporting

- Vessel Statistics
- Grain Statistics
- Cargo Statistics



MAY & COLUMBIA RIVER IMPORTS AND EXPORTS




MAY 2021 COLUMBIA RIVER IMPORTS AND EXPORTS VIA WATER



2019 W. Market Street, Suite 100, Portland, Oregon 97201
P: 503.241.1111 | F: 503.241.1112
www.merchants.com

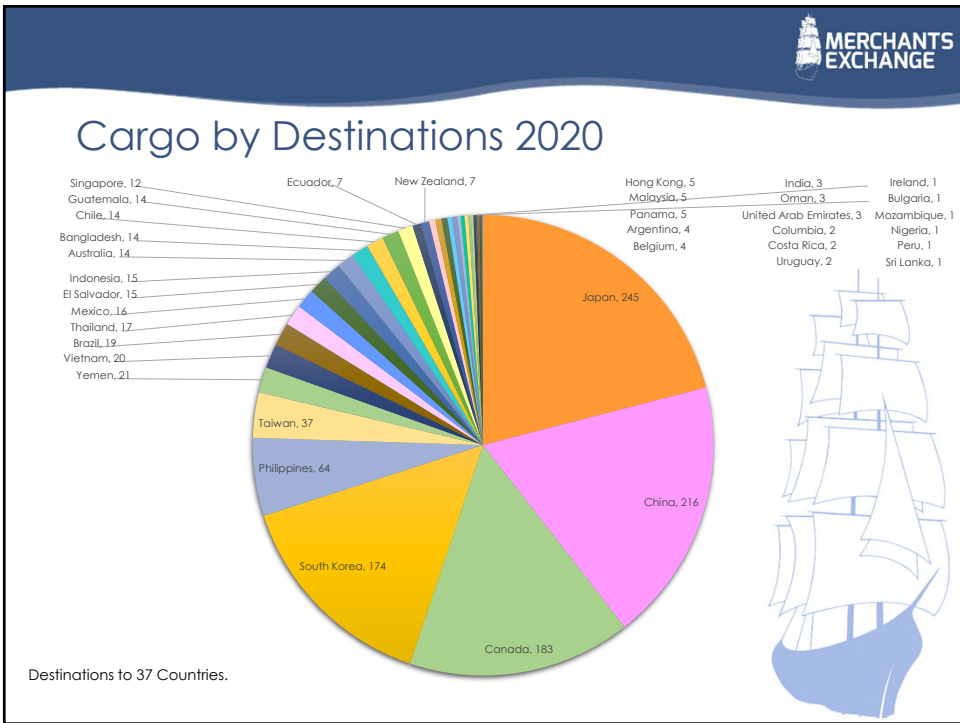
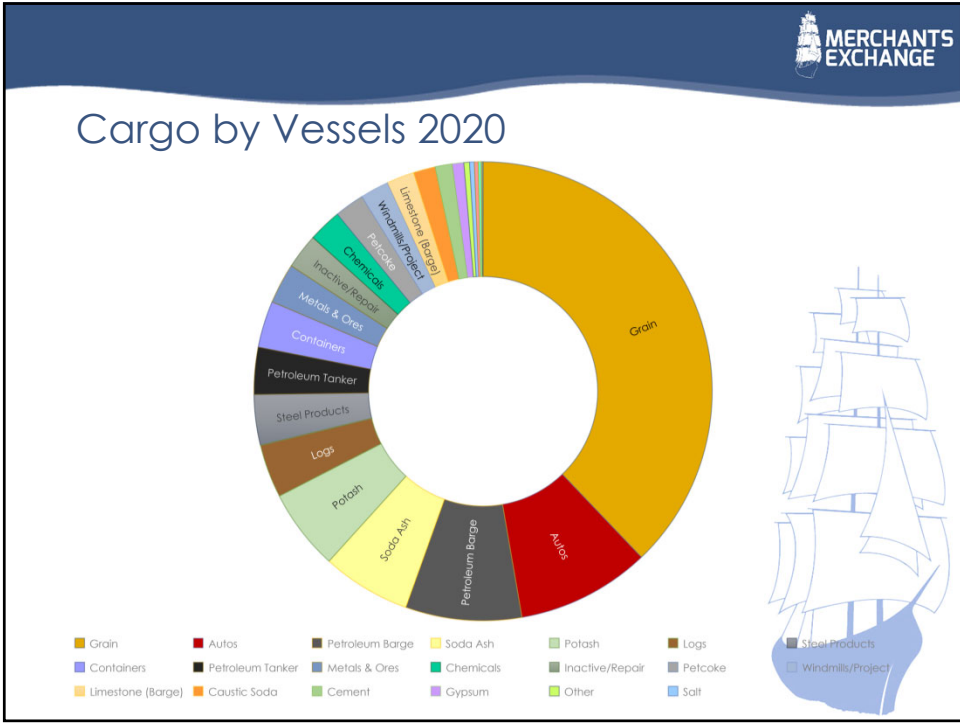
MAY & COLUMBIA RIVER IMPORTS AND EXPORTS



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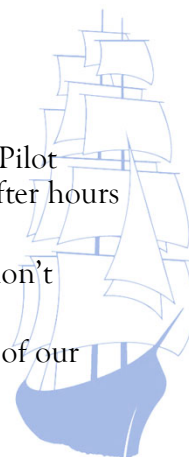




Services Unique to the Columbia River

Call Jobs

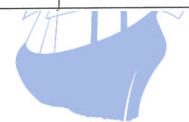
- “Call Jobs” are unique to the Columbia River.
- Any movements left “unset” by the Columbia River Pilot dispatch will then be turned over to us to dispatch after hours (1700-0800)
- Call jobs cover Astoria through Vancouver (but we don’t handle Astoria)
- High level of accuracy needed: the most “hands on” of our vessel operation duties



Call Jobs

Example of our call job dispatch sheet

DATE	VESSEL NAME	EARLIEST TIME	DOCK	PILOT AMOUNT OF TIME PHONE NUMBER(s)	CALLER COMPANY TIME CALLED	SET TIME	REGULAR CALLS	Call ?	NAME & TIME	ANY OTHER CALLS
4/10/19	DESEMONA	22:00	TMKAL TO SEA	BAIR, PAT 3 HOURS	Al Jones ABC agency 1859	2200	TUGS LINES ASTORIA PILOT	SH Yes Yes Yes		Col Riv Launch Sigfridson (3)
4/10/19	PEACOCK	22:00	RA B2 TO TMKAL	BURROWS, DOUG 3 HOURS	↓ auto	↓	TUGS LINES PILOT	POSH Yes Yes		Ship Agent Joe Smith VHF Ship on 16
4/10/19	ADMIRAL BENSON	21:00	684 TO RA B2	BALENSIFER, MIKE 2 HOURS	↓ auto	↓ 2100	TUGS LINES PILOT DOCK	FO Yes Yes Yes		
4/10/19	GLENMORAG	23:00	VAN 9 TO SEA	DEATON, BRET 2 HOURS			TUGS LINES ASTORIA PILOT	SH Yes Yes Yes		

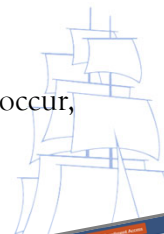




Services Unique to the Columbia River

Columbia River Bar Status Reporting

- Track suspension of pilotage occurrences (when they occur, what color, and frequency)
- Notify our industry partners of service suspension
- Can result in many call jobs (weather dependent)
- Sign up for notifications via Merchants Exchange website



Answering Service

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




Answering Service

- Lunch and after hours answering services for forty-nine maritime companies and organizations
- Administer radio patches connecting vessel captains with their agents
- Emergency notifications for oil spill response organizations



MERCHANTS EXCHANGE

Serving the Columbia River Maritime Community



MERCHANTS EXCHANGE

Maritime Industry Engagement and Education



Engagement and Education

ENGAGEMENT

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





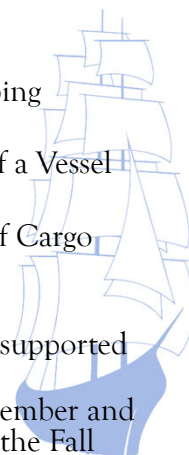
Maritime Industry Engagement and Education



Engagement and Education

EDUCATION

- **Education Series**
 - Shipping 101: Business of Shipping
 - October 2021
 - Shipping 201: The Movement of a Vessel
 - February 2022
 - Shipping 202: The Movement of Cargo
 - April 2022
- **Scholarship Fund**
 - Since 2003, the scholarship has supported over 50 students
 - Applications are open from December and due by May 31st and awarded in the Fall



Business Continuity and Disaster Recover 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

- Grant Writing
- Regulatory Compliance
- Regional Resource



Associations

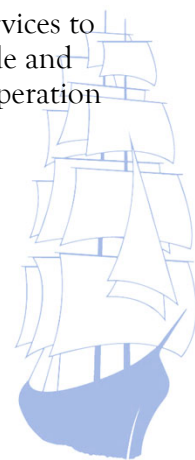


Association
Management

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

Services may include:

- Executive
- Administrative and Financial Management
- Education and Professional Development
- Meetings Management
- Event Planning
- Marketing, Imaging and Branding





Our Association Members



- 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



QUESTIONS?

Liz Wainwright, Executive Director
wainwright@pdxmex.com
503-228-4361
www.pdxmex.com

