

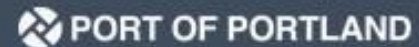


KEEP OREGON TRADE MOVING

Helping businesses export goods to buyers and import products from suppliers

Oregon Trade and Logistics Initiative

Aviation, Marine and Freight Rail Subcommittee
September 15, 2015



Oregon Trade and Logistics Initiative

The Challenge:

- Loss of weekly container service and loss of market access
- Changes in the international maritime industry impacting all West Coast ports
- Significant impacts to farmers, manufacturers and transportation providers in Oregon and the Pacific Northwest
- Erosion of the benefits that have taken years to build-up



Oregon Trade and Logistics Initiative

Goals:

- Identify interim freight logistics solutions to help Oregon businesses move products and supplies to/from markets efficiently and cost-effectively, and
- Support long term service recovery at the Port of Portland's Terminal 6



KEEP OREGON TRADE MOVING

Helping businesses export goods to buyers and import products from suppliers

Oregon Trade and Logistics Initiative

Elements:

- Trade Research
- Regional Shipper Workshops
- Freight Logistics Business Case Development
- Report to Legislature



Helping businesses export goods to buyers and import products from suppliers

Trade Research

Goals:

- Estimate cost, service, reliability and capacity impacts to Oregon importers and exporters
- Identify possible policies, initiatives and other measures to mitigate adverse impacts on Oregon businesses, and trade



KEEP OREGON TRADE MOVING

Helping businesses export goods to buyers and import products from suppliers

Regional Workshops

- Portland – July 24
- Redmond – July 28
- Hermiston – July 29
- Ontario – Aug. 10
- Albany – Aug. 11
- Medford – Aug. 12



KEEP OREGON TRADE MOVING

Helping businesses export goods to buyers and import products from suppliers

Trade Research Themes

- Preference for Portland
- Shipping adjustments
- Cost impacts
- Other impacts



Helping businesses export goods to buyers and import products from suppliers

Workshop Takeaways

- Each region's needs and solutions are different
- Disruption also impacts firms only shipping domestically
- Increased costs and transit time reduce competitiveness
- Roadway and port congestion combined with Hours of Service rules for truckers compound disruption
- Shortage of truck capacity and drivers to meet demand



Helping businesses export goods to buyers and import products from suppliers

Workshop Takeaways

- Loss of barge service reduces access to markets
- Increased access to rail is desired
- Solutions could range from information technology to hard infrastructure to container match-back programs
- Container service in the Columbia River is critical for managing costs and improving competitiveness



Helping businesses export goods to buyers and import products from suppliers

Freight Logistics Business Cases

Principles for Evaluation/Business Case Development:

- Reduce transportation costs and freight delays for Oregon exporters and importers
- Evaluate the feasibility of return on investments and cost considerations
- Benefit both Oregon exporters and importers who provide jobs
- Offer the opportunity for near term implementation
- Support the long-term economic interests of the state



Helping businesses export goods to buyers and import products from suppliers

Next Steps

- Trade Research – end of Sept.
- Freight Logistics Solutions Business Case Development – Sept.-Oct.
- Legislative and Agency Report – Nov.
- Funding and Other Opportunities - ongoing



KEEP OREGON TRADE MOVING

Helping businesses export goods to buyers and import products from suppliers

Implementation Opportunities

- Port of Portland Carrier/Shipper Collaboration
 - Westwood Shipping Lines and Rivergate Depot
 - Upriver Barge/Rail
- ConnectOregon VI
 - \$47M in grants
 - Rail, port/marine projects
 - Application Deadline: Nov. 20, 2015



Helping businesses export goods to buyers and import products from suppliers

Terminal 6 and Carrier Recruitment

- Terminal Operator-Labor discussions
 - Ongoing
- Monthly Westwood service
 - July-Dec. 2015
- Weekly transpacific service recruitment
 - Key Origin & Destination markets: China, Japan, Korea
 - 3/4 target strings out of 38 transpacific services
 - Imports key to service recovery



Helping businesses export goods to buyers and import products from suppliers



KEEP OREGON TRADE MOVING

Helping businesses export
goods to buyers and import
products from suppliers

Questions and Answers

Lise Glancy, Port of Portland - 503/415-6519

lise.glancy@portofportland.com

Scott Drumm, Port of Portland - 503/415-6540

scott.drumm@portofportland.com

Website:

www.oregontradesolutions.com

business
oregon.



Oregon
Department
of Agriculture



Oregon
Department
of Transportation

PORT OF PORTLAND