

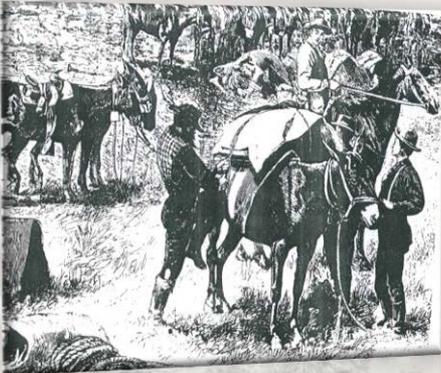
# **“A Farmer’s Vocabulary of Cussing Pumped Dry”:**

**Nourishing & Transporting the  
Agricultural Plenty of  
Washington...Yesterday, Today &  
Tomorrow**

**Washington State Transportation Commission  
Pullman April 16,2014  
Alex McGregor**

# A land of unparalleled plenty....

- World class yields of wheat, legumes and other **crops....**
- The largest employer in this, the most trade **dependent state in the Union....**
- Distant markets for our crops since Civil War **days...**



# We depend on rails, rivers, and roads..



# Setting a fast pace for the Washington economy....



# Your leadership in transportation is crucial for US.....

- *“Our state’s ability to maintain its nation-leading position as a hub for domestic and international trade depends on speedy, safe, and reliable transportation connections.”*
- --eleven million metric tons of grain by barge
- --102 million tons of agricultural freight by rail
- ---and trucks for all the short hauls...



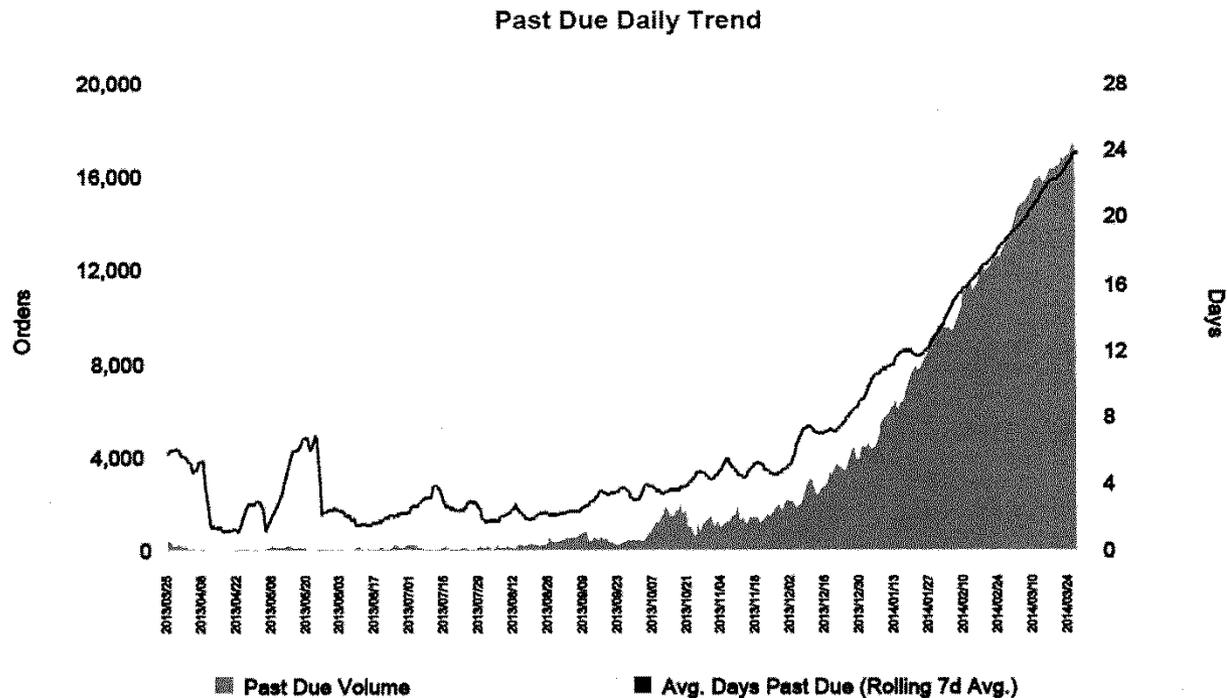
# **We have branches in three dozen eastern Washington towns...**

- Help farmers replenish nutrients on nearly two million acres....
- 350 colleagues, 472 trucks, semis, pickups and 1-tons on state, secondary, and dirt roads...
- 1500 rail cars on three state-owned lines, a short line and a main line..
- **More nutrients coming in by barge...**



# Challenges trans-continental in scale....

## Ag Past Dues have Grown Significantly in Past Few Months



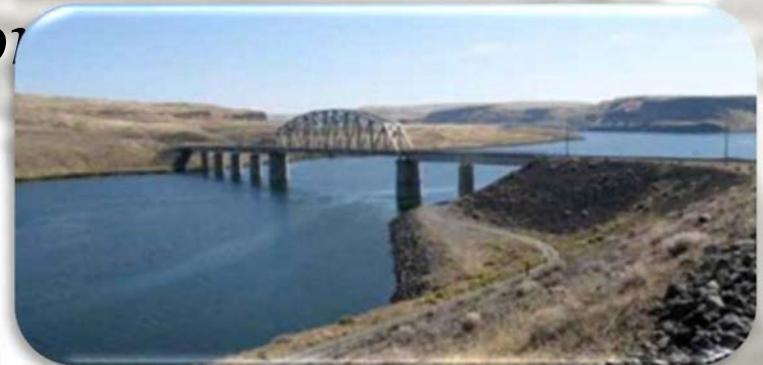
# All held together with thin threads of iron, asphalt, gravel, and slack water

- Fewer suppliers, inventories low, *force majeure*
- And a State rail system being built from the ashes of so-called ‘deferred maintenance.’
- *“The PRCC will be a vital link from Washington’s farms to dinner tables in Washington and throughout the world.”*  
WSDOT ‘06, ‘07



# Please make funding for state rail service a priority—stakes are huge!

- Had the rails fallen apart as they did three years ago in the spring, it would have been a disaster:
- **PV Hooper down for ‘bad caps and stringers’** as we waited for raw product---to produce phosphate needed to grow 750,000 acres of **grain....**
- **PL bridge out of service** as we awaited dry fertilizer for **500,000 acres...**
- *“Pay me now, or pay me more later.”* WSDOT



# We're investing in the future of rail and barge.....

- 38,000 ton capacity with payback decades away—to keep NW farms with timely and affordable nutrients...



# We've been challenged as agriculture...

- *“Shippers must partner with the State to support the PCC line.”* Transportation Secretary Doug MacDonald, 2007.
- *“...‘we want to see the local folks make a commitment to the railroad.’”* Heather Hansen, WFFF, 2007.
- *“... Champions for public-private partnerships will be needed.”* DOT



# We have answered the challenge....



CW Shuttle Loading

McCoy Grain Terminal



- Whitgro, NW Grain Growers, McGregor and others on the PV Hooper....

# Creston: from a slimy mess....



# We've done our part....

- Local enterprises—farmer shareholders in regional cooperatives....
- A local fertilizer and a timber company...
- We're hoping, with your help, to see the State Rail Plan move forward and essential funds allocated in the future to make this important conduit a high priority...
- **We've bet our futures on the state pledge to serve us....**



# Rural Washington has urgent transportation needs...

- *Connecting Washington* “focused on the transportation needs of the ‘economic clusters’ that provide the majority of jobs in Washington’s economy: aerospace and manufacturing, agriculture and food processing...”
- While we understand the need for tunnels, freeways, and ferries.....



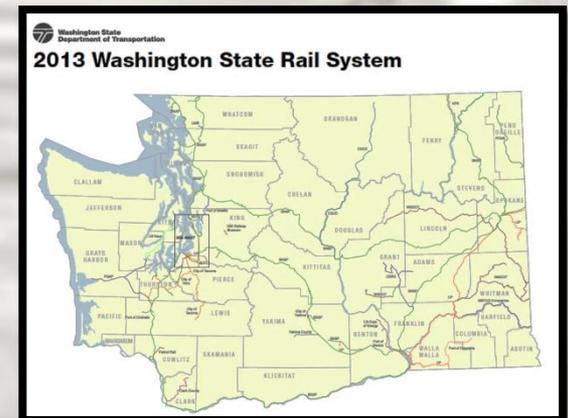
# **Agriculture is a bulwark of our economy.....**

- Washington farm families will double food production in the next generation—**count on it...**
- **Rail alone won't be enough.....**
- Rivers are essential but dam repairs, dock yard **strikes and more challenges...**
- The secondary and rural road system has been “**rode hard and put away wet**” as **cow hands put it....**



# We salute the Transportation Commission...

- As you develop long term comprehensive and balanced transportation plans....
- We support your goals of maintaining what we have, finishing what we've started, and keeping new revenue programs simple...
- As our *Connecting* team put it: “The transportation system is the backbone of Washington’s economy..”



# We've come a long ways from the frustrations of pioneers...



- The essential trifecta—rail, road, and river—has made Washington agriculture a remarkable success story.
- We've come a long way but there is much work to do..
- Instead of building our cussing inventory as did our frustrated pioneer forbearers, we're investing all out to be good public-private partners...
- **Thanks for your friendship and support in this vital cause!**