



"Your Neighbor Island Partner"

Livestock Status Conference

February 4, 2020

1:00 to 3:00 pm

Agenda

- 1:00 pm -1:30 pm – Young Brothers, LLC
 - Introductions
 - Status of Discussions with Livestock Stakeholders
 - Overview of Proposed Changes
- 1:30 pm - 3:00 pm – Questions and Comments regarding Young Brothers’ “Proposed Changes to Livestock Procedures”

Overview of Young Brothers' Livestock Operations

- Livestock is accepted and shipped to/from all ports except Hilo Port
- To minimize transit times, livestock is prioritized during loading and unloading (i.e., last on/first off)
- Island Agriculture Product Discount available for applicable livestock based on statutory guidelines



Proposed Changes to Livestock Procedures

1. YB to Accept Livestock on Additional Sailings from Kawaihae and Nawiliwili

To provide customers with additional sailings to support the growing agricultural industry, Young Brothers will accept livestock shipments on Friday sailings from the Ports of Kawaihae and Nawiliwili.*

Sail Dates

Neighbor Islands to Honolulu:

Kawaihae – Tuesdays **and Fridays***

Nawiliwili – Tuesdays **and Fridays***

*Subject to operational availability and/or barge delays.

Proposed Changes to Livestock Procedures

2. YB to Allow Later Delivery/Acceptance of Livestock for Shipping

For reasons of animal welfare, animal transport should be quick, efficient and strive to avoid as much stress as possible to the animal. Accordingly, YB will accept livestock shipments **90** minutes prior to barge departure time OR until the scheduled gate closure, whichever comes first.



Proposed Changes to Livestock Procedures

3. Elimination of Livestock Transfers at the Port

To protect the safety and well-being of the animals, employees, customers, and other harbor users, transfer of livestock between shipping devices will be prohibited at all Young Brothers' facilities.



Proposed Changes to Livestock Procedures

4. Certification of Shipping Devices

- Livestock will only be accepted in a third party certified livestock 20' /40' containers and trailers. Certification includes:
 1. Proof of Ownership
 2. Equipment Identification clearly marked and visible on all sides of container or trailer
 3. Certification Agent and phone number
- No storage of box stalls or any shipping devices on the pier.



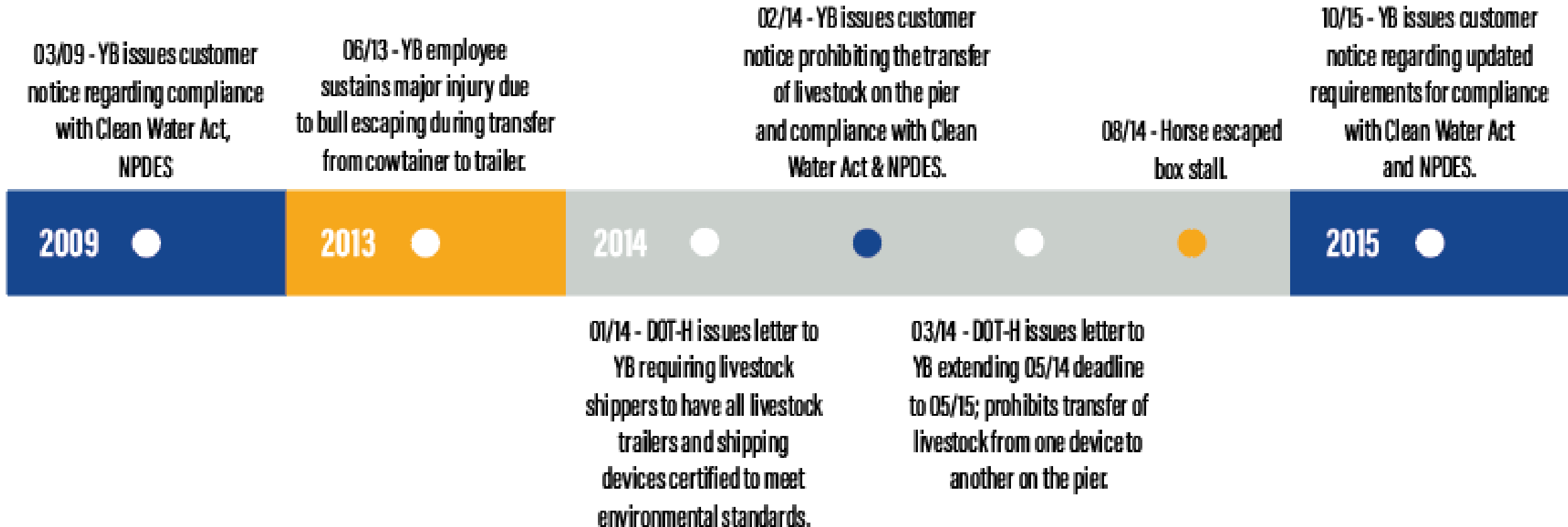
Current Young Brothers' Ocean Transport Costs

Current Rate			If shipped in a		
			Trailer* (10' x 8' x 8') ¹	20' Cowtainer (20' x 8' x 8')	40' Cowtainer (40' x 8' x 8')
Box Stalls*	7' x 4' x 7'	\$92	\$302.08	\$604.16	\$1208.32

*Rates provided are for transportation from Honolulu to Kawaihae. Livestock is rated by dimensions only, as there are no standard box stall or trailer sizes, the rates for these shipping devices will vary by owner.

¹A trailer this size can typically hold up to 3 horses and/or animals depending on the size of the animal. Therefore, the cost per animal is ~\$100 per animal.

How did we get here?



11/16 - HI Cattleman's Assn
letter to DOT-H requesting
changes to DOT-H's Best
Practices (HAR 2920.17),
including self-certification.

07/17 - Goats escape
during transfer from
pen to trailer.

09/18 - Sheep pen slid off
forklift, no standard
prong pockets.

10/18 - Goats escaped
during transfer from
trailer to pen.

08/19 - Livestock
Industry Meeting

11/19 - Cows expired in
cowtainer enroute
to Nawiliwili.

2016



2017



2018



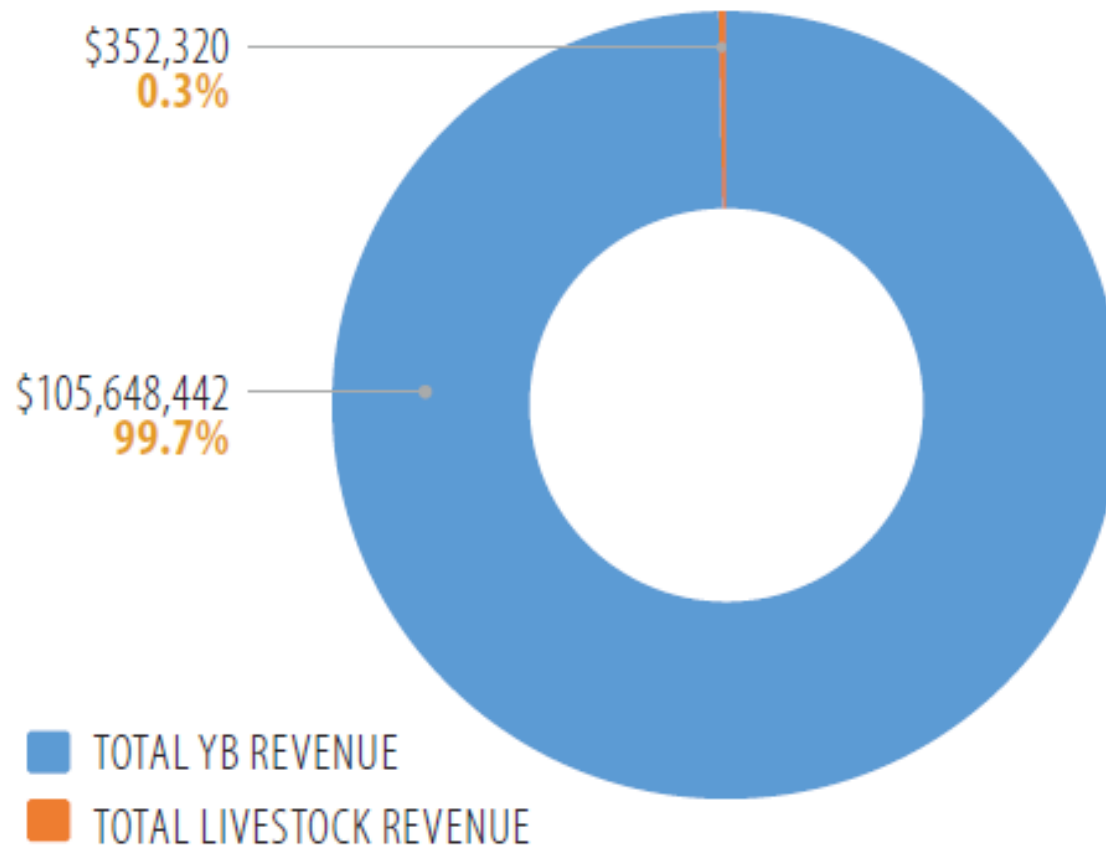
2019



11/16 - DOT-H issues letter to
YB standardizing livestock
shipping devices, identify
transfer of livestock areas,
and establish an effective date
for when non-standard devices
will no longer be accepted.

Livestock Revenue

TOTAL YB REVENUE VS. TOTAL LIVESTOCK REVENUE 2019



Livestock Statistics

HOW WE SHIP LIVESTOCK

Young Brothers classifies shipments of livestock in five categories:



Cowtainer



Boxstall/Crate – Cattle



Boxstall/Crate – Horses

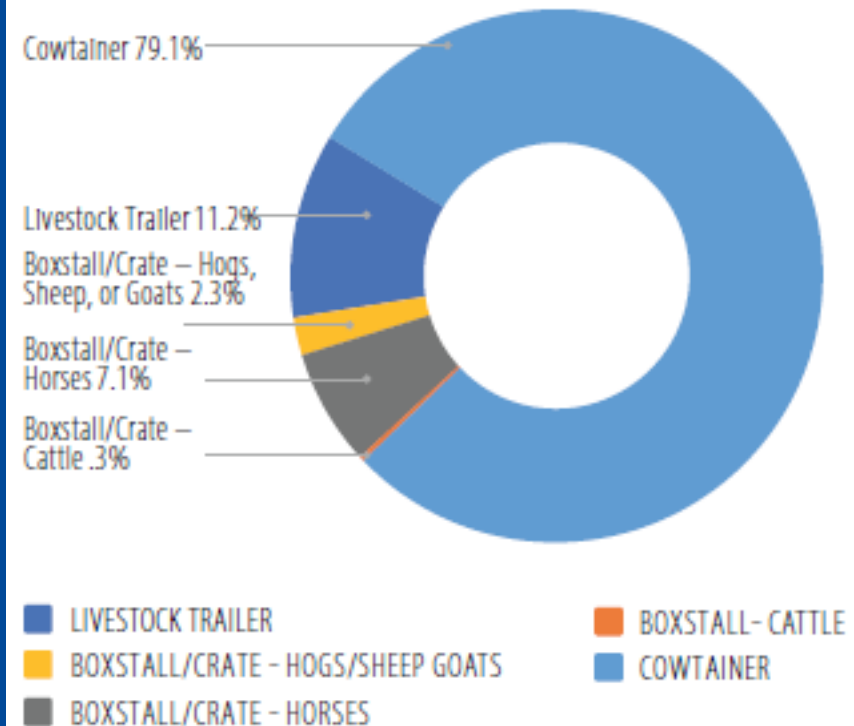


Boxstall/Crate – Hogs, Sheep, or Goats



Livestock Trailer

LIVESTOCK REVENUE BY COMMODITY TYPE 2019



Cowtainer - \$278,677

Livestock Trailer - \$39,547

Boxstall/Crate – Hogs/Sheep/Goats - \$8,130

Boxstall/Crate – Horses - \$24,926

Boxstall/Crate – Cattle - \$1,038

Mahalo

We look forward to
working together in the
future.