

## CALENDAR

- January 24-26, 2005** **Maritime Port and Cargo Security Conference**, San Diego.  
Contact 1-800-647-7600 or [www.worldrg.com](http://www.worldrg.com).
- March 15-17** **Inland Waterways Conference 2005**, Radisson Hotel Opryland,  
Nashville, TN. For registration, go to [www.inlandwaterwaysconference.com](http://www.inlandwaterwaysconference.com).
- April 20-22** **Inland Rivers, Ports and Terminals Annual Meeting**, St. James Hotel and Board  
of Trade, New Orleans. Contact Deirdre McGowan, 504-585-0715 or [admin@irpt.net](mailto:admin@irpt.net).
- September 14-16** **National Waterways Conference**, Hilton Riverside, New Orleans.  
Contact Worth Hager, 202-296-4415 or [worth@waterways.org](mailto:worth@waterways.org).
- October 18-20** **Tenn-Tom Waterway Development Authority**, Beau Rivage Resort, Biloxi, MS.  
Contact Agnes Zaiontz, 662-328-3286 or [www.tenntom.org](http://www.tenntom.org).

The NEWS BULLETIN is a quarterly publication of Inland Rivers, Ports and Terminals, Inc. IRPT, as the intermodal professional association for the nation's inland waterway transportation system, provides inland river, port and terminal professionals and those concerned about the vitality of our industry with the opportunity to improve their professionalism, develop business connections, and educate the general public and policy decision-makers on the needs and importance of our industry.

For an IRPT membership application, go to that page of the IRPT website, [www.irpt.net](http://www.irpt.net), print, complete, and fax to 504-525-8197.

Articles are accepted for publication in the NEWS BULLETIN. Forward all address changes, articles and comments to the IRPT office at 316 Board of Trade Place, New Orleans, LA 70130. Telephone 504-585-0715. Fax 504-525-8197. E-mail: [admin@irpt.net](mailto:admin@irpt.net).



**INLAND RIVERS, PORTS & TERMINALS, INC.**

316 Board of Trade Place • New Orleans, LA 70130



INLAND RIVERS, PORTS & TERMINALS, INC.

## News Bulletin

### PRESIDENT'S MESSAGE

#### Dear IRPT Members and Friends



As I look over the content of the newsletter, I am struck by the number of initiatives currently under way in IRPT. You will read about a cooperative agreement with the American Association of Port Authorities, as well as cooperation in progress between IRPT and the National Waterways Conference. We have been given two contracts by the Administration, one to develop a marketing plan for the inland river system and one to incorporate state DOTs more fully into the Heartland Intermodal Partnership. We are further actively involved in various aspects of determining port performance measures, and IRPT's efforts in port security are still in the limelight with speeches scheduled throughout the country on findings from our threat assessment and employee education project.

We will be moving soon into finalizing all of the speakers and arrangements for our annual conference in New Orleans, scheduled for April 20 through 22. There will be segments on port operations, port financing, security, and marketing. I want to take this opportunity to thank John Marzullo of the Port of Alexandria, Louisiana, and Ned Peak of the Millennium Port Authority for agreeing to chair this year's conference, and Randy Richardson for chairing the sponsorship portion of our conference.

It might seem on the surface that there are "too many" initiatives under way, but further thought shows that each of these activities is tied to one thing, and that is maximizing our inland river system and by extension our membership. Elsewhere in this newsletter is a list of our new members who have joined since the summer newsletter. As you can see, we are continuing to spread throughout the country and have picked up members from the states of New York and Washington as well as several places in the Heartland. Our membership is united in the knowledge that by working together, we can develop and further utilize one of our critical national assets.

Additional bulletins will be forwarded to you by email, and the next newsletter will be mailed and include conference registration materials. I hope that your holidays have been happy and that 2005 brings all of us many good things.

George Andres, IRPT President

Winter  
2004-  
2005

### IRPT/AAPA INITIATIVE

The American Association of Port Authorities (AAPA) and IRPT are investigating possibilities for working together on issues of common interest. Jim McCarville, Executive Director of the Port of Pittsburgh, is chairing this subcommittee of the Basin and Association Alliances Committee

of IRPT. He has asked for any people who are members of both AAPA and IRPT and would like to participate on this subcommittee to please contact the office at admin@irpt.net. Areas of discussion include legislation and educational programs that are of mutual benefit.

### INLAND RIVER MARKETING PLAN

MARAD has recently awarded IRPT a contract to develop a marketing plan for the inland river system. This plan will evolve from a series of six meetings to be held throughout the river system. Below is a list of the Team Leaders, the IRPT members who are participating on each team, and the date and city of each meeting. Other IRPT members are invited to participate. Please contact the Team Leader for the city in which you would like to attend the meeting, or you can always contact the office for more information.

The objectives of these meetings are to identify the impediments to increased market share for the inland river system, to name specific market niches, to see if there are additional container-on-barge options, and to develop appropriate media vehicles. The reason these meetings have been

planned for all over the country is that there are different media vehicles and different perspectives in various parts of the river system, and we want to make sure that everybody's perspective is included.

At each of these sites, there should be between ten and fifteen participants. While it is true that the Team Leaders are all IRPT members, as are the members of the teams, we are inviting non-IRPT members to participate, including shippers, some terminal operators, and some industrial representatives, because they may not have yet seen the advantage of being IRPT members but we still need their input if we're going to truly develop this marketing plan. So again, if you would like to participate, be sure and contact the office or the Team Leader in the city of your choice.

### IRPT/MARAD MARKETING DEVELOPMENT PROJECT TEAM LEADERS & MEMBERS

**Mary Ann Bucci - Pittsburgh, PA**, Port of Pittsburgh - Tuesday, February 22  
Daniel Negron, Jersey City, NJ, TT Club  
Robert Young, New York City, NY, Macquarie  
Sharon Kvak, Cleveland, OH, Garick Corp.

**Randy Richardson - Memphis, TN**, Port of Memphis - Tuesday, March 15  
John Bennett, Chattanooga, TN, JIT Terminals  
Lanny Chalk, Memphis, TN, Fullen Dock and Warehouse  
Glen Cheatham, Tulsa, OK, Oklahoma Dept. of Transportation

**Rich Cooper - Jeffersonville, IN**, Ports of Indiana - Wednesday, February 23  
Bill Kinzeler II, Louisville, KY, ACBL, Retired  
Doris Bautch, Schaumburg, IL, Great Lakes Region  
Director, MARAD

**Bill Kinzeler III - Houston, TX**, Kinder Morgan Terminals - Wednesday, March 16  
Mike McQuillan, LaPorte, TX, Osprey Line  
Debbie Scott-Queenin, Deerfield Beach, FL, Shaw  
Environmental

**Tom Butts - Granite City, IL**, Lewis and Clark Terminals - Thursday, February 24  
George Andres, Red Bud, IL, Kaskaskia Regional Port  
Chris Brescia, St. Louis, MO, MARC 2000

**Ned Peak - New Orleans, LA**, Millennium Port Authority - Thursday, March 17  
Jim Amoss, New Orleans, LA, Sea Point  
Greg Douglas, New Orleans, LA, TECicon  
Susan Schaefer, New Orleans, LA, Intermodal Officer, MARAD

### NWC/IRPT LIAISON

Following the IRPT and NWC Boards of Directors meetings in St. Louis in late September, it was determined that a Memorandum of Understanding between the two organizations, defining areas of cooperation, would be in

order. That Memorandum of Understanding will be distributed for ratification at the General Membership Meeting in New Orleans in April.

### NEWS OF NOTE

IRPT regrets the passing of **Raul Besteiro, Jr.**, Port Director and CEO at the Port of Brownsville.

As published in the *Tulsa District Record*, October 2004, "The waterway area between and including the **Ports of Catoosa and Muskogee** have already realized over \$3 billion in private and non-federal public investment, creating over 5,000 jobs to date."

**Macquarie Securities (USA) Inc.**, a new IRPT member, is a global leader in infrastructure acquisition, with in excess of \$13 billion of infrastructure equity under management. Macquarie's focus is on a range of infrastructure asset classes, including ports and terminals, energy generation, roads, rails, airports, water, and wastewater.

The **Little Rock Port Authority** received a Project of the Year Award from the American Public Works Association. The \$12 million infrastructure project doubled the port's cargo-handling capacity, and its tonnage is up 112%.

**Ports of Indiana** have also seen record tonnage. As a system, the Ports of Indiana handled 5.9 million tons in the first ten months of 2004, up 37% from last year.

**Hal Walters**, Executive Director of the **Hancock County Port and Harbor Commission** in Mississippi, reports that in 2005 they will construct two 20,000-square-foot buildings at the new Stennis Technology Park on Interstate 10. The park is designed for high-tech companies and will initially be 50 acres, but plans are already on the drawing board for it grow to 1,000 acres.

### HIP

Most of you know that IRPT has been actively involved in the development of the Heartland Intermodal Partnership (HIP). HIP is a coalition of senior public and private sector professionals from across the 24 states of the nation's heartland. This group is working to find solutions to the acute congestion from the increasing demands on freight transportation. HIP believes that intermodalism is the maximization of freight movement and transportation interrelationships, including air, rail, truck, and marine.

Involvement of the state departments of transportation is obviously a critical component for an effective Heartland Intermodal Partnership. The commitment to intermodalism

appears to vary from state to state, and while some of the states are active in HIP and contribute substantially, others seem to lack the impetus for full involvement with the HIP initiative. IRPT is acting as a catalyst to generate understanding, support and commitment to HIP from the 24 state departments of transportation affected by HIP. To that end, the Maritime Administration has provided a contract to IRPT to bring together personnel from the various state departments of transportation. IRPT has additionally extended an offer to work with the Water Resources Committee of AASHTO (American Association of State Highway and Transportation Officials). We will keep you posted on HIP developments in future issues of the newsletter.

### IRPT WELCOMES NEW MEMBERS SINCE THE SUMMER NEWSLETTER

Lewis & Clark Marine d/b/a MidCoast Terminal - Bulk Service, Granite City, IL - Tom Butts  
Macquarie Securities (USA) Inc., New York, NY - Robert Young  
New Orleans Board of Trade, New Orleans, LA - Brett M. Bourgeois  
Osprey Line, LaPorte, TX - Michael McQuillan

Price Inland Terminal, Belpre, OH - Robert Pennock  
Queensgate Terminals, Bellbrook, OH - David Martin  
TECicon, New Orleans, LA - Greg Douglas  
TPG Marine Enterprises, LLC, Indianapolis, IN - Pat Mulligan  
Western Dredging Association, Vancouver, WA - CDR Lawrence M. Patella, USN (Ret)

### OPENING ASSISTANT PORT DIRECTOR SLACK-WATER LOWER MS RIVER PORT MILE 585 A.H.P.

APPLICANT SHOULD POSSESS A MINIMUM OF BACHELOR OF SCIENCE IN ENGINEERING, ACCOUNTING, MARKETING, AND/OR RELATED BUSINESS MANAGEMENT DEGREE. PORT AND/OR MARINE RELATED BUSINESS EXPERIENCE HELPFUL.

RESUMES WITH REFERENCES WILL BE ACCEPTED VIA MAIL THROUGH FEBRUARY 8, 2005. MARK ALL ENVELOPES "ASSISTANT PORT DIRECTOR OPENING."

ROSEDALE-BOLIVAR COUNTY PORT COMMISSION  
317 TERMINAL ROAD P. O. BOX 460 ROSEDALE, MS 38769

