

# SPRING NEWSLETTER

Inland Rivers, Ports & Terminals, Inc.

Spring 2017

## PRESIDENT'S MESSAGE



Members and Friends,

Our Nation's backbone, its ability to survive and compete globally heavily depends on you - America's ports and terminals and all companies that serve them. The many ports and terminals that transload for our servicers to carry our great nation's energy products (coal, ethanol, petroleum and liquefied natural gas), agriculture products (grains, soybean, cotton, rice and sugar) and our everyday manufactured goods (timber, metals and consumer products) are looking to the new Administration's \$1-trillion infrastructure plan. America's long-term sustainability is dependent on infrastructure investment.

As the users of America's premier freight transportation corridor, aka the inland river system, we too are looking to the future. Our Nation's ports and terminals are investing into their properties, investing in their human resources and attracting new businesses to our Nation through tax structure, workforce skills and incentive programs.

Inland Rivers, Ports & Terminals, YOUR association, is helping. With the creation of new education programs, facilitating discussions, educating your lawmakers and promoting new commodities to our river system: your association is working for you. Please plan on attending this year's Annual Conference to learn more about our efforts. See page 10 for more details.

Sincerely,

Anthony Hauer  
2016-2018 IRPT President  
Executive Port Director, Natchez-Adams County Port  
Certified Port Executive

## Welcome New Members Since December



**Celebrating  
50 years  
Serving  
Arkansas's  
Waterways**

The Arkansas Waterways Commission is the sole state agency responsible for developing, promoting and protecting waterborne transportation in Arkansas. The Commission also promotes economic development for ports on the five commercially navigable rivers of the state:

- Arkansas,
- Mississippi,
- Ouachita,
- Red,
- White

Arkansas is **THIRD** in our nation in the number of inland waterway miles and is one of only 24 states in the United States to have the unique resource of inland waterways.

The Mississippi River forms the eastern border of the state. The Arkansas, Ouachita, Red and White Rivers are also important transportation routes serving Arkansas. As trade between the U.S. and Latin America grows, the importance of Arkansas waterways and the strategic location of the state will enhance manufacturing and distribution opportunities. Arkansas enjoys one of the largest inventories of navigable waterways in the nation with 1,860 navigable miles along five rivers.

The Arkansas Waterways Commission serves the 10 public ports and 19 terminals along the five navigable rivers in the State.



Over the course of nearly 90 years, the Saint Paul Port Authority has evolved into an economic development organization committed to attracting and retaining living wage jobs in Saint Paul (both on and off the river), increasing the city's tax base and creating sustainable development opportunities. Their work is accomplished through four key focus areas:

- **Harbor Management**
- **Brownfield Redevelopment**
- **Energy Savings Programs**
- **Port Consulting Services**

The Port manages four ports along the river, where commodities are loaded on and off of barges throughout the shipping season. Nearly 6 million tons of commodities passed through the Twin Cities' river terminals in 2015. Top exports include corn, soybeans and wheat. Imports include sand, gravel, fertilizer, cement and coal.

The Port purchases commercial real estate properties that are complicated due to the presence of a hazardous substance, pollutant or contaminant. They dedicate resources to remediate these properties by removing or sealing off all contaminants and ultimately eliminating the environmental concerns. Properties are then put back on the commercial real estate market for as a little as \$1.00 and sold to businesses committed to state-of-the-art facilities, job density, living wage jobs with benefits and hiring from within local neighborhoods.

## Welcome New Members Since December



Chicago Port & Rail LLC is a family owned and operated establishment formed by David Zenere, who has over 40 years of experience in the transportation industry. His company also known as Z-Force transportation allows Chicago Port & Rail LLC to transfer materials via truck without difficulty. Our products will consist of bulk material such as limestone, pig iron, salt, dirt etc. With over two thousand feet of dock access we have the ability to handle up to 5 barges at once.

The facility is equipped with a switch line railroad that permits us to be accessible with any rail line in Chicago. Our facility is serviced by Norfolk Southern and Indiana Harbor Belt. Our in line rail system can accommodate up to 100 standard size rail cars. The Calumet river allows us to accommodate barges and off shore deep sea vessels. Chicago Port & Rail LLC is located at 3245 east 103<sup>rd</sup> street and extends south to 106<sup>th</sup> street. Our site encompasses 40 acres and is located 13 miles south of the city of Chicago at mile marker 331 along the face of the Calumet river. As a multi-modal terminal, Chicago port and Rail LLC can handle loading or off-loading of cargo from barges, vessels, trucks and rail cars. Our customer base extends from local business and industries to international corporations worldwide.



Ingram Marine Group has been a quality marine transporter on America's inland waterways since 1946, starting out as a small, family-owned business and growing into what they are today: the largest dry cargo carrier and one of the top chemical carriers on the river.

With a fleet of approximately 150 towboats and 5,000 barges, Ingram's fleet is maintained at the highest level of standards and equipment with state-of-the-art navigation & communication technology.

Ingram operates on over 4,500 miles of the nation's Inland Waterways System. The company transports coal, aggregates, grain, fertilizer, ores, alloys, steel products and chemicals and is always looking for new opportunities. Ingram has been engaged in the many container on barge efforts facilitated by IRPT and continues to be a partner in bringing containers back to the river system.

**IRPT is [now on Facebook!](#)**

**Stay up-to-date on Member  
News:**



## Welcome New Members Since December



TCF Equipment Finance is a division of TCF National Bank National Bank, is widely recognized as one of the premier commercial marine finance companies in the United States. They specialize in the industry and create custom finance solutions integral to customer's success.

They offer a complete suite of flexible and competitively priced finance solutions:

- Term loans
- Lease/bareboat charter
- Refinances
- Construction loans
- New and used vessels and marine equipment

TCF Equipment Finance serves the following maritime sectors:

- Tugboats—inland/coastal/harbor
- Barges—tank/hopper/deck
- Passenger vessels—ferries/dinner cruise/excursion
- Offshore vessels—OSV's/PSV's/ROV's/crew boats/utility/liftboats
- Dredges
- Dry docks
- Other marine related equipment

Gauging the real cost of equipment and balancing it with operational expenses requires time-earned insight. TCF has been financing equipment since its founding in 1999 and will help weigh price and value for everything you need.



A premier steel foundation manufacturer and supplier serving the U.S., Canada, Mexico, the Caribbean, Central America, and Colombia markets, Skyline Steel is a wholly-owned subsidiary of Nucor Corporation, the largest producer of steel in the United States. Nucor's backing complements and synergizes Skyline Steel's internal strengths and empowers it to service its customers and the industry.

Skyline has over twenty sales offices in North America and a robust infrastructure comprised of manufacturing, coating, and fabrication facilities; dozens of stocking locations; an efficiently-coordinated supply chain; exclusive engineering support; and the most comprehensive geotechnical product offering from a single company.

Collectively, these functions support a dynamic sales team that supplies hundreds of thousands of tons of steel foundation products to the industry every year. Flagship products include hot rolled and cold formed steel sheet piles, h-piles, spiralweld and rolled & welded pipe piles, threaded bar, micropiles, multi-strand anchor systems, hollow bar systems, accessories, structural sections and connectors. This product portfolio supports a variety of applications, including bridges, buildings, levees, locks and dams, ports, retaining walls, underground parking garages, environmental barrier walls, and wind towers. Of the products they manufacture and supply, 80% are made from recycled steel and are 100% recyclable.

## Welcome New Members Since December



# WATCO COMPANIES

Watco Companies, LLC, is a Pittsburg, Kansas, based transportation company providing, transportation, terminal and port, mechanical, and supply chain services to Customers throughout North America and Australia. Watco is the owner of Watco Transportation Services, LLC, one of the largest short line railroad holding companies in the U.S. with 36 short line railroads and 32 industrial contract switching locations. Watco Terminal and Port Services operates several terminals, two significant port operations, and multiple warehouses. Watco Companies is a 50/50 joint venture partner with The Greenbrier Companies, Inc., in GBW Railcar Services, LLC. GBW repairs and refurbishes freight cars at 32 locations across North America. Watco's Supply Chain Services provides supply chain solutions globally.

Watco Terminal and Port Services (WTPS) is a leader in bulk, break-bulk, and liquids rail/truck transloading, railroad switching, warehousing, liquid tank storage, and barge and vessel loading/unloading. With roughly 73 port or terminal locations, WTPS handles more than 350 different products, including ethanol, crude oil, chemicals, dry bulk, food grade products, plastics, and waste materials in a safe, cost-effective, and environmentally responsible way. Other services offered by Watco Companies include:

- Watco Transportation Services
- Greens Port Industrial Park
- Watco Supply Chain Services
- Mechanical Services (railcar repair)

## Port of Louisville

Located on the Ohio River at mile 618, just 16 miles downstream of the Louisville riverfront, the Port of Louisville facilities include the bulk commodity transfer terminal, barge fleeting area, ground storage, 13 miles of on-site and offsite railroad track, and a general cargo dock. The transfer terminal is designed to handle more than four million tons of dry bulk commodities a year working at the rate of 2,000 tons an hour. An entire 120-car train can be off-loaded in an eight-hour shift.

The Port's coal terminal has: two barge fleeting areas, each with 30 barge capacity; ability to blend multiple coal to barge or railcar; capability to transfer other commodities and the potential to unload barges to rail. The coal terminal is the only coal terminal that is served directly by three major eastern railroads: CSX, Norfolk Southern and The Paducah and Louisville Railroad. The bulk terminal incorporates a 23,000-foot double-loop track with 120-car unit train capability; dumper vault building with track-mounted rail car indexer for receiving bulk cargo; overhead conveyor system for transferring cargo to barges or to ground storage; a variable speed blending system; and a marine facility for loading barges.

The Port of Louisville is only 1,334 miles from the Gulf of Mexico, a transit time of 10 to 12 days. With its 30-ton overhead crane, the Port is capable of handling containers, lumber, steel, scrap, cement, sand and pet coke .

## Welcome New Members Since December



ROAD RAGE Fuel Booster™ is America's fastest growing diesel, bio-diesel, gasoline and ethanol fuel additive.

Headquartered in St. Louis, Missouri and with over 10 million gallons of fuel already treated, the company's product utilizes its proprietary Nano-Catalyst Technology™, a formula which takes a preventative approach towards engine maintenance by targeting and eliminating fuel related problems before they occur.

ROAD RAGE Fuel Booster benefits include: significant fuel cost savings, fewer regen cycles, reduced carbon output, minimized particulate emissions, improved lubricity, increased horsepower, reduced injector depositing, 100% rust prevention, removal of water contamination, and a reduction in DEF usage.

ROAD RAGE Fuel Booster is available at retail and business-to-business levels. A single 12oz bottle of ROAD RAGE Fuel Booster can be purchased from over 500 + reputable retail destinations across North America including LOVES, TA-Petro, Fleet Pride and Cal-Ranch Stores.

For commercial organizations in the ground, air, rail and maritime sectors, ROAD RAGE has established its premium fuel additive program; this offers the ability to predict and manage fuel usage in order to reduce overall fuel cost and emissions.

ROAD RAGE Fuel Booster provides the best and most effective way of making all grades of fuel efficient in the modern world. The company is 100% American owned and operated, EPA registered and has pledged a commitment to clean, low-carbon fuel options.

### Not a Member yet?

Joining the Inland Rivers, Ports & Terminals association is easy and extremely valuable.

For more information, please email [admin@irpt.net](mailto:admin@irpt.net).

Leahy-Wolf Company is a third generation, family-owned lubricants sales business. Their experienced staff averages more than fifteen years in the industry and is focused on bringing a hands-on approach and technical competency to their customers.



**LEAHY·WOLF**

Lubricating specialists since 1946

"We appreciate the unique challenges of the inland marine market, and look forward to partnering with the association" – Keanan Leahy, President.

## Member News

### Perry County Port Authority Signs Agreement

Perry County Port Authority, located in Tell City, Indiana recently signed an agreement with TNW Logistics Services, Inc., a Texas-based company. In efforts to drive potential business endeavors in Perry and Spencer counties, The Port recently announced new initiatives with TNW.

Port president Alvin Evans said that a new two-year partnership with TNW would bolster economic developments along Hoosier Southern Railroad lines, which spans 22 miles between Cannelton and Lincoln City. The Port Authority Board of Directors signed into an economic services agreement with the company, which will allow TNW to market locations to prospective businesses. Under the agreement, TNW will seek project proposals and work with the Port Authority and Hoosier Southern on creating terms of rail use with the interested parties.

The resulting agreement with the port, Evans said, “gives them the right to develop economic development activities along the railroad, and we will work with them in doing so.” Though he added there are “overtures for operating the railroad” after a year, it doesn’t allow TNW to purchase any railroad-owned properties. Bolstering the benefit of the contract, board chairman Bill Goffinet said that the terms provide a great opportunity to “enhance our business” at no cost to the community. “We’ve done similar type things in the past with our customers,” he continued.

[Read more here...](#)



### Owensboro Riverport Authority Loads ‘Whiskey by Barge’

Whisky barrels from Cane Land Distilling Company arrived at the Port of New Orleans after floating down the Mississippi River from Owensboro Riverport in Kentucky.

After spending almost 20 days floating down the Mississippi and Ohio Rivers and traveling 1,100 nautical miles, Cane Land Distilling Company's Original Mississippi Floated Whisky (OMFW) has arrived at the Port of New Orleans. The next stop for the barrels is the downtown Baton Rouge distillery.

Cane Land, owned by Alma Plantation & Sugar Mill, partnered with a Tennessee distillery to bring the 5-year aged whisky to fruition. The whisky left Owensboro, Kentucky on Friday, January 27 and made its way to New Orleans February 14th.

"Port of New Orleans is proud to play a role in this unique shipment. Together with our terminal operators we work hard to support Louisiana and regional businesses, helping move good domestically and around the world," said Brandy D. Christian, Port NOLA president and CEO. [Read more here.](#)

## Member News



### Port of Gulfport Signs Agreement with Cuba

On February 20th, representatives from South Mississippi ports of Pascagoula and Gulfport signed agreements in Cuba during a business forum to explore future trade.

During the five-day trip, Mississippi Sen. Thad Cochran said in a joint statement the purpose of the five-day trip is to discuss future opportunities for U.S.-Cuban cooperation in a variety of areas such as foreign trade, migration, human rights and property claims.

“There is great potential for business between these ports and Cuba due to the geographical proximity and the excellent fluvial and maritime ways Mississippi has,” state-run media quoted Maria de la Luz B'Hamel, director of commercial policy with the United States at the Cuban Ministry of Foreign Trade and Investment, as saying.

Port authorities along the U.S. southern coast are strong proponents of increased trade and travel with Cuba, and some have expressed interest in using Mariel, located on the northwest coast of Cuba, as a transshipment hub.

Similar agreements were signed last month with Virginia, Louisiana and Alabama. [Please read more here.](#)

### Port of Plaquemines Welcomes \$8.5 Billion LNG Complex



Gov. John Bel Edwards and Venture Global LNG executives Bob Pender and Mike Sabel

announced the company will invest \$8.5 billion to develop a natural gas liquefaction facility and LNG export terminal in Plaquemines Parish. Plaquemines LNG will be Venture Global's second major natural gas liquefaction and export project in Louisiana, joining the \$4.5 billion Calcasieu Pass project that was announced in Cameron Parish in December 2014 and is under development.

Plaquemines LNG will be built to an export capacity of 20 million metric tons per year. The complex will be located on the west bank of the Mississippi River near Mile Marker 55, downriver of Myrtle Grove. The 632-acre site – about 30 miles south of New Orleans – includes 7,000 feet of river frontage and is owned by the Plaquemines Port Harbor and Terminal District. “We have worked for nearly two years on Venture Global's Plaquemines LNG project,” Plaquemines Port Executive Director Sandy Sanders said. “Venture Global has gone above and beyond in this process and we look forward to a long, mutually beneficial relationship with them.”

“The port is appreciative for the financial leverage that Venture Global is providing for the potential to increase the development goals of the port”, said Chairman Beau Black of the Plaquemines Port Harbor and Terminal District. [Read more here.](#)

## Industry News

### Mississippi River Commission Public Meetings

The Mississippi River Commission will hold a series of public meetings during its high water inspection tour on board the Motor Vessel Mississippi. The schedule is as follows:

- Hickman, KY: 9:00 am on April 3rd
- Memphis, TN: 9:00 am on April 4th
- Greenville, MS: 9:00 am on April 5th
- Baton Rouge, LA: 9:00 am on April 7th

All meetings are open to the public with the following agenda:

- ⇒ Summary report by President of the Commission on national and regional issues affecting the U.S. Army Corps of Engineers and Commission programs and projects on the Mississippi River and its tributaries.
- ⇒ District Commander's overview for the Commission on current project issues in the respective areas.
- ⇒ Presentations to the Commission by local organizations and members of the public giving views or comments on any issue affecting the programs or projects of the Commission and the Corps of Engineers.

Please contact Ms. Edie Whittington for more information at 601-634-5768 or email [edie.whittington@usace.army.mil](mailto:edie.whittington@usace.army.mil).

**From IRPT:** Please be heard! It is crucial that port and terminal professionals share their personal stories during this inspection tour so that we can bring more attention and funding to the navigation business line. The best way to accomplish this is to prepare a 5 -minute description of the economic impact of YOUR business because of the river and possibly what more funding could mean to your business and your economy. Please email Ms. Whittington to be put on the agenda.

### Inland Waterway User Board Issues 29th Annual Report

The 29th Annual report of the Inland Waterway User Board has been released and has been transmitted to the U.S. Army Corps and Congress.

Issued in December of 2016, the report addresses:

- Administration budget proposals
- Priority modernization projects
- Inland Waterways Trust fund
- Navigation and Ecosystem Sustainability Program (NESP)
- LaGrange Lock and Dam
- User Board Recommendations

In its Letter to Congress, the Board recommends (in part):

- ⇒ Congress appropriate for the construction of inland waterway modernization projects the maximum amount supportable;
- ⇒ Continue to use the project priority list contained in the Capital Development Plan dated April 13, 2010;
- ⇒ Congress appropriate at least \$3.14 billion for the operation and maintenance of the Corps of Engineers affecting inland and coastal navigation;

[Please visit the website found here for the full report.](#) (available March 11)

**The Inland Waterways Users Board** is an industry Federal advisory committee established by Section 302 of Public Law 99 -662. The eleven member Board represents all geographic areas on the fuel-taxed inland waterways system of the United States. The composition of the Board also reflects a balanced industry focus, including shopper and carrier members from companies of different sizes and specializing in the transport of different commodities.

## IRPT News

### **Inland Port Manager and Port Executive**

The next inland port manager and inland port executive class will be held in Pittsburgh from April 3—April 7. If you plan to attend, please reserve your space as soon as possible as limited space is available.

[Simply access the registration form here.](#)

The class is Monday thru Thursday 8am – 5pm and Friday from 8am to noon. Monday and Tuesday are the IPM (Inland Port Manager) days where you will receive a certificate issued by the International Association of Marine Port Executives and accredited by Maine Maritime Academy. This will classify you as an official ‘Inland Port Manager (IPM)’. The cost for the first 2 days is \$1,000.

The remainder of the class (Wed-Fri) is the Executive portion of the class. The certificate will classify you as an official ‘Inland Marine Port Executive (IMPE)’, as shown in my email address. The cost for the remainder is also \$1,000.

So, the total cost for the class is \$2,000. As an IRPT Member, you will receive a 10% discount.

### **Plan to Attend: April 25-27, 2017 in Kansas City, Missouri**

The Inland Rivers, Ports & Terminals 2017 Annual Conference is only weeks away. Please plan on joining us at the Kansas City Convention Center for hours of networking, hours of industry content, and a long-lasting experience you can't find elsewhere.

#### **Professional Development Hours Offered**

Over the three-day event, the IRPT conference will draw in about 200 professionals from around the nation to discuss the relationship between energy and agriculture commodities and the inland waterways. We will address legislative issues, river management services, education, and grant opportunities. For the first time, IRPT is offering complimentary registration to manufacturers, owners of cargo, shippers, and freight forwarders on Thursday to attend the conference sessions and to visit with the exhibitors. We know that those who need transportation services have many options to consider and we are inviting them to explore incorporating the inland rivers into their supply chain.

[Please find the week's itinerary and schedule of events here.](#)

[Please access the registration form here.](#)

See you in Kansas City!



# IRPT News



## IRPT Wants to Say a Very Special Thank you to Recent Sponsors:



**Tony Kennett with Growmark** sponsored the transportation to/ from the airport during the recent IRPT MOU signing in Panama.



**James Osborne with Wintech** and **Chad Cailteux with 5R** recently sponsored lunch during

the IRPT Illinois River Basin meeting in Peoria.



**Patricia Shannon with Road Rage Fuel Booster** recently sponsored a portion of the IRPT Missouri River Basin meeting in Kansas City.

**Aimee Andres, IMPE**  
**Executive Director**

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