



# FALL NEWSLETTER

## Inland Rivers, Ports & Terminals, Inc.

September 2017

### PRESIDENT'S MESSAGE



IRPT has been very busy in 2017 with our numbers continuing to grow in every basin. By now the IRPT Membership Directory should be on your desk. And as the cover letter states, you are encouraged to employ the wealth of resources found within the pages.

As we progress forward, I will capitalize upon what Bill Withers said in a song: "Wasted water's all that is. And it don't make no flowers grow". Let us not waste our inland waterways. We encourage you to spread the message as we continue to do, "The nation depends on the river transportation system. We must keep the rivers open to navigation and reliable".

I urge all of our members and waterway users, one and all, to contact your Congressional Delegates and acknowledge that IRPT is coming to town. We need to focus on educating and informing the new leaders and reminding the returning leaders of the importance of our waterways, ports, and terminals. Now is the time to address any concerns and share them with us for additional presentation and discussion. So please be prepared for Nov 13th and 14th. IRPT will be in the Halls of congress.

We are in the planning stages of another great year of meetings and conference. Thank you for YOUR continue your support of IRPT.

Anthony Hauer CPE, AMPE  
IRPT President  
Executive Port Director

### OUR STRENGTH IS GROWING!

#### Total number of members

2017-2018 263

2016-2017: 230

2015-2016: 210

#### Per Basin:

Arkansas-White-Red-  
Ouachita Rivers 20

Gulf & Gulf Intracoastal  
Waterways 12

Southeast Rivers  
7

Illinois River  
23

Upper Mississippi River  
36

Lower Mississippi River  
34

Missouri River  
13

Ohio River  
40

International/Multi-State  
78

***IRPT's 3<sup>rd</sup> Legislative Briefing will be held on Tuesday,  
November 14<sup>th</sup> in Washington, D.C. and we are inviting you!***

# Welcome New IRPT Members since June



Arrow Material Services is a leading provider of material handling and logistics services, secure bulk commodity storage, integrated terminal operations, rapid transloading, materials handling, industrial cleaning and facility construction. Arrow operates more than 30 rail terminals coast-to-coast on all major Class I railroads in the United States. For 60-plus years, Arrow has been bringing quality solutions to customers worldwide in the agricultural, chemical, energy, industrial minerals and mining industries. The company is based in Sewickley, PA, near Pittsburgh.

Across the 30+ terminals AMS operates in, there are more than 3,000 railcar spots for the transloading, processing and storing of bulk commodities



Conveniently located just outside Chicago, in Burr Ridge, Illinois and also in East Peoria, Illinois, Finkbiner Equipment Company, a wholly owned subsidiary of American State Equipment Co., Inc. sells & leases an extensive line of wheel loaders, paving & milling machines, crushing & screening equipment, trailers, excavators & material handling equipment among others.

Representing leading manufacturers such as:  
Liebherr  
KPI-JCI  
Astec Mobile Screens  
Gomaco  
Gradall Industries  
Mauldin  
Midland Machinery  
Minnich  
Roadtec  
Sakai  
Superior



Louisiana DOTD's Office of Multimodal Commerce serves the transportation and water resource needs of Louisiana residents, businesses and government partners. They are committed to teamwork, quality, integrity, professionalism, innovation and excellence in serving to their customers.

The mission of Louisiana DOTD's Office of Multimodal Commerce is to plan, design, build and sustain a safe and reliable multimodal transportation and infrastructure system that enhances mobility and economic opportunity. The Office of Multimodal Commerce offers planning, programming, and outreach related to Ports and Waterways, Aviation, Freight and Passenger Rail, and Commercial Trucking. The Office's Port Construction and Development Priority Program, in the Ports and Waterways section, provides guidance and public funds to build infrastructure within the public ports; thereby, providing jobs, and competitive transportation cost to move cargo, minimizing highway congestion, improving safety and reducing maintenance cost on our highways.

## Welcome New IRPT Members, continued

Basin Commerce is an online marketplace where shippers of bulk freight can locate and purchase transportation and logistics services on the US Inland Waterway System.

The Basin Provider Network is a growing list of partners offering bulk commodity logistic services throughout the US domestic waterway system. They identify river terminals, barge carriers, transload and warehouse/storage facilities to enhance coverage areas and give buyers more value add locations to bring product in and move product out.

A few of the many benefits of joining the Basin Provider Network:

- Basin will give you more opportunities for projects in your area of expertise.
- They partner with a wide range of buyer types in need of bulk commodity logistics to identify and source new business for you.
- They can help you offer more complementary services to your own customers to capture and extend those relationships.
- Basin Commerce doesn't charge you to join the partner network.



### SAVE THE DATE FOR IRPT 2018 ANNUAL CONFERENCE

APRIL 24-26, 2018

CINCINNATI, OHIO



Belzona is a two component repair and rebuilding material based on a ceramic steel reinforced polymer system, this product provides quality solutions to a wide range of general engineering needs.

This cutting-edge research and development allows them to develop the latest in polymer systems Belzona provides a truly global service, supplying repair and refurbishment services, coating inspection and application training on a local level. This is all to one purpose; to ensure clients have the best materials to protect their plant and equipment for the long term, reducing downtime and lowering maintenance costs.

Jim Rumford, owner of Rumford Industrial Group became the Great Lakes region distributor for Belzona polymeric repair compounds and industrial protective coatings in 1980. He has since expanded to Southwest Ohio, Indiana and Southern Illinois. In 1990, Kentucky was added to his primary market area and Michigan was added in 1993.

## Welcome New IRPT Members, continued



Bedford Technology is a manufacturer of structural and reinforced plastic lumber for marine applications like Fenders, Piling, Bulkheads, Whales, Dolphins, Camels and other infrastructure applications

An innovator in the market, Bedford is constantly pushing the boundaries for plastic lumber applications with innovations like Multi-X fiber rebar reinforced lumber and category dominate products like SeaPile® and SeaTimber® which has become the gold standard in marine applications.

They pride themselves on being a technology firm with an engineering staff constantly developing new ideas and ready to help clients find the right solutions for their evolving needs.



Inland Rivers HR is a comprehensive outsourcing service with over 50 years combined HR experience in the inland river industry.

Their services are designed to meet the needs of small to mid-sized companies by offering a full suite of HR support services equal to the functionality of an in-house Human Resources department, and at a cost that fits your budget.

Because they have such experience in the industry and understand your business, they can offer you HR support that fits your business model. They can achieve this by combining efficient processes, state-of-the-art technology, and the experience of seasoned professionals so that we can either supplement your in-house resources, or act as your Human Resources department.

Either way, with our team, you can spend more time doing what you love – growing your business.



### Illinois Department of Transportation

existing modes, Illinois' ports and waterways is being incorporated into the Department's planning and programming efforts.

The Illinois Department of Transportation (IDOT) continues to affirm the importance of multimodal transportation infrastructure, to include all

The Department understands the economic significance of maritime freight transportation and is exploring opportunities that promote and support related ports and inland waterway infrastructure. As such, IDOT is re-engaging with port and inland waterway stakeholders to include them in planning efforts that: identify major issues; advocate usage of maritime transportation; and, foster multimodal opportunities.

## Welcome New IRPT Members, continued

Association Insurance Services Inc., located in Olathe, KS has been proudly serving individuals and businesses since 1990. Their



unique approach allows them to find individualized and innovative solutions to all of your benefits concerns. “Our customer satisfaction guarantee is unmatched among our competitors. By first getting to know our clients, we can better assess their needs.”

Whether you need help with employee benefits, individual or group insurance, healthcare reform or medicare supplementation, Association Insurance Services, Inc. will go above and beyond for you. Here are a few of their available services.

- Group Insurance
- Individual Insurance
- Wellness Plans
- HR
- COBRA
- Deductible Gap Reimbursements
- Association Benefits
- Ancillary programs such as: dental & vision
- Short and Long Term Disability



Prime Focus LLC. Has been providing consulting services since 2001. Prime Focus LLC is a certified DBE and WBE firm, and a certified Woman owned business with clients in China, Canada, UK, Spain, Mexico and the U.S.

Project work includes, intermodal terminal development, financing, ag containerization, chassis analysis, site assessments, intermodal logistics, outsourcing, policy and research.

Author of a successful \$10 million Tiger Grant, Libby Ogard has 18 years of Class 1 railroad experience and is well connected to the industry. Ms. Ogard was responsible for launching the Optimodal non-asset based intermodal division at Schneider National Trucking.



unloading capabilities for various raw and finished products onto and off barges. The port is accessible to barge traffic year round with slack water access to the barge berthing area.

The harbor channel provides space for passage of barge traffic at the port terminal without interference with barges that are moored at the berthing area.

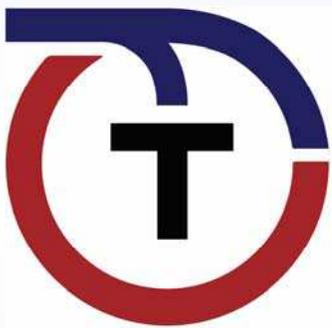
In addition, there is a 300 foot turn-a-round provided for tugboats at the southern end of the harbor. The expandable Intermodal Port Dock and transload facility serves barge, truck, and rail via the Canadian National Railroad.

## Welcome New IRPT Members, continued

**Bellaire Harbor Services, LLC** (“BHS”) owns and operates eleven (11) towboats along with thirteen (13) USACE permitted fleets (including three (3) USCG secured tank barge fleets – BHS Follansbee, BHS 470 Landing and BHS 35<sup>th</sup> Street ) providing fleetings for up to 250 barges.

In addition, they own and operate a 750t-marine ways, two (2) 1000-t floating drydocks, cranes and equipment used to perform underwater/topside marine repairs for hopper/tank barges and towboats along with dry bulk barge cleaning, washing, and stacking marine services.

Since 2005, BHS has specialized in marine transportation services, harbor/fleetings services, marine repair/cleaning services, stevedore/terminal operations and now offers marine fueling/grocery/supply services in the Wheeling, WV and surrounding areas



# FULL CIRCLE TERMINAL

**Full Circle Terminal**, located just 20 miles from downtown Chicago, is Illinois' largest liquid cargo barge cleaning facility. This secure, 66

acre, intermodal facility offers fleetings for up to 90 barges along 2 miles of coast guard approved, canal frontage. Barge cleaning and repair services are available 24 hours a day, 365 days a year. They also handle & store bulk dry / liquid materials and provide secure, on-site truck and semi parking.



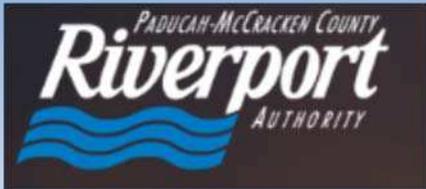
Their barge services include fleetings, 24-hour barge cleaning and barge repair services. The 18-ton crane on site, offers high lift handling for dry and liquid bulk handling. The site offers both dry and liquid storage space.



dry and liquid bulk handling. The site offers both dry and liquid

Materials handled include aggregates, salt, steel and wire rod.

## Members in the News:



The Sennebogen 870 HD material handler, purchased by the Riverport in February 2017, has begun the journey from Bremerhaven, Germany to Charleston, SC.

Besides its energy efficiencies, for which all Sennebogen models are known, the final tier 4 engine and non-pollutant hydraulic fluids will improve the environmentally friendly position of the Port. The new material handler has the ability to reach down 50 feet from the top of the cell, ensuring service during the occasional low water periods.

The new material handler will join the Linden Comansa 30LC 1450 that was added to the Port in 2014, the largest flat-top crane in North America, capable of handling up to 53 tons. The Riverport is capable of handling bulk, general, and containerized cargoes and is in the process of redeveloping its 20-year master plan containing additional upgrades.

In addition to the material handler purchase, the Riverport upgraded its equipment by approx. \$332,000 during the past fiscal year. Some of the improvements included a new truck scale and dredging at the Bulk Material berth. The Riverport was awarded two grants from the Kentucky's Riverport Improvement Grant (KRI Funds). Paducah's two grants totaled around \$85,000 of the \$190,000 project expenses. For the current fiscal year, the Riverport has budgeted additional upgrades to the terminal. The upgrades include conveyor system refurbishment, surface upgrades in the general and bulk yard areas, and equipment replacement.

In September 2016, Paducah-McCracken County Riverport Authority received the "America's Marine Highway Leadership Award" from the U.S. Department of Transportation's Maritime Administration.

### **Hosting RiverStrong Summit on November 7th and 8th**

The Port is co-sponsoring a RiverStrong Summit with the Greater Paducah Area Chamber of Commerce in Paducah, KY. The conference will be attended by representatives from the U.S. Maritime Administration, other federal departments, state, local leaders, site selection representatives and ports along the waterways. During the Summit, regional leaders will discuss the rich history and reliable benefits of Western Kentucky, including water-borne cargo movement, a central U.S. location, available development sites, multi-modal abilities, innovative and customized workforce training programs, and business-friendly attitude to prospective industry and site selection personnel.

"The Riverport is excited to extend the opportunity for our leaders and partners to showcase our region that will foster economic development" said Bill Miller. For more information or to participate please contact the Paducah-McCracken County Riverport Authority @ 270 – 442- 9326.

## Members in the News, continued:



### Hanson acquires ERS

Hanson acquired Engineered Rail Solutions (ERS) LLC, a McHenry-based firm that provides logistical and market analysis, engineering design services and operational optimization, especially in the rail and material handling industries nationwide.

Hanson is a national, employee-owned consulting firm providing engineering, planning and allied services.

The two firms are able to provide complete services to rail and industrial clients, including engineering, market analysis, land development, program management, environmental permitting, financial analysis and site optimization. Clients that benefitted from the partnership included industries that ship goods by rail, Class I railroads, port authorities, cities and contractors.

Services are offered to a wide range of industrial and transportation clients, including the chemical, energy, agriculture, food products, steel, forest products, transportation, material handling and distribution terminals.

The **Warren County Port Commission** has received a \$908,958 grant from the Mississippi Department of Transportation for work at the Port of Vicksburg. The work involves rehabilitating one of the port's warehouses to provide a dry storage area for the port, which is said should help increase port business. He said the total cost of the warehouse project is \$956,808, adding WATCO, has agreed to pay 10 percent of the project cost not to exceed \$100,000. [Please view full article here.](#)

The **Port of Indiana** was awarded \$9.8 million to build "efficiency-enhancing improvements" as a way to boost cargo handling. Upgrades would include a truck-barge-truck conveyor system, a westside rail yard, and a connection to the port's main terminal and rail yard. The grant was authorized by the 2015 FAST Act highway law with the intention of enhancing freight connectivity nationwide. [Please view the full press release here.](#)



### Hawks issues Public Comment

Hawks Logistics Issues Public Comment Cape Girardeau, MO... Hawks Logistics (in cooperation with Inland Rivers, Ports and Terminals, Inc.) issued a public comment to the Mississippi River Commission at a public meeting held on board the Motor Vessel Mississippi during its annual low-water inspection trip. "As I understand it, many of our locks, dams and levees are beyond that critical stage. They must be overhauled. Having a breakdown or shutting down a waterway is not an option. The waterway is vital to our nation's economy and our way of life. Therefore, the maintenance is critical, should be prioritized and scheduled and additional infrastructure dollars should be spent on this maintenance", Hawks added.

In his official testimony, Hawks asked the Commission to properly restore and maintain the waterways. To ensure the longevity of the river transportation system, it is crucial that the navigation community engage the Mississippi River Commission and participate in public meetings. We must keep navigation in the forefront of the minds of our leaders. We must bring navigation and the needs of the inland river system community to the conversation.

### From the GAO: The Corps of Engineers Should Assess Existing Capabilities to Better Inform Dredging Decisions

On July 26th, the Government Accountability Office (GAO) published a 54 page report recommending “the Corps should inform Congress whether it can adapt its existing tools to address factors for allocating funds from the Harbor Maintenance Trust Fund, and the resources needed to do so. The agency concurred with the recommendation, with comment, and provided technical comments that were incorporated, as appropriate.”

Based on a congressional mandate in the Energy and Water Development Appropriations Bill of 2016, GAO is conducting a study on inland shallow draft ports on the middle and lower Mississippi River to understand (1) these ports’ contributions to the movement of freight and the U.S. economy, (2) current freight flows on the middle and lower Mississippi River, (3) the U.S. Army Corps of Engineers’ (Corps) role on the river, including the current approach to planning and funding dredging (4) potential alternatives to funding dredging.

GAO reviewed Corps’ 2010–2015 port traffic data for 13 of 18 inland ports in the region. Data for 2015 were the most recent available. GAO also interviewed Corps officials, industry stakeholders, and officials from 11 of 13 ports selected to include a range in terms of cargo handled, location, and dredging history. GAO conducted a literature search and interviewed 52 industry, port, and other stakeholders and experts about alternative options to fund dredging.

Aside from funding constraints limiting the Corps’ ability to full dredge the 13 ports’ harbors, the GAO report also noted, “Congress has directed the Corps to consider harbors’ significance and to conduct an assessment of harbors’ use and benefits—considering factors beyond tonnage—to inform its allocation of dredging funds. **Corps officials said they have not conducted such an assessment due to funding constraints**, and raised concerns about the cost-effectiveness of conducting such assessments. However, the Corps has developed some tools that may help it assess inland harbors’ significance, use, and benefits. For example, Corps officials explained that they have a tool that allows them to track the amount and type of cargo moving through harbors and to estimate the value of cargo at risk if a harbor loses depth. However, **a Corps official noted the cargo-at-risk metric was based on deep coastal harbors** and would need to be adapted for inland harbors. A senior Corps official agreed that it could be useful to inform Congress of the Corps’ existing tools and capabilities and the resources needed to adapt these tools and capabilities to address the statutory requirements related to allocating dredging funds.”

You can access the GAO’s report highlights, recommendations and full report here: <https://www.gao.gov/products/GAO-17-635>

### Increased Freight Demands

**Logistics Management (online) reported on July 12<sup>th</sup>, “Freight Transportation Index hits all-time high”.** The Department of Transportation’s Bureau of Transportation Statistics (BTS) reported on July 12<sup>th</sup> that its Freight Transportation Services Index (TSI) headed up 2.2% from April to May, following two months of declines en route to its highest recording ever.

According to BTS officials, the Freight TSI measures the month-to-month changes in freight shipments in ton-miles, which are then combined into one index. The index measures the output of the for-hire freight transportation industry and consists of data from for-hire trucking, rail, inland waterways, pipelines and air freight.

The May TSI reading at 126.8 marks a new high, eclipsing the previous high of 126.0 in February 2017 by 0.6%, and BTS said the 2.2% sequential increase stands as the largest month-to-month gain going back to November to December 2011, when it rose 2.9%. As for what drove May’s strong performance, BTS explained that it was broad based with gains in most modes, especially water and pipeline, while air freight and trucking were stable.

<http://www.logisticsmgmt.com/article/freight-transportation-index-hits-all-time-high>

**Ports of Indiana (reporting on 1<sup>st</sup> two quarters of 2017):** Nearly 5.7 million tons of cargo were shipped at the Ports of Indiana during the first six months of 2017, up 19 percent over the same period last year. Officials say the increase is mainly due to increased shipments of coal, ethanol, fertilizer, minerals and steel. The numbers represent the second-highest volume during the first two quarters of any year in Ports of Indiana history. To break it down:

POI at Mount Vernon shipped 3.4 million tons, up 38% from last year;

POI at Jeffersonville shipped 1.2 million tons;

POI at Burns Harbor shipped more than one million tons.

<http://www.insideindianabusiness.com/story/36025392/shipments-up-at-ports-of-indiana>

**WorkBoat (online) reported on July 27<sup>th</sup>, “Weekly grain barge shipments highest since November”.**

From 2013 to 2016, the average weekly corn tonnage on the locking sections during July was 496,000 tons per week, while the latest week’s tonnages were 674,000 tons per week. The weekly increase is due in part to increased river levels that have improved navigation conditions around lock repairs and allowed more tows to transit the work areas, according to GTR.

The USDA also reported that for the week ending July 22, barge grain movements totaled 1.23 million tons, 34% higher than the previous week, and up 30% from the same period last year. For the week ending July 22, 772 grain barges moved down river, up 30% from last week, and 686 grain barges were unloaded in New Orleans, up 2% from the previous week.

<https://www.workboat.com/news/coastal-inland-waterways/weekly-grain-barge-shipments-highest-since-last-november/>

**The American Shipper (online) reported on July 21<sup>st</sup>, “Tulsa Port of Catoosa monthly barge tonnage rises 24% (increase over last year’s numbers) in June”.** The tonnage was 1,325,816 tons. They later reported the cargo volume steadied out in July, shipping over 2.3 million tons for the 1<sup>st</sup> two quarters of the year (unchanged from 2016 numbers).

<http://www.americanshipper.com/main/news/tulsa-port-of-catoosa-monthly-barge-tonnage-rises-68167.aspx?source=Little4#hide>

## Upcoming Events

IRPT's 3<sup>rd</sup> Legislative Briefing will be held on Tuesday, November 14<sup>th</sup> in Washington, D.C. and we are inviting Members to take the journey with us. If you have communicated to me that you will be attending, we have a room block at the Westin in Georgetown for \$349/night. To book your room, please access the link:

<https://www.starwoodmeeting.com/events/start.action?id=1708024275&key=307E9B00>

The trip is outlined as follows:

- Monday the 13<sup>th</sup> will be Hill visits with Directors and participating Members. IRPT (potentially) will also send the Executive Committee to the White House to speak on infrastructure investment.
- Tuesday the 14<sup>th</sup> will be remainder of Hill visits and Congressional Briefing.
- Wednesday the 15<sup>th</sup> will be special meetings (container on barge, Cuba, etc.)

We are inviting Members Only to attend the week's events with no registration fees. If you would like to make the trip with IRPT and its Directors, we can schedule visits for you, prepare materials, etc.

If you are interested in attending, please let me know by emailing [admin@irpt.net](mailto:admin@irpt.net).

Inland Rivers, Ports & Terminals invites you to a Basin Commerce Live Webinar: on October 3<sup>rd</sup>, 2017 10:00 AM CDT. Please register at:  
<https://attendee.gotowebinar.com/register/1936759330179254530>

After registering, you will receive a confirmation email containing information about joining the webinar.

Basin Commerce is the first and only online marketplace where shippers of bulk freight can locate, purchase and manage transportation and logistics services on the US Inland Waterway System. This includes trucking, storage, transload and barge services throughout the USA.

During this webinar, Basin Commerce will demonstrate its [www.ibookfreight.com](http://www.ibookfreight.com) marketplace and how simple it is for you to participate as a member of their Provider Network and how simple it is for shippers to buy and manage services from those providers. When you join the Basin Commerce Provider Network, you will get a chance to bid on new business opportunities that are being generated on the marketplace.

For service providers it costs nothing to join and costs nothing to respond to bids. For shippers it costs nothing to join and nothing to submit RFQs.



# Upcoming Events

## SAVE THE DATES!

### September:

7<sup>th</sup> – 8<sup>th</sup>: AOPOA meeting in Russellville, Arkansas

11<sup>th</sup>–15<sup>th</sup>: IAMPE Inland Port Manager/Executive class held in Little Rock, Arkansas

12<sup>th</sup>: IRPT Illinois River Basin meeting in East Peoria, Illinois held in conjunction with the Illinois River Carriers meeting

26<sup>th</sup>: IRPT Missouri River Basin meeting in St. Louis, Missouri

26<sup>th</sup>: IRPT Board meeting in St. Louis, Missouri from 1:00 – 3:00 pm

Meeting held in conjunction with National Waterways Conference Annual Meeting

26<sup>th</sup>–28<sup>th</sup>: National Waterways Conference Annual Meeting in St. Louis, Missouri

### October:

3<sup>rd</sup>: IRPT hosted webinar

### November:

14<sup>th</sup>: IRPT's 3<sup>rd</sup> Legislative Briefing in Washington, DC.

### September 11<sup>th</sup> -15<sup>th</sup>, 2017

#### The International Association of Maritime & Port Executives (IAMPE) is offering the Inland Maritime Port Executive (IMPE) Program in Little Rock, AR!

This program is the only professionally certified and accredited port executive management program in North America and has been attended by over 1100 port professionals from around the world. This is a great opportunity for the Inland Port folks, as this is our last inland program for 2017. Reserve your seat today!

We hope that you will give serious consideration to attending our program, as having a good mix of people makes this seminar even better. If you are not interested but know of someone that might benefit from our course, please pass this email along or let me know and I will follow-up. The scheduled leader for our seminar will be Captain Jeffrey Monroe, MM, AMPE.

Please let me know if you are interested and I can provide more information as well as a registration form to save your seat.

**Capt. Michelle M. Ross, MPM**, *Education Program Business Manager*

Email: [info@iampe.org](mailto:info@iampe.org)

Office: 843-556-7434



## Thank You IRPT's Sponsors



On behalf of IRPT and all our members, we want to express our appreciation to our sponsors.

IRPT wants to extend a heart-felt THANK YOU for all of our sponsors for their commitments in making IRPT's basin meetings so successful. Your generous sponsorship helped make our vision a reality by helping offset the cost, as IRPT family continue to grow.

Please know IRPT'S sponsors are truly appreciated. Thank you!

We could not have had this great success this quarter without these generous sponsors.

**Aimee Andres, AMPE**

*Executive Director*

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