

# Emerging Opportunities for Rail and Water



9th Annual Rail Supply Chain Summit  
Thursday, May 9, 2019  
Union League Club, Chicago





# Welcome to the 2019 Rail Supply Chain Summit!

## EMERGING OPPORTUNITIES FOR RAIL AND WATER

Dear Sponsors, Speakers, and Attendees,

We sincerely appreciate your participation in the 9th annual Rail Supply Chain Summit. Your continued sponsorship and support are what make the Summit successful year after year.

As many of you know, we have delivered eight annual, one-day, sold-out Summits of which the last two have initiated more than \$750,000,000 in deals.

Because most of our sponsors invite the senior management of their best customers or prospective customers, they request we keep the names of their guests private. This is the reason we share the names of companies attending the Summit, although we are unable to share the names of individuals.

### What Topics Are Presented

The topics for each Summit are divided into two categories:

1. Follow-up information on previous Summit topics
2. New information

To provide continuity on information previously presented, we include updates each year on what was announced at the prior Summit. For example, in 2018, American Patriot Holdings announced their proposed project for long-haul, container-on-barge business. At the 2019 Summit, Seacor Inland River Services will present their successful, shorter-haul, container-on-barge business and why it is profitable.

### The Why of the Summit

When I launched the Summit in 2011, the goal was and remains to be to deliver real value and tangible benefits. The 2019 Rail Supply Chain Summit will not disappoint. The 2019 content spotlights Emerging Opportunities for Rail and Water. Although traditional competitors, rail and water professionals are finding ways to collaborate and cooperate that increase their bottom line.

We look forward to sharing relevant information on new opportunities with you at this year's Summit.

Again, thank you for your support and participation!

Respectfully submitted,  
*Mary Elisabeth Pitz*  
President & CEO, MEP&A  
Founder, The Rail Supply Chain Summit

**Save the Date**  
**THE 10<sup>TH</sup> ANNUAL SUMMIT**  
**The 2020 Rail Supply Chain Summit**  
**Union League Club, Chicago**  
**WEDNESDAY, JUNE 10, 2020**



## JOBS MAKE THE DIFFERENCE!

MEP&A in partnership with IIPD continues to provide job opportunities for young, non-violent felons who have completed Cook County Sheriff Tom Dart's rigorous RENEW program during their incarceration.

### Entry Level Jobs

Through The Rail Supply Chain Summit's network, Mary Elisabeth Pitz secures job interviews for entry level positions in the freight sector for these young men. Clayton K. Harris, III, Executive Director of IIPD, has secured a TWIC card for Daniel Anguiano and hired him to work at Port Chicago. Like the other young men, Anguiano is doing very well in his position at the port.

### Request for Job Openings

We are looking for potential job openings for these hard-working young men who need a second chance. If you have a position, please contact Mary Elisabeth Pitz at 312-750-9150 or at MPitz@MEPitzAssociates.com.



## THE 2019 DIOLKOS RECIPIENT

### Outstanding Leadership and Commitment



**PATRICK J. OTTENSMEYER**  
**President & CEO**  
**Kansas City Southern Railway (KCS)**  
**Class I, Cross-Border Railroad**



Ottensmeyer's outstanding commitment to KCS and the country matches his dedication to the well-being of individuals and communities, especially in areas where KCS does business.

### Leadership In Action

As Chairman of the U.S. Mexico Economic Council, Ottensmeyer presides over the U.S.-Mexico CEO Dialogue and oversees the Council's extensive agenda of engagement with public- and private-sector leaders in the U.S. and Mexico to strengthen bilateral commercial ties.

### Free Trade Campaign

In addition to spearheading KCS successfully through the recent teachers' blockade in Mexico, he oversees KCS operations in the U.S., Mexico, and Panama. Ottensmeyer has continued his relentless, targeted campaign for free trade that benefits our national economy and the continental economy. Partnering closely with the U.S. Chamber of Commerce, he has delivered more than 80

speeches and presentations, organized and engaged in 70 legislative and regulatory meetings, and participated in 49 investor meetings in support of free trade through March 31, 2019.

### Communities and Individuals

Concurrently, he has continued his charitable work with the renovation of the Truman Presidential Library including being an exhibit sponsor, the Woodrow Wilson Center, the Rose Brooks and Hope House Women's Shelters, and the Mexico Cultural Institute in Washington, D.C. He also was a capital project sponsor for the Downtown Kansas City YMCA. Ottensmeyer works with the American Red Cross in five separate chapters, the Salvation Army, and in the annual United Way fund drive.

### And More

The Ottensmeyer-Porter Charitable Fund supports KCS Holiday Express in the U.S. and the Tren Navideño in Mexico, the Circle of Hope NICU Foundation, City Union Mission, National Multiple Sclerosis Society in Chicago, Honor Flight Chicago, Cristo Rey Kansas City, GreenLight Fund, and the Jewish Community Center of Greater Kansas City.

## THE DIOLKOS WAGONWAY Mother of the Railroad The First Supply Chain



As the recipient of the 2019 The Diolkos Award, Ottensmeyer exemplifies outstanding, forward-thinking leadership like the men who conceived and implemented the Diolkos Wagonway in Ancient Corinth. While the names of these transportation pioneers have been lost to history, their innovative solution to transporting heavy freight quickly, safely, and profitably is known to us today.

### Ancient World

The Diolkos Wagonway significantly expanded the ancient economy and changed the fate of wars from 600 B.C. to 50 A.D. by linking water and land to reach lucrative markets.

By providing safer transport of heavy freight, i.e., marble, timber, etc., to and from the profitable markets of Athens, the Diolkos provided an effective alternative to the treacherous Peloponnese Seas where lives, cargo, and ships were often lost. Historians claim the efficiency and speed of this trackway were well known throughout the ancient world from the expression "as fast as a Corinthian".

The ancient Greek word Diolkos combined the words "across" and "portage machine". The Diolkos was a hard, limestone-paved, curved wagonway that allowed freight an overland passage across the Isthmus of Corinth. Animals and human labor pulled the cargo-laden boats along this five-mile overland trackway.

### Linking the Past to Today

Considered the Mother of the Railroad and the first historical evidence of a viable Supply Chain linking water and rail service, the Diolkos was open to all upon payment thereby constituting a public railway. This concept did not reoccur until the 19th century when the modern railroad was launched.

## KEYNOTE SPEAKERS

Nate Asplund and Brandy Christian



### NATE ASPLUND

President & CEO  
Florida East Coast Railway (FEC)  
A GMXT company



In January 2018, Asplund became FEC's President and CEO assuming the responsibility for increasing their rail and intermodal business. Asplund is charged with delivering FEC's current and future aggressive growth plans.

#### A Banner 2018

Since January 2018, FEC, a Class II regional railroad, moved a total of 509,598 loads (intermodal and carload) on only 351 miles of rail. Owning all their miles of track from Jacksonville to Miami, FEC handles a diverse mix of business of which 75% is intermodal and 25% is carload. FEC has an extensive network of 12 transload facilities along Florida's East Coast.

FEC is opening an ISO-Domestic Cross Dock facility located in Hialeah that will transship steamship containers into 53-foot domestic containers starting 3rd Quarter 2019. They recently opened their Titusville (the gateway to Central Florida) ramp and are in the process of opening a perishable warehouse in Southern Florida. FEC was the first North American railroad to convert its mainline locomotive fleet to LNG (liquefied natural gas). In 2017, Grupo México (GMXT), Mexico's leading transportation company with the best connectivity in Mexico, acquired the Florida regional railroad to consolidate its presence in North America. This acquisition gives GMXT a presence in 24 states with more than 6,300 track miles, five border crossings, eight deepwater Mexican ports, and three major U.S. ports (Port Miami, Port Everglades, and Port Palm Beach) for which FEC is the exclusive rail provider. GMXT also connects with 14 intermodal terminals and operates two tourist trains in Mexico.

More than 100 years ago, FEC was the "new" route to the Panama Canal via the Florida/Key West extension. Today, Port Miami and FEC link Florida to the Panama Canal and the world.



### BRANDY CHRISTIAN

President & CEO  
Port NOLA  
CEO  
NOPB Railroad



As President and CEO of Port Nola, Christian is the only port President and CEO to serve concurrently as a CEO of a Short Line Railroad, the NOPB. She acquired the NOPB in 2018 from the City of New Orleans through an innovative exchange offer involving two wharves. Under Christian's leadership, all lines of business are experiencing significant growth as the Master Plan strategies are implemented. This includes considerable growth in cargo, rail, cruise, and industrial real estate.

#### International Container Port

As Louisiana's only international container port, Port Nola moved a record 591,253 twenty-foot equivalent units (TEUs) in 2018. This 12.3% increase represents more containers moved than ever recorded previously. Port Nola currently reports 11 weekly services and 14 ocean carriers with 58 direct connections to 450+ global destinations. The Port's container-on-barge business reports that the twice-weekly barge service moved 26,760 TEUs in 2018, a 58% increase over 2017. CN and KCS are driving a 15% intermodal growth for the port. With the new intermodal service to the Dallas/Ft. Worth market, increased growth will continue.

#### Cruise Growth

Port Nola's growth trend also applies to their ocean-going and riverine cruise businesses that realized a total of 1.18 million cruise passenger movements in 2018. In September 2018, Christian announced that the Disney Cruise Line ship, Wonder, will be coming to the Port in 2020 with cruises to the Bahamas and the Caribbean. The Wonder cruise ship will celebrate New Orleans' dining and entertainment featuring a Princess Tiana restaurant, Tiana's Place, from the Disney movie, "The Princess & The Frog". Also, the debut of the Norwegian Cruise Line's Breakaway and the return of Royal Caribbean's Vision of the Seas will deliver continuing growth in the cruise sector.



## KEYNOTE SPEAKERS

Patrick F. Dixon And Clayton K. Harris, III



PATRICK F. DIXON  
Customer Experience Manager  
Branded Feed Products  
Cargill, Inc.



As Customer Experience Manager, Dixon leads Cargill's Branded Feed Products. He will present how he has created and continues to improve an integrated, customized Supply Chain for Cargill's Branded Feed Products. This group's innovative, customer-based solution is unique within Cargill, a company that has been in business for more than 140 years.

#### Cattle and Cows

The Branded Feed Products was created in 1995 with a single product, Sweet Bran. This product was delivered to cattle farmers in Nebraska and in Iowa. Since 1995, the Branded Feed Group has created an additional five designed feed ingredient brands for the cattle, dairy, and aquaculture industries. One of these new products, One Trak, was launched in 2014. One Trak is a product specifically designed for dairy cows. In the regions that the Branded Feed Group serves, One Trak has 33% of the dairy cow market. The Branded Feed Group also feeds 25% of the cattle in the U.S. Their geographic reach extends to the Texas Panhandle. Today, this group ships annually more than 3,000,000 tons of these feed ingredients in the U.S. and to 17 countries.

#### Shipping Innovations

To ensure reliable delivery and quality, Dixon and his team have developed new methods of shipping to produce real value for their customers. Their innovations include a patented, closed-loop unit train system to ship products with a high moisture content in modified coal cars (rotary dump coal gondolas) every day from the Midwest to the High Plains.

The Branded Feed Group continues to forge new partnerships with BNSF, the Kearney Companies, the IAIS, and the Moline Company to initiate innovations throughout their systems increasing efficiency without compromising quality.



CLAYTON K. HARRIS, III  
Executive Director  
Illinois International Port District (IIPD)  
Port Chicago



Harris, Executive Director of IIPD, oversees America's Fourth Coast, Port Chicago. An ex-Prosecutor, Harris is tasked with increasing the port's profitability, maintaining environmental integrity, and fostering community outreach. Port Chicago, located on more than 1600 acres of land, consists of several major port facilities within the city. The port's Foreign Trade Zone #22 extends 60 miles from the city limits. IIPD recently awarded Savage Services the RFP for Master Lease Services as part of the 2019 economic development plan.

#### Multimodal

As a multimodal port, Port Chicago links the inland river networks and the Great Lakes to the global markets, offering easy access to six Class One Railroads (BNSF, Canadian National, Canadian Pacific, CSX Transportation, Norfolk Southern Corporation, and United Pacific) and two international airports (O'Hare International and Midway International) with immediate access to five major interstate highways (I-90/94, I-80, I-57, I-55, and I-65). Unlike other Great Lakes ports, Port Chicago operates 12 months a year with access to the Great Lakes as well as to the Illinois and Mississippi River Systems. During the shipping season, the port offers easy access to the St. Lawrence Seaway.

#### Advantages

Port Chicago moves more general cargo than any other Great Lakes port. The port's Iroquois Landing Terminal provides unparalleled access by ocean, lake, and river vessels because of its deep draft and shallow draft terminal, giving it a unique advantage within the Great Lakes and inland river systems. Barges transport more than 40% of the port's cargo on the Illinois and Mississippi Rivers between Port Chicago and Port NOLA to the Gulf of Mexico. With more than 17,500,000 tons of port shipments through the Great Lakes, the port serves as a leading center of commerce.



# The 2019 Rail Supply Chain Summit Program



7:15 AM	<b>REGISTRATION OPENS</b>	11:05	<b>“Delivering Opportunities for Multimodal Solutions”</b> <b>Brandy Christian</b> , President & CEO Port NOLA; CEO, NOPB
7:40	<b>BREAKFAST</b>		
7:45	<b>Welcome</b> <b>Mary Elisabeth Pitz</b> Founder, The Rail Supply Chain Summit President & CEO, MEP&A	11:30	<b>“Illinois International Port District: Its Impact Here and There”</b> <b>Clayton K. Harris, III</b> , Executive Director, IIPD, Port Chicago
7:50	<b>Safety Briefing</b> <b>Frank Patton</b> , Founder & Chairman Great Lakes Basin Transportation, Inc.	11:50	<b>NETWORKING BREAK</b>
7:55	<b>Pledge of Allegiance</b> <b>Donald L. Babcock</b> , Director Economic Development, NIPSCO	12:05 PM	<b>LUNCH</b>
8:00	<b>“Introduction to Patrick J. Ottensmeyer and USMCA”</b> <b>Neil Herrington</b> , Senior Vice President Americas Department, U.S. Chamber of Commerce	12:45	<b>“INTRODUCTION TO PATRICK J. OTTENSMEYER</b> The 2019 Diolkos Recipient <b>Mary Elisabeth Pitz</b> , Founder, The Rail Supply Chain Summit, President & CEO, MEP&A
8:05	<b>“Call To Action! The Importance of USMCA Approval to North American Competitiveness”</b> <b>Patrick J. Ottensmeyer</b> , President and CEO Kansas City Southern Railway <b>Neil Herrington</b> , Senior Vice President Americas Department, U.S. Chamber of Commerce	12:55	<b>DIOLKOS AWARD ACCEPTANCE</b> <b>Patrick J. Ottensmeyer</b> , President & CEO Kansas City Southern Railway
8:40	<b>“Moving America on an Efficient, Reliable Inland Waterways Transportation System”</b> <b>Mike Toohey</b> , President & CEO Waterways Council, Inc.	1:00	<b>“The Growth of Industrial Products on Rail”</b> <b>John H. Miller</b> , Group V.P., Industrial Products BNSF Railway
9:10	<b>“Truck-Rail Conversion: A 351 Mile Success Story”</b> <b>Nate Asplund</b> , President & CEO Florida East Coast Railroad	1:35	<b>“Washington Update”</b> <b>R. Christian Johnsen</b> , Partner, Jones Walker, LLP
9:35	<b>NETWORKING BREAK</b>	2:00	<b>“Compelling New N.A. Trade and Transportation Opportunities and Challenges”</b> <b>John Vickerman</b> , President & CEO Vickerman & Associates
9:50	<b>“Partnership in a Transactional World”</b> <b>Patrick F. Dixon</b> , Customer Experience Manager Branded Feed Products, Cargill, Inc.	2:40	<b>NETWORKING BREAK</b>
10:15	<b>“2019 State of Containerized Trade - the Port of Los Angeles Perspective”</b> <b>Eugene D. Seroka</b> , Executive Director, Port LA	3:00	<b>BREAKOUT SESSION IA..... Room 700</b> <b>“The Future of Freight: Blockchain and Emerging Technologies in the Intermodal Supply Chain”</b> <b>Jennifer C. Schopfer</b> , V.P. and General Manager Transport Logistics, GE Transportation, a Wabtec Company
10:40	<b>“Why Our Container-on-Barge Business Works on the Mississippi River”</b> <b>Richard Teubner</b> , Vice President Seacor Inland River Services		<b>BREAKOUT SESSION IB..... Room 710</b> <b>“Sustainability, Trade, &amp; Logistics”</b> <b>Phil Thornton</b> , Value Added Director Illinois Corn Growers Association <b>Travis Deppe</b> , Nutrient Loss Reduction Manager Illinois Corn Growers Association
		4:00	<b>NIPSCO RECEPTION..... Café One, 1st Floor</b>



## KEYNOTE SPEAKERS

Neil Herrington, Michael W. Kearney, R. Christian Johnsen



**NEIL HERRINGTON**  
Senior Vice President  
Americas Department  
U.S. Chamber of Commerce



U.S. CHAMBER OF COMMERCE

Herrington, as senior vice president for the Americas Department at the U.S. Chamber of Commerce, brings impressive skills and knowledge to the chamber, including speaking Spanish and Portuguese. A decided advantage is that he worked in both the private and public sectors in the U.S. and in the Americas before joining the chamber. His diverse, internationally focused career in international trade brings expertise and experience to promoting U.S. business in today's challenging marketplace. At the chamber, his current portfolio includes responsibility for the executive management of the department's programs, councils, and hemispheric policy initiatives.

In addition to his chamber responsibilities, Herrington also serves as executive vice president of the Association of American Chambers of Commerce in Latin America and the Caribbean (AACCLA), and as president of the U.S.-Cuba Business Council, the U.S.-Colombia Business Council, and the U.S.-Argentina Business Council.



**MICHAEL W. KEARNEY**  
Chairman  
The Kearney Companies



THE KEARNEY COMPANIES, INC.

In addition to his Chairmanship of The Kearney Companies, Kearney served as Chairman of the Board of Commissioners for Port NOLA. Although his term of service with the Board of Commissioners has ended, Kearney has continued to be involved with Port NOLA's growth as an industrial tenant. He will provide essential background for the impressive results Brandy Christian has delivered since being appointed President and CEO of Port NOLA and CEO of the NOPB railroad.



**R. CHRISTIAN JOHNSEN**  
Partner  
Jones Walker LLP



A partner in the Government Relations Practice and a member of the board of directors, Johnsen leads a highly effective team of government relations professionals who advise clients across numerous industries. In 1991, he opened the D.C. office.

### Government Relations Expertise

Since 1991, Johnsen has built an outstanding team of government relations professionals who represent clients in the maritime, energy, and defense industries along with numerous institutions of higher learning and several state and local government entities.

His team provides clients with a broad range of government relations assistance and advice on a wide variety of legislative and regulatory matters facing the maritime industry and other business interests.

### Broad, Viable Network

Johnsen has developed excellent relationships with crucial committees on Capitol Hill that have responsibility for general jurisdiction over transportation and maritime issues. This includes the Senate Commerce Committee, the House and Senate Armed Services Committees, the House Transportation and Infrastructure Committee, and the tax writing committees that have jurisdiction over maritime tax and trade matters, such as the Senate Finance Committee and the House Ways and Means Committee.

As a result, Johnsen has been deeply involved in numerous legislative matters affecting the maritime industry. Some of these are the Maritime Security Acts of 1996 and 2003, the landmark tonnage tax legislation, the Jones Act, the Water Resources Development Acts of 2007, 2014, 2016, and 2018.

Johnsen has established constructive relationships with the principal federal agencies involved with the promotion and/or regulation of the U.S. maritime industry such as the Department of Transportation, the Maritime Administration (MarAd), the U.S. Guard, the Federal Maritime Commission (FMC), the U.S. Department of Agriculture, and the U.S. Army Corps of Engineers.



## KEYNOTE SPEAKERS

John H. Miller and Patrick J. Ottensmeyer



**JOHN H. MILLER**  
Group V.P. – Industrial Products  
BNSF Railway, Class I Railroad



Miller's leadership drives BNSF's successful Industrial Products Division. BNSF is the product of nearly 400 different railroads that merged or were acquired over 160 years; they operate approximately 32,500 track route miles in 28 states and three Canadian provinces.

The people who built BNSF were a unique breed. They blended forward thinking with the pragmatism of results-oriented business leaders. This heritage played a central role in settling and growing the American West. Today this heritage steers BNSF's success. As the only privately held Class I Railroad, BNSF has a unique advantage in chartering their present and future.

### Capital Investment

To maintain the quality of the railroad, BNSF has a strong capital investment program. The largest component of the 2019 capital plan is to replace and upgrade rail, rail ties, and ballast. These are the

main components for the tracks on which BNSF trains operate.

### Illinois and Oklahoma

This year, BNSF is investing \$135,000,000 in Illinois, funding 810 miles of track surfacing and/or undercutting work, and replacing nearly 25 miles of rail (approximately 50,000 ties). BNSF has invested more than \$1,200,000,000 to expand and maintain its network in Illinois during the past five years.

In Oklahoma, \$105,000,000 is allocated for 570 miles of track surfacing, 24 miles of rail replacement, and 150,000 rail ties. Between 2014 and 2018, BNSF invested more than \$570,000,000 to expand and maintain its network in Oklahoma.

### Capital Investment

The 2019 planned capital investments are part of BNSF's \$3,570,000,000 network-wide capital expenditure program. These investments include roughly \$2,470,000,000 to replace and maintain core network and related assets, approximately \$760,000,000 for expansion and efficiency projects, and about \$340,000,000 for freight cars and other equipment acquisitions.



**PATRICK J. OTTENSMEYER**  
President & CEO  
Kansas City Southern Railway (KCS)  
Class I, Cross-Border Railroad



Ever since joining KCS in 2006, Ottensmeyer's achievements have led him to his current position as President and CEO, which he assumed in 2016. KCS serves the central and southcentral U.S.

### Profile

The KCS railway network connects commerce across a continent. Their North American rail holdings and strategic alliances with other North American rail partners are primary components of a unique railway system that links the commercial and industrial centers of the U.S., Mexico, and Canada. With KCS' cross-border service, customers are one interchange away from all major North American markets.

### International Holdings

KCS' international holdings include ownership of Kansas City Southern de México, S.A. de C.V. which services northeastern and central Mexico and the port cities of Lázaro Cárdenas, Tampico, and Veracruz. KCS also maintains a 50% interest in the Panama Canal Railway Company that provides ocean-to-ocean freight and passenger service along the Panama Canal.

### Continuing Legacy

In 1887, Arthur E. Stilwell founded the railroad known as KCS today. His goal was to be forward thinking, build strategic alliances, and to implement his personal vision of expansion from north to south rather than east and west that was the trend in the 19th century. Today, KCS is the north-south rail link providing cross-border service and access to the North American markets.

More than a link, KCS embraces their cross-cultural heritage and actively promotes an inclusive environment. Safety and customer service come first. Committed to being the fastest-growing, safest, best-performing, most customer-focused transportation provider in North America, KCS reported record fourth quarter 2018 revenues of \$694,000,000, an increase of 5% from 4th quarter 2017. Their 2021 goal is an operating ratio of 60% to 61%. Ottensmeyer will present the current status of KCS and USMCA.



## KEYNOTE SPEAKERS

Eugene D. Seroka and Richard Teubner



**EUGENE D. SEROKA**  
Executive Director  
Port Los Angeles (LA)



Executive Director Seroka is responsible for Port LA's continued success. Since 2000, it has been the nation's #1 container port accounting for 41% of the west coast market share and 18% of the nation's market. In 2018, the Port moved more cargo than at any other time in its 111-year history. They moved 9,500,000 Twenty-Foot Equivalent Units (TEUs). This amount of cargo is the most cargo ever moved annually by a Western Hemisphere port.

### AA Bond

Located in San Pedro Bay, Port LA is 20 miles south of downtown Los Angeles. The port has a AA bond rating. This is the highest rating given to a port without taxing authority. As a landlord port with more than 300 leaseholders, it is not supported by the City of LA taxes. Rather, revenues are derived from fees for shipping services and leasing of facilities.

### Continuing Investments

Because Port LA has 43 miles of waterfront on 7,500 acres, there are 26 passenger and cargo terminals and 86 ship-to-shore cranes. The port is undergoing a 10-year, \$2,600,000,000 investment program aimed at raising the bar for cargo efficiency. Because Port LA is responsible for nearly 1,000,000 jobs that are connected by trade to its operations, it is a significant local, regional, and national economic engine.

### Leading U.S. Maritime Shipping Digitization

With the nation's largest on-dock rail assets, the port offers the highest frequency access to 14 major U.S. freight hubs. It is the leader in supply chain efficiency and maritime shipping digitization with the launch of Port Optimizer™, a unique information portal developed with GE Transportation (GET). Responding to the increasing global demand for enhanced digital information, the port plans to incorporate additional new technologies to enhance the digital information flow throughout the supply chain.



**RICHARD TEUBNER**  
Vice President  
SEACOR AMH  
SEACOR Inland River Services (SIRS)



Teubner will present SIRS' current, successful container-on-barge service throughout the Baton Rouge-New Orleans region. The SIRS group owns and operates modern river transportation equipment, i.e., covered barges, open hopper barges, tank barges, inland river towboats, and smaller harbor boats. By utilizing SIRS' diverse fleet of marine assets and existing routes, SEACOR AMH provides customers with cost-effective container-on-barge shipping. Their success and experience with operating marine equipment on the Parana-Paraguay and the Magdalena River Systems in South America have benefited their U.S. operation.

### Reliable Service

SIRS is located in the Port Allen Canal in Baton Rouge. Their Port Allen terminal offers full-service container storage, repair, an onsite chassis pool, and barge transportation for bulk and containerized cargo. Currently, the weekly container-on-barge service operates from Baton Rouge to New Orleans on Tuesday and Thursday. These Southbound tows only require 12 hours of transport time. The return trip to Baton Rouge from New Orleans operates on Wednesday and Saturday. Northbound tows take 26 hours. Seacor's weekly schedule can be modified to capture additional Carrier vessels.

The SIRS group provides ancillary services throughout the U.S. Inland River Waterways. From its May 2015 inaugural route launch of a 390-mile Mississippi-Alabama transit, SIRS now services nearly 1,000 miles on the U.S. Inland River Waterways.

### Tow Capacity

SEACOR AMH uses six barges per tow with 36 FEUs per barge or 216 FEUs per sailing. SIRS has the capacity to operate 12 total barges per tow boat (432 FEUs). This allows for two sailings per week as volume dictates. Additional tow boats and barges can easily be added to increase weekly sailings.

### Empty Sourcing

SEACOR AMH offers empty repositioning from either New Orleans or Memphis to support export needs.



# KEYNOTE SPEAKERS

Mike Toohey and John Vickerman



**MIKE TOOHEY**  
President & CEO  
Waterways Council, Inc. (WCI)



Toohey will present how WCI, an advocacy organization, is leveraging their 2018 achievements to realize critically needed lock and dam modernization projects on the inland waterways system. In addition to advocating for full and efficient funding to construct Inland Waterways Trust Fund (IWTF) lock and dam modernization projects, WCI advocates for healthy funding levels for the Corps' Operations & Maintenance (O&M) account.

**2018**

In 2018, WCI's goal to oppose additional taxation, lockage fees, or other onerous fees on the commercial users of the inland waterways system resulted in no new user fees or taxes during the 115th Congress (or moved through any House or Senate Committee). In FY18, this was achieved with \$399,000,000 allocated for IWTF projects, including a new start for LaGrange Lock (Illinois

Waterway), and a record \$3,630,000,000 for the Corps' O&M (2018 Omnibus Appropriations Act).

**FY19 & FY20**

For FY19, WCI received full-use of the IWTF. This amounts to \$329,900,000 for the construction of ongoing projects and fiscally closing out Olmsted lock and dam. WCI also advocated for and achieved a cost-share change for the construction and major rehabilitation of IWTF-funded projects from the current 50% IWTF/50% General Revenues to 25% IWTF/75% General Revenues for the Chickamauga Lock (Tennessee River).

For FY20 appropriations, WCI has three focus points: 1. maximize funding supportable by expected revenues into the IWTF to construct and modernize the inland waterways system; 2. increase the Corps' Civil Works O&M funding; 3. provide at least \$10,000,000 to continue pre-construction engineering and design (PED) for the Navigation & Ecosystem Sustainability.

WCI has a broad membership from numerous, diverse sectors who collaborate with WCI to achieve specific goals and objectives.



**JOHN VICKERMAN**  
President & CEO  
Vickerman & Associates (VA)



VA, the leading expert in strategic master port and intermodal planning and design, has successfully worked with 60 of the 90 North American deep-water ports. VA's current multimodal contracts include:

**Port Long Beach (PLB) – 2nd Largest North American Port Complex**

VA has a multi-year contract to update PLB's Master Plan. The port moves more than 7,500,000, 20-foot container units (TEUS) of containerized cargo valued at \$194,000,000 and 82,300,000 metric tons of cargo on 2,000 vessel calls per year over 62 berths using 68 post-Panamax Gantry Cranes.

**Austal USA**

Austal, a division of the Australian shipbuilder, selected VA to plan and design a new waterfront shipyard and dry dock facility at Port San Diego for the U.S. Navy's new family of fast surface

combatant ships called the Littoral Combat Ship (LCS). As one of the fastest combatant vessels in the U.S. Navy fleet with the capability to travel at more than 50 m.p.h., LCS is a 3,000 metric ton, 419-foot long, fast, combatant vessel.

**Current Projects**

Virginia Port Authority selected VA to provide professional civil engineering services for all six of their major port and intermodal terminals.

Maryland Port Administration engaged VA for a five year, on-call "Miscellaneous Engineering Services Contract" including port planning, development and construction of new facilities, comprehensive reports, planning reports, designs, and construction documents.

PRC, a San Francisco Bay port for liquid and dry bulk products and scrap metal exports, contracted VA to prepare a Strategic Port Master Plan and Vision.

VA is providing a strategic port development master plan for a new and expanded port and future intermodal rail transfer facility on Honduras' Caribbean coast. This project includes a new advanced container terminal for the containerized banana trade, a liquid and a dry bulk terminal, and a potential cruise ship terminal.

# BREAKOUT SESSIONS

Jennifer C. Schopfer, Phil Thornton, Travis Deppe



**JENNIFER C. SCHOPFER**  
V.P. & Gen. Mgr., Transport Logistics  
GE Transportation, a Wabtec Company



Schopfer, V.P. and General Manager, GE Transportation, Transport Logistics, a Wabtec company, directs her team to deliver digital solutions that enable an interconnected system of movement across the industrial supply chain.

**Transport Logistics**

The Transport Logistics team has a variety of product offerings. Some of these are Solution Programs for Transportation Management, Visibility, Collaboration that are very useful for rail, seaport, and industrial shippers. Her team offers big data/advanced analytic capabilities across the ecosystem.

Their goal is to provide an interconnected, frictionless system of movement by leveraging digital freight logistics. With these capabilities, customers can automate operations, obtain shipment visibility, and manage transportation assets and inventory.

**Wabtec Corporation**

The acquisition of GE Transportation by Wabtec Corporation was recently approved. As a leading global provider of equipment, systems, digital solutions, and value-added services for freight and transit rail, the Wabtec Corporation develops practical, cost-effective solutions for freight transportation. With the collective knowledge from their professional teams across Wabtec, GE Transportation, and Faiveley Transport, their collective digital expertise, technological innovations, and world-class manufacturing and services are unmatched. This corporation-wide know-how is focused on creating digital-rail-and-transit ecosystems.

Teams are immersed in creating performance methods to drive progress by creating transportation solutions that result in movement that improves the world. Their freight portfolio features a comprehensive line of locomotives. They offer cutting-edge software applications with a broad selection of mission-critical controls systems, like Positive Train Control (PTC). Globally, they develop highly engineered systems and services for the transit sector including an integrated series of components for buses and all train-related market segments. They partner with clients to deliver safe, efficient, passenger-friendly solutions.



**PHIL THORNTON**  
Value Added Director



Thornton's overview highlights ethanol exports, corn exports, and the flow of grain. In 2018, ethanol displaced an amount of gasoline refined from roughly 550,000,000 barrels of imported crude oil, keeping \$36,000,000,000 in the U.S. economy. The 2018 production and use of 16,100,000,000 gallons of ethanol supported more than 71,000 direct jobs and about 295,000 indirect and induced jobs across all sectors of the economy. Ethanol added approximately \$25,000,000,000 in income for American households. For the first time, Japan authorized importing U.S. ethanol up to 44% per annum starting in 2019. Thornton will also explain what ILCG sees as the future of U.S. ethanol exports. This information is key to understanding agricultural global trade which impacts our economy.



**TRAVIS DEPPE**  
Nutrient Loss Reduction Manager



ILCG is a forerunner in determining the fastest route to greater sustainability. The questions concern whether the primary focus needs to be on improving and certifying farmer practices or on generating a market demand for certified products in consumer countries. The answers to these questions will drive investment and green compliance on a global scale.

Deppe will explain how sustainability is changing the Supply Chain's landscape from farmer to consumer. An example is how the demand for improved transparency and accountability is dramatically changing how business is done. Deppe will spotlight specific supply chain sustainability trends that are impacting environmental policies at the national and regional levels.



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