



10<sup>th</sup> Annual Rail Supply Chain Summit  
Thursday, October 15, 2020  
Union League Club, Chicago



# The 2020 Rail Supply Chain Summit

## Doing Business Safely and Successfully

### Moving Forward!

#### Welcome and Thank You to Our Sponsors, Speakers, and Attendees!

Thank you for your deeply valued participation in the 10th Annual Rail Supply Chain Summit. We are thrilled to have your involvement, sponsorships, and support. This evolving new normal we are experiencing will undoubtedly continue for months to come. In the meantime, it is up to businesses, regardless of size, to step into a leadership role demonstrating how business can be conducted safely and successfully. To do this effectively requires thoughtful preparation, integrity, commitment, innovative thinking, and careful implementation.

Doing business successfully also includes being involved in their communities, helping individuals and groups who are struggling, and supporting their team members who are engaged in giving back to their communities. Fortunately, this is what the U.S. business community does well.

Our 10th Annual Summit is spotlighting individuals, companies, and organizations that exemplify what they are doing to have their business thrive. They will describe how they are protecting their team members, how they are developing safe, operational procedures for their workforce, and delivering excellent customer service. During this Summit, participants will hear from railroads, ports, barge companies, shippers, 3PLs, and economic development corporations. The theme for the program is how to maximize opportunities for the present and the future.

With the COVID pandemic, business has been quick to adapt to new measures and different ways of structuring their business and their workforce. A major component of doing business is how they are relating effectively and successfully with customers.

An outstanding example of this stellar leadership is the recipient of the Rising Star Award, David Kearney, President of the Kearney Companies. Kearney has created new business by developing innovative partnerships for the New Orleans company and re-structuring their business in Savannah resulting in an impressive uptick in overall business for their 3PL company. As Kearney and his immediate family tested positive for COVID, they immediately quarantined. This in no way stopped or even slowed Kearney's commitment to his employees or his customers. In fact, few were even aware that Kearney had been diagnosed positive for COVID.

Kearney displays the innovative, will-do attitude of U.S. business. This will-do philosophy is being demonstrated throughout the country. Our generous, dynamic response to unexpected issues is what we do best as individuals and as a country.

Respectfully submitted,

*Mary Elisabeth Pitz*

Founder, The Rail Supply Chain Summit



**Michael W. Kearney**  
**Chairman**  
**The Kearney Companies**



As Chairman of The Kearney Companies (KCO), Kearney has developed a successful third-party logistics (3PL) firm in New Orleans and Savannah while concurrently contributing significantly to the Greater New Orleans region. His career in transportation spans more than 40 years in the Gulf region. KCO is one of the largest 3PL companies in the Gulf South. In New Orleans, they operate on more than 45 acres of yard capacity with more than 500,000 sq. ft. of rail-served warehouse capacity. They partner with the Port of New Orleans, the NOPB, and all six Class One railroads. Their multiple services include commodity warehousing, deconsolidation, and barge and rail transloading with full-service container drayage operations. In Savannah, KCO also operates a 400,000 square foot rail-served warehouse facility.

In 2015, Kearney was awarded the prestigious C. Alvin Bertel Award recognizing an individual's consistent, significant contributions to the New Orleans Port Community. In 2016, he was celebrated as King of Rex by the Rex Organization. Established in 1872, the Rex Organization recognizes annually an individual in the New Orleans population who has continually contributed to the greater good of the community. Their motto, "Pro Bono Publica", best describes how Kearney has lived his entire life professionally and personally. In 2017, we recognized Kearney's impressive, lifelong deliverables professionally and personally with the Diolkos Award.

It is only fitting that Kearney introduce his highly respected colleague and extremely well-received friend, Dr. Robert E. Martinez, who is the 2020 recipient of the Diolkos Award.

# THE 2020 DIOLKOS RECIPIENT

## Outstanding Leadership and Integrity



**Dr. Robert E. Martinez**  
V.P., Industrial Development & Real Estate  
Norfolk Southern Corporation



Martinez defines the phrase, “success with integrity”. Numerous colleagues recommended him for the Diolkos Award due to his lifetime example of ethical leadership that has continuously delivered successful results. A quiet executive with a brilliant mind, Martinez is a kind man with a profound understanding of the transportation sector with a deep commitment to his family, his faith, and his community.

His path to railroading began in Cuba, where he was born. Both his maternal grandfather and great-grandfather worked for the Cuban railroad system. At the age of five, his family fled Cuba and arrived in the U.S. on a tourist visa with only one suitcase. Receiving political asylum, the family settled in New York City.

After graduating from Columbia University, Martinez received his Ph.D. in political science and economics from Yale University. His first post-graduate job was with a policy group comprised of Fortune’s 200 CEOs. Following that, he was named Deputy Administrator for the Maritime Administration. President George W. Bush appointed him Deputy Secretary of Transportation and Director of the Office of Intermodalism. After serving in the Department of Transportation, he returned to the private sector, working at Norfolk Southern (NS). He remained there until he agreed to serve as Virginia’s Secretary of Transportation, before returning to NS. He is currently responsible for industrial development, market research, economics, ports, and international development, including Lambert’s Point Docks and NS’s Mexican subsidiary, Norfolk Southern Mexicana.

Concurrently with his demanding career, Martinez and his wife are deeply involved with numerous charitable organizations. They are extremely active with their local parish in helping to provide needed services for Norfolk’s under-served community. They also volunteer with several organizations committed to helping the poor in Latin America, including the Sisters of St. Ann. They are also very active with the McMahon Parater Foundation, which provides scholarships for children seeking a Catholic education.

Martinez maintains NS makes volunteerism easy. He says, “Norfolk Southern encourages volunteerism and financial support to a number of charitable institutions”.

## The Diolkos Award

The Diolkos Award is given to an outstanding executive who is successful in the transportation/logistics sector, combining business success with consistent, practical actions for the well-being of others. It focuses on an individual who has integrity, innovative thinking, and inspires others professionally and personally.

### Background

The Diolkos Wagonway was a highly successful land route from 600 B.C. to 50 A.D. on the Isthmus of Corinth. It allowed for the safer transport of heavy cargo, i.e., marble, timber, etc., to and from the lucrative markets of Athens by avoiding the treacherous Peloponnese Seas and the notorious gales that plagued the region.

The ancient Greek word Diolkos combined the words “across” and “portage machine”. The name was given to a paved, nearly five-mile long, curved trackway near Corinth that allowed freight a safe, overland passage across the Isthmus. Paved with hard limestone, parallel grooves ran about 63” apart, serving as tracks for a type of wheeled vehicle. Animals and human labor pulled the cargo laden boats along this trackway. The trackway was open to all upon payment thereby constituting a public railway.

While the men that developed the Diolkos Wagonway are no longer known to us, their innovative thinking and creative solution to transporting heavy freight quickly and safely is. This inventive, practical Wagonway significantly expanded their economy and changed the fate of wars.

The Diolkos Wagonway is the first recorded, paying wagonway for transporting heavy goods. As a result, it is known as the Mother of the First Railroad. It also documents the first historical evidence of a highly effective supply chain linking water and rail service.

Historians claim the efficiency and speed of this trackway was well known throughout the ancient world from the expression “as fast as a Corinthian”.

This concept did not reoccur until the 19th century when the modern railroad was introduced.



## ANTI-TRUST STATEMENT

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### **JANET GILBERT**

**Partner**  
**Fletcher & Sippel, Inc.**



Gilbert is a partner at Fletcher & Sippel LLC (F&S) law firm specializing in legal issues in the transportation sector including commercial, regulatory, employment, and litigation. The firm delivers expertise on structuring acquisitions, drafting contracts, counseling operating and marketing officers, advising on federal or state regulations or preemption issues, and litigating injury or commercial claims. Their client portfolio contains railroads (the largest client group), ocean and inland port operators, suppliers, shippers, government agencies, lessors, lessees, manufacturers, repair facilities, private equity groups, banks, intermodal/transload operators, and others. F&S has represented several state and local Departments of Transportation on passenger and freight transportation projects.

## SAFETY BRIEFING

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### **BRUCE BETTS**

**Chairman Emeritus**  
**The Traffic Club of Chicago**



Betts is the esteemed Chairman Emeritus of The Traffic Club of Chicago, where he has been a proactive member for decades. As a long-time member of the Union League Club, Betts is well qualified to give the Safety Briefing. His illustrious career in transportation began at age 17, checking on the tracks as he walked along the rails. Throughout his career, Betts has held positions at every level from entry jobs to the corner office in Class One Railroads, Regional Railroads, Short Line Railroads, Trucking, Finance, and Intermodal. His resume reads like a road map of how to get to the corner office.

## PLEDGE OF ALLEGIANCE

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### **REX G. RICHARDS CCE**

**President, Valpo Chamber**  
**President, Valparaiso Economic**  
**Development Corp. (VEDC)**



During his tenure, the Valpo Chamber was recognized three times as the Best Chamber in Indiana. In 2018, the Valpo Chamber was also honored as the second-best Chamber in the United States. Under his leadership, the VEDC generated \$376 million of total investment in the community over the last five years. There has been \$71 million in commercial retention projects and \$40 million in new industrial projects. These investments created 406 new industrial jobs that paid \$14.1 million in wages, and 1,200 construction jobs that paid \$60 million.

## INTRODUCING DAVID W. KEARNEY, 2020 RISING STAR

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### **PATRICK E. DIXON**

**Customer Experience Manager**  
**Branded Feed Products, Cargill Inc.**



Since 2001, Dixon has grown Cargill's Branded Feed business from zero to 25,000 carloads per annum, creating product in three facilities in Iowa and two facilities in Texas. Cargill produces proprietary feed ingredients to improve digestive health and performance for production animals in the beef, dairy, and aquaculture markets. Dixon uses unique logistic partnerships and systems to ship more than three million tons of proprietary feed and feed ingredients to the largest beef feed yards and dairies in the U.S. and to aquaculture feed manufacturers in 17 countries. Branded Feed is a segment of Cargill Starches, Sweeteners, and Texturizers (CSST).

# THE RISING STAR RECIPIENT

## Outstanding Innovation and Integrity



**David W. Kearney**

**President**

**The Kearney Companies (KCO)**



### Outstanding Innovation and Integrity

Kearney, the fourth generation of a well-known warehousing and Third Party Logistics (3PL) family, develops and implements the strategic vision of KCO. He is no stranger to challenges, having dealt successfully with multiple hurricanes, the trade wars, embargoes, and overcoming COVID-19.

Headquartered in New Orleans, Kearney directs KCO's team of logistics professionals in the day-to-day operations of their facilities at Port NOLA and in Savannah. KCO is one of the largest and most successful 3PLs in the Gulf South.

In New Orleans, KCO's team of logistics professionals partners with Port NOLA, The New Orleans Public Belt Railroad (NOPB), all six Class One railroads, and a number of other transportation and logistics companies. Their collaborative commitment is to develop sustainable trade opportunities for the Greater New Orleans Region.

In Savannah, KCO has the closest CSX off-dock warehouse to the port doing a high-volume business with paper mills.

KCO specializes in heightened supply chain visibility and control, focusing on personalized customer service complemented by cutting-edge supply chain management systems. By applying proven technologies to increase supply chain performance and manage costs, KCO meets the needs of today's customer. Commodity warehousing, deconsolidation, and barge and rail transloading with full-service container drayage operations are ideally suited to their unique infrastructure.

Prior to joining the family company, Kearney worked for two of the world's largest container shipping lines (Maersk Line and APL/NOL Group). Earlier, he worked abroad in Buenos Aires, Argentina for a South American shipping agency.

Today, Kearney serves on the Board of Directors of the New Orleans Board of Trade (NOBOT). He is also an active participant of the NOBOT Rail User Group Committee. Kearney concurrently serves on the Board of Directors of Tulane University, and the Association of Business Alumni (TABA) where he has actively participated on the TABA Forum Committee since 2012. Previously, he served as Chairman of the Board of Directors of the New Orleans World Trade Center.

## Rising Star Award

The Rising Star Award is not an annual award. It is given when highly respected professionals in senior positions in freight transportation bring to our attention a younger professional in the sector who has consistently shown outstanding deliverables professionally, has personally contributed significantly within his greater community, and is leading a personal life radiating integrity and consideration of others. This is why in 2020, we are very pleased to announce The Rising Star Award will be given to David W. Kearney, President, The Kearney Companies (KCO), located in New Orleans and Savannah.

### Professionally

Professional success demands leadership, innovation, exemplary customer service, and more. Kearney has continually developed new ways of doing business benefitting his customers, his team, and his company.

Patrick E. Dixon, Customer Experience Manager, Branded Feed Products, Cargill, Inc. will describe the innovative, highly productive relationship Cargill has had for years with KCO. Their mutual commitment to resolving issues raises the bar and results in benefiting both companies.

### Community Commitment

While business success drives the economy, there is no sustainable success without consistency in integrity and consideration in an individual's personal life. Kearney has won the respect and support of his Greater New Orleans community with his commitment to his family and through his pro bono work with Port NOLA, the business sector, and civic/social organizations.

Merritt Lane, President and CEO of Canal Barge, headquartered in New Orleans, will describe Kearney's involvement in his community and how he is widely respected for actions and his consideration of others. Lane is more than qualified to speak about putting integrity and consideration into practical, productive action. The motto of Canal Barge is "Where People Make the Difference". Lane has incorporated the company motto into action in every aspect of his company.



# The 2020 Rail Supply Chain Summit Program



7:40 AM	<b>REGISTRATION OPENS</b> 5th Floor	10:45	<b>“The Digital Transformation of Freight Brokerage”</b> <b>Doug Waggoner</b> , Chairman & CEO Echo Global Logistics
7:55	<b>BREAKFAST</b>	11:20	<b>BREAK</b>
8:00	<b>Welcome</b> <b>Mary Elisabeth Pitz</b> , Founder The Rail Supply Chain Summit	11:45	<b>LUNCH</b>
8:10	<b>Anti-Trust Advisory</b> <b>Janet Gilbert</b> , Partner Fletcher & Sippel	12:00 PM	<b>RECOGNITION AWARD TO DONALD L. BABCOCK</b> Director, Economic Development, NIPSCO
8:15	<b>Safety Briefing</b> <b>Bruce Betts</b> , Chairman Emeritus The Traffic Club of Chicago	12:20	<b>“On the Right Track and Picking Up Steam”</b> <b>Brandy Christian</b> , President & CEO Port NOLA; CEO New Orleans Public Belt Railroad
8:20	<b>Pledge of Allegiance</b> <b>Rex Richards</b> , President Valparaiso Economic Development Corporation President, Valparaiso Chamber of Commerce	12:50	<b>INTRODUCTION TO DR. ROBERT E. MARTINEZ</b> The 2020 Diolkos Award Recipient <b>Michael W. Kearney</b> , Chairman The Kearney Companies
8:25	<b>“WCI: Successful Intersection of Public and Government Affairs”</b> <b>Debra A. Calhoun</b> , Sr. V.P. Waterways Council, Inc., <b>R. Christian Johnsen</b> , Partner Jones Walker LLP	1:00	<b>PRESENTATION OF DIOLKOS AWARD TO DR. ROBERT E. MARTINEZ</b> V.P. Business Development & Real Estate Norfolk Southern Corporation
8:55	<b>“Is the Corn Industry Relevant in National Politics?”</b> <b>Rodney Weinzierl</b> , Executive Director Illinois Corn Growers Association	1:25	<b>“Navigating Through a Sea of Pandemonium”</b> <b>Clayton K. Harris, III</b> , Executive Director Illinois International Port District
9:25	<b>“Avondale Builds For The Future”</b> <b>J. Jefferson Kever</b> , Business Development T. Parker Host, Avondale, LA	1:50	<b>“The Economic Landscape &amp; The Future for Rail: A Norfolk Southern Perspective”</b> <b>Dr. Robert E. Martinez</b> , V.P., Business Development & Real Estate Norfolk Southern Corporation
9:35	<b>BREAK</b>	2 :15	<b>INTRODUCTION TO ERIC JAKUBOWSKI</b> <b>Donald L. Babcock</b> , Director, Econ. Development NIPSCO
9:55	<b>INTRODUCTION OF DAVID M. KEARNEY</b> The 2020 Rising Star Recipient <b>Patrick E. Dixon</b> , Customer Experience Manager Branded Feed Products Cargill, Inc. <b>Merritt Lane</b> , President & CEO Canal Barge Company	2:20	<b>“Short Lines: Where Do We Go From Here?”</b> <b>Eric Jakubowski</b> , Chief Commercial Officer Anacostia Rail Holdings
10:10	<b>RISING STAR AWARD PRESENTATION TO DAVID KEARNEY</b>	2:45	<b>“Emerging U.S. Heartland Inland Port and Intermodal Rail Projects Leveraging ‘Opportunity Zone’ Investment Tools”</b> <b>John Vickerman</b> , President & CEO Vickerman & Associates
10:20	<b>“The Continuing Economic Importance of the Inland Waterways”</b> <b>Merritt Lane</b> , President & CEO Canal Barge Company	3:20	<b>CLOSING</b>
		3:30	<b>CLOSING RECEPTION</b> Crystal Room, 5th Floor

# BRANDY CHRISTIAN | DON BABCOCK | JEFF KEEVER



**BRANDY CHRISTIAN**  
President & CEO, Port NOLA  
CEO, NOPB



Christian, President and CEO of Port NOLA, is the world's only executive to serve concurrently as a CEO of a railroad, the New Orleans Public Belt Railroad (NOPB). Under her leadership, Port NOLA has had double-digit growth over each of the last two years totaling 648,538 twenty-foot equivalent units (TEUs). In 2019, they moved more containers than ever before in the port's history. Despite COVID-19, loaded container volumes are trending positively through the 2020 fiscal year. Because of COVID-19, the cruise sector came to a complete stop on March 24, 2020, seriously impacting their record-breaking growth.

The port launched a \$100 million expansion project at the Napoleon Avenue Container Terminal with the purchase of four new 100-gauge ship-to-shore cranes, along with related rail infrastructure.

These cranes are in the process of being fabricated while the related rail infrastructure work is underway at the terminal.

As Port NOLA is Louisiana's only international port, the port provides 13 direct weekly services with 58 direct global ports of call and more than 450 connections via transshipment.

Both Port NOLA and the NOPB saw a 20% increase in Intermodal Containers in 2019.

## **NOPB**

In 2019, the NOPB handled 189,895 total railcars, a 13% increase in total volume over 2018. The NOPB's 2019 CRISI Grant Award of \$7.297M continues to generate efficiencies in network switching and car storage capacity. Replacing 41 hand-thrown switches with solar power switches in NOPB's Cotton Warehouse Yard improved efficiency by 33%. The 50% increase in storage capacity from 1,000 to 1,500 car spots was achieved by adding three, new satellite storage yards. Reducing 15 locomotives to eight, resulted in a 25% reduction in fuel consumption, a 40% reduction in NOx, and a 50% reduction in particulate emissions. Dwell now averages 14.9 hrs.



**DONALD L. BABCOCK**  
Director, Economic Development  
NIPSCO



NIPSCO, a NiSource company, is the largest energy distribution company in Indiana. At NIPSCO, Babcock is responsible for economic development in the northern third of Indiana. His region extends from Lake Michigan on the west, to the state's eastern border neighboring Ohio. This includes the economic development groups in 30 separate counties who are focused on re-vitalizing downtown areas, brown fields, and similar initiatives resulting in local and regional economic growth. He also works with more than 35 different organizations in northern Indiana to stimulate economic growth. Babcock understands well the economic importance Anacostia's Chicago South Shore Railroad (CSS) delivers to NWI.



**J. JEFFERSON KEEVER**  
Business Development  
T. Parker Host  
Avondale, LA



Keever has facilitated a \$1.5 million grant from the state of Louisiana for the Gate Complex Infrastructure Project, a five-part program targeted to build sustainable business through improving their infrastructure. Some phases of this program will expand security at the truck entrance/exit including automated gates and eco-friendly lighting. USCG-approved security perimeter lighting will be installed along with three 46 ft. gates to provide easier access to the docks. The improvements made to storm water drainage will help with the ingress and egress in the truck queuing area making it possible to provide 25 trucks with better access to

Avondale while reducing congestion on the roadways.

With a grant awarded for \$10 million for dock replacement, step-by-step, Avondale is making improvements that will provide new direct and indirect jobs. By partnering with training institutions, Avondale will have access to a better prepared workforce.

# CLAYTON K. HARRIS, III | ERIC JAKUBOWSKI



## CLAYTON K. HARRIS, III

**Executive Director**

**Illinois International Port District (IIPD)**



Harris identifies E.R.I.C. (Economy, Environment, Resources, Recreation, Industry, Community, Conservation) as the guiding principle behind IIPD's planning and implementation. Shortly after assuming his position in 2016, Harris tackled IIPD's challenging financial situation. His focus was to remove a long-term debt of \$37 million from the responsibility of IIPD. It was an accounting error that had been on the books since 1968. To have it removed required the state legislature's approval. Despite a highly political Springfield, Harris secured legislature approval to remove this debt from IIPD's official financial records. To date, Harris has reduced IIPD's debt by more than 63% and increased revenue by 16%.

### Capital Improvement Program

Harris has initiated the first capital improvement at IIPD in 40 years. This project is the \$17M replacement of Butler Drive, the backbone for all port water, rail, and road operations. Replacement of rail has already been completed at a cost of \$3.2 million. Phase I of the road replacement is also complete. Phase II for the road has just been started. As a landlord port on America's Fourth Coast, IIPD leases its industrial land to more than two dozen tenants. These tenants bring in a wide variety of commodities, including liquid bulk, cement, cement aggregate, steel ingots, lumber, and sugar.

### Land and Accessibility

IIPD's best asset is land. Iroquois Landing has more than 100 acres of land for lease to existing and future industrial tenants. The Senator Dan Dougherty Harbor, located six nautical miles southeast of Lake Michigan on Lake Calumet, has 1600 acres. Combined they offer numerous economic opportunities.

IIPD is the only Port that is both a Great Lakes Port and an Inland River Port. The benefit of its easy access to six Class I railroads, two important waterway systems, (the Mississippi and Great Lakes), and five major U.S. interstates can not be under-estimated.



## ERIC JAKUBOWSKI

**Chief Commercial Officer**

**Anacostia Rail Holdings Company**



Jakubowski has been a leader in the railroad sector for more than 25 years. Prior to joining Anacostia in 2012, he worked at Canadian National Railroad and Conrail in marketing and operations. He has also served on the STB's Rail Shipper Transportation Advisory Committee.

At Anacostia, he is responsible for the Anacostia Family of Railroads handling approximately 2 million carloads per year providing freight rail service to major metropolitan centers and smaller communities operating on more than 760 miles of track. Their railroads connect rail and water services in some of the most demanding markets in the US.

### Anacostia Railroads

The Anacostia family of railroads includes: The Chicago South Shore & South Bend Railroad (CSS), Gulf Coast Switching (GCS), Louisville & Indiana Railroad (LIRC), Northern Lines Railway (NLR), The New York & Atlantic Railway (NYA), and Pacific Harbor Line (PHL).

CSS is headquartered in Michigan City, Indiana, serving Northwest Indiana and the Illinois International Port where they connect with all the Class One railroads in Chicago. GCS provides contract rail switching for the Union Pacific at Dayton and Angleton in Texas. LIRC connects CSX, INRD, NS, and PAL railroads between Indianapolis and Louisville for major industrial companies and an inland port. NLR in Central Minnesota operates BNSF trackage and serves distribution facilities with daily connections to the BNSF mainline. NYA connects with BRT, CP, CSX, NYNJ, NS, and PW railroads for a diverse customer base in Nassau and Suffolk counties, Brooklyn, and Queens. PHL connects with BNSF and UP providing all switching services for nine on-dock intermodal terminals and dispatching services for nearly 140 intermodal or unit trains per day.

### Films & TV

NYA and PHL are frequently chosen for films, tv shows, and commercials. NYA has appeared in Law & Order, The Good Wife, Spiderman2, etc. PHL has appeared in more than 50 location shots. Among these are NCIS Los Angeles, Scorpion, etc.

# MERRITT LANE | DR. ROBERT E. MARTINEZ



**MERRITT LANE**  
Chairman, President, CEO  
Canal Barge Company, Inc.



Since 1994, Lane has served as President of Canal Barge Company (CBC), a vibrant U.S. Flag marine transportation, management services, and bulk storage company headquartered in New Orleans. During the Great Depression, Lane's grandfather started CBC in 1933 with one barge and an initial capital investment of \$10,000.

## Founding Vision

The founding vision was to build long-term partnerships with companies to move their cargo efficiently and effectively along the Inland Waterway System. Today, CBC has more than 800 tank, hopper, and deck barges, 43 towboats, a high-tech liquid bulk terminal, and the largest independent towing and fleet service on the Illinois River. What stayed the same regardless of the state of

the economy, or the world, or the tremendous changes within the sector is CBC adheres to the same founding principles. Their commitment is to establish a long-term, mutually beneficial relationship with their customers, suppliers, and employees. Some of their partnerships span more than four decades of working successfully together. This guiding principle is reflected in their motto, "Where People Make The Difference".

## Value Driven

Lane oversees the implementation of that motto into every aspect of their business. Lane acknowledges that their impressive growth has resulted from their values that include the highest quality service as well as a deep appreciation for their customers, suppliers, employees, and business. Put into daily action, CBC's commitment has, in turn, produced long-term loyalty and reliability from customers, suppliers, and employees. Based on a foundation of integrity in all dealings, a deep commitment to provide a safe environment and environmentally sound operations, CBC today continues to reflect the core values of long-term thinking and entrepreneurship. Not only is CBC an industry leader, it prides itself on being a reliable, responsible citizen.



**DR. ROBERT E. MARTINEZ**  
Vice President  
Business Development & Real Estate  
Norfolk Southern Corporation



Martinez is responsible for leading his team in the location or expansion of more than 970 rail-served industrial facilities by Norfolk Southern Corporation (NS), a Class One Railroad. Martinez and his team partner with local and state economic development leaders to grow jobs and increase tax revenue while helping customers with their supply chain needs in the East, the Midwest, and the Gulf. The results have generated nearly \$62 billion of private investment creating more than 41,800 customer jobs across the railroad's service territory.

## NS Investments

To date, NS has invested more than \$3.7 billion in flexible network investments targeting Intermodal. In the Crescent Corridor, they have participated in \$3 billion public-private partnerships. For the Meridian Speedway, they have invested \$300 million in joint venture projects. In the Heartland Corridor, NS has invested \$290 million in public-private partnerships. In the Pan Am Southern Corridor, they have invested \$140 million in joint ventures.

## Their Railroad

NS operates nearly 19,500 route miles in 22 states and in the District of Columbia. Operating the most extensive intermodal network in the Eastern part of the country, their freight rail networks service each of the 16 major container ports in the Eastern United States, offering the most comprehensive portfolio of on-dock and near-dock intermodal services at these major ports. In total, NS operates rail service to 24 seaports, 10 river ports, and nine Great Lake ports. They also are a major transporter of industrial products, automobiles and automotive parts, and coal. NS is a committed steward of sustainable business practices that will have a lasting, positive affect on the environment as evidenced by their \$5.6 million investment over five years to reforest 10,000 acres in the Mississippi Delta.

# JOHN VICKERMAN | DOUG WAGGONER



**JOHN VICKERMAN**  
**President & CEO**  
**Vickerman & Associates**



VA delivers strategic master port and intermodal planning and design. As the strategic planner for 13 of the top 15 general cargo ports in North America, Vickerman provides in-depth knowledge and expertise. They have produced effective strategic master plans for the #1 U.S. port, the Port of Los Angeles, as well as for numerous smaller ports such as Montreal, Vancouver, Houston, Manzanillo, and San Juan. To date, Vickerman has worked closely with 67 of the 90 North American, deep-water, general cargo ports. Their planning, design, and analysis focuses on six different types of clients: maritime container terminals, container freight stations, refrigerated marine terminals, intermodal rail terminals, integrated intermodal logistics parks, and distribution centers. By identifying trends and innovations, they prepare clients for changes occurring and about to occur.

VA's significant expertise includes national and international transportation and logistics. They evaluate in-depth port and international operations along with analyzing the potential for productivity increases. They specialize in delivering strategic and tactical Master Plans for current and future expansion for numerous domestic and international ports.

## Services

VA maintains increasing operational efficiency is critical to sustainable growth. This requires planning for and responding to technological advances. Just as important is applying "green" design principals for continuing developments. As a result, their services span a broad spectrum of activity starting with general consulting services that include client representation and consultancy selection. Conceptual terminal planning, design, and layout to final engineering and architectural design for construction are core services. Additionally, VA provides strategic master planning, economic impact analysis, sustainable design, and environmental planning. Trending logistics and market analysis is one of their areas of specialty. Other in-demand services include site selection, site civil engineering, terminal feasibility, terminal operations, analysis, and technology evaluations.



**DOUG WAGGONER**  
**President & CEO**  
**Echo Global Logistics**



Echo Global Logistics is the #1 third-party logistics (3PL) for 2020. For nine years straight, Echo has been listed as one of the Top 10 3PLs. Because of the COVID pandemic, 2020 has been an unprecedented year for 3PL warehouses. Ecommerce has increased substantially due to the significant uptick in consumer buying patterns resulting from COVID restrictions that reduced the ability of consumers to purchase from brick and mortar stores. Experts estimate U.S. consumers will spend \$709.79 billion this year, an 18% increase.

## New Business Models

Echo uses data analytics to improve operational efficiency and customer experiences. The result is a new business model. Echo's data-driven approach helps make logistics activities smarter, faster, and more efficient. Referred to as "Big Data", it turns large-scale data volumes into a valuable asset transforming the logistics industry. This is also the beginning of a trend as new analytic technologies are continually developing better ways of monetizing data-driven operating and business models.

The increasing advantage 3PLs are discovering is how to use data analytics to improve operational efficiencies and their interactions with customers. Big data is key to mitigating risk by detecting, evaluating, and alerting any potential disruption on key trade lanes. Risk management is tied to profitability. The integration and storage of data in an organized systematic manner from a number of sources allows transparency for what has occurred and is occurring in real-time across the supply chain. This is a valuable asset.

Since the demand for real, end-to-end supply chain visibility continues to increase, 3PLS can answer this demand using their data collection. By optimizing resource utilization, processing quality, and performance, big data offers the practical advantage of increasing the speed and transparency of successful decision-making.

## WATERWAYS COUNCIL, INC.



**DEBRA A. CALHOUN**  
Sr. Vice President  
The Waterways Council, Inc.



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



A highly effective advocacy organization, the Waterways Council, Inc. (WCI) has a strong relationship with their lobbying firm, Jones Walker, LLP (JW). Working together with WCI's broad, diverse, and proactive membership from various sectors, they continue to deliver impressive results. The JW team leads a conference call to the membership twice a month. The purpose of the call is to update everyone on the status of every issue and bill pertaining to the Inland Waterway System. The call keeps members current on all actions taken, pending, and proposed. During the call, the WCI membership is frequently asked to act on specific issues. This includes a broad spectrum of tasks, whether it is writing emails or making calls to their congressional representatives, or their community leaders, or their local or regional media. Membership response is immediate.

### Responsibilities and Achievements

In recent years, there has been a steady increase in full and efficient funding for the U. S. Army Corps of Engineers' Civil Works Mission as well as increases in funding for the Inland Waterways Trust Fund (IWTF) projects. Concurrently, funding for historic Operations & Maintenance projects continues to increase. WCI also plays a significant role in preventing lockage fees, tolls, or other taxes on inland waterways carriers which impact shippers.

Recently in the Water Resources Development Act (WRDA) of 2020, WCI achieved a cost-share adjustment for construction and major rehabilitation of waterways projects from 50% General (Treasury) Revenue/50% IWTF to 65% General (Treasury) Revenue/35% IWTF. WCI strongly supports full annual appropriations by Congress of the revenues deposited annually into the HMTF. Calhoun consistently implements a successful and comprehensive communications program that effectively promotes the importance of the inland waterways.



**RODNEY WEINZIERL**  
Executive Director  
Illinois Corn Growers Association (ICGA)



Weinzierl's leadership has achieved notable legislative results for the nearly 5,000 Illinois corn farmers who are members of ICGA, a grassroots organization headquartered in Bloomington, Illinois. As a farmer with extensive experience in marketing, expertise in the technical aspects of ethanol fuel, and first-hand, in-depth knowledge of corn grower issues, Weinzierl has successfully spearheaded ICGA's important role in securing strong, essential legislation for corn farmers for 27 years. ICGA lobbies heavily in Springfield and in Congress for trade agreements, access to global markets, and ICMB funds programs to promote their programs.

For 2020, ICGA's legislative goals are three-fold. One, pass USMCA (complete). Two, initiate action for one new lock and dam on either the Mississippi or Illinois Rivers (in progress). Three, introduce high octane, low carbon fuel standard legislation (in progress).

### USMCA

For the past few years, ICGA has been deeply committed to the ratification of the passage of the U.S. Mexico Canada Agreement (USMCA). Mexico is the top importer of U.S. corn. Illinois exports more corn to Mexico than any state. As of July 1, 2020, USMCA was put into force. Among the many important issues contained in this agreement, the commitment to maintain zero tariffs on U.S. feed grains, co-products, and ethanol is key.

ICGA has actively supported the Japan Trade Agreement and the Phase One Agreement with China. Their premier water effort, The Precision Conservation Management program, aided farmers in implement 98,000 acres of conservation practices. The NRCS-CSP funding of this program allocates nearly \$6M to farmers over a five-year period.



The 2020 Rail Supply Chain Summit  
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