

11th Annual Rail & Maritime Summit
Wednesday, July 21, 2021
Union League Club, Chicago



The 2021 Rail & Maritime Summit

Welcome to Our 11th Annual Summit

Leveraging A Robust Economy

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

We are facing a robust economy as the country adjusts to being open again. Since rail and maritime are essential sectors, both delivered goods and services for their customers throughout the COVID-19 shutdown. To meet the challenges they were facing, some businesses furloughed workers. Others re-organized. Many found new ways of utilizing current systems. The goal was the same for all – to meet the pressing needs of their customers, reliably, safely, and efficiently.

New opportunities and projects are beginning to occur as customers change or modify their requirements. For more than five years, our cutting-edge information has been equally divided between rail and maritime. For this reason, we changed the name of the 11th Annual Summit to the Rail & Maritime Summit. The 2021 Summit will continue to provide excellent networking, promote innovative thinking, and help increase profits.

At this Summit, we will spotlight some key, new developments and projects that are in various phases of being launched. Several Keynotes will share their methods for retention of valued workers and how they adapted to a series of unexpected changes that impacted their business. Others will announce progress on historic, long-term projects that will affect today's supply chain. The Rising Star Award will honor Tracy Zea, the dynamic new President and CEO of the Waterways Council, Inc. Merritt Lane, President, CEO, and Chairman of Canal Barge Company, Inc., will receive the prestigious 2021 Diolkos Award for his consistently outstanding contributions to the maritime industry, the business sector, and the Greater Community of New Orleans.

Because the Supply Chain continues to falter resulting in costly delays and a marked uptick in unreliability, our panel of experts will present their insights on "Why the Supply Chain Needs to Change".

Thank you to our valued sponsors, speakers, and attendees for your support and participation. We sincerely appreciate your cooperation in helping us deliver the 11th Annual Summit.

Respectfully submitted,
Mary Elisabeth Pitz
President & CEO, MEP&A
Founder, Rail & Maritime Summit

SAVE the DATE
2022 Rail & Maritime Summit
Tuesday, July 13, 2022



U.S. Senator Tammy Duckworth

U.S. Senator Tammy Duckworth is a stalwart advocate for and supporter of infrastructure for the freight sector. An Iraq War Veteran, Purple Heart Recipient, and former Assistant Secretary of the U.S. Veterans Affairs, Senator Duckworth is the only member of Congress to have first-hand experience of the efficiency of moving cargo on the inland waterways. As a member of the Illinois National Guard, she moved a convoy from Illinois down to Louisiana on the Mississippi River prior to being deployed to Iraq as a Blackhawk helicopter pilot in 2004. She was gravely injured losing her legs and partial use of her right arm during that deployment when her helicopter was hit by an RPG. Following her recovery, she accepted the position of Director of the Illinois Department of Veterans Affairs where she helped create a tax credit for employers who hired veterans among other significant programs.

In 2012, she was elected to the House of Representatives where she served two terms before being elected to the Senate in 2016. Senator Duckworth's commitment to advocate for practical, common sense solutions needed to move our country is unrelenting. Currently, she serves on the Commerce, Science, & Transportation Committee, the Environment & Public Works Committee, and other major committees. The Center for Effective Lawmakers has recognized her as the most effective Democratic Senator on transportation issues in the 116th Congress.

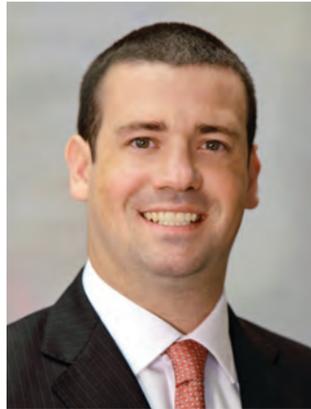
Senator Duckworth has prepared a video for the 2021 Rail & Maritime Summit that will be played mid-day at the Summit in support of funding for our freight sector, especially the inland waterways.



The 2021 Rail & Maritime Summit Program

7:20 AM	REGISTRATION OPENS	10:55	“Port NOLA: Expanding the Gulf Gateway” Brandy Christian, President & CEO, Port NOLA; CEO, NOPB
7:40	BREAKFAST		
7:50	Welcome Mary Elisabeth Pitz, President & CEO, MEP&A; Founder, Rail & Maritime Summit	11:30	BREAK
7:55	Anti-Trust Advisory Janet Gilbert, Partner Fletcher & Sippel LLC	12:00 PM	LUNCH
8:00	Safety Briefing Michael Long, Director, Regional Operations and Outreach, Federal Rail Administration	12:35	SENATOR TAMMY DUCKWORTH VIDEO
8:05	Pledge of Allegiance Patrick E. Dixon, Customer Experience Mgr. Branded Feed Products, Cargill Inc.	12:40	INTRODUCTION TO DIOLKOS AWARD RECIPIENT, MERRITT LANE Michael W. Kearney, Chairman The Kearney Companies Peter Stephaich, Chairman, CEO Campbell Transportation Company
8:10	“Adversity and Opportunity During COVID-19” Merritt Lane, Chairman, President, CEO Canal Barge Company, Inc.	12:50	PRESENTATION OF DIOLKOS AWARD TO MERRITT LANE Mary Elisabeth Pitz, President & CEO, MEP&A; Founder, Rail & Maritime Summit
8:45	“U.S. DOT Investments at Great Lakes Ports” Robert “Mike” Sullivan, Director, Great Lakes Gateway, MARAD, Department of Transportation	1:05	“Advancement of the Inland Waterways Infrastructure” Tracy Zea, President & CEO Waterways Council, Inc.
8:55	“The Political Economy of the United States: A Macro Outlook” Dr. Robert E. Martínez, Independent Consultant and Analyst	1:30	“Rail Safety in Industrial and Port Operations” Michael Long, Director, Regional Operations and Outreach, Federal Rail Administration
9:35	BREAK	1:45	BREAK
10:05	“Managing Uncertainty: Level Setting Anticipation, Choosing a Forward Path” David W. Kearney, President & CEO, The Kearney Companies, 2020 Rising Star Recipient	2:15	“Why the Supply Chain Needs to Change” Moderator: Janet Gilbert, Partner, Fletcher & Sippel LLC
10:15	RISING STAR INTRODUCTION OF TRACY ZEA Peter Stephaich, Chairman & CEO Campbell Transportation Company		Panelists: Alín Campián, V.P., Commercial Strategy Yield Management, R.J. Corman Railroad Group Eric Jakubowski, C.C.O., Anacostia Rail Holdings Stefan Loeb, E.V.P. and C.C.O., WATCO, Todd Rives, V.P. and C.C.O., Port NOLA
10:20	RISING STAR PRESENTATION TO TRACY ZEA Mary Elisabeth Pitz, President & CEO, MEP&A; Founder, Rail & Maritime Summit	3:15	“Heartland Terminal Development Dynamics – Alexander-Cairo Port District (ACPD) River Terminal Development Project Update” John Vickerman, President & CEO Vickerman & Associates
10:25	“China, Mexico, & the Climate’s Impact on U.S. Corn Production?” Rodney Weinzierl, Executive Director Illinois Corn Growers Association	4:15	CLOSING Mary Elisabeth Pitz, President & CEO, MEP&A; Founder, Rail & Maritime Summit
		4:30	CLOSING RECEPTION Heritage Room, 2nd Floor

THE RISING STAR RECIPIENT



Tracy Rogers Zea
President & CEO
Waterways Council, Inc. (WCI)



Strategic Leadership, Innovative, Productive Results

The Rising Star Award is not an annual award. In 11 years, this will be the third time that the Rising Star Award has been given to an outstanding young executive with a promising future within the freight/logistics sector who has already demonstrated leadership that makes a positive difference. Our sector is led by more than a few exceptional rail and maritime leaders. Unfortunately, many of them are nearing or even past retirement age. Given the seeming glamour of other sectors, the freight sector places demanding responsibilities 24/7 on leaders without the obvious material benefits of technology and finance. Only a special type of individual steps in to meet the challenges faced daily by our sector.

Because of the need to encourage younger talented individuals, we established the Rising Star Award. Highly respected professionals in the freight transportation/logistics sector are asked to submit names of younger professionals in the sector who have shown impressive deliverables, consistency in leadership, and are respected for their integrity, reliability, and the ability to lead. This is why in 2021, we are very pleased to announce the Rising Star Award will be given to Tracy Rogers Zea, President & CEO, Waterways Council, Inc. (WCI) headquartered in Washington, D.C.

Surpassing Expectations

In their nationwide search for a new President & CEO, WCI's board received numerous applicants with notable credentials. The one candidate that consistently stood out was younger than the other seasoned professionals. He was WCI's own staff member who had responsibility for Legislative Affairs. Throughout the interview process, Zea's strategic planning and grasp of issues made him stand out among all the other candidates. In D.C., a city plagued with partisan issues, Zea's affable nature opens doors. His strategic approach to advocating for a modern, efficient, and reliable inland waterways transportation system keeps the doors open.

Zea has continually developed new ways of doing business benefitting his members, his team, and the vital economic machine of our inland rivers. As he belongs to the same generation as many staffers on the Hill, he continues to build and maintain positive, working relationships that are vital to building and maintaining support for WCI's critical issues.



Peter Stephaich
Chairman, CEO
Campbell Transportation Company (CTC)



Stephaich's leadership of Campbell Transportation Company (CTC), based in Pittsburgh, PA, has expanded their market share and regional coverage. CTC's primary business focuses on river freight transportation. They are heavily invested in transporting freight on the inland rivers, mainly on three rivers, the Allegheny, the Monongahela, and the Ohio, from Pittsburgh, PA down to Louisville, KY. Currently, CTC has approximately 500 employees, owns and operates 50 boats, 1200 barges, and two shipyards.

CTC offers a broad spectrum of services including marine transportation services with a fleet of towboats and harbor vessels that serve the entire Inland River System. Their harbor services are available at six facilities with five located on the Ohio River and one on the Monongahela River. CTC's shipyard repair services cover topside dry cargo barges, underwater dry cargo barges and vessels, tank barges, and covers. With six licensed tankermen, CTC offers 24/7 service at dockside or in plant.

Concurrently, Stephaich has contributed significantly to the maritime sector for more than 30 years. As Past Chairman of the Waterways Council, he is the right person to introduce the 2021 Rising Star, Tracy Zea, and the Diolkos recipient, Merritt Lane.

THE 2021 DIOLKOS RECIPIENT

Stellar Leadership, Integrity, Compassion



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



Delivering unqualified success and guiding Canal Barge, Inc. through the difficulties business has faced most recently, Lane exemplifies leadership with integrity and compassion. Along with these attributes, he has mastered time management. He never seems to rush through conversations or avoid encounters. What immediately strikes one is how he gives his undivided attention to whomever he is speaking. Yet, another hallmark of his success. His deep love of family is equally apparent to all and in all he does.

Lane exudes a profound sense of responsibility for his family, his company, the maritime sector, and his Greater New Orleans Community. His integrity and compassion are obvious in everything he does. Never shrinking from difficult situations or issues, he seeks to find resolutions that create a more positive environment. He listens, observes, and asks insightful questions to determine what may not be working or what needs adjusting. Then he acts to address and improve the issue.

This is one of the reasons that Canal Barge received the Times-Picayune Top Workplaces Leadership Award. This annual, local business award is based solely on surveys completed by employees about the workplace.

The compassion Lane has for those in need, struggling, and suffering is demonstrated daily in practical ways both in the workplace and in the community. His wife and daughters follow his lead in embracing their commitment to the Greater New Orleans Community.

Lane has been and remains actively involved in the maritime sector having served as Chairman of the Board of Directors of The American Waterways Operators, as Chairman of the Waterways Council, Inc., is on the board of the National Waterways Foundation, and on the board of the United States Coast Guard Academy. He has received numerous honors that describe his unwavering commitment to the maritime sector. Some of these are the Seamen's Church Institute's River Bell Award for outstanding commitment to the inland maritime community, Role Model of the Year from the Young Leadership Council, Propeller Club Maritime Person of the Year, inductee into the Junior Achievement Business Hall of Fame, past recipient of the United Way's Leipziger Award for outstanding volunteerism, inaugural recipient of Court Watch NOLA's 2014 Lynne and Jerome Goldman Criminal Justice Reform Award, and honored with the National Rivers Hall of Fame Lifetime Achievement Award.

The Diolkos Award

The Rail & Maritime Summit gives The Diolkos Award every year to an outstanding leader in the freight transportation/logistics sector who combines business success with consistent, practical actions for the well-being of others. The award recognizes an individual who has integrity, innovative thinking, and inspires others professionally and personally. As you learn the importance of the Diolkos Wagonway for the Ancient World, you will understand why we chose to name our award, Diolkos.

600 B.C. to 50 A.D.

The Diolkos Wagonway was an extremely successful land route from 600 B.C. to 50 A.D. near Corinth on the Isthmus of Corinth. It was designed to allow for 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. These unpredictable gales destroyed ships causing significant loss of life and money.

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 of Corinth. 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.

Diolkos Legacy

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 are. Their inventive, practical Wagonway significantly expanded their economy and often changed the fate of wars.

The Diolkos Wagonway is the first recorded, regular paying wagonway that transported 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 innovative and successful method of transporting cargo did not reoccur until the 19th century when the modern railroad was launched. It was more than 200 years later before the critical importance of a highly effective Supply Chain was recognized.



Pledge Of Allegiance



Patrick E. Dixon
Customer Experience Manager
Branded Feed Products, Cargill Inc.



Dixon will lead the Pledge of Allegiance. His remarks are a reminder that as Americans we share more similarities than differences. 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).

Introducing 2021 Diolkos Recipient



Michael W. Kearney
Chairman
The Kearney Companies



Prior to Merritt Lane's receiving the Diolkos Award, Kearney will describe Lane's considerable contributions to the Greater New Orleans community. The Kearney and Lane families are generational friends. Kearney knows first-hand the life-long contributions that the 2021 Diolkos recipient, Merritt Lane, has made to the Greater New Orleans community. As Kearney is deeply involved in improving the quality of life in their community, he is the right person to share his knowledge of Lane's past achievements as well as his current ones. As Chairman of The Kearney Companies (KCO), Kearney's career in transportation spans more than 40 years in the Gulf region. KCO is one of the largest 3PL companies in the Gulf South located at the Ports in New Orleans, LA and in Savannah, GA. 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.

Managing Uncertainty: Level Setting Anticipation, Choosing a Forward Path



David W. Kearney
President
The Kearney Companies



As the recipient of the 2020 Rising Star Award, Kearney has weathered yet another challenge, successfully keeping his companies running during COVID-19. We asked him to share his thoughts on the economy and emerging opportunities. Kearney is president of a Third Party Logistics (3PL) family firm, The Kearney Companies (KCO), one of the largest and most successful 3PLs in the Gulf South located in New Orleans, LA and Savannah, GA. Headquartered in New Orleans, he leads KCO's team of logistics professionals in the day-to-day operations of their facilities at Port NOLA and at the Port of Savannah.

Kearney 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. Through it all, he continues to guide KCO specialization 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, Kearney meets the needs of today's customer.



Michael Long
Director, Rail Operations and Outreach
Federal Railroad Administration



Safety Briefing

As standard railroad procedure, every railroad meeting of two or more people begins with a safety briefing. Safety is also the #1 priority of the maritime sector. Long, a long-time member of the Union League Club (ULC), is ideally suited to brief attendees on "what to do if..." should an emergency situation occur at the ULC.

"Rail Safety in Industrial and Port Operations"

This afternoon, as the Director of Rail Operations and Outreach, Long will present an update for railroads and ports on safety. At the FRA, Long leads nine Safety Management Teams that have oversight for individual railroads or groups of railroads. A considerable part of Long's responsibilities is to serve as a nexus between the railroad(s), labor, FRA HQ, and communities. He directs the Grade Crossing and Trespass Team that processes quiet zones, investigates grade crossing trespass fatalities, and blocked crossings. His responsibilities also cover the planning, developing, and directing of regional operations that pertain to collaboration and outreach programs committed to achieving industry-wide compliance that is designed to improve safety within the railroad sector.



Robert "Mike" Sullivan
Director, Great Lakes Gateway
U.S. Department of Transportation (DOT)



"USDOT Investments at Great Lakes Ports"

Sullivan has responsibility for the nation's Fourth Sea Coast, a region that includes eight states: Illinois, Indiana, Michigan, Minnesota, New York, Ohio, Pennsylvania, and Wisconsin. His oversight also covers the commercial activity along the Great Lakes' shore of the Ontario and Quebec provinces in Canada. A vital national resource, the Great Lakes contain one-fifth of the earth's freshwater. From the western end of Lake Superior in Minnesota to the Saint Lawrence Seaway locks in the east, this valuable freshwater region includes more than 50 commercial ports. Plus, it provides important intermodal connections to the Chicago waterway system from Lake Michigan to Joliet, IL.

Bulk tonnage, i.e., iron ore, limestone, grain, salt, and coal dominates the commercial cargos. Additionally, breakbulk tonnages, i.e., steel, project shipments such as windmill components and some containerized freight comprise the remaining commercial business.

Freight is transported on diverse lake and saltwater vessels that offer a cost efficient, effective means of utilizing the Mississippi River System. As a liaison to regional federal, state, and local government agencies, Sullivan's expertise on regional and local maritime issues including intermodal connectivity, environmental issues, port infrastructure, marine highway developments, and support for U.S. shipbuilding companies is invaluable.



Janet Gilbert
Partner
Fletcher & Sippel LLC



Anti-Trust Briefing

Gilbert opens the 2021 Summit with the essential Anti-Trust Briefing. This is required given the executives participating in the conference. Since many relationships are initiated at the Summit which ultimately produce new projects, it is important that this briefing begin the meeting.

Panel

As the panel's Moderator, Gilbert offers in-depth expertise and practical experience in rail and in ports. Gilbert is a partner at Fletcher & Sippel LLC (F&S), a 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 and state regulations and preemption issues. They litigate injury and 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.

The Supply Chain Panelists



Alín Campián
V.P., Commercial Strategy, Yield Management
R.J. Corman Railroad Group



At R.J. Corman Company (RJC), Campián's primary responsibility focuses on maximizing analytical precision and using data driven metrics to realize revenue optimization in all processes for RJC. With a wealth of experience in Business Development and Financial Planning for more than 15 years in the infrastructure, transportation, and logistics space, Campián brings an impressive financial expertise and practical implementation that is designed to achieve exponential growth for RJC. His freight transportation has been with Short Line Railroads specifically, Florida East Coast Railway and Patriot Rail. His Short Line experience combined with his valuable Class One experience at CSX Transportation deliver a high-level of direction for guiding RJC to achieve their future goals. Prior to working in the freight transportation sector, he successfully helped private equity investors with leveraging their assets to increase revenue and improve asset yields which lead to substantial growth. With 17 Short Line Railroads located and operating in 11 states covering 1,200 miles of track, RJC offers reliable, efficient access to the seven Class One Railroads.



Eric Jakubowski
C.C.O.
Anacostia Rail Holdings Company



At Anacostia, Jakubowski is responsible for the Anacostia Family of Railroads handling approximately two million carloads per year providing freight rail service to major metropolitan centers and smaller communities. The six Anacostia railroads are: The Chicago South Shore & South Bend Railroad (CSS), Gulf Coast Switching (GCS), Louisville & Indiana Railroad (LIRC), The New York & Atlantic Railway (NYA), Northern Lines Railway (NLR), and the Pacific Harbor Line (PHL). GCS does all the track maintenance for the Robinson yard, which entails 36 miles of CWR track and 86 switches. The PHL services the number #1 port in the U.S., the Port of LA while GCS operates the storage side of the Robinson SIT Yard in Dayton, Texas for Union Pacific (UP). In 2018, Anacostia launched the Angleton SIT Yard for UP. Both locations utilize Remote Control Locomotives. Their railroads operate on more than 760 miles of track. Jakubowski serves on the prestigious STB's Rail Shipper Transportation Advisory Committee (RSTAC) and is very active in the American Short Line and Regional Railroad Association (ASLRRA)



Stefan Loeb
E.V.P. and C.C.O.
Watco



As EVP and CCO, Loeb's responsibilities are grounded in his in-depth experience derived from having served in multiple commercial roles at Watco. His prior professional experience in capital and banking services to Short Line Railroads and rail supply companies have provided invaluable expertise in Watco's significant growth. Watco, a single-source transportation and supply chain services company, has multiple locations in North America and Australia. Founded in 1983 with one locomotive, they are now one of the most important transportation services companies. They own and operate a broad, network of Short Line Railroads, terminals, ports, and mechanical shops. Their services include all modes of transportation, service in any market, transport any material, commodity, or product, and customized supply chain solutions. Watco Australia, a subsidiary of Watco, is a rail haulage operator that hauls eight to 10 million tonnes (one tonne = 1,000 kg) of bulk grain for the CBH Group in Western Australia. In 2019, they began operating in Queensland under a contract with GrainCorp. Watco's promise is that if a customer needs it and Watco doesn't offer it, they will add it.



Todd Rives
V.P., C.C.O.
Port NOLA



Rives brings 15 years of ocean carrier CMA CGM experience to help maximize today's growth opportunities for Port NOLA. His in-depth experience encompasses domestic and international markets in South Africa, Nigeria, France, and Canada. His maritime strategic business development responsibilities include revenue producing activities, cargo and maritime leases, cruise and tourism, industrial real estate, and vessel berthing. As the Port continues to realize their strategic master plan, Rives plans to exceed goals. He is committed to meeting the evolving needs of the global market. Working closely with State and local economic development agencies to increase maritime-related investment in New Orleans and Louisiana is one of his top priorities. Rives plans to increase Port business through customer outreach, new service developments, and joint venture opportunities. At CMA CGM, Rives served as Vice President for Marine Sourcing, managing \$1.7 billion in U.S. maritime operations, including contracts with key port authority terminals, stevedores, and various barge, vessel, and tug operators. He developed and oversaw a \$10 million Terminal Agility cost savings program and facilitated new Transpacific and Latin America service opportunities to ensure commercial requirements with best-in-class cost and service agreements.

KEYNOTE SPEAKERS

Brandy Christian | Merritt Lane



Brandy Christian
President & CEO, Port NOLA
CEO, NOPB



Christian is the only executive in the global sector to serve concurrently as President and CEO of a world-class port, Port NOLA, and as a CEO of a Short Line Railroad, the NOPB. She consistently delivers impressive results for the Port and the Railroad. Leveraging the natural advantages of the 1803 Louisiana Purchase, Christian continues to maximize the benefits of the Port's rail connectivity by six Class One Railroads and the Mississippi River, a critical component of the nation's inland waterway system for trade and export.

Although the cruise industry stopped cold, Port NOLA has improved their bulk and container capacities while preparing for significant, future growth. A major contributor to the proposed growth is the historic deepening of the Mississippi River Ship Channel by the U.S. Army Corps of Engineers to 50 feet. Nearing completion, this project will considerably facilitate the increase in tonnage transportation. Another significant factor for the Port's growth is the \$100 million expansion at Napoleon Container Terminal. This expansion substantially increases Port NOLA's TEU capacity from 85K TEUs to 1M TEUs.

The most significant project is the development of a second international container terminal in Violet, Louisiana, located on the east bank of the Mississippi in St. Bernard Parish, about 7.5 miles from New Orleans. With immediate connectivity upon opening, this project will noticeably improve the Port's ability to meet the increasing container demand, especially from the Asian ports, while creating jobs and new business opportunities for the region and state.

NOPB

The NOPB proudly reports going more than 559 days without an accident. Safety and improvement are their top goals. Their capital improvement projects will continue to improve safety, system fluidity, and increase storage capacity by 50%.

Christian has replaced outdated diesel locomotives with new EPA-classified Tier One locomotives reducing their fleet size by 46% from 15 to eight. The new locomotives have reduced fuel consumption by 25%, improved operational efficiency, and generated cost savings. Environmentally, NOPB now announces a 40% reduction in nitrous oxide (MOx) with a 50% reduction in particulate emissions, a landmark goal.



Merritt Lane
Chairman, President, CEO
Canal Barge, Inc.



Lane began his career at Canal Barge Company, Inc. (CBC), a family-owned, independent marine transportation company headquartered in New Orleans, in 1984. Today Lane serves as Chairmen, President, and CEO. Under his direction, CBC has grown into one of the most diverse marine transportation companies in the country. They own and operate a fleet of more than 800 barges transporting liquid and dry cargoes mainly on the inland river system. They also provide third-party towing services. In addition, their oceangoing deck barge fleet calls on U.S. coastal ports, as well as foreign ports in the Caribbean, in Central and South America.

From their humble start in 1933 with a \$10,000 investment and one barge that moved cargo only on the Gulf Intercoastal Waterway, CBC has experienced exponential growth under Lane's leadership. Firmly believing that strong, family-type relationships are inherently important to success in business, Lane has established a core philosophy of "People Make the Difference" in all CBC does within the company, the industry, and the Greater New Orleans Community. This philosophy, embedded in corporate regulations and guidelines, continues to build positive teamwork that benefit everyone 24-7-365. Lane also believes it is equally important for CBC team to develop these type of family relationships throughout the industry as it helps the entire sector. His commitment to his core philosophy has delivered and continues to deliver significant contributions to the maritime sector locally, regionally, and nationally. Investing time and resources to benefit the industry remain a top priority for him.

Because Lane is committed to investing heavily in training for new hires, each hire has the opportunity to become a licensed mariner with the ability to earn a highly desirable income anywhere. They are not restricted to Louisiana. Yet, another reason the employee retention rate at CBC is a source of pride to everyone at CBC.

Lane says, "We hire for attitude and train for skill. The result is a strong foundation of ready, loyal, and supportive employees and operators".

KEYNOTE SPEAKERS

Dr. Robert E. Martínez | John Vickerman



Dr. Robert E. Martínez
Independent Consultant and Analyst

Martínez exemplifies the American Dream. His unique personal history and love of democracy have impassioned him throughout his life. Arriving as a child refugee with his family fleeing Communist Cuba, he has since achieved impressive academic and business laurels.

Upon receiving his doctorate from Yale University, Martínez joined The Business Roundtable, then headquartered in midtown Manhattan. He left to join the Administration of George H. W. Bush at the U.S. Department of Transportation (DOT). At DOT, he first served as Deputy Maritime Administrator (MARAD) during the sealift challenge of Desert Shield/Desert Storm. President George H. W. Bush then promoted him to Associate Deputy Secretary of Transportation and Director of the Office of Intermodalism. During his tenure at DOT, Martínez also oversaw the establishment of the Bureau of Transportation Statistics.

From DOT, Martínez briefly worked at Norfolk Southern (NS) in strategic planning before accepting the position of Secretary of Transportation for the Commonwealth of Virginia, under Governor George Allen. As Secretary of Transportation, Martínez had oversight for the Virginia Department of Transportation (VDOT; highways), the Department of Rail and Public Transportation, the Virginia Department of Aviation, Department of Motor Vehicles, and the Virginia Port Authority. He pushed for efficiency, customer service, and market-oriented reforms, including deregulatory efforts for trucking, railroads, and auto dealers. Martínez was the architect of Virginia's landmark Public-Private Transportation Act of 1995 mark which remains a benchmark for state level P3's.

Upon leaving the public sector, Martínez returned to NS. During the following 22 years, he had responsibility for Business Development and Real Estate. In addition, he worked extensively in the public/private arena, especially on corridor development, most notably the Heartland Corridor. He supported strategic development and infrastructure projects at several ports served by NS. Since his official retirement from NS, Martínez has been working as a consultant in transportation and development. As an independent scholar, he continues to immerse himself in his primary field of interest, the overlap between markets and public policy.



John Vickerman
President & CEO
Vickerman & Associates



Vickerman's expertise and experience is highly respected for his industry knowledge of strategic master port and intermodal planning and design. His firm, Vickerman & Associates (VA), has been the strategic planner for 13 of the top 15 general cargo ports in North America. VA's work with 67 of the 90 North American deep water general cargo ports brings a depth and breadth of experience that is unparalleled.

From concept to reality, VA offers a broad spectrum of professional services. VA's team of highly experienced professionals have in-depth knowledge and expertise of the global marketplace. The firm's on-going, international practice provides a sound, reliable base for their recommendations to clients who need to move goods quickly, reliably, and efficiently at competitive rates.

For multimodal projects, VA offers 14 different types of services. Their hands-on experience with clients also includes planning, design, and analysis for 13 different transportation facility types. Clients can select what works best for their project and budget. At VA, 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, VA prepares clients for changes occurring and about to occur.

Since increasing operational efficiency is critical to sustainable growth, VA counsels planning for and responding to technological advances. Technology is critically important to being competitive locally and globally. Just as important, VA believes is applying "green" design principals for projects. This is a necessity, not a trend, as the environment has great need of sustainable green implementation.

Although VA has consistently worked for the largest ports, Vickerman has recently been in demand to plan and provide cost-effective designs for smaller river port and terminal projects. In his Summit presentation, he will introduce the importance of this development for the economy.

KEYNOTE SPEAKERS

Rodney Weinzierl | Tracy Zea



Rodney Weinzierl
Executive Director
Illinois Corn Growers Association (ICGA)



Weinzierl's continuing leadership delivers sustainable results for the nearly 5,000 Illinois farmers who grow corn and are members of the Illinois Corn Growers Association (ICGA). As a farmer, Weinzierl has extensive experience in marketing, expertise in the technical aspects of ethanol fuel, and first-hand, in-depth knowledge of corn grower issues. He has successfully spearheaded ICGA's important role in securing strong, essential legislation for corn farmers for more than 27 years.

As a grassroots organization headquartered in Bloomington, Illinois, ICGA has successfully lobbied and continues to lobby heavily in Springfield and in Congress for trade agreements, access to global markets, and to benefit from ICMB funds programs for their own programs. Deeply committed to delivering state and national legislative results for farmers, ICGA's recent results are impressive.

Because of ICGA's effective advocacy one of the benefits farmers have received is the Yield Trend Endorsement which saves money on their crop insurance. ICGA initiated the needed crop insurance program. Their advocacy program focused on the importance of the crop insurance for farmers. ICGA is also fully committed to other farm programs such as voluntary water quality standards, trade with other countries, and the timely ethanol marketing opportunities. Another important issue to farmers is the reregistration of atrazine, a key chemical that allows farmers to follow conservation practices on their farms that lower their environmental footprint. Atrazine effectively controls weeds without tilling the earth which, in turn, reduces fuel usage and keeps carbon in the soil. Alternatives require tillage and other chemical applications.

ICGA continues to advocate for NESP as new construction on locks and dams on the inland waterways system is critical to agriculture. Upgrading the infrastructure of Inland Waterways System is the most important reason to support NESP. More than 60% of exports are barged down the Mississippi and Illinois Rivers to New Orleans where locks and dams are in dire need of repair and replacement. NESP will continue to keep farmers competitive in the global market.



Tracy Zea
President & CEO
Waterways Council, Inc.



Upon assuming the leadership of WCI, Zea quickly embraced the 2021 Legislative Priorities that he helped establish. His experience on the Hill working with Congressional staff and Congress members is enhanced by his vitality, contagious enthusiasm, and approachable manner. This is why he is successfully leading WCI to secure sorely needed funding for our inland waterways system that is vital to our economy and national security.

Zea galvanized members to advocate for WCI's priority list of four projects. Most important among the four identified 2022 WCI priorities was to have a plan ready if a comprehensive infrastructure bill was to be proposed by the new administration. At the top of the list, the objective was to secure maximum Federal funding for the infrastructure of the inland navigation system which is in dire need of repair and replacement. Identified as equally important was the objective to secure the full amount of the diesel fuel tax receipts deposited into the Inland Waterways Trust Fund (IWTF) for Fiscal Year 2022 (FY22) Energy and Water Development (E&WD) appropriations. As part of the advocacy for the FY22 E&WD bill, Zea championed to obtain two new construction start dates for the modernization projects for the inland waterways system based upon the recommendation of the Inland Waterways Users Board. Concurrently, he led the preparations to oppose any additional tolling, lockage fees, or other charges for commercial users of the inland waterways system. To maintain the integrity of this precious natural resource, Zea also committed WCI to advocating for the reconstitution of the Inland Waterways User Board.

The above four priorities are accompanied by several related priorities. Two of these are to obtain full and efficient funding for ongoing inland waterways priority capital projects in FY22; obtain an increase in the overall FY22 Corps of Engineers' Civil Works program. In FY 21, the Operations and Maintenance (O&M) funding received \$3.85 billion of which WCI is targeting an increase in funding for inland navigation projects. WCI is committed to obtaining funding in FY22 for authorized projects needing Preconstruction Engineering and Design (PED). WCI continues to advocate for full Federal responsibility for O&M of the Inland Waterways Transportation System.

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