



**12<sup>th</sup> Annual Rail & Maritime Summit**  
**Tuesday, July 12, 2022**  
**Union League Club, Chicago**



# WELCOME TO THE 2022 RAIL & MARITIME SUMMIT!

## The Year Of Infrastructure

### Welcome to our 12<sup>th</sup> Annual Summit

We are delighted to have you join us today. This Summit focuses on the importance of relationship business. We began highlighting this philosophy several years ago. Covid demonstrated over and over again how critical it is to have strong, positive relationships with your customers and colleagues. Today, you will hear how this approach/philosophy continues to drive profitable business.

First and foremost, I want to express my heart-felt gratitude to our sponsors for their invaluable support in delivering the 2022 Rail & Maritime Summit. As we are not a membership organization nor a publishing house, we are solely dependent upon sponsorship funding to present a timely, informative agenda on emerging trends and opportunities in the rail and maritime sectors. The cutting-edge content being presented benefits everyone who is here today. Often an idea from rail or a shipper resonates with someone in the maritime sector prompting the thought if I tweaked or adjusted x that would work in our operation. And the same is true for railroaders and others when a maritime leader shares thoughts and ideas on what they are experiencing as well as what they foresee for the near-term future. If Covid has taught us one thing it is the importance of being able to adapt, to adjust, and to pivot.

Next I would like to say thank you to our speakers for their important participation and the time they have devoted to this Summit. Their presentations represent considerable thought and consideration. Based on their expertise and experience, they have tailored their comments to offer a helpful guide of what to expect in the coming year.

In particular, I want to thank each of you for attending today. We are delighted to welcome you and deeply appreciate your participation. We all have choices of where we need and want to be. We are pleased you have chosen to attend the Summit.

Committed to delivering our best, we strive to learn, to adapt, and to implement. Today's program is designed to help you deliver ideas and methods that will benefit your company as we navigate through a world of shifting sands. Make no mistake, this is a time of great opportunity. And change. May your contributions continue to matter. May you continue to experience rewarding fulfillment in what you do. And may you successfully navigate our ever-changing economy.

### SAVE the DATE

2023 Rail & Maritime Summit

Tuesday, June 13, 2023

We look forward to welcoming you!

With continuing appreciation,

*Mary Elisabeth*

Mary Elisabeth Pitz

President & CEO, MEP&A

Founder, Rail & Maritime Summit

## JOHN H. MILLER TRIBUTE



As many who attend the Summit know, John H. Miller was a confirmed believer in the importance of relationships. His family, colleagues, company, and community all benefited from his dedication. Since most who knew him were unable to attend his memorial service last October, we chose to gift his wife with a remembrance of how impactful John was in the lives of others and how he treasured his family. The demands of working in our sectors often means being away from our loved ones. We wanted John's family to know how appreciative we were and are of having had the opportunity to have known and worked with him. The engraving, "Love Transcends Time", on this Waterford clock reminds all of us of what is really important. John lived this every day whether he was there in person or away on business. BNSF's Steve Bobb will deliver our gift with a letter expressing our appreciation for having known John.



# THE 2022 DIOLKOS RECIPIENT

## Exceptional Leadership, Advocacy, Dedication, & Commitment



**PETER H. STEPHAICH**  
Chairman  
Campbell Transportation Company



The Rail & Maritime Summit gives The Diolkos Award annually 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, humility, 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, and why Stephaich is the 2022 Recipient.

For more than 30 years, Stephaich has served the barge industry on multiple levels. Never wavering, always dedicated and committed to a modern, well-maintained national system of ports and inland waterways, he has consistently advocated for essential funding support from Congress and state legislatures. Stephaich's deep commitment to maintaining a modernized river system is legendary. In the fall of 2021, he was inducted into the Rivers Hall of Fame in Dubuque, Iowa, in recognition of his substantive, consistent contributions.

Even before moving to Pittsburgh, Stephaich stepped up executing the merger from DINAMO into Water Works that morphed into today's results-oriented Waterways Council, Inc. (WCI). WCI is the most effective advocate for the inland waterways. From the moment Stephaich joined Campbell Transportation Company (CTC) in 1995, he has led responsibly and effectively. Since then, he has served as an Allegheny Foundation Trustee, Chairman of the Allegheny Institute for Public Policy, Commissioner and Vice Chairman of the Port of Pittsburgh Commission, Chairman and Trustee of the National Waterways Foundation, Chairman and Treasurer of the American Waterways Operators, and Chairman of WCI. His early career in finance focusing on transportation well-prepared him for the significant contributions he has made for the inland river system.

Currently, Stephaich serves as Chairman of CTC, which is headquartered in Pittsburgh. Recently, he expanded their operations with the acquisition of ESquare Marine in Houston. After updating and modernizing the acquired fleet, CTC's Gulf business is thriving. Concurrently, he has privately, consistently, and significantly supported the Children's Hospital in Pittsburgh, cancer research, and numerous other charities.

## THE DIOLKOS AWARD

### 600 B.C. to 50 A.D.

While the names of those who created The Diolkos are unknown, their stellar achievement has no parallel for nearly 2,000 years. The Diolkos Wagonway was an extremely successful land route from 600 B.C. to 50 A.D. on the Isthmus of Corinth near 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 route. The trackway was open to all upon payment thereby constituting a public railway.

### Diolkos Legacy

While we do not know the men that developed the Diolkos Wagonway, we are aware of their innovative thinking and creative solution for transporting heavy freight quickly and safely. Their inventive, practical Wagonway significantly expanded their economy and often changed the fate of wars. The Diolkos is the first recorded, regular paying wagonway linking sea and land 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 in Great Britain. It was more than 200 years later before the critical importance of a highly effective Supply Chain was recognized.



# KEYNOTE SPEAKERS

Stevan B. Bobb | Brandy Christian



**Stevan (Steve) B. Bobb**  
**Executive Vice President and**  
**Chief Marketing Officer**  
**BNSF Railway**



Since 2013, Bobb has served as E.V.P. and Chief Marketing Officer at BNSF Railway with responsibilities for the company's sales and marketing activities, customer service, and economic development. He is well-suited to this position. Previously, Bobb has held Group V.P. responsibilities for agriculture and coal as well as served as general manager of BNSF's Texas Division, and V.P. of Business Unit Operations and Support. He began his railroad career in 1987 when he joined the Burlington Northern railroad working in information systems. Even a brief review of his professional history evidences that Bobb brings extensive experience and expertise to his current position. Directing and guiding the only Class One, privately held railroad to achieve continued growth, profitable sales, greater diversity, and continually demanding technological advances, is a 24-7-365 responsibility.

Despite Supply Chain disruptions, Covid, and the need to adapt to a post-Covid workplace, Bobb is a leader who delivers.

BNSF is the product of nearly 400 different railroads that merged or were acquired during 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. BNSF is a top transporters of consumer goods, grain, and agricultural products, low sulfur coal, and industrial goods such as petroleum, chemicals, housing materials, food, and beverages. As the only privately held Class I Railroad, BNSF has a unique advantage in chartering their present and future.

To maintain the quality of the railroad, BNSF committed to a strong capital investment program. The 2019 planned capital investments were part of BNSF's \$3,057,000,000 network-wide capital expenditure program. These investments include roughly \$2,047,000,000 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. BNSF continues to invest today for the future.



**Brandy Christian**  
**President & CEO, Port NOLA**  
**CEO, NOPB**



Christian is President and CEO of a world-class port, Port NOLA, and CEO of a Short Line Railroad, the NOPB, a subsidiary of the Port. By strategically aligning the NOPB to the Port in 2018, Port NOLA offers multimodal connections resulting in a powerhouse of integrated marine, transload, and rail solutions. Despite Covid and Supply Chain disruptions during the past two years, the Port continues to expand their bulk and container capacities.

Breakbulk grew 48% YOY in CY2021. A number of container importers are looking to breakbulk solutions. One of the most dramatic examples of container importers using breakbulk solutions is the bulk coffee vessel. As a first in more than 30 years, it occurred in December 2021. Another development is a strong demand for on and off-deck warehousing.

For 2022, Q1 volumes are up 108% over 2021 Q1. Year over year, the Port's volumes are up 80%. Imported steel, plywood, natural rubber, and super sack cargo are on the upswing. The Port continues to be a heavy direct discharge to barge port for breakbulk and project cargo. With 6 dedicated wharves for breakbulk and project cargo plus more than 10 berths for breakbulk vessels, Port NOLA offers customers numerous options.

The deepening of the Mississippi River Ship Channel by the Army Corps of Engineers to 50 feet increased tonnage transportation. Due to the \$100,000,000 expansion at Napoleon terminal, Port NOLA handles 1.5 M TEUs. Most significant for growth is the progress on the Port's \$2,000,000,000 container terminal, the Louisiana International Terminal (LIT), in Violet, LA. Located on the east side of the Mississippi River about 7.5 miles from New Orleans in St. Bernard Parish, LIT will significantly improve the Port's ability to meet future container demand, especially from the Asian ports.

## **NOPB**

Christian has replaced outdated diesel locomotive with new EPAclassified Tier One locomotives. The new locomotives have reduced fuel consumption by 25%, improved operational efficiency, and generated cost savings. Environmentally, NOPB has achieved a landmark goal, a 40% reduction in nitrous oxide (MOx) with a 50% reduction in particulate emissions. The NOPB has gone more than 559 days without an accident.

# KEYNOTE SPEAKERS

Joseph M. Greco, Sr. | Merritt Lane



**Joseph M. Greco, Sr.**  
**Vice President - Containers**  
**Ports America**



For more than 25 years, Greco has held leadership roles at Ports America (PA) in operations, sales, marketing, labor management, intermodal, supply chain, and beneficial cargo owners' relationships. Currently Greco has responsibility for the commercial objectives of PA on the East, West, and Gulf Coasts. Headquartered in Baltimore, Greco oversees PA's engagement with global ocean carriers, beneficial cargo owners, and Class One railroads. He is a senior executive in the corporate leadership structure. As such, he also assists PA in their ever-increasing portfolio of mergers and acquisitions. With the approval of the recent infrastructure funding in Baltimore, PA is primed for substantive growth. Nonetheless, Greco is preparing for the expected surge in freight on all three coasts.

Despite the disruptions in the Supply Chain, PA reports they are thriving. At present, Greco and his team are deeply involved with upgrading technological systems designed to increase the value proposition PA delivers to customers and to the entire industry.

With more than 100 years of experience, PA is the largest terminal operator and stevedore in the U.S. Operating on the West Coast, the Gulf, and the East Coast, they offer an extensive network of interconnected transportation solutions for customers. Their terminal operations and stevedoring services include container, bulk, breakbulk, and project cargo. PA also operates cruise terminals, intermodal facilities, and RoRo (This refers to cargo ships that transport wheeled cargo such as cars, trucks, semi-trailer trucks, buses, trailers, and railroad cars which are driven on and off ships on their own wheels or use a platform vehicle.).

PA actively operates in more than 33 ports and in 70 locations in the U.S. On the West Coast, PA has four terminal operations and four stevedores. In the Greater Gulf and Florida region, PA operates seven terminals and has three stevedores. Their largest presence is on the East Coast with seven terminals and eight stevedores. PA is one of the largest employers of maritime labor in North America. They employ more than 12,000 people daily. This includes full-time employees.



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



Lane serves as Chairman, President, and CEO at Canal Barge Company, Inc. (CBC), a family-owned, independent marine transportation company headquartered in New Orleans.

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. Their oceangoing deck barge fleet calls on U.S. coastal and foreign ports. They regularly deliver freight to ports in the Caribbean as well as 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 continued the core philosophy of the founder, his grandfather. Their philosophy is "People Make The Difference". It applies to all CBC does within the company, the industry, and the Greater New Orleans community.

This philosophy, imbedded in corporate regulations and guidelines, continues to build a positive teamwork that benefits everyone 24-7-365. Lane also believes it is equally important for CBC and CBC's team to develop these types of family relationships throughout the industry as it helps the entire sector.

His commitment to this 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 as a top priority for him. He is spearheading the zero emissions project for the maritime sector.

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".

# The 2022 Rail & Maritime Summit Program



7:45 AM	<b>WELCOME</b> Mary Elisabeth Pitz, President & CEO, MEP&A; Founder, Rail & Maritime Summit	12:15 PM	<b>INTRODUCTION TO DIOLKOS AWARD RECIPIENT, PETER H. STEPHAICH</b> Tracy Zea, President & CEO, Waterways Council, Inc. Merritt Lane, Chairman, President, & CEO Canal Barge Company, Inc.
7:50	<b>Anti-Trust Advisory</b> Bryan Vaughan, V.P., Sales, Marketing, & Business Development, Mitsui Rail Capital		<b>PRESENTATION OF THE DIOLKOS AWARD TO PETER H. STEPHAICH</b> Mary Elisabeth Pitz, President & CEO, MEP&A; Founder, Rail & Maritime Summit
7:55	<b>Safety Briefing</b> Bruce Betts, Chairman Emeritus, Finance, Chicago Traffic Club		<b>“Supporting Our Inland Waterways”</b> Peter H. Stephaich, Chairman Campbell Transportation Company (CTC)
8:00	<b>Pledge of Allegiance, Thank you</b> Patrick F. Dixon, Customer Experience Mgr. Branded Feed Products, Cargill Inc.		
8:05	<b>“Navigating The Path To Zero Emissions In The Maritime Domain”</b> Merritt Lane, Chairman, President, & CEO Canal Barge Company, Inc.	12:30	<b>“Realizing The Opportunities - The KCS Journey”</b> Patrick J. Ottensmeyer, President & CEO Kansas City Southern Railway
8:35	<b>“Rail Leadership Pivot =&gt; Customer First”</b> Barbara Wilson, C-Suite Executive	1:05	<b>Spotlighting Tomeka Bryant General Manager, NOPB</b> “Port NOLA Gateway- Future Proof Investments” Brandy Christian, President & CEO, Port NOLA; CEO, NOPB
8:55	<b>“Great Lakes Updates &amp; Opportunities”</b> Robert (Mike) Sullivan, Director, Great Lakes Gateway, Marad, Dept. of Transportation	1:35	<b>“Future of Inland Waterways”</b> Tracy Zea, President & CEO, Waterways Council, Inc.
9:15	<b>“The Great Pivot - How North American Railroads Can Achieve Customer Centric Growth”</b> Michael O. Miller, President, North America Genesse & Wyoming (G&W)	2:05	<b>“Container Maritime Landscape &amp; Market Outlook”</b> Joseph M. Greco, Vice President - Containers Ports America
9:45	<b>“Recap of Port Pitt’s Economic Outlook”</b> Mary Ann Bucci, Executive Director, Port Pitt	2:35	<b>NETWORKING BREAK</b>
10:05	<b>NETWORKING BREAK</b>	2:55	<b>“Leveraging Synergies To Position For Growth”</b> David W. Kearney, President & CEO The Kearney Companies
10:25	<b>“Love Transcends Time”</b> John H. Miller Tribute, Shared Memories		
10:30	<b>“How Trusting Intent Transformed A Mature, Highly Commoditized Sector of Agriculture”</b> H. Sheldon Norton, V.P., Feed Segment Lead Cargill Starches, Sweeteners & Texturizers, N.A.	3:15	<b>“A Macro Outlook: Anxieties, Opportunities”</b> Dr. Robert E. Martinez, V.P., Freight and Economic Development Moffat & Nichol
11:00	<b>“Serving An Evolving Supply Chain”</b> Stevan (Steve) B. Bobb, E.V.P. and Chief Marketing Officer BNSF Railway	3:55	<b>“Investing For The Future”</b> Dewayne Swindall, President & CEO The Indiana Rail Road
11:30	<b>NETWORKING BREAK</b>	4:25	<b>CLOSING</b> Mary Elisabeth Pitz, President & CEO, MEP&A; Founder, Rail & Maritime Summit
11:55	<b>LUNCH</b>	4:30	<b>CTC’s WINE &amp; PIZZA RECEPTION</b>

## Anti-Trust



**Bryan F. Vaughan**  
V.P., Sales, Marketing, & Business Development  
Mitsui Rail Capital



Vaughan's in-depth experience with EDI implementation, rail cost analysis, product line management, and sales for large bulk commodities account is well-suited to lead the Mitsui Rail Capital (MRC) team to realize their growth plans. MRC works closely with customers to identify and implement a workable financing structure. MRC's flexible financial options include full-service, net leases, per diem leases, 1- to 5-year lease terms are more common than customized plans, new and used equipment, and sale/leaseback programs. With full-service, MRC is responsible for all normal usage and property taxes. Per Diem is based on the time and mileage usage of a railcar. With Sale Leaseback, MRC buys your railcars, then leases them back to you. Net

Operating means you are responsible for all costs.

## Safety



**Bruce Betts**  
Chairman Emeritus, Finance  
Traffic Club of Chicago



As a long-time member of the Union League Club of Chicago (ULC) and a legendary leader in the freight transportation industry, Betts is ideally suited to present the important Safety Briefing. His illustrious career began while he was in college when he worked as a railroad utility clerk while also obtaining an associate degree in electronics. At the same time, he was also in the army. Throughout his career, he has consistently served as a C Suite executive for rail, intermodal, and trucking. Betts regards retiring as an opportunity to contribute to his professional sector and his greater community. As past President of the Traffic Club of Chicago, he continues to serve on several committees of this more than 100-yr. old professional organization.

He is a participating member of the ULC's Transportation Committee and serves as an officer of various community organizations.

## Pledge Of Allegiance



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



Dixon will lead us in the Pledge of Allegiance. More than several years ago, Dixon first introduced the importance of relationship business during the VIP Summit evening. He described how essential this practice is to sustaining a profitable business. As proof, he has grown Cargill's Branded Feed business from zero to 25,000 carloads per annum since 2001.

Cargill's Branded Feed Products group's innovative, customer-based solution is unique within Cargill, a company that has been in business for more than 140 years. The Branded Feed Products was created in 1995 with a single product, Sweet Bran. Since 1995, the Branded Feed Group has produced an additional five designed feed ingredient brands for the cattle, dairy, and aquaculture industries. Dixon has created product in three facilities in Iowa and in two facilities in Texas. In his role, he has expanded what Cargill produces as proprietary feed ingredients that improve digestive health and performance for production animals. 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.

## Thank You

Since Dixon hints at retirement, we are taking this opportunity to thank him for his continual, stellar contributions to the Summit. He lives his commitment to building nurturing, sustainable relationships with his customers, his suppliers, and his colleagues. Well-done Pat! Enjoy the 19th Hole!



# KEYNOTE SPEAKERS

Robert E. Martínez | Michael O. Miller



**Dr. Robert E. Martínez**  
V.P., Freight & Economic Development  
Moffat & Nichol



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

After retiring from a career spanning 22 years at Norfolk Southern, he recently joined Moffat & Nichol to continue his passion for delivering an effective Supply Chain that best suits their clients and the industry.

His career in the public and private sector has produced an in-depth expertise and understanding of how to deliver results that make a positive difference. Upon receiving his doctorate from Yale University, Martínez joined The Business Roundtable. He then 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, DMV and 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, 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.



**Michael O. Miller**  
President, North America  
Genesee & Wyoming Railroad Services, Inc.



Since October 2018, Miller has served as President, North America, of Genesee & Wyoming Inc. (GWI). GWI owns or leases 113 short-line and regional freight railroads in the U.S. and Canada. The North American railroads are organized into locally managed operating regions. GWI operates on more than 13,000 miles of track located in 42 U.S. states and in four Canadian provinces. World-wide, G&W owns or leases 116 railroads with more than 7,000 employees serving 3,000 customers.

G&W's nine Canadian operating railroads are Cape Breton & Central Nova Scotia Railway, Goderich-Exeter Railway, Huron Central Railway, Knob Lake & Timmins Railway, Ottawa Valley Railway, Quebec Gatineau Railway, Southern Ontario Railway, St. Lawrence & Atlantic Railroad, and Western Labrador Rail Services. The only two railroads that do not connect to a Class One are Knob

Lake & Timmins Railway and Western Labrador Rail Services. In addition to the 104 railroads that G&W operates in 42 states, G&W subsidiaries provide rail service at more than 30 major ports with rail-ferry service from the U.S. Southeast (Mobile) and Mexico, transload services, railcar switching, and railcar repair.

The five Canadian ports are Goderich, Ontario, Port Hawkesbury, Nova Scotia, Quebec, Quebec, Sydney, Nova Scotia, and Trois-Rivieres, Quebec. The 27 U.S. ports are Baton Rouge, Louisiana, Brunswick, Georgia, Buffalo, New York, Corpus Christi, Texas, Creve Coeur, Illinois, Davisville, Rhode Island, Fernandina, Florida, Galveston, Texas, Grand Haven, Michigan, Grays Harbor, Washing, Hueneme, California, Mobile, Alabama, Muskegon, Michigan, New Haven, Connecticut, Olympia, Washington, Panama City, Florida, Pekin, Illinois, Peoria, Illinois, Port of Caddo-Bossier, Louisiana, Port Lavaca-Point Comfort, Texas, Port Westward, Oregon, Portsmouth, Virginia, Providence, Rhode Island, Savannah, Georgia (2), St. Joe, Florida, and Wilmington, North Carolina. Port services continue to expand and upgrade. For example, in April 2021, G&W's Savannah Port Terminal Railroad (SAPT) revised the long-term services agreement to include the Port's new Mason Mega Rail Terminal. This will add 15 track-miles and will have the ability to build and receive six 10,000 ft. trains at the same time. The most important benefit is this will cut transit time to the Midwest by 24 hours.

# KEYNOTE SPEAKERS

H. Sheldon Norton | Patrick J. Ottensmeyer



## H. Sheldon Norton

Vice President, Feed Segment Lead  
Cargill Starches, Sweeteners & Texturizers  
North America



Norton leads Cargill's Feed Segment within the Starches, Sweeteners & Texturizers of their North America business. His responsibilities include a broad portfolio of innovative Branded macro products that serve the Beef, Dairy, Aquaculture, and Pet industries. The Branded Feed Segment offers freedom from conventional feeding practices by designing new types of proprietary feed ingredients that eliminate the frustrations normally associated with conventional feeding that involves multiple steps. For example, Cargill's OneTrak was crafted to be a primary driver of energy and performance for the animal's healthy rumen. OneTrak solves the typical problem dairy operations face in formulating their rations. Traditionally, mixing between 10-15 different ingredients was necessary to reach a healthy nutritional mix for a dairy herd. OneTrak provides substantive consistency. It simplifies feeding your dairy herd while providing a

consistent, healthy rumen in your herd which improves the herd's health and performance.

Another example is Cargill's Empyrean75, a renewable, plant-based protein that offers a sustainable choice in our changing world. By reducing the need for more costly forms of protein in the aquaculture diet for animals such as fish meal or concentrates, Empyrean75 is more cost-efficient while providing essential, functional nutrients that in turn produce more energy. Empyrean75 delivers better extrusion that holds kibble integrity with superior binding, coating, and uniform cell structure. The nutritional Empyrean75 is a key source of vital amino acids that are highly digestible and low in ash. Aquaculture animals eat less although they gain weight faster. This decreases the number of days on feed translating into higher productivity for the farm.

For cattle, RAMP starts the herd on feed establishing higher energy intake. During the day, cattle consume smaller meals more frequently while maintaining a higher and more stable rumen pH. After starting the herd on RAMP, Cargill recommends finishing with Sweet Bran for better rumen health, rate of weight gain, and more profitable performance.

The Branded Feed Group has five designed feed ingredient brands for the cattle, dairy, and aquaculture industries. They feed 25% of the cattle in the U.S. and 33% of the dairy cow market in regions they serve. Cargill operates seven wet corn mills in the US which produce more than three million tons of feed and more than \$1 billion in revenue across the United States, South America, Europe, and Asia.



## Patrick J. Ottensmeyer

President & CEO  
Kansas City Southern Railway



Since 2016, Ottensmeyer has served as President and CEO of Kansas City Southern Railway (KCS). His goal was to be forward thinking, build strategic alliances, and implement his personal vision of expansion from north to south. In the U.S., KCS operates in the central and southcentral regions of the country. 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 connects 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. More than a link, KCS embraces their cross-cultural heritage and actively promotes an inclusive environment. As an example, Ottensmeyer's ties are chosen from various Mexican designers which is noted and appreciated in Mexico.

Making up 50% of their total business is Kansas City Southern de México, S.A. de C.V. that services northeastern and central Mexico including the ports of Tampico and Vera Cruz on the Gulf of Mexico. Recently, they have launched an impressive service from the port of Lázaro Cárdenas on the west coast of Mexico demonstrating their ability to unload cargo and deliver it to Chicago within 7 days. With ample acreage to expand, Lázaro Cárdenas is primed for future growth.

Understanding the critical importance of ratifying USMCA, Ottensmeyer worked tirelessly for its ratification. He relentlessly pursued a targeted campaign for free trade understanding the significant benefits for our national economy and the continental economy. He partnered closely with the U.S. Chamber of Commerce. As an example of his proactive commitment, he delivered more than 100 speeches and presentations, organized and engaged in nearly 100 legislative and regulatory meetings, and participated in countless investor meetings in support of free trade. USMCA went into effect on July 1, 2020. Soon after, others began their quest to acquire this valuable railroad. Although the STB has to give its approval, it appears that the Canadian Pacific Railway will be acquiring KCS. Combining the two smallest Class One railroads offers an unique opportunity for growth.

# KEYNOTE SPEAKERS

Dewayne Swindall | Tracy Zea



**Dewayne Swindall**  
**President & CEO**  
**The Indiana Rail Road**



In June 2021, Swindall was appointed President and Chief Executive Officer of The Indiana Rail Road Company (INRD). Having previously worked with Class One Railroads (Norfolk Southern and Canadian National as well as the behemoth of Short Line Railroads, Genesee & Wyoming), Swindall brings in-depth expertise and broad experience to INRD. Based in Indianapolis, the privately-held INRD is a 250-mile railroad system serving central and southwest Indiana and eastern Illinois. INRD connects to the entire North American rail network via strategic gateways at Chicago, Indianapolis, Oakland City, IN, and Newton, IL

Founded in 1986 with the purchase of 110 miles of track from the Illinois Central Gulf Railroad that run from Indianapolis to Sullivan, IN, the railroad began moving freight. At first, it was mostly coal from the mines in Southern Indiana. Within four years, INRD purchased an additional 45 miles of track that extended their reach into eastern Illinois where they could service a large refinery and other industries. Six years later, INRD purchased considerable track miles from Canadian Pacific Railway between Terre Haute and Bedford, IN. This purchase included running rights on other lines providing direct access to Louisville, KY, Ohio river ports, and the Chicago rail gateway. Their growth was compounded when they launched their Intermodal business partnership with Canadian National (CN) in 2013. The CN partnership gave INRD direct access into the ever-expanding Asian markets using Canada's West Coast Ports, mainly Prince Rupert. Using technology to process the paperwork required at borders, they reduced border crossings to 30 minutes. Year after year, INRD's intermodal business grew. By 2019, INRD's intermodal TEUs surpassed 40,000.

In 2021, INRD acquired 12 acres adjacent to the Senate Avenue intermodal facility, launching a three-phase expansion project. INRD also provides transload, warehousing, and industrial development services throughout their network. INRD has terminals located in Jasonville, Terre Haute and Palestine, Illinois. Additionally, INRD operates three transload facilities in Indianapolis, Merom, and Odon, Indiana.



**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 outstanding achievements in a relatively short amount of time earned him the Summit's Rising Star Award in 2020. This was only the third time that we have recognized a Rising Star. Clearly, his previous experience working on the Hill with Congressional staff and Congress members helped him to establish a viable, productive network for WCI's important advocacy work which is focused on initiatives for the inland river system. The inland waterways are vital to our national economy and a great asset for the environment. His relationships with Congressional members and their staff are the base upon which he continues to lead WCI's membership in securing sorely needed funding for the construction, maintenance, and repair of our river network, often referred to as

our maritime highway.

Most important among the four identified 2022 WCI priorities was to have a plan ready when a comprehensive infrastructure bill was successfully passed by the new administration. The main goal 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 goal 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. Zea will provide a comprehensive update to what has been achieved and what is being achieved along with completion dates.



**Mary Ann Bucci**  
**Executive Director, Port Pitt**



Port Pitt spans a 12 county area and is administered by a Commission established in 1992. It includes 13 Board members and four staff. In 2016, Bucci was promoted to Executive Director tasked with promoting the commercial use and development of the 200 miles of commercially navigable waterways in Southwestern Pennsylvania that support the economic, recreational, environmental, and intermodal interests in Southwestern Pennsylvania. As an inland river port, Port Pitt encompasses 17 locks and dams and two rivers the Allegheny and the Monongahela, commonly referred to as the Mon. The Mon was the first U.S. river to have complete navigational control. The Allegheny River services one of the most productive areas of fossil fuel extraction in the U.S. with its massive deposits of coal, petroleum, and natural gas. These two rivers form the 981-mile long Ohio River at Point State Park. Port Pitt has approximately 180 privately owned and operated river terminal facilities along the 200 miles of rivers. This number includes 22 for hire terminal companies, 12 barge carriers that serve the region, and 14 marine service providers.



**David W. Kearney**  
**President, The Kearney Companies**



Kearney, the recipient of the 2020 Rising Star Award, continues to deliver. He serves as president of a Third Party Logistics (3PL) firm, The Kearney Companies (KC), one of the largest 3PLs in the Gulf South. Recently, Kearney negotiated the acquisition of KC by Anacostia Rail Holdings (ARH) offering the opportunity of continuing growth and expansion. Headquartered in New Orleans, Kearney leads KC's team of logistics professionals in the day-to-day operations of their facilities at Port NOLA and at the Port of Savannah. Kearney now operates within the ARH network. This means current customers have additional benefits as well as opens the door to an increasing number of new customers.

Since Kearney develops and implements the strategic vision of KC, he brings this expertise and experience to ARH. 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 KC management systems by applying proven technologies to supply chain performance, Kearney continues to meet the ever-changing needs of today's customer.



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



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 and treasure, 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 dominates the commercial cargos. Breakbulk tonnages, project shipments, and some containerized freight comprise the remaining commercial business. As a liaison to 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.



**Barbara Wilson**  
**C-Suite Executive**



Wilson has just successfully negotiated the sale of the short-line freight railroad, Rail USA, which is comprised of the Florida Gulf & Atlantic Railroad (FGA) and the Grenada Railroad (GRYR). Wilson pushed the proceeds down to her team so they would benefit personally from the sale. During her tenure, Wilson continually greeted shifts as they changed, held numerous barbeques, and sponsored other spirit-building activities. Her remarkable remake of the railroads was deeply appreciated by employees as evidenced by the above photo showing they chose to name a rail yard after her.

# 2022 Rail & Maritime Summit

Union League Club, Chicago | Tuesday, July 12, 2022



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