



13th Annual Rail & Maritime Summit
Tuesday, June 13, 2023
Union League Club, Chicago



WELCOME TO THE 2023 RAIL & MARITIME SUMMIT! Energy, Emissions, & Grains

Welcome to our 13th Annual Summit

A special thank you to each of you for attending our 13th Annual Summit. We also want to thank our valued Sponsors and Speakers who make it possible to deliver another sold-out Summit. Our dynamic program highlights numerous opportunities for you to grow your business. We understand you have multiple demands on your time. Thank you for spending June 13th with us. We are committed to ensuring you find value both in timely content and in excellent networking.

We are pleased to share this week with the Davos Group who is celebrating the 75th Anniversary of the Marshall Plan at President Truman’s Library in Independence, MO. The Marshall Plan rebirthed the economy of 16 European countries by 1951 with no strings attached. Today, we will highlight a more informal and contemporary Marshall Plan, albeit every bit as important.

Our farmers have committed to feeding the world as Ukraine is no longer able to provide sufficient grains. Our Diolkos recipient, Rodney Weinzierl, a 3rd generation farmer and Executive Director of the Illinois Corn Growers Association (ILCGA), is one of the farmers who has been instrumental in implementing this project.

Port Corpus Christi (PCC), the largest exporter of energy for all the Americas, is keeping our allies supplied with energy. Another source of energy, coal, is supplying countries like Germany who have reverted to coal due to the geo-political situation. Campbell Transportation Company among others is exporting coal to meet the new demand. You will be briefed on how the U.S. is helping our global community keep warm, have food, and electricity. You will learn about the major shifts in the Supply Chain that are benefitting the Heartland. Plus so much more will be part of today’s Summit.

With sincere appreciation,

Mary Elisabeth

Mary Elisabeth Pitz

President & CEO, MEP&A

Founder, Rail & Maritime Summit

SAVE the DATE: 2024 Rail & Maritime Summit | Tuesday, June 25, 2024 | Union League Club, Chicago

Railroad Trailblazer

Norma Torres

President & COO, BRG, an OmniTRAX RR



Railroad Trailblazer Norma Torres’s remarkable leadership at Brownsville & Rio Grande International Railway (BRG) has delivered a transformational change in BRG that sounds more like a trucking tale, not a Short Line Railroad. Her story is one of grit, innovation, confidence, and hard work. From the beginning, Torres saw opportunity and led the railroad to ground-breaking success.

BRG, a terminal switching railroad headquartered in Brownsville, TX, is an OmniTRAX railroad that operates 45 miles of line interchanging with Union Pacific and CPKC transporting steel, general commodities, agricultural and food products.

Torres began her career as a contract employee in August 1989. By January, she was a permanent employee. In 1990, BRG was a port owned railroad with a staff of 12 who operated the railroad five days a week, Monday through Friday, running two, leased locomotives that handled 300 cars a month. BRG connected with Union Pacific and TFM. Today, Torres leads a team of 42 who operate 24/7/365 and own 11 locomotives. In March 2022, BRG moved 8,620 carloads setting a new record. Throughout her career, Torres has generously contributed to the American Short Line and Regional Railroads Association (ASLRRRA). President and CEO of ASLRRRA, Chuck Baker, describes her invaluable contributions to ASLRRRA:

“Norma Torres has had a significant impact on ASLRRRA as both an elected leader on our Committees and Board and as a long-time volunteer. Norma brings unique perspective to issues, and her opinion is well-respected by her peers – her authenticity and honesty shine through in every interaction. Her experience and advocacy on behalf of the smallest freight railroads has led to programs and networking opportunities that specifically address their needs, and her enthusiasm for the industry is felt in every conversation. She is a Trail Blazer in every sense of the phrase. We are grateful for her involvement with ASLRRRA and the entire short line industry. We congratulate her on this well-deserved award.”



2023 DIOLKOS RECIPIENT

Practical Visionary Servant Leadership



RODNEY M. WEINZIERL

Executive Director
Illinois Corn Growers Association



The 2023 Diolkos Recipient, Rodney Weinzierl, exemplifies a life of service. Nationally recognized as an agricultural leader who is innovative with seemingly endless patience, he delivers practical solutions time and time again. While farming full-time, Weinzierl has continually served as Executive Director of the Illinois Corn Growers Association (ILCGA) and the Illinois Corn Marketing Board (ILCMB) since 1993. Although both these organizations have different purposes, they have the same goal to serve, help, and provide information for nearly 5,000 Illinois corn farmers. Both organizations advise local, state, and federally elected officials of agricultural issues from the farmers' perspective. Weinzierl is heavily involved with Farm Bill negotiations to ensure more equitable programs for farmers and save taxpayer's money.

Viewed as a practical visionary, his laser focus is on practical answers that deliver solutions for the greater good. During the Covid years, he collaborated with the ethanol industry to produce and distribute hand-sanitizer to first responders. Another example is his award-winning Precision Conservation Management (PCM) which developed from partnering with NASA to understand better U.S. farm conservation. PCM is now being adopted by other states. That's his way of delivering a solution.

Weinzierl is an active board member of and strong advocate for the Waterways Council (WCI). As an advocacy organization, WCI delivers impressive results year after year for the maintenance and repair of our locks and dams as well as updating the infrastructure of our inland river system which is used to deliver agricultural products for domestic and international markets.

For years, Weinzierl has advocated with WCI and their broad spectrum of membership to have funds allocated for Lock 25 on the Mississippi River. On November 5, 2022, the infrastructure package of the Army Corps of Engineers budget was passed allocating \$32 million for Lock 25. The official ceremony for this project was celebrated on May 18, 2023. Weinzierl's servant leadership is apparent in his various community involvements such as helping his wife run the local food pantry and serving on the board of his church.

The Diolkos Legacy

600 B.C. to 50 A.D.

Annually, the Diolkos Award recognizes a leader in the freight transportation/logistics sector who combines business success with life-long contributions for the well-being of others. Diolkos recipients have integrity, innovative thinking, and inspires others professionally and personally. Although the Diolkos Wagonway (DW) was critically important for the Ancient World, we do not know the names of those who developed it. The originators focused on results, not having their names go down in prosperity. This trait is shared by our Diolkos recipients.

DW was a successful land route from 600 B.C. to 50 A.D. near Corinth on the Isthmus of Corinth. DW birthed a vibrant, ancient economy and changed the fate of wars. By offering safer transport of heavy cargo, i.e., marble, timber, etc., to and from the lucrative markets of Athens, DW avoided the treacherous Peloponnese Seas that plagued the region causing the loss of lives and cargo.

Diolkos, an ancient Greek word, combined the words "across" and "portage machine". DW was given to a paved, five-mile-long trackway with parallel grooves that measured about 63" apart, similar to the modern railroad. The parallel grooves served as tracks for wheeled vehicles that transported heavy cargo across the Isthmus of Corinth. Animals and human labor pulled the heavily laden carts along the trackway from one side of Corinth to the other side. Because DW was open to all upon payment, it served as a public railway.

1st Freight Supply Chain

The innovative thinking and creative solution to transporting heavy freight quickly and safely is the first historical evidence of an effective, efficient Supply Chain linking the delivery of cargo from land to water to land. Why it ended remains a mystery.

The Diolkos Wagonway is also known as the Mother of the first Railroad. 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 method of transporting cargo did not reoccur until the 19th century when the modern railroad was launched with the steam engine in the United Kingdom in 1825. It was more than 170 years later before the critical importance of a highly effective Supply Chain was recognized.



KEYNOTE SPEAKERS

Brandy Christian | K.C. Conway



Brandy Christian
President & CEO, Port NOLA
CEO, NOPB



Brandy Christian is both the only President and CEO of a world-class port, Port NOLA, and CEO of Short Line Railroad, the NOPB, which is a subsidiary of the port. Strategically aligning the port with the NOPB offers multimodal connections resulting in a powerhouse of integrated marine, transload, and rail solutions. In 2022, Christian achieved a historic milestone with the finalizing of the first public-private partnership for Port NOLA's new \$1.8 billion container terminal, Louisiana's International Terminal (LIT).

LIT presents the greatest growth opportunity for the Gulf region, Louisiana, and Port NOLA. In December 2022, Governor John Bel Edwards announced the historic public-private partnership to build and operate LIT in Violet, LA, which is located in St. Bernard parish within the 100 yr. federal flood protection zone.

Ports America, North America's largest marine terminal operator, and Mediterranean Shipping Company (MSC), based in Geneva, Switzerland are the private partners of LIT. MSC is participating through their terminal development and investment arm, Terminal Investment Limited (TIL), which has committed to \$800 million for the project. With the permitting process well underway, construction is anticipated to start in 2025.

All four of the port's lines of business (cargo, rail, real estate, cruise) reported a successful 2022. Breakbulk cargo, mainly steel and natural rubber, had double-digit increases over 2021. In total, 2.3 million tons were reported, a 20% increase compared to 2021.

Port NOLA also delivered significant progress and completed critical maritime infrastructure projects. Also in 2022, Christian secured \$96.6 million in funding for infrastructure projects. Committed to deepening the draft north of the Huey P. Long Bridge will allow larger ships access to the Port offering optimum maritime facilities.

NOPB. Serving six (6) Class One railroads, the port's railroad reported a successful year. In 2022, the NOPB increased local customer volume by 47%. Storage volumes rose by 15%. Overall NOPB rail volumes were up 4%. Since 2014, NOPB has been Green Marine Green Port Certified. During 2022, NOPB added 45 solar power switches across its network.



K.C. Conway
Co-Founder and Principal
Red Shoe Economics



Economist and Futurist, Kiernan C. "KC" Conway is the Co-Founder and Principal of Red Shoe Economics (RSE). RSE is a privately-owned economic forecasting and consulting research firm. They provide in-depth predictions rooted in facts and identify valuations based upon a comprehensive knowledge of economics, banking, and financing. Their services include short-term and long-term planning, project, and in-depth consulting, as well as a broad spectrum of advising a client in how to determine what are the recommended next, best steps. Specializing in how this up-to-the-minute information relates to the Commercial Real Estate (CRE) sector has been key to their success. Because economic development is the Siamese twin of CRE, having the latest, relevant information is critical to the success of a project. When markets change, having access to current information allows a company to know when to revise, adjust, or cancel their planned project. The plus factor is having the benefit

of a trusted, proven professional. RSE's team offers encyclopedic knowledge of banking, finance, and economics coupled with an impressive record of successful experience.

Conway strategically connects the dots of the continually changing markets. The result is the most timely, practical, insightful information for planning and implementing successful CRE investments and strategic outcomes. Conway is the mind trust behind RSE. With his extensive experience and expertise in supply chain issues that affect rail, the inland waterways, and ocean-going commerce, he delivers a perspective that serves as an invaluable guide to where trends and opportunities are or are about to occur.

With more than 80 years of experience in every aspect of CRE, the firm delivers excellent, reliable guidance based upon timely facts and the benefit of their excellent forecasting. RSE produces a comprehensive analysis of current topics that are tied to commercial real estate and economic development that is reliant upon the supply chain for growth. As a consumer society, the supply chain holds tremendous power in the successful implementation of a project that relies on a reliable Supply Chain. An unanticipated delay can quickly change bottom line calculations making the difference between profit and loss. Having the foresight of accurate information offers an opportunity to make timely adjustments.

KEYNOTE SPEAKERS

David H. Cummins | Merritt Lane



David H. Cummins

Exec. Director, President, & CEO
Blue Sky - Maritime Coalition



Blue Sky - Maritime Coalition (BSMC) has quickly become a leader in the maritime commercial energy field. David H. Cummins serves as Executive Director, President, and CEO of BSMC, a not-for-profit, strategic alliance committed to accelerating the transition of waterborne transportation in Canada and the United States toward meeting the net-zero greenhouse gas emissions (GHG) requirement.

Prior to assuming the leadership role at BSMC, Cummins had a successful career with Shell for more than 35 years. He served as Shell's Commercial and Business Development Manager for Shipping & Maritime, Americas working around the world in Shell's diverse businesses in numerous international and national locations.

Initially, BSMC's maritime focus was on the inland rivers, especially the maritime highway system in the middle of the U.S. Since a tugboat's lifespan is 70 years, building new vessels is cost-prohibitive. Necessity is clearly driving the need to discover an energy that is commercially viable while also being able to meet the GHG requirement.

Cummins knew the required decarbonization could not be achieved by even a single, like-minded group. Success required having a broad spectrum of participating companies who are committed to cross-functional collaboration. BSMC's membership includes leaders from companies who operate daily in the maritime sector as well as those who interact through their business with the maritime sector at some level. At present, participating leadership is from: port authorities, operators, shippers, vessel builders, financial institutions, engine manufacturers, customers, NGOs, fuel providers, among others. Not one or even some of these stakeholders can achieve the required decarbonization without committed, concentrated, collective efforts by all participants. BSMC's impressive growth in their membership demonstrates that the maritime sector recognizes the urgency to succeed in securing approval for an energy that meets the stringent requirements for a commercially viable energy that meets the net-zero GHG emissions requirement.



Merritt Lane

Chairman, President, CEO
Canal Barge Company (CBC)



Chairman, President, and CEO Merritt Lane has guided Canal Barge Company (CBC), a 4th generation, family-owned business headquartered in New Orleans, to continuing success. A diversified marine transportation and logistics provider, CBC is celebrating their 90th anniversary this year. Lane attributes their continuing success to their commitment to people. The facts support this claim. Of 900 employees, 650 are mariners. Nearly 70% of employees have been with the company for more than 2 years with 33% for 10 or more years.

In 1933, CBC hauled fuel along the Gulf Intracoastal Canal in the first all-welded steel tank barge with an onboard pumping unit. During the next 50 years, CBC became a leading innovator in equipment and systems design. Their reputation for integrity, customer service, and expertise was nationally recognized. CBC proudly reports their foundational values remain the same in 2023 as they were in 1933: Safety, Integrity, Service, and Value Creation. Their primary focus is developing lasting relationships that are mutually profitable.

As the 3rd largest inland tank barge company and a mid-sized open hopper fleet owner, CBC partners with their customers delivering logistical solutions. Their boats and barges are U.S. flagged. CBC's fleet includes approximately 50 towboats ranging from harbor services to 6000 hp, linehaul towboats, plus 950 barges (tank, hoppers, and deck barges). CBC provides inland, offshore, and international project cargo services in support of heavy construction, engineering, and energy companies.

For decades, they have been a NASA Preferred Provider, i.e. transporting the Artemis rocket for the 2022 November launch. CBC has two wholly owned subsidiaries. Illinois Marine is the leading provider for harbor services in the Chicagoland area. Pelican Marine Services (PMS) is the other wholly owned subsidiary. PMS operates a full harbor service dedicated to CBC's liquid transportation business. A division of CBC, Canal Terminal Company owns and operates a multi-modal, state-of-the-art liquid bulk terminal with the added advantage of having their own laboratory, Canal Analytical & Environmental Services, to support both internal and external customers.

2023 Rail & Maritime Summit Program



7:50 AM	WELCOME Mary Elisabeth Pitz, President & CEO, MEP&A Founder, Rail & Maritime Summit	11:55	LUNCH
7:55	Anti-Trust Advisory & Safety Briefing Bryan F. Vaughan , V.P., Sales, Marketing, & Business Development, Mitsui Rail Capital	12:35 PM	Introduction to Diolkos Award Recipient Rodney Weinzierl Tracy Zea , President & CEO, Waterways Council, Inc. James Tarmann , Managing Director, ILCGA Mary Elisabeth Pitz , President & CEO, MEP&A Founder, Rail & Maritime Summit
8:00	Pledge of Allegiance Patrick F. Dixon , Customer Experience Mgr. Branded Feed Products, Cargill Inc.	12:45	“Answering the Call of the Energy Transition” Sean Strawbridge , CEO, Port of Corpus Christi
8:05	“Port NOLA Gateway – Delivering the Future” Brandy Christian , President & CEO Port NOLA; CEO, NOPB	1:15	“Energy & The Waterways” Peter H. Stephaich , Chairman Campbell Transportation Company (CTC)
8:35	“Navigating The Path to Net Zero Emissions” Merritt Lane , Chairman, President, & CEO Canal Barge Company, Inc.	1:30	“Port Pitt Looks to the Future” Mary Ann Bucci , Executive Director, Port Pitt
9:10	“Mitigating Risk Is A Choice” H. Sheldon Norton , V.P. Feed Segment Lead Cargill Starches, Sweeteners, & Texturizers, N.A.	1:50	“CPKC: Connecting A Continent” Jonathan Wahba, Sr. V.P., Sales & Marketing, CPKC
9:35	“Updates and Opportunities in the Great Lakes Gateway” Robert M. Sullivan , Director, Great Lakes Gateway, MARAD, U.S. Dept. of Transportation	2:10	“Rail Solutions for Global Supply Chain Growth” Ryan Dreier , V.P., Industrial Products, BNSF Railway
9:55	NETWORK BREAK	2:25	NETWORK BREAK
10:20	Introduction to Railroad Trail Blazer Norma Torres & Award Presentation Mary Elisabeth Pitz , President & CEO, MEP&A Founder, Rail & Maritime Summit Norma Torres , President & COO BRG, an OmniTRAX Railroad	2:50	“Port of New York & New Jersey: 2023 Update” Bethann Rooney , Port Director Port Authority of New York & New Jersey
10:30	“The Power of Rail & Real Estate” Sergio Sabatini , President & COO OmniTRAX, Inc.	3:25	“Importance of Inland Waterways Transportation System & Its Future” Tracy Zea , President & CEO, Waterways Council, Inc.
11:00	“What is the Corn Industry Today” Rodney Weinzierl , Executive Director Illinois Corn Growers Association	3:45	“A Roadmap to Net Zero Greenhouse Gas Emissions” David H. Cummins , President & CEO Blue Sky – Maritime Coalition
11:30	NETWORK BREAK	4:10	“Supply Chain Shifts Open New Markets” K.C. Conway , Co-Founder & Principal Red Shoe Economics
		4:40	CLOSING Mary Elisabeth Pitz , President & CEO, MEP&A Founder, Rail & Maritime Summit
		4:45	WINE & PIZZA RECEPTION Heritage Room, 2nd Floor

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PRESENTERS



Mary Ann Bucci
Executive Director
Port Pitt



Port Pitt is governed by the Port of Pittsburgh Commission. As Executive Director of Port Pitt, Mary Ann Bucci is responsible for connecting businesses and enterprises with local, state, and federal funding to expand, and develop commercial use of the region's waterways. The Port District covers 13 counties: Allegheny, Armstrong, Beaver, Blair, Butler, Cambria, Clarion, Fayette, Greene, Indiana, Lawrence, Washington, and Westmoreland Counties. With more than 200 miles of commercially navigable waterways in western Pennsylvania, Port Pitt plays a considerable role in the regional economy. 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. The Monongahela and the Allegheny 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. Port Pitt is the fifth busiest inland port in the nation.



Ryan Dreier
V.P. – Industrial Products
BNSF Railway



Drier is V.P. of Industrial Products at BNSF Railway, the only privately owned Class 1 railroad. BNSF continues to be in the forefront of investing in projects that will help maximize efficiencies and delivery times in the supply chain. In 2022, BNSF announced their investment of more than \$1.5 billion to construct a state-of-the-art rail facility, the Barstow International Gateway. Barstow will optimize rail efficiency and improve delivery times both for BNSF's customers and the greater region by reducing truck traffic and alleviating freeway congestion in the Los Angeles Basin.

2022 also realized the completion of a second mainline bridge span across Lake Pend Oreille at Sandpoint, Idaho. The second bridge reduces congestion while moving freight to and from the Pacific Northwest more efficiently. BNSF continues to add several segments of new, double track in eastern Kansas on its Southern Transcon route linking the Midwest with California. This project will add 50 miles of new, main track to support increased volumes to and from the Midwest through the California gateways. BNSF's commitment to servicing their customers includes planning how best to improve efficiency, reduce congestion, and lower emissions while investing in projects that will achieve their gold standard of operational performance.



Jonathan Wahba
Sr. V.P. Sales & Marketing
Canadian Pacific Kansas City (CPKC) Railway



Wahba is the Sr. V.P. of Sales & Marketing for Canadian Pacific Kansas City (CPKC) Railway, the first transcontinental railroad to provide a new, single-line railroad connecting Canada, the United States, and Mexico. Within a week of the merger on April 14, 2023, CPKC announced a new, multi-year agreement with Schneider National Inc., a leading intermodal provider of transportation, intermodal, and logistics services. The result is a new, single-line intermodal transportation service on CPKC's north-south corridor connecting the U.S. and Mexico. Schneider has transitioned their Mexico-U.S. traffic to CPKC. Schneider serves as an anchor for domestic intermodal customers on CPKC's north-south intermodal service between Chicago and all major

destinations in Mexico.

CPKC also announced a second, new multi-year agreement to provide truckload intermodal transportations service with Knight-Swift (KS) Transportation Holdings Inc. KS is one of North America's largest and most diversified freight transportation companies that offer multiple truckload transportation and logistics services. KS is currently transitioning their Mexico-U.S. traffic to CPKC. On June 28, 2023, CPKC will announce a 3rd major alliance that will increase their volume to and from Mexico. CPKC's second bridge at the Laredo border will be fully operational in 2025 allowing North and South bound trains to cross the Rio Grande simultaneously alleviating truck congestion by transferring truck cargo to CPKC.

KEYNOTE SPEAKERS

H. Sheldon Norton | Bethann Rooney



H. Sheldon Norton

V.P. Feed Segment Lead

Cargill Starches, Sweeteners, & Texturizers, NA



H. Sheldon Norton is V.P. of Cargill's Feed Segment within their Starches, Sweeteners, & Texturizers business in North America. It is the most profitable company in the Cargill network. Feed Segment is unique within Cargill due to their business practices which are grounded in relationship business rather than transactional business.

Norton's responsibilities includes three major product lines that serve the beef, dairy, and aquaculture industries. Branded Feed has developed new feed products that produce a healthy, consistent rumen pH balance in animals. For feedlot owners and operators, animal performance and weight gain are their main concerns. The primary driver of energy and performance in cattle is the rumen. As cattle derive most of their energy from the rumen, the healthier the rumen, the healthier the animal. This translates to more growth, weight gain, and profit. To achieve maximum results, consistent

feed consumption throughout the day is key to producing healthy animals and better performance.

Under Norton's leadership, Branded Feed produces more than 3,500,000 tons of feed and more than \$1 billion in revenue across the U.S., South America, Europe, and Asia. Their disruptive innovation in a mainly mature animal feeding industry continues to deliver record results. Branded Feed's tagline, "Freedom from Convention", is more than a guiding principle. It is a template for doing business day by day, regardless of weather or other outside challenges.

Along with an innovative feed and feeding practice, Branded Feed is the only Cargill company that engages in relationship business rather than transactional business. One of the more outstanding examples of the efficacy of engaging in relationship business is Norton and his team never missed a delivery during Covid. After all, animals only care about when they will be fed.

Branded Feed has more than 30 yrs. of evidence that demonstrates their very profitable approach to practicing "Freedom from Convention". As a result, Norton is now expanding their business model "Freedom from Convention" globally to Cargill's Corn Milling Feed groups located in China, Brazil, and Europe.



Bethann Rooney

Port Director

The Port Authority of New York & New Jersey



Bethann Rooney is Port Director of the country's #1 busiest port, the Port Authority of New York and New Jersey (PANYNJ). Updates on PANYNJ Sea (Maritime) is what Rooney's current, timely content will cover. Because PANYNJ is the largest U.S. East Coast Container Port, it offers multiple options to move cargo by water to their destination. PANYNJ is the gateway that provides the best access to one of the largest, most affluent, and most concentrated consumer markets in a country whose economy relies on consumer consumption. PANYNJ also offers easy access to numerous, key inland and northern markets.

Shippers have a wide range of terminal choices when shipping to PANYNJ. Port New York's two container terminals are GCT New York Terminal, Staten Island, and Red Hook Container Terminal, Brooklyn. The primary cargo for the GCT New York Terminal is containers, dimensional cargo, general cargo, Breakbulk, and RoRo. Red Hook is the only Container Terminal Operator and Stevedore with facilities in New York, their container terminal in Brooklyn, and at their barge terminal, Port of Newark, Elizabeth, NJ.

The Port of New Jersey's Port Container terminal in Newark is the busiest container terminal on the East Coast. APM's terminal in Elizabeth is their largest terminal on the East Coast offering PANYNJ's largest reef capacity. The semi-automated GCT Bayonne Terminal, located just outside the Bayonne Bridge, is the most efficient of PANYNJ's terminals. Maher is one of the largest, privately-held, multi user container terminal operators in the world. The Maher Terminal operated is the largest marine container terminal in North America. When it comes to PANYNJ, the superlative is regularly used, i.e., largest, biggest, etc.

Rooney is eminently qualified to oversee PANYNJ. With a bachelor's in marine transportation qualifying her as a Third Mate, she completed her master's in international transportation. Beginning her career as a port captain/vessel agent, she has scaled the maritime mountain. Rooney runs PANYNJ with a data-driven focus establishing priorities for improvement that are carefully aligned to the approved, ongoing strategic imperatives.

KEYNOTE SPEAKERS

Sergio Sabatini | Peter H. Stephaich



Sergio Sabatini
President & COO
OmniTRAX



President and COO of OmniTRAX, Sergio Sabatini's responsibilities include overseeing 25 Short Line and Regional Railroads located in 12 states and in three Canadian provinces. Their railroads provide a coast-to-coast rail network interfacing with the Class 1s and other Short Line railroads. In addition to their railroads, OmniTRAX is known for their industrial parks and transload services.

OmniTRAX is a transportation and transportation infrastructure holding company headquartered in Denver with extensive real estate. Their organic growth is based upon their philosophy of "pitch and catch" when acquiring new railroads and in managing their railroads.

Founder of OmniTRAX, Pat Broe, acquired his first railroad, the Great Western Railway, a 40-mile Short-Line railroad located in Northern Colorado, as part of a bankruptcy offering in 1986. Broe describes railroads as the "the heart of America, the heart of our business".

Along with their 25 railroads and transload services, OmniTRAX has more than 10,000 acres of developable sites in their current portfolio. Their entrepreneurial culture guides their approach to developing solutions for their customers.

Committed to economic development in the communities they serve, OmniTRAX contributes more than 32,000 direct and indirect jobs to local communities. They support large-scale investments, often leading the investment for a project. An example is the \$450M they invested in a state-of-the art, steel production mill in Berkeley County, West Virginia. The mill will recycle scrap metals turning them into nearly 500,000 tons of straight rebars and premium spooled rebars that will be used for infrastructure projects for highways, bridges, and other industrial structures. Construction begins this year with full production occurring in 2025. OmniTRAX owns the 53 mile, Winchester & Western Railroad that operates in the Shenandoah Valley. This Short Line railroad connects with both CSX and NS, two Class 1 railroads.

Another 2022 achievement was becoming the rail operator for the inland Port of Catoosa, a multi-modal shipping complex and 2,000 acre industrial park in Tulsa, Oklahoma. OmniTRAX reported double digit growth for their rail division in 2022.



Peter H. Stephaich
Chairman
Campbell Transportation Company (CTC)



Chairman Peter H. Stephaich reported that Campbell Transportation Company (CTC) did not just survive the third year of the pandemic, they flourished. CTC delivered a year of successful expansion into the Gulf in 2022. After purchasing the assets of E Squared Marine Services (ESMS) in Houston during 1-Q 22, they opened their new office in the Houston area. Their successful integration of the ESMS team into CTC safety procedures and policies led to a high safety record for all their operations in 2022.

CTC defines their business operations as based on adhering to their 5 core values: Safety, Customer Service, Efficiency, Reliability, and Continuous Improvement. CTC's strategic priority is operational excellence with Safety ever the leader.

During the integration of ESMS, they consciously developed new customer relationships in the Liquid Bulk sector as well as in the dry bulk cargo segment in the Gulf. Their liquid capacity exceeded 1.2 million barrels. In addition to adding tonnage, CTC launched cross channeling services in Houston harbor that offered barge only rates that provide potential cost savings. They also introduced long haul unit tow service operations for the entire Gulf Coast Intercoastal Waterway and the Inland River System. CTC's fleet services are now operational within the Port of Houston and close to the proximity of the upper ship channel refineries.

CTC stepped forward in leadership roles in the key Gulf Coast trade groups: Lonestar Harbor Safety Committee, Texas Waterways Operators Association, and the Gulf Intracoastal Canal Association. Given his in-depth expertise and life-long experience, Chairman Stephaich is ideally suited to provide beneficial consulting to help the Greater Houston region maximize the potential of the area's explosive growth.

Concurrently, at their headquarters in Pittsburgh, CTC experienced a dramatic increase in the demand for domestic coal throughout 2022 due to the geo-political situation and the war in Ukraine. Stephaich is a founding member of the Waterways Council Inc. (WCI) and most recently served as a Chairman of WCI and the Port of Pittsburgh.

KEYNOTE SPEAKERS

Sean Strawbridge | Robert M. Sullivan



Sean Strawbridge
CEO
Port of Corpus Christi (PCC)



Sean Strawbridge, CEO of the Port of Corpus Christi (PCC), and his team continually push the envelope to secure additional business even though PCC is the #1 exporter of energy: crude, liquified natural gas (LNG), and Ethanol of all the Americas. PCC is uniquely positioned as an export gateway. Strategically located on the western Gulf of Mexico with a 36-mile channel that is being dredged from a 47 ft. depth to a 54-ft. deep channel. The proposed expansion does not include the La Quinta Ship Channel section. Until the Mississippi River is dredged, PCC's channel will remain the deepest in the Gulf.

Similar expansion plans are underway for widening the channel to 530 ft. from current widths of 400 ft. and 500 ft. Another important improvement PCC is undertaking is adding barge shelves in the Upper Bay Reach to allow separation of barge traffic from ship traffic.

In addition to PCC's major infrastructure improvements, their connectivity to rail (3 major Class 1 railroads) and road (two major interstate highways) confirms the port as a critically important gateway for international and domestic maritime commerce.

PCC is also the third largest U.S. port in total revenue tonnage. At the end of the first quarter of 2023 (Q1-2023), PCC announced they had surpassed Q2-2022 by more than six million tons. Q1-2023, reported considerable growth surpassing Q4-2022 by 49.5 tons. They also were able to report that March 2023 was their best month ever because they moved more than 17.5 million tons of cargo. As the largest exporter of crude oil, PCC's tonnage is a major component in reducing the nation's trade deficit.

Refined products also increased significantly at 6.3% more than March 2022 reported. PCC continues to report more LNG than all the other Gulf ports. Since Cheniere's Corpus Christi Liquefaction facility is currently undergoing a 12 million ton per year capacity expansion, they expect to be totally operational by late 2024. This expanded facility will significantly increase LNG tonnage.

Little known although deeply appreciated news is PCC is the port from which U.S. military equipment is shipped to Ukraine.



Robert M. Sullivan
Director, Great Lakes Gateway
MARAD, U.S. Department of Transportation



Director of the Great Lakes Gateway headquartered in Chicago, Robert "Mike" Sullivan oversees the Great Lakes with its bi-lateral, powerful economy. The Great Lakes Region (GLR) produces a GDP of \$6 trillion U.S. If the GLR were a country, their GDP would be the third largest in the world overtaking Japan. The GLR includes eight states (Illinois, Indiana, Michigan, Minnesota, New York, Ohio, Pennsylvania, and Wisconsin) as well as two Canadian provinces (Ontario and Quebec). The Great Lakes, known as the Nations' Fourth Seacoast, is located in the country's heartland. Sullivan's main responsibilities include congestion mitigation through monitoring the Marine Highway Program, environmental protection using dredging and ballast water technology, and involvement with port and maritime security.

GLR's population is 107 million that account for 52 million jobs. GLR is globally recognized for its manufacturing capabilities and expertise. Home to automotive and aerospace giants, other industries, i.e., health, education, agriculture, shipping, logistics, mining, energy, tourism, and finance also produce considerable business. Commercial navigation is mainly for the transport of raw materials.

Although it seems contradictory, the Great Lakes Economy is highly integrated despite having a border between the U.S. and Canada. Annually, \$278 billion is realized through bilateral U.S.-Canada trade. This is more than the GLR engages in with the combined total of business done from five other countries: Mexico, China, UK, Germany, and Japan. 78% of U.S. companies based in the GLR transport "intermediate goods" from Canada. "Intermediate goods" are defined as raw materials, parts, components, and services that are used to produce other goods. Illinois is, by far, the largest importer as they account for importing \$25.5 billion in intermediate goods.

Canada is the largest international customer for all eight GLR states despite elevated rhetoric between the countries. The Ambassador Bridge between Detroit, Michigan and Windsor, Ontario symbolizes this important trade relationship. Daily, about 10,000 trucks use this 1.3 mile suspension bridge to transport approximately \$500 million U.S. of international trade. This is more than the U.S. trades with France, Germany, South Korea, or the United Kingdom.

KEYNOTE SPEAKERS

Rodney Weinzierl | Tracy Zea



Rodney Weinzierl
Executive Director
Illinois Corn Growers Association
Illinois Corn Marketing Board



While farming full-time, Weinzierl has served as Executive Director of the Illinois Corn Growers Association (ILCGA) and the Illinois Corn Marketing Board (ILCMB) since 1993. Weinzierl is known as a practical visionary, a servant leader committed to delivering solutions. ILCGA and ILCMB share the same logo and goal: serve, help, and provide information for 4,000+ Illinois corn farmers. They advise local, state, and federally elected officials of agricultural issues from the farmers' perspective.

As a third-generation farmer, Weinzierl grows corn and soybeans on his 5,000 acre farm in McLean County, the highest producing corn county in the U.S. Because of his in-depth knowledge and expertise, he is deeply involved with Farm Bill negotiations to ensure more equitable programs for farmers and save taxpayer's money.

ILCGA provides farmers with the Yield Trend Endorsement saving them money on crop insurance and increasing crop insurance availability. They offer access to other farm programs like voluntary water standards, trade with other countries, and ethanol marketing opportunities.

Because more than 50% of Illinois corn is exported out of state, improving the river system is a top priority. Our waterways infrastructure gives Illinois farmers and other Illinois industries a competitive advantage in the transportation of grains and other products. ILCGA advocates with the Waterways Council to secure funding to repair and maintain this critical water infrastructure system. With the passing of the 2022 Water Resources Development Act (WRDA) by the Senate, the 65%/35% cost-share became permanent.

In 1982, the IL Corn Marketing Board (ILCMB) was established to manage the voluntary checkoff investment made by Illinois corn farmers. On each bushel of corn, 7/8ths of a cent is collected. These strategically invested funds are used to grow demand, create new markets, support registration, and educate the public on the value of corn, which is Illinois' highest valued agricultural commodity. ILCMB helps develop market opportunities, increase market prices, decrease costs for farmers, and provide beneficial regulatory and input costs. ILCMB's top priority is to protect the profitability of Illinois corn farmers.



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



Under the dynamic leadership of Tracy Zea, President & CEO of the Waterways Council, Inc. (WCI), significant milestones were reached in 2022. Zea leads a dedicated, experienced team of four and a committed, ever-increasing membership. WCI's membership represents a broad spectrum of diverse sectors, i.e., shippers, labor, commercial river users, farmers, ports, rail, etc. Because legislators pay more attention to what constituents have to say, having a very diverse lobby group is a huge advantage for supporting critical legislation.

On February 8, 2023, WCI pre-arranged 96 meetings for members flying to D.C. to participate in the first Hill visit since Covid ended Hill visits. Groups from the marine highway states meet with legislators to lobby for critically needed support for the locks and dams on the Inland Waterways system. The 2023 Fly-in was a rousing success.

As a results-oriented advocacy organization, WCI's mission is to improve system reliability through infrastructure maintenance and repair of the nation's maritime treasure, the 12,000 miles of river that comprise our maritime highway, the Inland Waterways. Another huge benefit WCI delivers is they are the go-to organization for local, regional, and national media. WCI continually provides reliable, accurate, and timely information. Last spring, the low Mississippi river levels had WCI answering calls 24/7.

In 2022, the Waterways Council (WCI) delivered impressive achievements under Tracy Zea's leadership. One of these achievements includes making the current 65%/35% cost split for construction and rehabilitation permanent. The allocation of \$2.5 billion toward lock and dam infrastructure in the 2021 Infrastructure Investment and Jobs Act was another. A third was securing record-level Appropriations funding for the Corps of Engineers' overall Civil Works mission. Yet another was obtaining approval for needed, new construction through IIJA and Congress's new Community Project Funding option. WCI also secured continued construction funding for ongoing projects. Because of record levels of Operations and Maintenance for the Corps of Engineers' Civil Works mission, a record low of unscheduled lock closures occurred improving the efficiency of the river system.

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SAVE THE DATE: 2024 Rail & Maritime Summit, June 25, 2024, Union League Club, Chicago.
We look forward to welcoming you to our 14th annual Summit! Thank you for attending the 2023 Rail & Maritime Summit.

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