

FALL NEWSLETTER

PRESIDENT'S MESSAGE



2015 is gaining speed and for good reason, there is a lot to accomplish before years end and the last quarter is upon us! It appears as though our Ports have been making headlines more this year than years past. There are so many river initiatives, port legislation and associated activities happening with IRPT leading the discussions.

One area of recent news has been Senator Thunes' Port Transparency bill. We applaud our congressional delegation for acknowledging the vital role Ports play in the national economy and they are correct in the statement that statistics for maritime industry are not readily available. USDOT and MARAD both have reported the lack of a national standard for performance measures and the lack of a reporting process in the attempt to measure the efficiency of major US Ports. While the Senators'

intentions are good, we in the industry understand Port's cannot be graded on one scale be it TEU's, tons or barrels. Accurate and timely reporting continues to be one of IRPT's primary initiatives.

Aimee Andres, IRPT's Executive Director has been extremely busy traveling the mid-west this Summer hosting Basin Meetings. Meetings have been taking place from the Lower Mississippi to the Illinois River and from the Missouri to the Ohio River basin. Lots of interaction and communication between Ports and stakeholders has been had. Issues and challenges have been expressed to those with direct contact in the industry. This is where IRPT earns its paycheck. Ensuring stakeholders meet face to face with the Corps and USCG being sure industry and navigation are not being overlooked.

Container on Barge initiative also advances with a recent scoping session being held with industry leaders to review the next actions needed to see an inland river container service. Stakeholders such as Walmart are getting a glimpse of what we in the industry refer to as water compelled rates. Competition makes us all better. IRPT continues to the lead these conversations, asking the questions and getting answers.

IRPT's annual conference is only six months away and will be in Natchez Mississippi. Natchez has a long river history with a robust presence. Natchez was only a French trading post in the year 1716 when the first river cargoes were recorded. Please don't miss out on this wonderful opportunity to step back in time and experience true "southern hospitality". IRPT is also looking forward to its future conferences and has begun taking RFP's for the 2017 & 2018 venues.

Finally, the upcoming Board of Directors meeting will be held in conjunction with NWC in Little Rock, Arkansas later this month and our Winter meeting being held in Washington DC. We intend to "walk the halls" sharing the news and issues IRPT and its members have. In the coming months please reach out to Aimee or myself with the issues you are facing as we will present them to our delegation.

- Hugh McConnell, IRPT President

Welcome New Members Since June

RIVER TRADING COMPANY, LTD

River Trading Company has specialized in marketing and servicing the coal requirements from the largest utilities to the smallest local industrial facilities. Through its strategically located river terminals, RTC can merchandise coal and other products throughout the U.S. and internationally. River Trading ships over 2 million tons of coal to its large customer base each year.

River Trading's companies have evolved from owning coal mines, river docks, and barge services into one of the country's leading coal/energy marketing, trading, and dock-management firms.

RTC and its affiliates have a physical presence at 7 locations in MN, IA, WV, and OH.

Riverpoint, located in Marmet, WV on the Kanawha River, stockpiles, sizes, and custom blends coal for shipment to domestic utilities, industrial users, and export companies.

Docks Creek LLC, located in Kenova, WV, on the Big Sandy River with Norfolk Southern connection, offers a wide range of reliable and cost-effective handling, blending, and storage options for the utility and industrial market.

Cincinnati Bulk Terminals, a river-truck-rail transfer and storage terminal, is a full service dry bulk, break bulk, general cargo, and steel handling facility.

Port of Cincinnati specializes in the loading and unloading of break-bulk materials. This port has the ability to move bulk and bagged ferro-alloys, minerals, palletized goods, and steel cargo. POC has 15 acres of outside storage and a total of 87,000 sf of inside storage.

Muscatine Dock, located in Muscatine, IA, on the Upper Mississippi River, is used for unloading and shipping coal in Iowa and the Upper Midwest. Muscatine Dock has approximately 30 acres of storage and the capability to unload barges to the storage area (250,000 tons).



FMT Terminal is located on 60 developed acres at mile post 97.5 on the Red River which connects directly to the Atchafalaya River, Intercostal Waterway South and is accessible from the Mississippi River. The Terminal also provides immediate access to Interstate I-49, U.S. Highway 71, 165, 167 and Louisiana Highways 1 and 28 and is beneficially positioned approximately 1 mile from the Alexandria International Airport.

Flexible and dependable loading and unloading services

- Our handling capabilities include the loading and unloading of river barges and trucks
- We specialize in dry bulk material handling
- We provide a variety of cargo transfer and storage services
- General cargo dock that can fleet up to 18 barges
- 9 ft. draft main channel depth
- Cargoes: Dry Bulk Product such as aggregates and agricultural products

FMT's Terminal staff is a true partner for success, helping with land site selection, land development, building construction, logistics and transportation. This property includes fully-developed property space with areas available for outdoor storage or customizable space for warehouse storage. We are fully equipped to help you with the construction of a warehouse facility for storage of any bulk product of cargo until you are ready to ship.

We have the experience to help you acquire funding for your build out on our facility through our partnerships on a local, regional and state level.

New Members, continued



impala

TERMINALS BURNSIDE

Impala Terminals Group owns and operates a network of terminals that facilitate global trade flows. They specialize in warehousing, multi-modal logistics and related port services for essential commodities worldwide. We combine the strengths of our people and our assets to provide vital access to markets and new opportunities.

Impala Terminals Burnside is Impala's state-of-the-art bulk facility in the US for coal, petroleum coke, bauxite, alumina and other dry commodities. Located at mile marker 169 on the Lower Mississippi River, Impala Terminals Burnside is a multi-modal terminal with access to ocean, river, and truck connecting the US coal and petroleum coke producing heartland to domestic and international markets.

Since acquiring the site in 2011, Impala has invested significantly in the terminal transforming it into one of the top bulk exporting facilities in the US. To date \$300+ million has been injected into the project with a further \$150+ million envisaged for a further phase of redevelopment incorporating a state-of-the-art rail unloading system.

Impala Terminals Burnside not only offers immediate storage on a soil cement pad and blending facilities but operates a mid-stream berth with both barge-to-ocean vessel and ocean vessel-to-barge transfer capabilities. The mid-stream vessel operation is capable of transfer rates up to 20,000 tons per day of all types of bulk cargoes, including coal, petroleum coke, grain products, ores or alloys and fertilizers.

Become a Member today!

Visit www.irpt.net for membership application.



Dale and Carolyn Manns founded Superior Marine Ways, Inc. in December 1977. The company is currently owned by Manns' three sons; Michael, Stephen, and Matthew Manns. All three currently hold senior level positions within the company.

Headquartered in Burlington, Superior Marine has a 28,400 square feet building, two dry docks and seven harbor vessels at Ohio River at mile 314.9.

Superior's core services include; harbor services, barge repair, stevedoring, fabrication shop, and machine repair. Superior also has a new ship construction and repair division for large vessels.

Superior Marine Ways, Inc. through partnership with Lawrence Economic Development Corporation operates the new intermodal terminal The Port of South Point, located at Ohio River Mile 318.6. This new terminal provides access to marine transportation for the companies located in the tri-state area of Ohio, Kentucky and West Virginia. The terminal has a capacity for a 300-ton crane, access to NS rail, and can operate 365 days a year. Storage is available at The Point Industrial Park, adjacent to The Port of South Point. Various cargoes can be accommodated at this facility.

Superior maintains fleets in the Huntington Harbor with the capacity of 395 barges between mile 305 and mile 319 along the Ohio River. Superior currently operates one vessel that does trip work between Morgantown, West Virginia to Paducah, Kentucky including all of the Kanawha River.

Members in the News

William “Bill” Miller Joins Paducah McCracken Riverport Authority



William Miller has been named the Executive Director of the Paducah-McCracken County Riverport Authority in Paducah, Kentucky.

Mr. Miller has extensive maritime experience in negotiating and administering contracts with more than 50 ports across 16 countries. His expertise has been converting underachieving operation into profitable operation and expanding revenue sources through business development. Previously, Miller was the General Manager of the Virginia International Terminals at the Port of Virginia where he was responsible for 3 inland ports. Before joining the Virginia International Terminals, he held various positions with Lykes Lines / CP ships.

“We look forward to his leadership in guiding the Port through achieving Foreign Trade Zone status plus other business development opportunities, and managing current business relationships,” the board said in a news release. “Paducah has a unique place on the rivers with the capacity to service the river industry with the same quality as much larger ports such as New Orleans.”

Mr. Miller replaces longtime Executive Director Ken Canter, who retired in June. Mr. Canter served as President of the Kentucky Association of Riverports.

The Paducah-McCracken County Riverport is located at the confluence of the Tennessee-Tombigbee Waterway, the Ohio River, the Cumberland River and less than 50 miles from the Mississippi River. The port is home to the largest flat-top crane in North America.



Steven M. Osborne named CEO of E-Crane International USA

E-Crane International USA, a market leader in material handling solutions for the bulk and scrap handling industry, announced that the Board of Directors has unanimously elected Steven M. Osborne as Chief Executive Officer effective June 24th, 2015.

Steven Osborne succeeds his father and ECI-USA’s current President and CEO Mark W. Osborne who has been successfully leading the company since it was founded in 1999. Mark Osborne will continue to serve the company as a member of the management team responsible for sales & marketing.

“I have always believed in him so it was no surprise that the Board of Directors confirmed his talents. I am so happy for him and for ECI-USA. I look forward to working with him in this new capacity in the years to come on behalf of the company I love. Being Steven’s father it makes me proud to see that third generation of engineers in our family is doing so well.” said Mark Osborne former President and CEO.

“I am honored that the Board of Directors chose me to follow in the footsteps of my father who has led ECI-USA for the past 16 years.” said Steven Osborne. “I am also thrilled that I will have the ability to rely on my father’s counsel over the coming years as he is an exceptional executive, leader, role model and friend.”

ECI-USA, based in Galion, Ohio, is responsible for sales and customer service of the E-Crane product line in North in South America.

Port of Kansas City Re-Opens River Dock



On August 19th, the first barge to dock at the Port of Kansas City since 2007 was loaded with scrap metal to be transported to Peoria, Ill. PortKC officials hailed the event as the rebirth of the Woodswether Terminal on city-owned land northwest of downtown. The first barge to dock at the reopened facility deposited a load of mill slag, to be used in construction that came from Peoria, Ill., and will return to Peoria with the scrap metal that will be turned into steel.

PortKC president Michael Collins, said the reopened site is one of few public ports on the Missouri River and should serve as an economic stimulus when used by shippers from the Great Lakes to the Gulf of Mexico.

PortKC, which rebranded itself from the Port Authority of Kansas City in May, has teamed with Kaw Valley Companies to operate the port at 1724 Market St., a bumpy spur off Woodswether Road northwest of Kansas City's downtown. PortKC, which has a long-term lease from the city, intends to expand the largely undeveloped site from the current eight acres to about 14 acres. It also is working to reconnect the dock site to a nearby Union Pacific rail line that runs along Woodswether Road.

"We expect to get four or five barges this month and hope by October we'll be seeing eight to 10 barges," Collins said. "At full capacity, we hope to get 12 to 15 a month."

Read more here: <http://www.kansascity.com/news/business/article31562315.html#storylink=cpy>

Ports Investing in Infrastructure

State of Mississippi Ports

The Mississippi Transportation Commission has awarded \$3.8 million in grants to seven of the state's ports for upgrades, maintenance and repairs.

A dozen ports made grant requests totaling more than \$8 million for the Mississippi Department of Transportation's multi-modal grant program. The agency had allocated \$3.8 million for the fiscal year.

IRPT member ports receiving grant funds include:

- Natchez-Adams County Port: Replacing north wing warehouse roof
- Port of Greenville: Dock structure upgrade and rehabilitation.
- Port of Rosedale: clearing and prepping of port property for port expansion
- Yellow Creek Port Authority, Iuka: Extend existing rail spur at Mississippi Waterway Industrial Park.

To read more, click [HERE](#).

The Ports of Indiana - Burns Harbor

The company that stevedores the Port of Indiana Burns-Harbor is making an unprecedented investment of around \$500 million that will nearly triple its fleet of cargo vessels in just five years.

Federal Marine Terminals, which serves 12 ports on the East Coast, Gulf Coast and Great Lakes, just marked its 50th year at the Port of Indiana-Burns Harbor. The company owned 24 ships in 2011, but has grown its fleet to 47 ships today and plans to have 61 by 2018 largely because of the changing economics of ship ownership, Vice President of Operations Keith Flagg said.

Federal Marine is investing \$1.3 million into its operations at the deepwater port in Portage, which was its second busiest port after Lake Charles in Louisiana last year.

To read more, click [HERE](#).

Industry News

Great Lakes Seaway Partnership

The American Great Lakes Ports Association in partnership with the Lake Carriers' Association, Fednav Limited, and the Saint Lawrence Seaway Development Corporation have jointly sponsored a new bi-national public affairs program called The Great Lakes Seaway Partnership. The program officially launched in June with the unveiling of a new website.

The Great Lakes Seaway Partnership brings together leading U.S. and Canadian maritime organizations working to enhance public understanding of the benefits of commercial shipping in the Great Lakes Seaway region of North America. The organization will manage an education-focused communications program, sponsor research, and work closely with media, policy makers, community groups, allied industries, environmental stakeholders, and the general public to highlight the positive attributes of marine transportation.

The website features include sections dedicated to the program's three key messages – Economy, Environment, and Safety – as well as facts and figures about the eight Great Lakes states and two Canadian provinces. There is also a section which serves as a primer about Great Lakes Seaway shipping. Latest news about ports, shipping companies, industry associations and programs are omnipresent on each page. Users of the site are encouraged to sign up to be added to The Partnership's mailing list.

To read more, click [HERE](#) or visit the new website: <http://greatlakesseaway.org>

Ohio River Freight Survey

The Ohio Cooperative Development Center (OCDC) and the International Trade Assistance Center (ITAC) at The Ohio State University South Centers are working with organizations to develop a cooperative shipping initiative in order to provide greater access to the inland waterway transportation system. The initiative intends to organize collective sourcing and purchasing for barges, including the potential for bulk and containerized cargo options, with the potential to decrease logistics costs, provide greater access to collective purchasing, facilitate supply chain integration, and foster multi-state collaborations.

In order to quantify demand for and interest in this initiative, OCDC and ITAC are seeking feedback regarding the shipping needs of the region surrounding the Ohio River. The short survey linked below seeks to gather information from businesses that ship products or raw materials as well as economic development and related organizations.

<http://go.osu.edu/ohiorivershippingsurvey>

We hope that you will participate in the survey, which should take only a few minutes, in order to share your valuable feedback. Please also feel free to share the survey with others that may be interested in the initiative, including potential users of the service. Participation in the survey is completely voluntary and survey results are not intended for publication.

Industry News

Cross Jurisdictional PREP Exercise

Marathon Petroleum Company (MPC) likes challenges. To exercise their Corporate Emergency Response Team (CERT), MPC chose to play two concurrent spills that split the border between two states. Planning for the exercise began late in 2014 with a presentation to Area Contingency Planning Group, which also served as a recruitment base for players.

MPC has a collaborative approach to planning an exercise so that each organization owns a piece of the exercise. The planning group met monthly to refine the scenario, establish their objectives and to discuss the rules of play. The “problem” that the group developed to present the global response team was a windstorm coming through the area causing a barge collision on the Missouri side of the Mississippi river and tank damage in Hartford, IL. The result was a 5,000 barrel spill of crude oil into the Mississippi.

The tabletop exercise was held at the Hilton Ballpark in Downtown St. Louis, with approximately 213 participants representing 26 separate organizations. Below are the organizations that participated:

Arcadis	Blackbox	CTEH
Dept. of Energy	DNV	ER LLC
EMSI	Foster Wheeler	GRS
HP	Illinois DNR	Illinois EMA
Illinois EPA	Illinois House of Rep.	Illinois Petro. Council
Marathon Petroleum Co.	Marathon Petroleum Marine	Marathon Pipeline
Missouri DNR	NOAA	Speedway LLC
St. Louis City EMA	St. Louis PD	St. Louis County OEM
TRG	Tristate Bird Rescue	T&T Salvage
USCG	USEPA	URS
WPNT		

The global response team worked through the problems of recovering the oil, salvaging the barge, protecting the sensitive environments, mitigating the impacts to communities, beginning wildlife recovery, handling VIP's and setting up a claims system. Two of the overarching objectives, unity of response and cross jurisdictional issues were fully achieved. Credit should be given to the planning group for recognizing the difference in cultures and jurisdiction and using that to prepare the members of the response team. In the hot wash that followed, many were grateful for the unique opportunity, and the slow play and post meeting debriefs were very helpful. Two main areas of improvement were identified: 1) Information flow among the team was clunky at times, and 2) Operations needs to hone their tactical planning skills.



Environmental Restoration, besides playing as the lead oil spill contractor, also was able to display the response equipment from their local office. The display was highly popular with those that have support roles on the response team. Having a picture of what operations talks about, puts their workload in the proper perspective. ER, LLC brought three boats, a vacuum truck, several skimmers, containment boom with trailer, a decontaminations station, and an amphibious vehicle. The display was open to customers and potential customers.

Upcoming Events

September 16-18 2015: National Waterways Conference Annual Meeting

Attend this year's meeting to learn more from high-ranking federal officials from the U.S. Army Corps of Engineers and the U.S. Department of Transportation, as well as regional experts, who'll discuss the multiple benefits Arkansas's water resources bring to the region and the nation. This year's Annual Meeting will be held at The Marriott Little Rock. Visit www.waterways.org to register.

September 22, 2015: 13th Annual Indiana Logistics Summit

The Indiana Logistics Summit is co-hosted by Purdue University, the Ports of Indiana and Conexus Indiana to promote the logistics industry and showcase the critical role this sector plays in the national economy. The Summit celebrates provides an important platform for informative discussions among businesses, leaders and transportation professionals. To find additional information about the Summit and to register online, visit www.indianalogistics.com.

October 5-7, 2015: 2015 Coal Handling & Storage Conference & Exhibition

The 2015 Coal Handling & Storage Conference & Exhibition offers. Coal is the single largest commodity shipping on the waterways and it is an industry facing constantly changing political and regulatory challenges. The program will help navigate through some of those challenges. The conference will be held at the Hyatt Regency in St. Louis. Visit <http://www.coalhandlingshow.com> for more information.

Inland Rivers, Ports and Terminals, Inc. (IRPT) is a nationwide trade association composed of ports, terminals, users and suppliers of the U.S. Inland Waterway system. IRPT promotes the use of our nation's rivers as the most cost effective, and environmentally-friendly form of transportation.



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