

CASE STUDIES

M-35/M-70 CONTAINER ON BARGE SERVICE

Marine Highway Route(s): M-35 and M-70 Designated: 2018

Project Snapshot: This project is a container-on-barge operation beginning at the Port of Indiana-Mount Vernon on the Ohio River to (1) Pittsburgh, Pennsylvania, with subsequent stops along the proposed route in Indiana, Ohio, and Kentucky; and, (2) to St. Paul, Minnesota, with subsequent stops along the proposed route in Illinois, Indiana, Missouri and Iowa. This operation will support a waterway transportation network on the river that delivers vital goods between three major gateway ports, establishing new trade networks with significant public benefits and creating a foundation for future trade growth.

Attributes: The Project will result in fewer trucks on the road which saves lives, reduces carbon emissions, reduces highway maintenance, lowers transportation cost for shippers, and provides economic opportunities in the region. It is fully anticipated that the service provides shippers with transportation alternatives by utilizing the waterway system.



Representing Nucor Steel Gallatin LLC
Tony Nath
Material Handling & Shipping Day Supervisor

Tony Nath is a day supervisor at Nucor Steel Gallatin in the material handling and shipping department. Tony has worked in various areas throughout his 26-year career at Nucor Gallatin, including melt shop, caster, maintenance, and current position as day supervisor in material handling and shipping. Tony is a long-time member of the Association for Iron and Steel Technology (AIST) where he has held various chairman positions and has written two published papers for AIST. Aligned with his current role in the field of logistics where he interacts with river operations daily, Tony is a board member of Central Ohio River Business Association (CORBA). Outside of work Tony enjoys, golf, snowboarding, motorcycles, boats, and spending time with family and friends.

CHAMBERS COUNTY – HOUSTON CONTAINER ON BARGE EXPANSION SERVICE

Marine Highway Route(s): M-10 and M-146 Designated: 2018

Project Snapshot: This Project is moving cargo by barge through the M-146 and M-10 Marine Highways approximately 25 miles, connecting Chambers County to the Houston Ship Channel and Port of Houston. At the time of its designation, this service has eliminated over 16,000 trucks from an already congested Houston Metropolitan area and other regions along the Gulf Coast. This existing operation has a proven track record of success in the reduction of landside congestion, roadway maintenance, and harmful emissions.

Attributes: This service substantially reduces the length and number of the heavyweight freight trips on I-146 and I-10, thus easing congestion, reducing emissions and creating an alternative cargo transfer option. The service alleviates millions of road miles annually and seeks enhancements that are aligned with DOT's objectives of environmental sustainability and increased economic competitiveness in the region. It also provides a significant alternative to the already congested corridor into and out of Houston, which improves the livability of communities that are experiencing high traffic volumes.



**Representing Chambers County Texas Hub & Spoke
Bill Kinzeler
InterMat, LLC**

Mr. Kinzeler is a Principal with InterMat, LLC and is a recognized industry leader in the handling and transportation of cargo using the US's blue water, brown water (Marine Highway), rail, and interstate infrastructure. He is skilled in the development, valuation, operations, and the sales and marketing of intermodal port facilities and industrial parks.

In his previous role as Vice President of Commercial and Business Development for Watco Companies, he was responsible for developing and executing on various initiatives to improve the intermodal capabilities of Watco's 700-acre Greens Port Industrial Park. These efforts included the integration of the park's rail, real estate, and dock infrastructure into a seamless intermodal operation. These responsibilities also included diversification of the park's customer base by making it less reliant on the oil and gas industries by targeting other industries that would better use the park's intermodal infrastructure. Efforts resulted in quadrupling the park's bulk business volumes, doubling rail car volumes, diversification of the product mix, and developing a transloading business that increased both rail and terminal revenues.

Mr. Kinzeler also held a board seat on the Board of Directors for KW Express LLC. A \$ 150 million JV between Watco Companies LLC and a subsidiary of Kinder Morgan Inc.

(Bill Kinzeler continued)

Prior to Watco, Mr. Kinzeler spent 12 years in a variety of roles at Kinder Morgan. In his last role at KM, he was the Director of Business Development and was responsible for leading KM's business development efforts across North America for its bulk, breakbulk and transloading businesses. These responsibilities included the acquisition and development of new facilities and the organic growth for KM's 100+ North American terminals. In addition to this business development role, Mr. Kinzeler also served in multiple General Manager roles after starting his time at KM as a Business Development Manager. Over the course of Mr. Kinzeler's career at KM, he led six diverse intermodal businesses with over 50 facilities in 20 states, handled 100's of commodities and participated in the evaluation of well over 100 intermodal businesses and projects that resulted in over \$1.0 billion of deployed capital.

Mr. Kinzeler started his career and spent 9 years at River Consulting, Inc., a recognized leader in the development and design of marine based intermodal facilities. He spent this time evaluating, studying, developing, and constructing multi-modal terminaling facilities.

BATON ROUGE – NEW ORLEANS SHUTTLE SERVICE

Marine Highway Route: M-55 Designated: 2016

Project Snapshot: The Baton Rouge-New Orleans Container-on-Barge Shuttle service operates between the Port of Greater Baton Rouge and the Port of New Orleans, LA. The terminal stevedoring operations, managed by SEACOR AMH, LLC, in the Port of Greater Baton Rouge interface with the cargo owners and ocean carriers to ensure an on-time, efficient, and cost-effective service to the Port of New Orleans. The project has the potential to relieve surface transportation travel delays – which pulls approximately 2,000 short hauls out of the congested I-10 Corridor between Baton Rouge and New Orleans ports, Louisiana.

Attributes: The Port of New Orleans moves approximately 30,000 containers annually, as the rate structure is competitive with regional trucking rates. The service is continually growing and the volumes are expected to increase and divert more cargo for additional shipping options for the customer. It also facilitates maritime commerce by reducing intermodal costs, emissions, highway congestion and maintenance, increasing public safety, and meeting market demand for greater inland transportation capacity.



Representing SEACOR AMH LLC
Richard Teubner
Vice President

Richard Teubner was a member of the United States Coast Guard for more than 24 years where he gained extensive national program leadership experience in regulatory development, port security, maritime transportation system management, environmental emergency responses and compliance programs. He has

(Richard Teubner continued)

served as vice president for business development at O'Brien's Response Management, a subsidiary of SEACOR Holdings Inc; and at SEACOR Holdings with responsibilities that included cross divisional business development and special projects. Teubner recently also served as chief operating officer of SEACOR Island Lines LLC. in Port Everglades; and CLEANCOR Energy Solutions LLC., a subsidiary of SEACOR Holdings Inc. He is vice president of SEACOR AMH LLC., container on barge service for the inland river services division of SEACOR Holdings Inc.

Teubner's work experience includes: operational oversight of a container shipping line, program/project management with a major engineering company and extensive support of the national operations of numerous transportation-related businesses. Teubner has managed the development of a significant number of program level operations that have included: master planning, preparedness, feasibility assessment, exercise and simulation, training, regional risk management, security improvement, trade and operational resiliency, and redundancy assurance for a variety of major public/private sector business operations.

OUR PORTS & COMMISSIONS

PORT OF MORGAN CITY, RAYMOND M. “MAC” WADE, EXECUTIVE DIRECTOR



Raymond M. “Mac” Wade, CPE, was named Executive Director of the Morgan City Harbor and Terminal District (Port of Morgan City) by the Port’s Board of Commissioners on August 28, 2013. Top priority for Mac and the Port Commission is to ensure that stakeholders who transit the Atchafalaya River and Bayous Boeuf, Black and Chene have a consistent, navigable 20-foot deep by 400’ wide channel as authorized by Congress. Additionally, Mac is working, on behalf of the Commission, to foster economic development opportunities within the Port District.

Mac represented the Port of Morgan City on the Coastal Port Advisory Authority which was established by Act 180 of the 2013 Regular Legislative Session. He was selected as a member of the Project Review Committee for the LTRC/LADOTD Research Project 16-4SS (DREDGING LOUISIANA’S PORTS) in November 2015 and continues to serve. Mac has served on the IRPT (Inland Rivers, Ports and Terminals) Board of Directors from April 2016 – April 2018, and he is a member of the Navigation Focus Group for the Coastal Master Plan. Mac has served on the South Louisiana Security Committee for Captain of the Port Houma Zone since January of 2020. He has served as a member of the Advisory Board to the Higher Education Maritime Campus Consortium Task Force since March 2020, and was appointed to the Atchafalaya River Basin Restoration and Enhancement Task Force by Governor John Bel Edwards March 5, 2021. Mac also represents the Port through memberships with the Ports Association of Louisiana (PAL), National Waterways Conference, Gulf Ports Association, Gulf Intracoastal Canal Association, and others.

Mac works with the Corps of Engineers; members of our State and Federal delegations; State agencies such as CPRA, DNR, WLF, DOTD, and LED; landowners and numerous other local, state and federal organization to secure additional funding for dredging, to promote beneficial use of dredge material (including the use of material for coastal restoration projects), and to provide opportunities for business retention and expansion within the Port District.

Mac has gained a wealth of information about the operations of the port and the river system prior to his employment as Executive Director. He was appointed as a commissioner for the District in 1987, and he served for 24 years; 6 years as Vice President and his last 4 years on the Commission as its President.

During his time served as a commissioner, the Port was involved in import/export operations for container and project cargo with Mexico. As Executive Director, Mac worked with a Fortune 100 company importing sea salt and exporting grains to Mexico and the Caribbean. He is currently working with a natural resource company to import, mill and export high grade bauxite in Louisiana. He is also exploring the potential for establishing a Marine Highway Project with Atchafalaya and Red River Ports on MARAD’s M-49 Route.

Mac earned recognition as a Certified Port Executive, having finished the course in March of 2013. He holds a Bachelor of Science Degree from the University of Southern Mississippi. Mac is a veteran who served his Country as a Staff Sergeant in the Army Reserves for 6 years.

Mac has lived in Morgan City since 1975 and has been involved in the Oilfield and Environmental Industry. He is married to the former Karen Beadle and they have 2 children and 2 grandsons. In his spare time, he enjoys hunting, fishing and traveling.

PORT OF KROTZ SPRINGS, CINDY STELLY, EXECUTIVE DIRECTOR



Cindy Stelly became Executive Director for the Port of Krotz Springs in early 2022. Prior to becoming Executive Director, Cindy worked as Executive Secretary at the Port since 2003.

She is a graduate of Melville High School. She has served as Councilwoman for the Town of Krotz Springs for 10 years. She currently serves as President of the Krotz Springs Sportsmens Heritage Festival and has served on the board for several years. She is a lifelong parishioner of St. Anthony of Padua Catholic Church.

Cindy and her husband Michael have three children and ten grandchildren.

PORT OF AVOYELLES, SAMUEL J. DUCOTE, EXECUTIVE DIRECTOR



Samuel J. Ducote is the Executive Director of the Port of Avoyelles.

He is a native of Simmesport, LA. He graduated from Simmesport High School in 1975. He attended LSUA and St. Francis Cabrini Hospital School of Radiology in 1981 in Alexandria, LA. Sammy later obtained an architectural drafting certification as well as construction management.

Sammy owned Sammy's Supermarkets from 1982-1992 then sold and built Ducote Building Materials from 1992-2019. He also practiced his medical profession part time while operating his businesses through those years.

Sammy sold his business when he retired in 2018, then took the position of part time director for the Port.

Sammy has 2 adult sons age 37 and 22, and he was married to his wife for 43 years.

RED RIVER WATERWAY COMMISSION, ERIC GILMORE, MARKETING DIRECTOR



Eric D. Gilmore, serves as the Marketing Director for the Red River Waterway Commission (RRWC), a political subdivision of the State of Louisiana. He joined the RRWC in May of 2016 as the Marketing Director, previously working for nineteen (19) years in Higher Educational Publishing, the last eight (8) years of which serving as a Small Business owner in Natchitoches, LA.

Eric holds Bachelor of Science degrees in Business Administration from Northwestern State University. He also is certified as an Inland Marine Port Executive from the Maine Maritime Academy. He has served on the Board of Directors for the Inland Rivers Ports, & Terminals Association since 2018.

Eric was born in Chicago, IL and raised in St. Louis, MO where he graduated from Parkway West High School. While at Northwestern State, he met and married his wife, Jaime, and they have two (2) daughters: Sarah, 21, and Maggie, 18.

CADDO-BOSSIER PARISHES PORT COMMISSION, ZAZELL DUDLEY, DIRECTOR OF ECONOMIC DEVELOPMENT



Zazell Dudley, Director of Economic Development for the Caddo-Bossier Parishes Port Commission, manages services provided to site selectors, state and regional economic development organizations, prospective tenants of all sizes, and to existing tenants. Services include business attraction, business retention and expansion (BRE), workforce development support, response to RFI/RFP's, incentives reviews, and FTZ activities. Two new projects have been completed in 2022. A Proppants Processing Facility is under construction on a 43-acre tract, creating 40 jobs, with a capital investment of \$35 million. Restructuring of Alternative Site Framework (ASF) for FTZ #145 was completed, and a pipeline of 20 leads, 7,077 new jobs, and a combined capital investment of \$6.4 billion is under management.

Prior to joining the Port, Zell was Vice President of Economic Development for North Louisiana Economic Partnership where she led economic development initiatives for Caddo Parish. In 2016, Glovis America established a state-of-the-art vehicle logistics and processing center at the former General Motors plant, creating 180 jobs, a \$1 million investment, and a 92-acre tract of parish-owned land was placed into commerce. In 2017, AEROready Certification project resulting in certification for the Shreveport MSA for its readiness as an aerospace ecosystem was completed, marking a first for the State. In 2018, Duckwater Services (now Haughton Environmental) established a new facility, along with two other companies. The project created 28 jobs, \$4 million capital investment, and a new industrial water revenue stream for the town of Haughton.

Zell received a Bachelor of Science degree in Petroleum Engineering from Louisiana Tech University, an MBA from Dallas Baptist University, and has completed all course requirements for Certified Economic Developer by IEDC. She has worked for Fortune 100 companies in the Energy/O&G, Glass & Specialty Materials, and Defense industries. Zell currently serves on the Caddo Industrial Development Board (IDB), and the Louisiana Small Business and Entrepreneurship Council (LSBEC).

RED RIVER PARISH / NATCHITOCHE PARISH PORT COMMISSIONS, TRAVIS TYLER EXECUTIVE DIRECTOR



The Natchitoches Parish Port Commission announced the selection of Travis Tyler as its new executive director May 15, 2017.

A native of Atlanta, Tyler graduated from Northwestern State University where he earned a Bachelor of Science in criminal justice. He worked in Louisiana's oil, gas, and transportation industries for 9 years prior to coming to the Port.

The Natchitoches Parish Port is a multi-modal facility with river, rail, and highway transportation options and the only slack water port on the Red River .

Travis also serves as executive director of the Red River Parish Port Commission.

CENTRAL LOUISIANA REGIONAL PORT, BEN RUSSO IMPE, EXECUTIVE DIRECTOR



Ben Russo is the Executive Director of the Central Louisiana Regional Port Authority located in Rapides Parish, Louisiana. He formerly served as President for the Alexandria, LA – based Rugallo LLC, an energy related consulting company.

He began his career as an industrial hygienist overseeing environmental, health and safety programs at numerous plants throughout North America for three international chemical manufacturing companies. He then moved to Pineville to oversee solid and hazardous waste compliance, after a few years he then transitioned into Origination, Market Development and Business Development roles over the next nineteen years.

Ben started at the Central Louisiana Regional Port Authority in October 2020, and serves in the capacity of overseeing a wide-variety of port related functions including day-to-day management as well as the business and economic development of the Port's property. The port continues to work on the optimization of existing assets, as well as positioning itself for the needs of the community in the future thru its existing transportation hub.

Ben has served in advisory positions such as University of Louisiana's Center for Energy Efficiency and Sustainable Energy Advisor, University of Louisiana's Energy Institute Advisor, Louisiana Institute for Biofuels and Bioprocessing Advisory Board, University of New Orleans' Advanced Materials Research Institute Advisory Board, Clean Power and Energy Research Consortium Advisor, Louisiana Tech University Trenchless Technology Center Advisor, Louisiana Military Advisory Council, Advisory Council for Department of Environmental Qualities' Lead Abatement Standard.