### **Jonathan Red**

Chief Operating Officer Sea Point, LLC



#### TRANSPORTATION SYSTEMS In COMBINATION

#### INCREASING VOLUMES AND CONGESTION AT MARINE AND RAIL TERMINALS



### No Single Option is Best: RAIL

- 1. Switching between lines is time consuming and expensive.
- 2. Rail traffic increasing-delays
- Railheads are located in populated areas, congestion issues arise when increasing traffic.
- 4. Truck dray to and from railheads adds to local traffic congestion.

## **Growing Rail Usage**

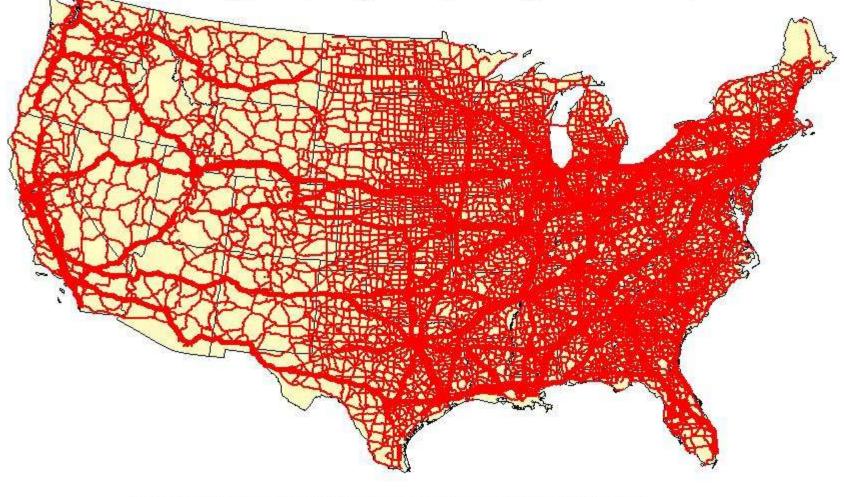


## No Single Option is Best: ROAD

- 1. Congestion increasing
- 2. Funding for new/improved roads scarce.
- 3. Shortage of Trucks/Drivers
- 4. Weight restrictions on cargos
- 5. Trucks create wear on roads

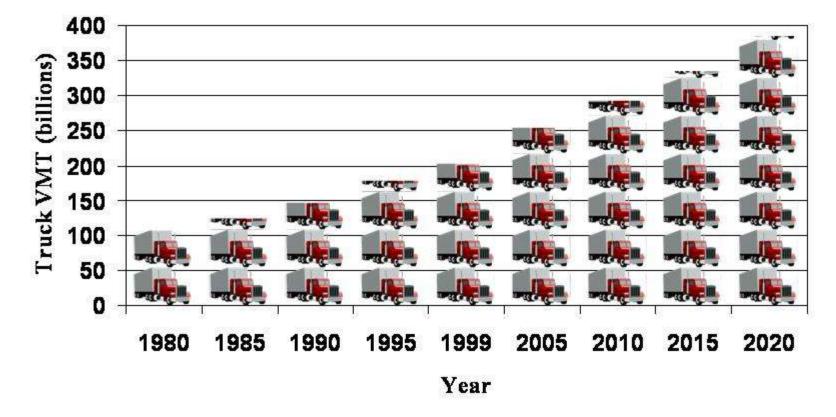
# Truck Freight Flows, All Commodities

All truck types; highway freight density in tons



Source: Federal Highway Administration, Office of Freight Management and Operations

### Truck<sup>‡</sup> Vehicle Miles Traveled (VMT) - 1980 to 2020



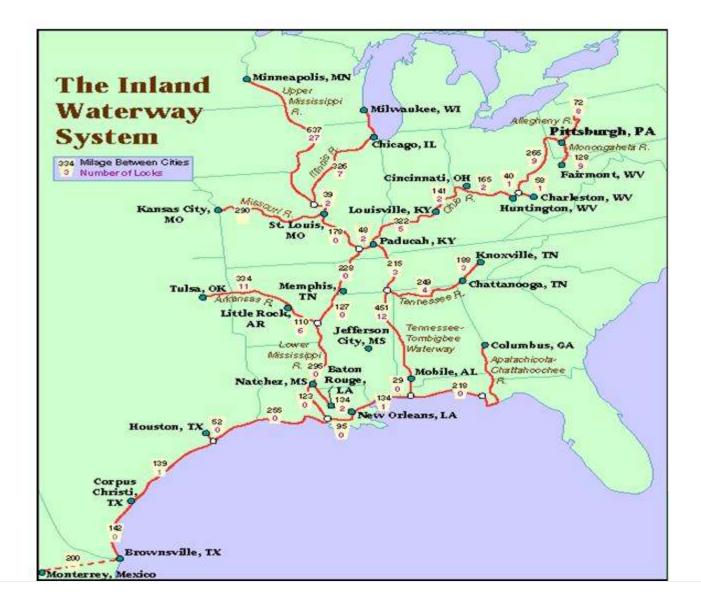
‡Trucks includes both single-unit vehicles with 2-axles and 6 or more tires and combination vehicles. \*Forecast generated for FHWA, Office of Policy, by WEFA, Inc

## No Single Option is Best: WATER

- 1. Current port facilities surrounded by urban areas.
- 2. Using current port facilities adds to local road and rail congestion.
- 3. Limited on-carriage options at most ports
- 4. Ports are distant from Gulf.
  - -Houston 52 miles from the Gulf -New Orleans 120 miles -Gulfport 20 miles -Mobile 29 miles

#### Ship Time is Money-\$75,500/day

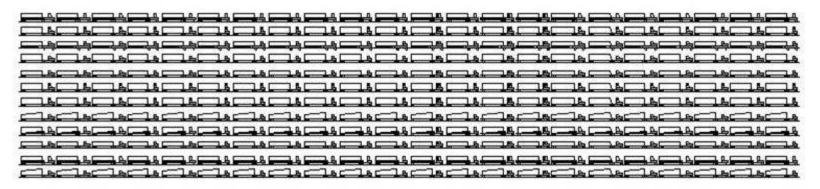
### Inland Waterway System



#### SHIP CARGO ILLUSTRATED

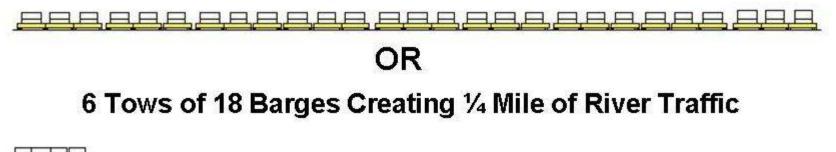
A Container Ship Unloading 2500 Containers and Loading 2500 Requires a Combination of the Following:

5000 "18 Wheelers" Creating 220 Miles of Traffic (150' Between Trucks)



#### OR

18 Miles of Double Stack Rail Cars



Costs West vs East vs Louisiana Chicago, Dallas, Memphis, Atlanta				
Contract Rail Rates to f			rom .	
(40 ft loaded container-Sep 06)				
To/From	CA.	Chasn/Sav/Norva	LA	COB
Chicago	1343	1140	638	384
Dallas	1045	No quote	537	N/A
Memphis	1328	580	391	170
Atlanta	1361	400	600	N/A

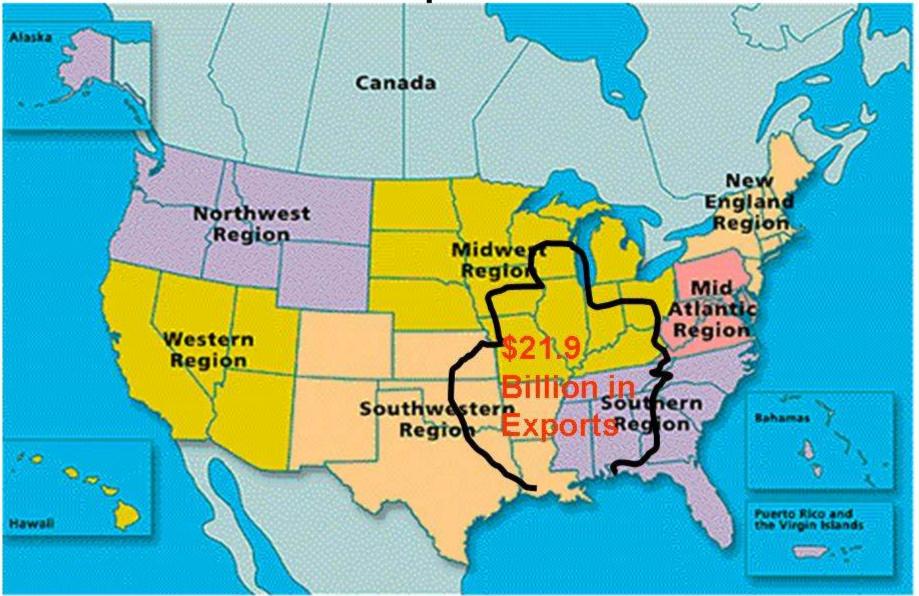
# Asian Imports to Mid-America

- From LA/LB-Over 6000 containers per month per major carrier
- East Coast, approximately 2000
- Louisiana/Texas/Mississippi/Alabama-Virtually none

#### Exports to Asia "Better than Empty"

- 60% of containers go back empty
- Exports must be "Better than Empty"
- Quick Loading in US, easy discharge in Asia required
- Mid America's 2004 containerized exports to Asia over \$21 billion
- Will increase with lower transportation costs:
  - Cotton and Rice

#### Mid-America Export Market to Asia



# **Readily Available Exports**

• COTTON:

2005-Tennessee exports 389,000 bales to China (7,780 TEU's)

Mississippi 716,000-none to Asia

Arkansas 750,000- little to Asia

Louisiana 395,000- little to Asia

Alabama 296,000- little to Asia

Formerly, The US was the #1 supplier to S. Africa

RICE:

Arkansas is the US's leading producer. Specializes in Long Grain, but second leading (and cheapest) producer of medium and short grain preferred by Asians.

2003-Brazil imported 14 millions tons of US Rice. South Africa – 750,000 tons

#### **<u>\$ 1 BILLION</u> TENNESSEE EXPORTS TO ASIA,**

CHINA Chem. Food Waste Paper Mach Wood Fabric Min. Misc. TOT. 68 8 4 3 11 \$229M 109 5 20 1 HONG KONG Chem. Food Waste Paper Mach Wood Fabric Min. Misc. TOT. 17 3 63 4 8 24 1 22 \$143 1 JAPAN Chem. Food Waste Paper Mach Wood Fabric Min. Misc. TOT. 25 128 3 16 16 86 \$396 102 18 2 SOUTH KOREA Chem. Food Waste Paper Mach Wood Fabric Min. Misc. TOT. 93 11 3 3 45 1 2 10 \$169 1 TAIWAN Chem. Food Waste Paper Mach Wood Fabric Min. Misc. TOT. 5 1 1 48 1 2 1 2 48 \$109

# Action

- 1. Inland Ports must know their import/export markets.
- 2. US companies willing to develop and use optimum combinations of transportation.
- Container Transfer Facility at mouth of Mississippi River that can sort containers for optimum use of river, rail and truck. Sea Point.
- 4. Asian Carriers willing to explore opportunities.
- 5. Develop faster container on barge systems.