

The Port of Pittsburgh Commission Transportation Seminar

The Changing Nature of Inland Distribution

March 15, 2001

Pittsburgh Hilton Hotel & Towers

Registration

Mr. Bill Ellis, Port Authority of New York & New Jersey

Mr. John Ricklefs, Moffat & Nichols Engineers, Consultant to Port Authority of NY & NJ

"Port of New York / New Jersey's proposed inland distribution strategy as it relates to container-on-barge and shippers in the ten-county Port of Pittsburgh district."

Mr. Steven C. Jaeger, Port of New Orleans

"The role of container-on-barge in the future development plans of the Port of New Orleans as it relates to the inland river system."

Mr. Carl J. Seiberlich, TranSystems Corp.

"An analysis of the findings of the I-95 Corridor Study and the Agile Port Project as it impacts on the Port of Philadelphia, Harrisburg and Pittsburgh area shippers."

Port of Pittsburgh / Carnegie Mellon University E-Commerce Project

Moderated by Peter Stephaich, Port of Pittsburgh Commissioner

"Using E-Commerce to organize inland waterway container traffic."

Smart Shipping? SmartBarge!

Explore cost-saving shipping alternatives to and from Pittsburgh on the inland waterway system.

In this age of electronic commerce, we invite you to use these tools that the Port of Pittsburgh has made available to help your business maintain its competitive edge with low-cost shipping.

Cargo Capacity Comparison

One flatbed railroad car carries four 20-foot containers

One jumbo barge (35' x 200') = 15 railroad cars

One jumbo barge (35' x 200') = 72 twenty-foot containers

15 barge tow = 225 railroad cars or 1,080 twenty-foot containers

SmartBarge.com offers:

Cost Estimator Tool —

Discover how barge transportation can save you money over other modes.

Request For Quote —

Get quotes from multiple carriers and terminals with a single click.

Request For Information —

Get answers to your transportation questions.

Barge Availabilities —

Using this bulletin board, carriers can fill barges; shippers can find available space.

All at your fingertips. Just log onto www.smartbarge.com to learn how to save significantly on transportation costs.



PORT OF BROWNSVILLE

www.portofbrownsville.com

New crane at the
Port of Brownsville



Hopper barges at the
Port of Brownsville



Container barge
arrives at the
Port of Brownsville



Port Of Pittsburgh: NL COMPANIES (September- 02)

| # | First Visit | Company | contact | Total | Success Potential | | | Industry | Traffic Profile | Origin-Destin | Port of entry | current | Product |
|----|-------------|-------------------------------|----------------------------------|-------|-------------------|------|------|----------|-----------------|---------------------|-------------------|----------------|---------------------|
| | | | | | Appoint | High | Good | | | | | | |
| 1 | 22-Ago-01 | Servic Aduanales Vidales | Sr Ricardo Rodriguez | 1 | | 1 | | GSV | | | | Transportation | Custom services |
| 2 | 22-Ago-01 | Corporacion Castarieda | C P Rafael Gonzalez Guerra | 1 | | 1 | | GSV | | | | Truck/FFCC | Custom services |
| 3 | 22-Ago-01 | DICEX | Lic. Alberto Guajardo Villarreal | 1 | 1 | | | GSV | | | | Truck/FFCC | Custom services |
| 4 | 22-Ago-01 | FEMSA Logistica | Srita. Mónica Montes de Oca | 1 | | 1 | | GSV | | | | Truck/FFCC | Custom services |
| 5 | 26-Sep-01 | Aduaneros Mexicanos, S.C. | Srita. Silvia Treviño | 1 | 1 | | | GSV | | | | Truck/FFCC | Custom services |
| 6 | 26-Sep-01 | CH Robinson | Sr. Efrain Cantú | 1 | | 1 | | GSV | | | | Truck/FFCC | Custom services |
| 7 | 26-Sep-01 | Servic. Aduaneros del Bravo | Sr. Joel Benavides | 1 | | 1 | | GSV | | | | Truck/FFCC | Custom services |
| 8 | 27-Sep-01 | Corporación Castañeda | Sr. Leopoldo Rodríguez/Sr. Mar | 1 | | 1 | | GSV | | | | Truck/FFCC | Custom services |
| 9 | 11-Oct-01 | ALCOA Wheel Products | Sr. José Antonio Martínez | 1 | 1 | | | NFM | 180 Trucks | New York | Browns/Laredo | Truck/FFCC | Aluminum |
| 10 | 23-Oct-01 | Metalsa | Sr. Federico Rodela | 1 | | | 1 | APS | 180 Trucks | Hamilton, Ontario | Laredo | Truck/FFCC | Harnesses |
| 11 | 06-Nov-01 | Organización Industrial Vega* | Sr. Alejandro Vega | 1 | | 1 | | RUB | 4 Trucks | Pennsylvania | Laredo | Truck/FFCC | Coal |
| 12 | 28-Nov-01 | PYOSA | Srita. Elsa Rodríguez | 1 | | 1 | | CHM | 3 Trucks | New Jersey/Ohio | Laredo | Truck/FFCC | Chemicals |
| 13 | 6-Dic-01 | APM | Sr. Adrián Villarreal | 1 | | | 1 | IRN | 150 Trucks | Nebraska | Laredo | Truck/FFCC | Iron & Steel |
| 14 | 11-Dic-01 | Akra | Sr. Jesús Garza | 1 | | 1 | | TXF | 350 Trucks | North and South C | Laredo | Truck/FFCC | Textile fabrics |
| 15 | 10-Ene-02 | CYDSA | Sr. Raúl Valdes | 1 | | 1 | | TXP | 60 Trucks | Illinois | Laredo | Truck/FFCC | tile fabrics & Prod |
| 16 | 23-Ene-02 | Aduaneros Mexicanos, S.C. | Srita. Silvia Treviño | 1 | 1 | | | GSV | NA | NA | | Truck/FFCC | Custom services |
| 17 | 25-Ene-02 | CERREY | Sr. Roberto Herrera | 1 | | 1 | | IRN | 25 Trucks | Tusla, Illinois, Ho | Browns/Laredo | Truck/FFCC | Boilers |
| 18 | 28-Ene-02 | Calderas MYRGGO | Srita. Adriana Charles | 1 | | | 1 | IRN | 20 Trucks | Detroit | Laredo | Truck/FFCC | Boilers |
| 19 | 29-Ene-02 | Panel Rey | Sr. Alejandro Aguirre | 1 | 1 | | | GCG | 600 Trucks | Texas | Laredo/Rio Grande | Truck/FFCC | Partition boards |
| 20 | 30-Ene-01 | Zinc Nacional | Sr. Silverio Leal | 1 | | 1 | | IRN | 50 Trucks | Pennsylvania | Laredo | Truck/FFCC | Zinc |
| 21 | 31-Ene-02 | ALCOA Wheel Products | Srita. Fainné Enriquez | 1 | 1 | | | NFM | 180 Trucks | New York | Browns/Laredo | Truck/FFCC | Aluminum |
| 22 | 06-Feb-02 | Perfiles y Horrajes LM | Sr. Javier González | 1 | | 1 | | IRN | 240 Trucks | Texas, Ohio, Arkan | Laredo | Truck/FFCC | Square bars |
| 23 | 07-Feb-02 | Sixis | Srita. Leticia Peña | 1 | | | 1 | IRN | 50 Trucks | Chicago, Los Ange | Brownsville | Truck/FFCC | Birds cages |
| 24 | 11-Feb-02 | Vitro Enseres (Whirlpool) | Sr. Gerardo Medina | 1 | | 1 | | GCG | 600 Trucks | Ohio | Laredo | Truck/FFCC | Appliances |
| 25 | 18-Feb-02 | Perfimexsa | Srita. Koti Casas | 1 | | | 1 | IRN | 30 Trucks | Texas | Laredo | Truck/FFCC | Railroad poles |
| 26 | 19-Feb-02 | Aluminio y Trituraciones | Srita. Laura Villarreal | 1 | | | 1 | IRN | 20 Trucks | Texas | Laredo | Truck/FFCC | Aluminum scrap |
| 27 | 19-Feb-02 | TUBACERO | Sr. David Chapa | 1 | | 1 | | IRN | 125 Trucks | North Caroline, T | Brownsville | Truck/FFCC | Piping |
| 28 | 20-Feb-02 | ACS Internacional | Srita. Nohemí Corona | 1 | | | 1 | APS | 20 Trucks | Rhode Island | Laredo | Truck/FFCC | Automotive parts |
| 29 | 10-Abril-02 | Conductores Monterrey | Srita. Yolanda González | 1 | | 1 | | ELC | 50 Trucks | Texas | Laredo | Truck/FFCC | Electric parts |
| 30 | 11-Abril-02 | Accuride Corporation | Srita. Patricia Rincón | 1 | | 1 | | PMR | 75 Trucks | Illinois | Laredo | Truck/FFCC | Plastics |
| 31 | 19-Abril-02 | MultiPanel | Sr. Juan Carlos Barrón | 1 | | 1 | | PMR | 20 Trucks | Texas | Laredo | Truck/FFCC | Plastics |
| 32 | 19-Abril-02 | Acerex | Sr. Manuel Garcia | 1 | | 1 | | IRN | 35 Trucks | Texas | Laredo | Truck/FFCC | Iron & Steel |
| 33 | 09-May-02 | ATECNO | Sr. Sergio González | 1 | | 1 | | IRN | 15 Trucks | Illinois | Laredo | Truck/FFCC | Iron & Steel |
| 34 | 10-May-02 | Aceros RGC | Sr. Luis de la Vega | 1 | | 1 | | IRN | 30 Trucks | Texas | Laredo | Truck/FFCC | Iron & Steel |
| 35 | 10-May-02 | Aceros y Laminados Leal | Sr. César Tamez | 1 | | 1 | | IRN | 25 Trucks | Rhode Island | Laredo | Truck/FFCC | Iron & Steel |
| 36 | 10-May-02 | Acertek | Sr Ricardo Canales | 1 | | 1 | | IRN | 25 Trucks | h and South Carol | Laredo | Truck/FFCC | Iron & Steel |
| 37 | 14-May-02 | Alsteel Industries | Sr Julio Treviño | 1 | | 1 | | IRN | 70 Trucks | Texas | Laredo | Truck/FFCC | Iron & Steel |
| 38 | 17-May-02 | Bay Mex | Sr. Alfredo Valdez | 1 | | | 1 | IRN | 20 Trucks | Los Angeles | Laredo | Truck/FFCC | Iron & Steel |
| 39 | 17-May-02 | Bio Mode | Srita Rebeca Leal | 1 | | | 1 | FUR | 10 Trucks | Illinois | Brownsville | Truck/FFCC | Furniture |

ALUM. WHEELS

METALS

Zinc

steel

Motors

Plastic

Furniture

| | | | | | | | | | | | | |
|----|-------------|-------------------------------------|----------------------------|----|---|----|------|------------|----------------------|--------|------------|----------------------|
| 40 | 30-May-02 | Calf Electrica | Sr David Estrella | 1 | | 1 | PLP | 5 Trucks | Texas | Laredo | Truck/FFCC | ctical Hea' on |
| 41 | 30-May-02 | Castle Metals de Mexico | Sr Alberto Montemayor | 1 | 1 | | IRN | 45 Trucks | North Carolina | Laredo | Truck/FFCC | Iron & Steel |
| 42 | 30-May-02 | Carrier de Mexico | Srita Gabriela Rodriguez | 1 | 1 | | ACR | 75 Trucks | Ohio | Laredo | Truck/FFCC | ditioning & Refrige |
| 43 | 1-Jun-02 | Comercial ENCANTO | Sr. Eduardo Drucker | 1 | 1 | | IRN | 20 Trucks | Texas | Laredo | Truck/FFCC | Steel |
| 44 | 14-Junio-02 | ORION | Sr Victor Manuel delBosque | 1 | 1 | | IRN | 15 Trucks | Rhode Island | Laredo | Truck/FFCC | Steel |
| 45 | 14-Junio-02 | COPAMEX | Srita. Karla Loper | 1 | 1 | | PAP | 45 Trucks | North Carolina | Laredo | Truck/FFCC | Paper |
| 46 | 14-Junio-02 | Contenedores Industriales Mezquitla | Sr. Arturo Gonzalez | 1 | 1 | | IRN | 10 Trucks | Texas | Laredo | Truck/FFCC | Containers |
| 47 | 26-Junio-02 | Aceros RGC | Sr Argelio Martinez | 1 | 1 | | IRN | 10 Trucks | Texas | Laredo | Truck/FFCC | Iron & Steel |
| 48 | 27-Junio-02 | Multiceras | Srita Avril Zamora | 1 | 1 | | ICH | 5 Trucks | Texas | Laredo | Truck/FFCC | Waxes |
| 49 | 28-Jun-02 | Alfa Laval | Ernesto Zulueta | 1 | | 1 | | 30 Trucks | MTY | Laredo | Truck/FFCC | Automotive parts |
| 50 | 28-Jun-02 | Grupo MILIMEX* | Srita. Reina Carlin | 1 | 1 | | APS | 45 Trucks | MTY | Laredo | Truck/FFCC | Polypropylene |
| 51 | 01-Jul-02 | CAINTRA | Sr Jose Peña Quirarte | 1 | 1 | | GSV | NA | NA | Laredo | Truck/FFCC | Ind. Chamber |
| 52 | 01-Jul-02 | Tecno Troqueles Industriales | Sr Miguel Angel Gómez | 1 | 1 | | IRN | 20 Trucks | MTY | Laredo | Truck/FFCC | Automotive parts |
| 53 | 01-Jul-02 | FERSA | Ing Hector Rivera | 1 | 1 | | IRN | 30 Trucks | Tulsa, OK | Laredo | Truck/FFCC | Iron & Steel |
| 54 | 28-Jun-02 | Troquelados y Lam MTY | Sr Humberto Rodriguez | 1 | 1 | | IRN | 5 Trucks | Cincinnati, OH | Laredo | Truck/FFCC | Automotive parts |
| 55 | 28-Jun-02 | Fundición Araiza | Ing Rafale Araiza Lozano | 1 | 1 | | IRN | 35 Trucks | Erie, PA | Laredo | Truck/FFCC | Steel |
| 56 | 28-Jun-02 | FANASA | Sr Antonio Ramos | 1 | | 1 | APS | 20 Trucks | Houston, TX | Laredo | Truck/FFCC | Automotive parts |
| 57 | 16-Jul-02 | TYMSA | Sr. Jorge Aguilar | 1 | | 1 | APS | 15 Trucks | North Carolina | Laredo | Truck/FFCC | Automotive parts |
| 58 | 16-Jul-02 | TRAILERS de MONTERREY' | Sr Jesus Ayala Glz | 1 | 1 | | APS | NA | NA | Laredo | Truck/FFCC | Containers |
| 59 | 18-Jul-02 | GONHER de México* | Sr. Genaro Ríos Lozano | 1 | 1 | | APS | 50 Trucks | Michigan | Laredo | Truck/FFCC | Oil derivatives |
| 60 | 18-Jul-02 | Industrias Automotrices LODI* | Sr. Everardo Lozano | 1 | | 1 | APS | 30 Trucks | Michigan | Laredo | Truck/FFCC | Automotive parts |
| 61 | 22-Jul-02 | Escapes Monterrey | Sr. Fernando Garcia | 1 | | 1 | APS | 10 Trucks | Detroit, Chicago | Laredo | Truck/FFCC | Automotive parts |
| 62 | 22-Jul-02 | KATCON | Sr. Guillermo Sepúlveda | 1 | 1 | | APS | 10 Trucks | Ohio, West Virginia | Laredo | Truck/FFCC | Manufacturing |
| 63 | 24-Jul-02 | Multilec | Srita. Virginia Vázquez | 1 | 1 | | APS | 20 Trucks | Detroit | Laredo | Truck/FFCC | Electric parts |
| 64 | 01-Ago-02 | Tapones de México | Sr. Marco Antonio Siller | 1 | 1 | | APS | 35 Trucks | Texas | Laredo | Truck/FFCC | Manufacturing |
| 65 | 07-Ago-02 | MIGDOL | Sr. Francisco A. Mayoral | 1 | 1 | | HCG | 20 Trucks | Texas, Arkansas | Laredo | Truck/FFCC | |
| 66 | 16-Ago-02 | COSCA Maquiladoras | Sr. Eduardo Esquer | 1 | 1 | | TXF | 15 Trucks | Ohio, South Carolina | Laredo | Truck/FFCC | tile fabrics & Produ |
| 67 | 23-Ago-02 | FANAL | Gabriel Taboada | 1 | 1 | | IRN | 100 Trucks | Texas, Ohio, PA | Laredo | Truck/FFCC | Square bars, locks |
| 68 | 03-Sep-02 | Dofasco | Victor Martinez | 1 | 1 | | IRN | 60 Trucks | Hamilton, Ontario | Laredo | Truck/FFCC | Tubular Steel |
| 69 | 06-Sep-02 | Caterpillar | José Benitez | 1 | | 1 | MACH | 10 Trucks | Detroit, Chicago | Laredo | Truck/FFCC | Tractor parts |
| 70 | 10-Sep-02 | FAMSA | Gerardo Villarreal | 1 | 1 | | GCG | 30 Trucks | Texas, Arkansas | Laredo | Truck/FFCC | Appliances |
| 71 | 12-Sep-02 | GATI | Andrés Tijerina | 1 | 1 | | | 25 Trucks | ex, Arkansas, MO | Laredo | Truck/FFCC | Grains |
| | | | | 71 | 8 | 46 | 16 | | | | | |

Motors

Steel

Petrol

Parts

Parts

Finished

Parts

Bars

Tube Steel

Parts

Dr. Garcia

Andrés Tijerina

Mexican Organizations / Businesses Interviewed for Mexico Project

1. Servic. Aduanales Vidales – Sr. Ricardo Rodriguez
2. Corporacion Castaneda – C.P. Rafael Gonzalez Guerra
3. DICEX – Lic. Alberto Guajardo Villarreal
4. FEMSA Logistica – Srita. Monica Montes de Oca
5. Aduaneros Mexicanos, S.C. – Srita. Silvia Trevino
6. CH Robinson – Sr. Efrain Cantu
7. Servic. Aduaneros del Bravo – Sr. Joel Benavides
8. Corporacion Castaneda – Sr. Leopoldo Rodriguez
9. ALCOA Wheel Products – Sr. Jose Antonio Martinez
10. Metalsa – Sr. Federico Rodela
11. Organizacion Industrial Vega – Sr. Alejandro Vega
12. PYOSA – Srita. Elsa Rodriguez
13. APM – Sr. Adrian Villarreal
14. Akra – Sr. Jesus Garza
15. CYDSA – Sr. Raul Valdes
16. Aduaneros Mexicanos, S.C. – Srita. Silvia Trevino
17. CERREY – Sr. Roberto Herrera
18. Calseras MYRGGO – Srita. Adriana Charles
19. Panel Rey – Sr. Alejandro Aguirre
20. Zinc Nacional – Sr. Silverio Leal
21. ALCOA Wheel Products – Srita. Fainne Enriquez
22. Perfiles y Herrajes LM – Sr. Javier Gonzalez
23. Sixis – Srita. Leticia Pena
24. Vitro Enseres (Whirlpool) – Sr. Gerardo Medina
25. Perfimexsa – Srita. Koti Casas
26. Aluminio y Trituraciones – Srita. Laura Villarreal

27. TUBACERO – Sr. David Chapa
28. ACS Internacional – Srita. Nohemi Corona
29. Conductores Monterrey – Srita. Yolanda Gonzalez
30. Accuride Corporation – Srita. Patricia Rincon
31. MultiPanel – Sr. Juan Carlos Barron
32. Acerex – Sr. Manuel Garcia
33. ATECNO – Sr. Sergio Gonzalez
34. Acernos RGC – Sr. Luis de la Vega
35. Acernos y Laminados Leal – Sr. Cesar Tamez
36. Acertek – Sr. Ricardo Canales
37. Alsteel Industries – St. Julio Trevino
38. Bay Mex – Sr. Alfredo Valdez
39. Biblo Mode – Srita. Rebeca Leal
40. Calefaccion Electrica – Sr. David Estrella
41. Castle Metals de Mexico – Sr. Alberto Monetmayor
42. Carrier de Mexico – Srita. Gabriela Rodriguez
43. Comercial ENCANTO – Sr. Eduardo Drucker
44. ORION – Sr. Victor Manuel del Bosque
45. COPAMEX – Srita. Karla Lopez
46. Contenedores Industriales Mezquital – Sr. Arturo Gonzalez
47. Aceros RGC – Sr. Argelio Martinez
48. Multiceras – Srita. Avril Zamora
49. Alfa Laval – Ernesto Zulueta
50. Grupo MILIMEX – Srita. Reina Carlin
51. CAINTRA – Sr. Jose Pena Quirarte
52. Tecno Troqueles Industriales – Sr. Miguel Angel Gomez
53. FERSA – Ing. Hector Rivera

54. Troquelados y Lam MTY – Sr. Humberto Rodriguez
55. Fundicion Asaiza – Ing. Rafale Araiza Lozano
56. FANASA – Sr. Antonio Ramos
57. TYMSA – Sr. Jorge Aguilar
58. TRAILERS de MONTERREY – Sr. Jesus Ayala Giz
59. GONHER de Mexico – Sr. Genaro Rios Lozano
60. Industrias Automotrices LODI – Sr. Everado Lozano
61. Escapes Monterrey – Sr. Fernando Garcia
62. KATCON – Sr. Guillermo Sepulveda
63. Multilec – Srita. Virginia Vazquez
64. Tapones de Mexico – Sr. Marco Antonio Siller
65. MIGDOL – Sr. Francisco A. Mayoral
66. COCSA Maquiladoras – Sr. Eduardo Esquer
67. FANAL – Gabriel Taboada
68. Dofasco – Victor Martinez
69. Caterpillar – Jose Benitez
70. FAMSA – Gerardo Villarreal
71. GATI – Andres Tijerina