



**Midwest Association of Rail Shippers  
Winter Meeting 2009  
Gabriel Forir – Regional Sales Director, Midwest**

# Barge Industry Overview



## An “Inland Marine Highway” for Freight Transport

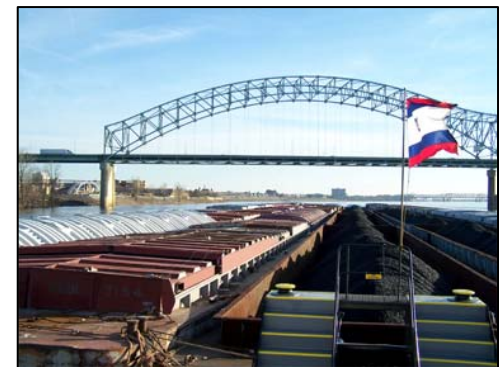
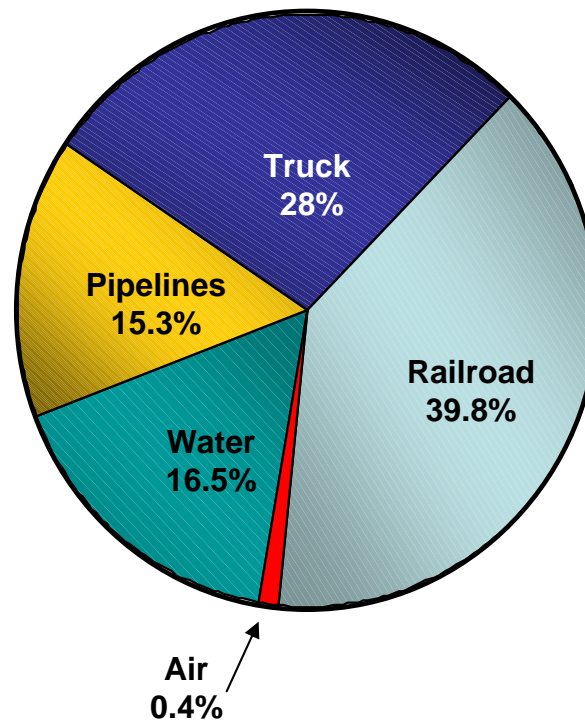


Our “inland marine highways” move commerce to and from 38 states throughout the nation’s heartland and Pacific Northwest, serve industrial and agricultural centers, and facilitate imports and exports at gateway ports on the Gulf Coast.

- 12,000 miles of commercially navigable channels
- 240 lock sites

Water transportation moves one-sixth of the tonnage in the United States annually

**3.78 Trillion Domestic Ton Miles**

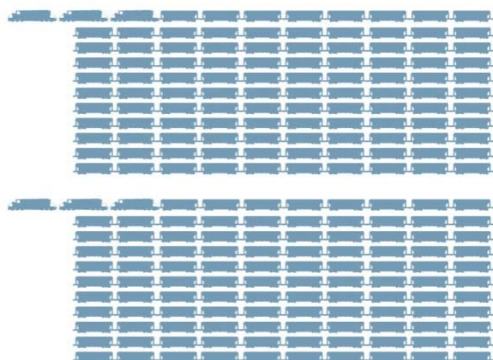


One 15-Barge Tow Equals 216 Rail Cars or 1,050 Trucks

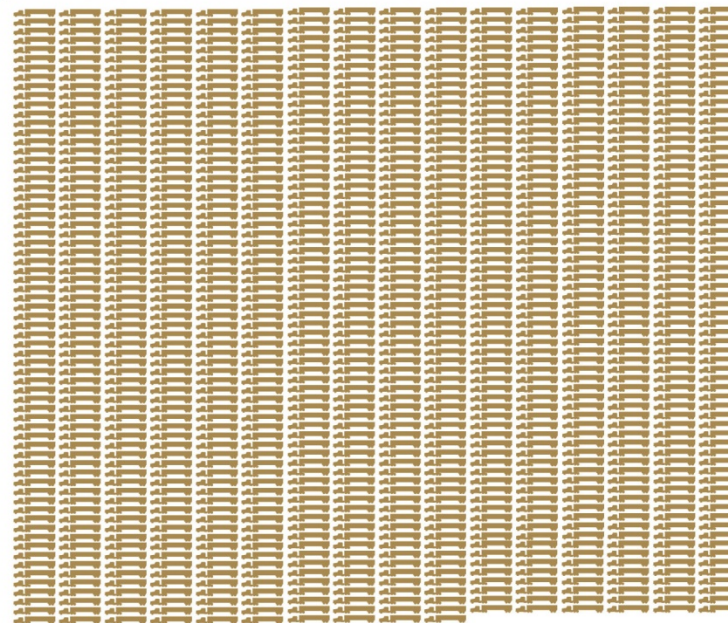
One 15-Barge Tow



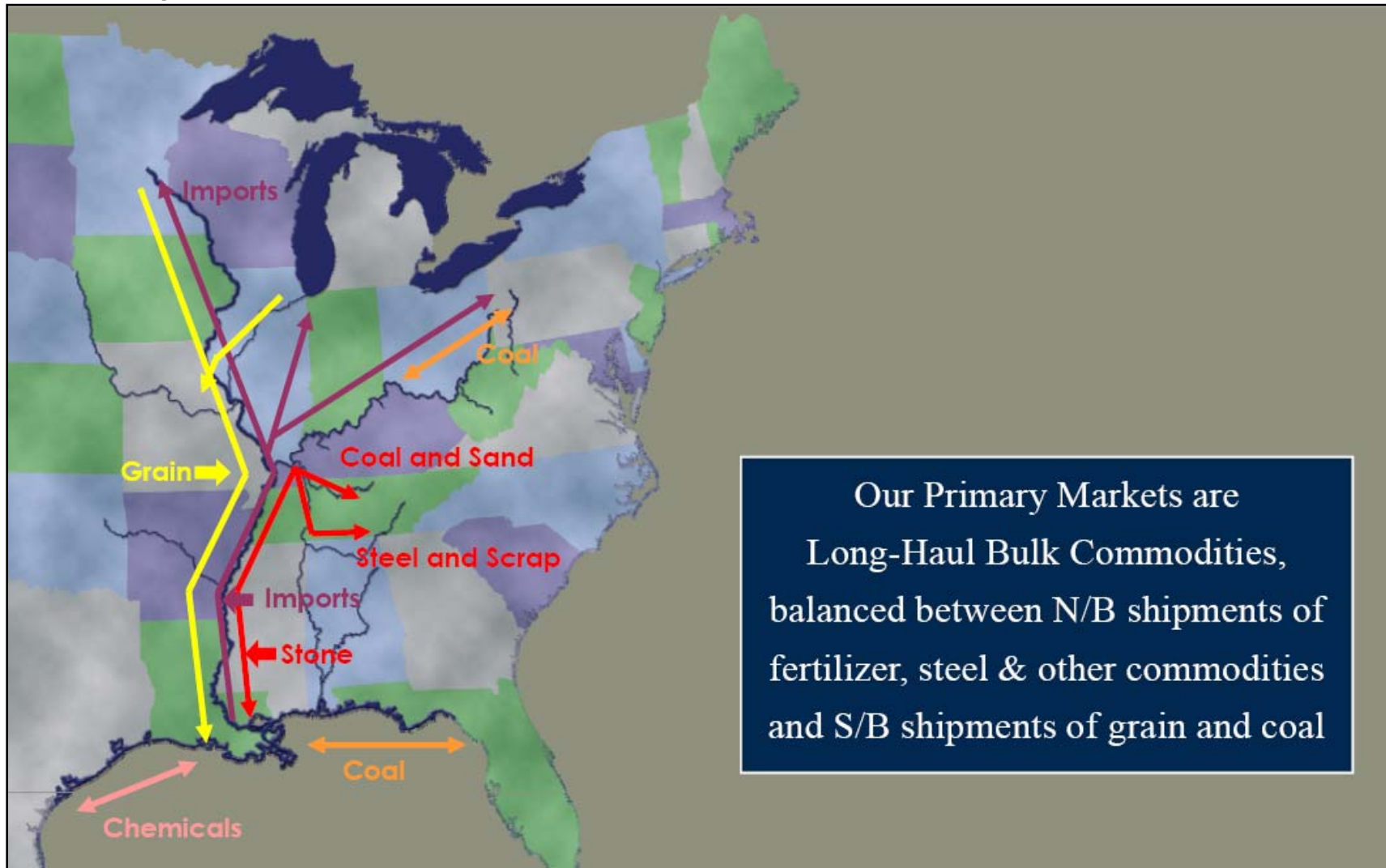
216 Rail Cars + 6 Locomotives



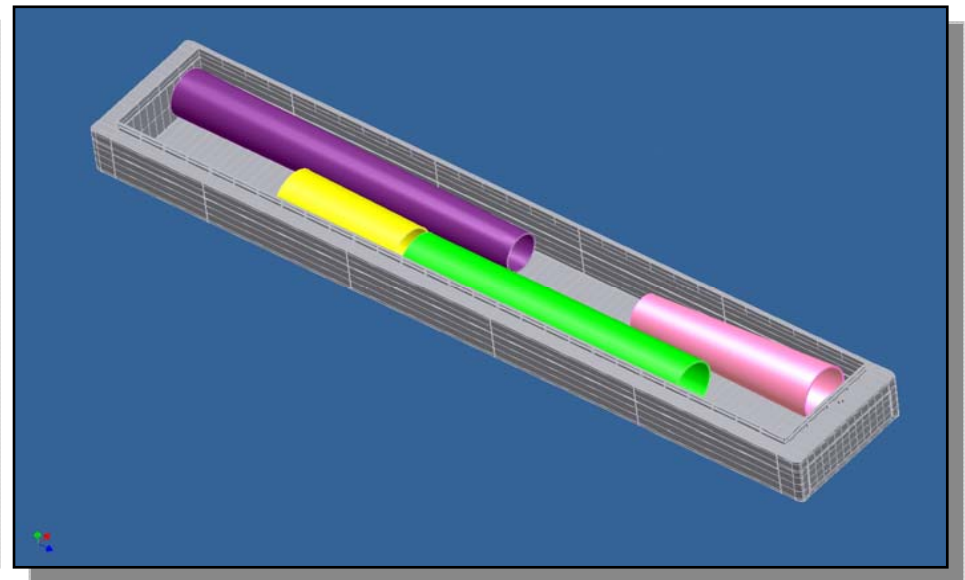
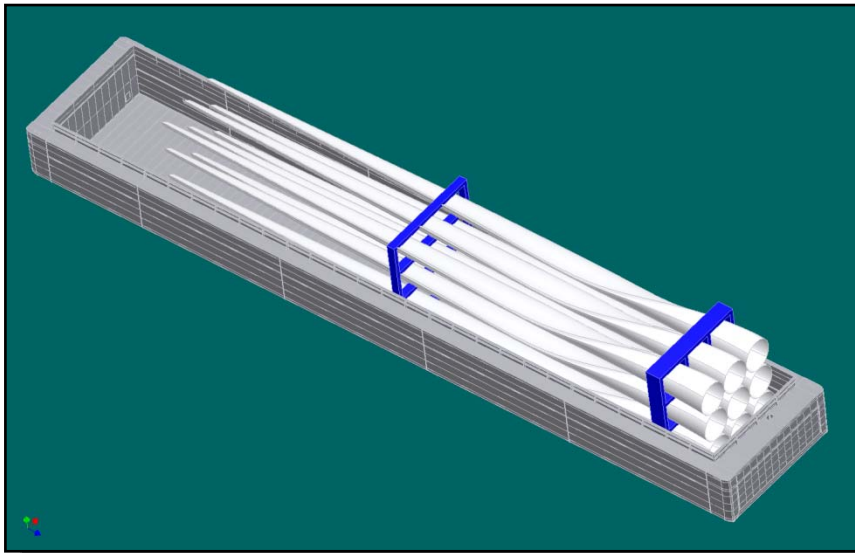
1,050 Large Semi Tractor-Trailers



## Industry Traffic Flows



## Customized Transportation Solutions



- Custom blade shipping frames (8 ½' high x 8' wide) ensure efficient and secure loading
- Engineered loading patterns for towers ensure efficiency and security

# Infrastructure Challenges



## Infrastructure Challenges Affect all Modes of Transport

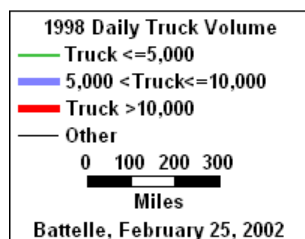
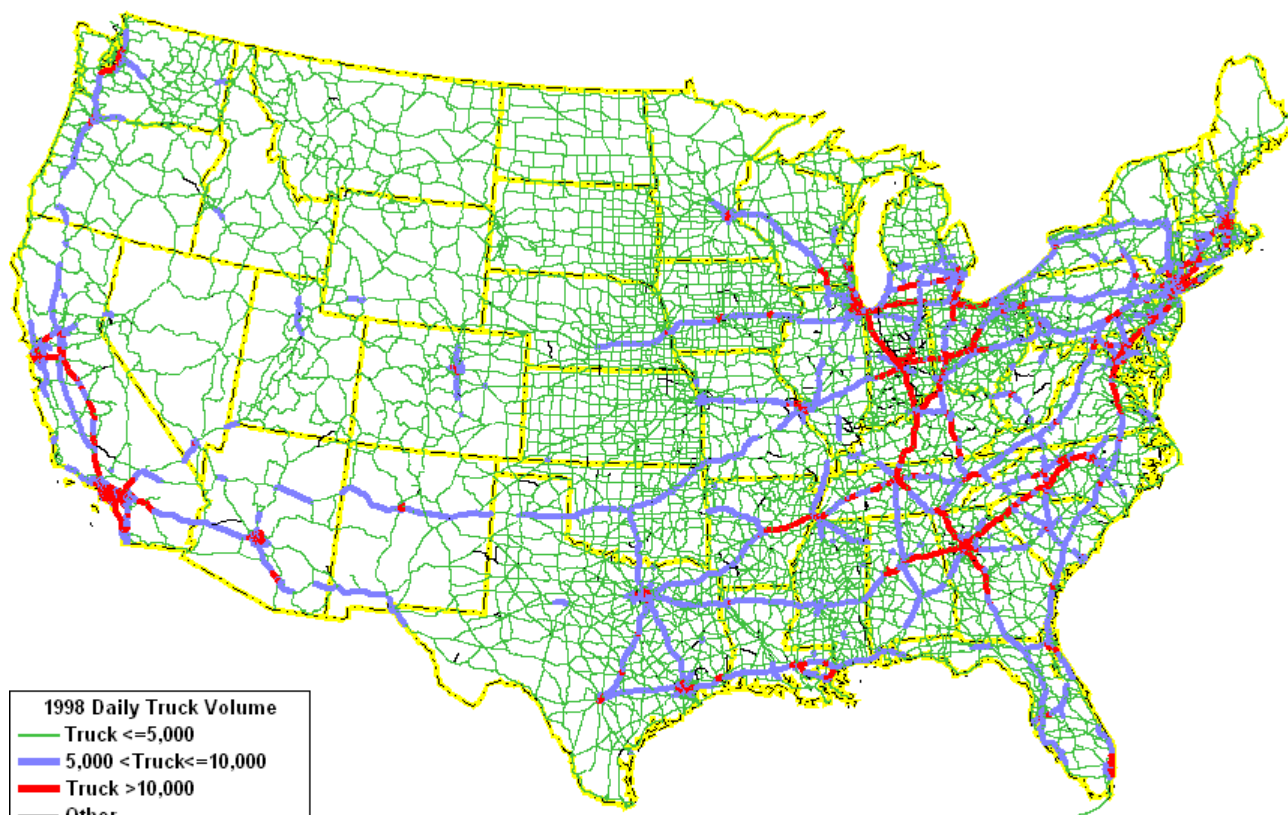


- Transportation Research Board projects 70% increase in nation's output of goods and services by 2020
- Truck traffic will increase by 67%
- Rail traffic will increase by 88% over the next 30 years
- AAR says rail will need to spend \$148B over the next 28 years
- Corps of Engineers says \$8B - \$9B needed over next 30 years



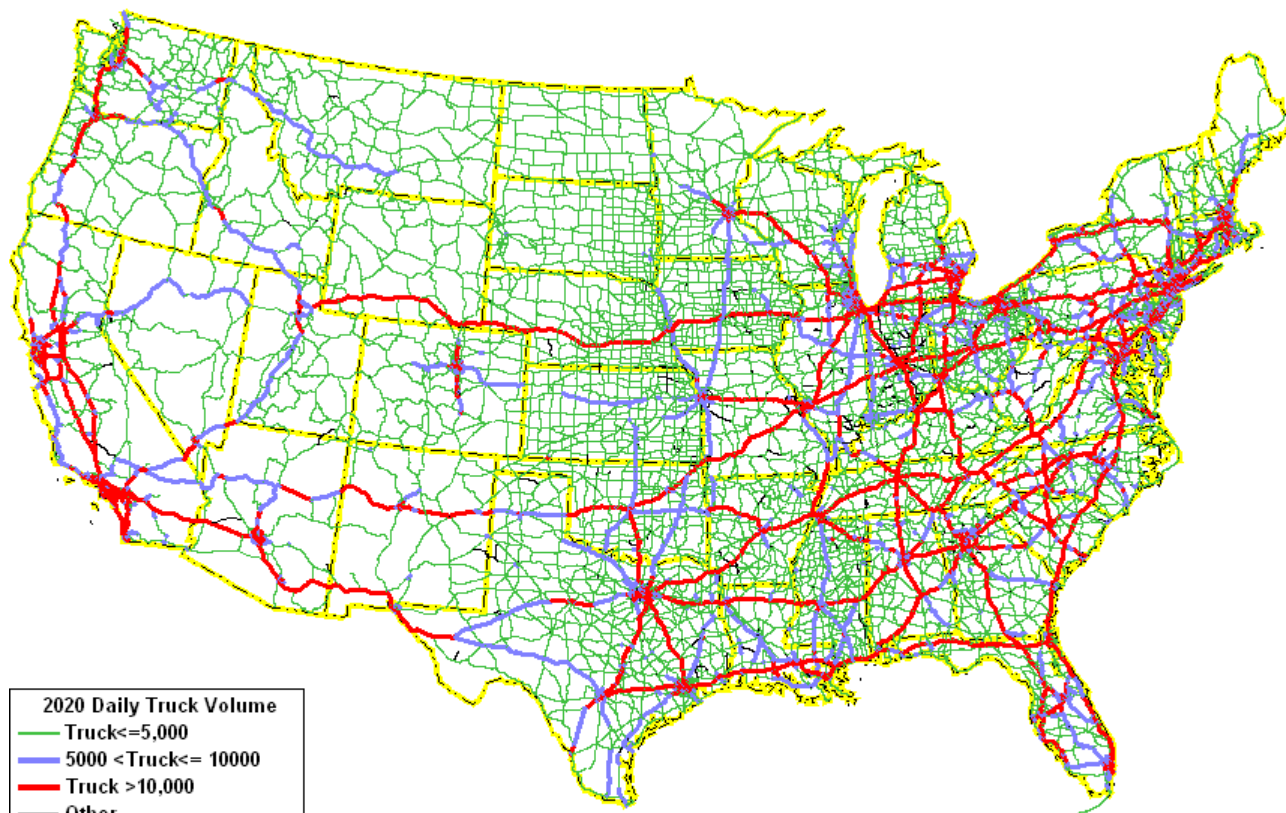
Transportation Research Board: Freight Capacity for the 21<sup>st</sup> Century  
American Association of State Highway and Transportation Officials: Freight-Rail Bottom Line Report  
AAR/Cambridge Systematics Inc. September 2007

## Anticipating Future Demands

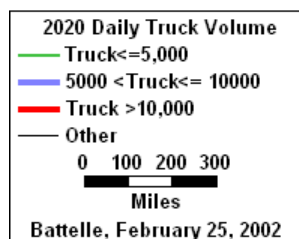


1998 Truck  
Volumes on U.S.  
Highways  
(U.S. DOT reports)

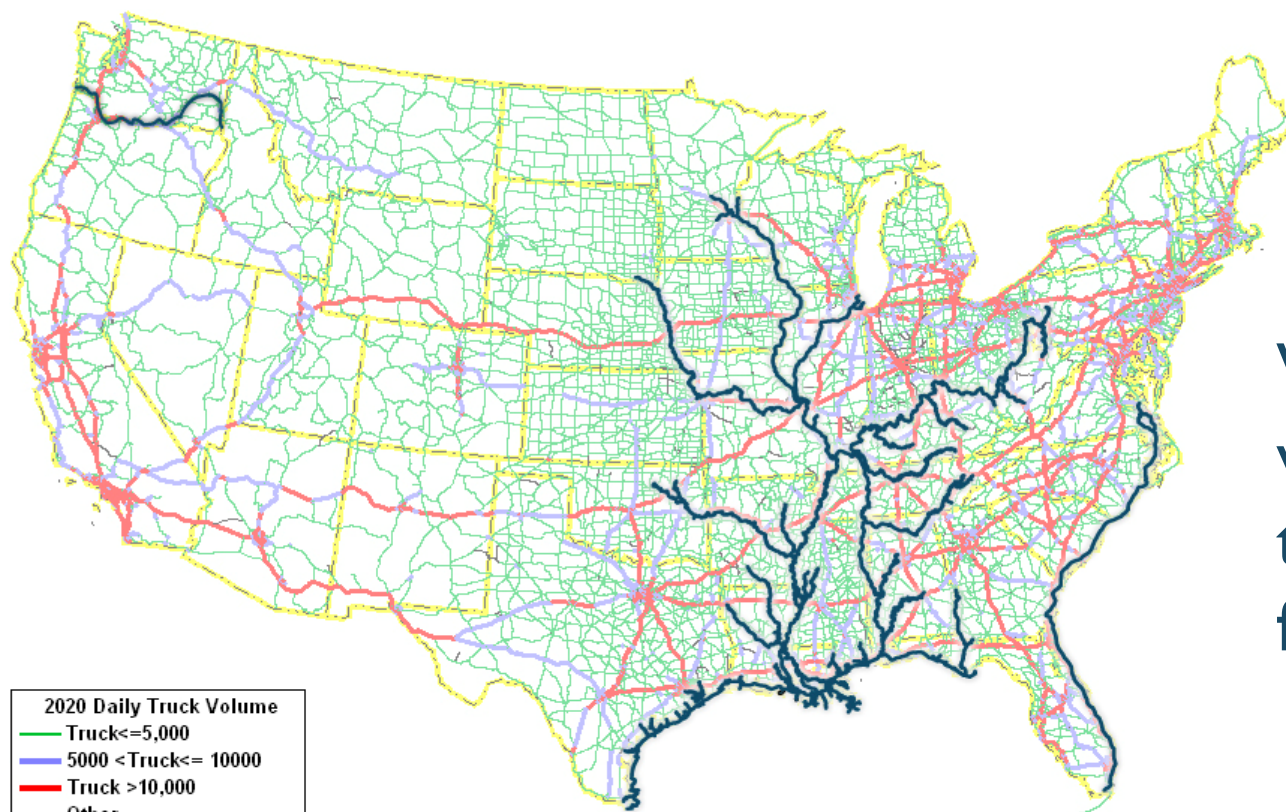
## Anticipating Future Demands



2020 Truck  
Volumes on U.S.  
Highways  
(U.S. DOT forecasts)



## Anticipating Future Demands



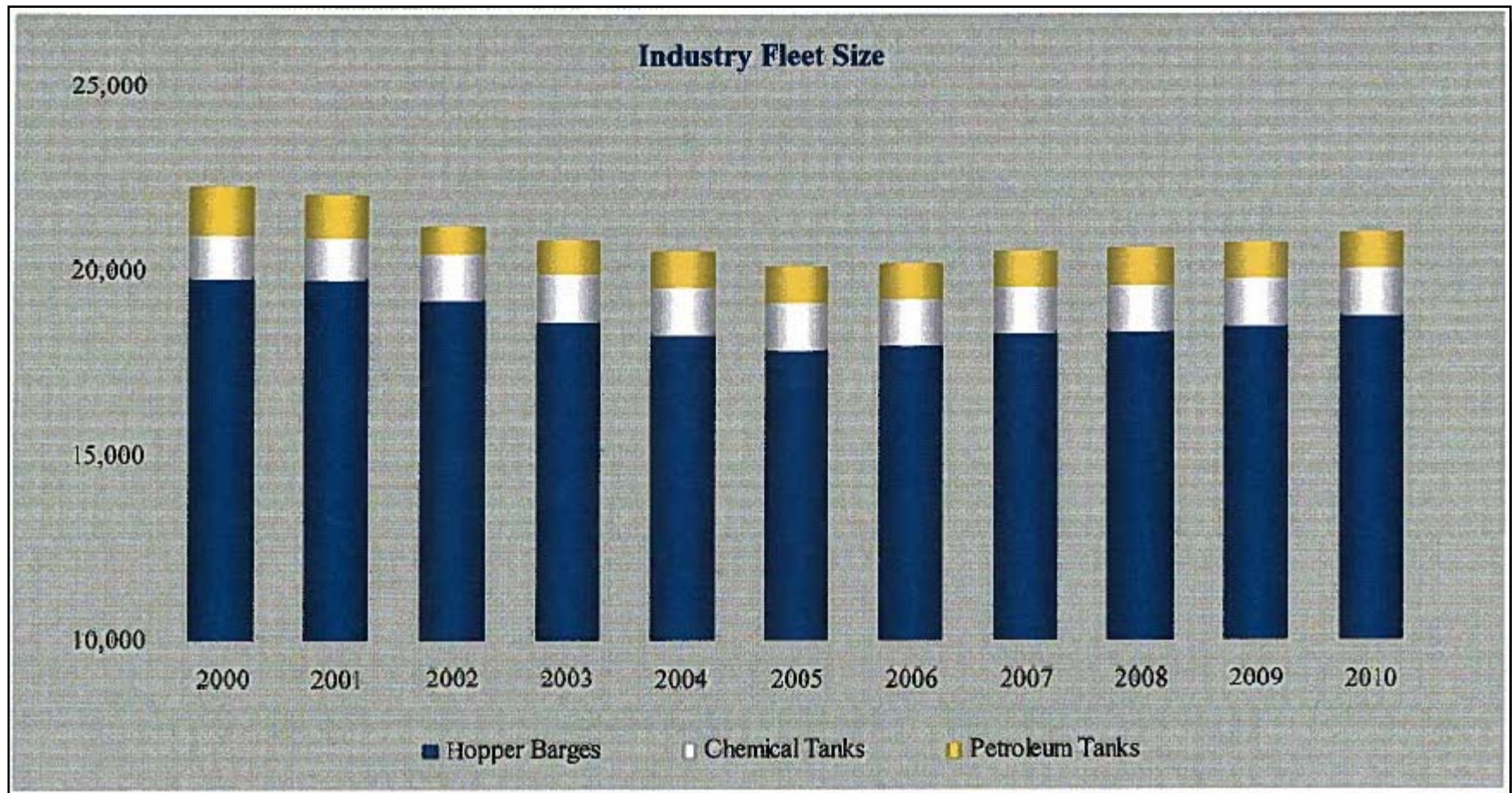
2020 Daily Truck Volume  
Truck <= 5,000  
5,000 < Truck <= 10,000  
Truck > 10,000  
Other  
0 100 200 300  
Miles  
Battelle, February 25, 2002

Waterways:  
well-positioned  
to respond  
future needs

# Barge Supply and Demand



## Barge Industry Fleet Started to Decline in 2001



## Our Inland Waterways Have Capacity:



- to transport today's bulk commodities and intermodal cargo,
- to accommodate tomorrow's growth in those cargoes, and
- to accept cargo diverted from overcrowded infrastructure.