

Inland Logistics

Steel Summit

March 3-5, 2010

New Orleans, LA

Westin Canal Place

Presenter:

Brent Mahana

Cooper/T. Smith
STEVEDORING



CTLG
CONSOLIDATED TERMINALS AND LOGISTICS CO.

COOPER/CONSOLIDATED

- Established January 1, 2003
- Operating agreement between:
 - Consolidated Terminals and Logistics Company
 - Cooper/T. Smith Stevedoring
- Created the most powerful and diverse stevedoring group operating in the gulf:
 - Power – 12 high capacity floating cranes
 - Weigh rig the “AMERICA”
 - Flexibility – 11 midstream vessel berths
 - Diverse – able to handle all types of commodities without restrictions: ranging from pet coke to cement, scrap, break bulk and project cargo.
- Logistics packages ***“One Seamless Journey”***

“One Seamless Journey”

What’s it take?

35,000 MT’s Pig Iron - Miss River to Midwest EAF

Stevedoring – Barge – Terminal – Rail

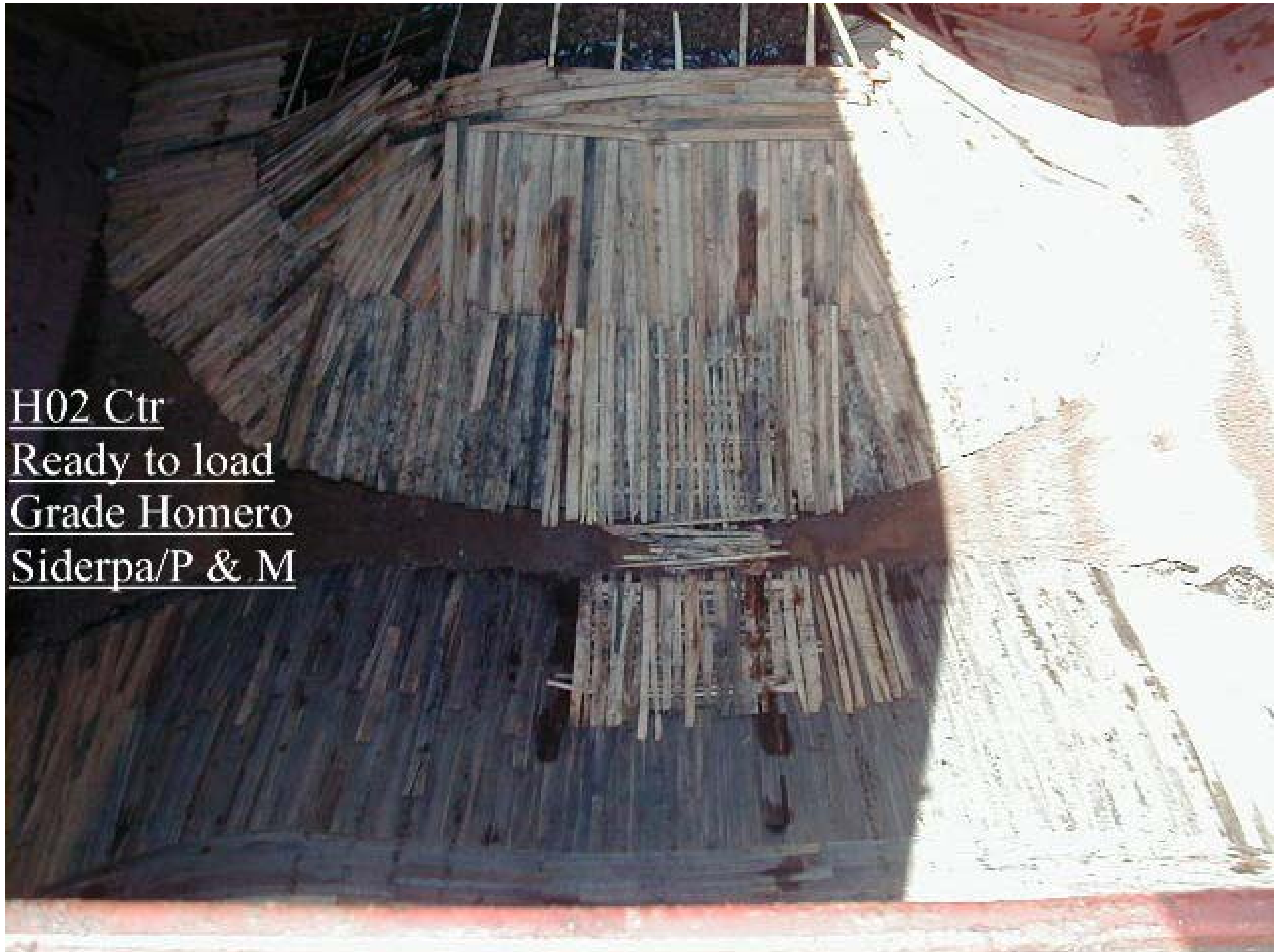
Nothing to it.....

STEVEDORING

- Vessel Nomination – is vessel suitable for discharge?
- Terms & conditions – demurrage/dispatch, CQD?
- Vessel agent – ETA, pilots, tugs, lines, customs etc
- Seller/Receiver agreements – who's getting what?
- Weights – match BL's weights, to seller/receiver purchase orders/instructions
- Barges – match barge capacities with destinations
- Surveyor – light & loaded drafts, water corrections, leakers
- River & Weather conditions - hurricane anyone? How about high water? Fog?
- Payment terms – part of a “Seamless Journey”, or stand alone?



H02 Ctr
Ready to load
Grade Homero
Siderpa/P & M







BARGING

- Barge Carrier – who's providing the barges and for whom?
- Equipment – open top or covered barge, rake or box?
- Quality confirmation – right commodity & quantity going into the right barges for the right destination/receiver.
- River conditions – high/low river, ice, lock outages, draft restrictions
- Ratability – maintaining constant supply of barges
- Fuel surcharge – can have significant impact
- Terms & conditions – minimums, demurrage, cover handling, cleaning etc.



INLAND TERMINALING

- Capacity – is there room at the Inn?
- Terms & conditions – direct to truck or rail, storage
- Ground storage –how long, how many piles, first in first out? Release dates?
- Equipment – supply of rail cars or trucks
- Receiver capabilities
- Receiver delivery schedules
- Barge demurrage exposure

CTLC NAPLES, IL

- Naples, IL – MP 65 – Illinois River
- Direct transfer from barge to rail and/or truck
- Open and covered storage
- Direct rail access
 - NS
 - Extensive rail car storage
 - Private rail cars fleet



TRUCK/RAIL DELIVERY

- Equipment – who's providing the trucks/rail cars?
- Receiver requirements – number of trains/trucks per day/week/month
- Fuel Surcharges
- Terms & conditions – weights, BL, barge, or scale?
- Vendor/partner relations – rail & truck
- Full in house logistical support – A to Z

Cooper/Consolidated

Committed to hard assets and world class service:

Stevedoring Services

Mississippi River (Cooper/Consolidated)
Charleston, SC (Cooper/T. Smith)

Mobile, AL (Cooper/T. Smith)
Altamira, MX (Cooper/T. Smith)

Inland Terminals

Naples, IL (CTLC)
Van Buren, AR (CTLC)
Mt. Vernon, IN (CTLC)
E. Liverpool, OH (SH Bell)

Hennepin, IL (CTLC)
Aurora, IN (CTLC)
Jeffersonville, IN (CTLC)
Chicago, IL (SH Bell)

Barge Freight

10,000 barge loadings per year

Multiple charter agreements

Rail, Truck, Containers

1,430 owned/leased rail cars
35,000 rail car loading per year

River Bend Transport/Brokerage
18th largest container exporter

THANK YOU

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STEVEDORING



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