

FREIGHT IN THE SOUTHEAST

Moving Our Region's Business



Memphis, TN • January 25-27, 2010

Co-Hosts:



Intermodal Freight
Transportation Institute

Sponsors:



U.S. Department
of Transportation
Federal Highway
Administration



SPEAKER BIOS

Monday Afternoon 1:30-2:00

Opening Session

- **William D. Ankner**

Dr. William D. Ankner was appointed secretary of the Department of Transportation and Development in 2008 by Governor Bobby Jindal. Dr. Ankner comes to Louisiana from the Missouri Transportation Institute, where he had served as executive director since 2004. Prior to that job, he was the director of the Rhode Island Department of Transportation from 1996-2003. Dr. Ankner also has served as director of finance, management and budget for the Delaware Department of Transportation (1993-1996); director of policy, capital programming and authorities at the New Jersey Department of Transportation (1990-1993); and as supervisor of corporate strategic planning and supervisor of transportation police at the Port Authority of New York and New Jersey (1982-90). He also served an earlier stint at the New Jersey Department of Transportation as director of policy and legislation (1980-82), and he began his transportation career as a faculty fellow for the Federal Highway Administration in 1979.

Dr. Ankner took an untraditional route to the transportation industry. He was an instructor of philosophy at St. Mary's College of Maryland when a quest to find transportation options for a Head Start program led him to a second career.

Dr. Ankner holds a bachelor's degree in philosophy from Stonehill College of North Easton, Mass., and a Master of Arts degree and Ph.D., both in philosophy, from the University of Ottawa.

Dr. Ankner is active in a number of professional organizations including the Southeastern Association of State Highway and Transportation Officials; the American Association of State Highway and Transportation Officials; and the Transportation Research Board, where he has served as a member of the executive committee and chair of the finance subcommittee. He also served as an adjunct professor at the University of Rhode Island.

Dr. Ankner and his wife, Joan, have been married for 40 years. They have two sons and a 12-year-old granddaughter. In his free time, Dr. Ankner enjoys movies, jazz and fresh seafood.

- **Ed Cole**

Ed Cole is the Assistant Commissioner for Environmental & Planning, Tennessee Department of Transportation. Appointed by Commissioner Gerald F. Nicely to become the first Chief of Environment and Planning for the Department of Transportation. Edward H. Cole also served as Executive Director of Cumberland Region Tomorrow. A ten-county regional planning organization, this agency was responsible for development of a regional vision for land-use, transportation, historic site, social service and other factors that influence regional development in the Nashville area. Mr. Cole spent number of years in state government, as Interim Commissioner and Deputy Commissioner in the Department of Environment and Conservation. His other involvement in Tennessee state government included positions in the Department of Children's Services and the Tennessee Department of Health and Environment. He also worked briefly as an environmental consultant for the

Natural Resources and Environmental Protection Cabinet of the state of Kentucky. Prior to his state government experience, Cole worked for Metro Nashville in planning and transportation. Cole has also taught planning and political science courses at the university level and was a visiting lecturer in government at the University of Sydney, Australia from 1970-72. Cole has served on many boards and commissions during his career including: the Environmental Council of States, the Tennessee Public Health Association, the National Advisory Committee on Environmental Policy and Technology, the EPA Executive Steering Committee, the National Association of Information Systems Resource Executives, and the American Association of State Highway and Transportation Officials (AASHTO). He currently serves on the boards of the Nashville Civic Design Center and the Friends of Radar Lake. Cole lives in Nashville where he now enjoys being a grandfather.

Bachelors, Political Science, Willamette University in Salem, Oregon (1965)
M.S., Planning, University of Tennessee
MA, Political Science, University of Florida.

- **Bruce Lambert**

Mr. Lambert currently works as the Executive Director, Institute for Trade and Transportation Studies. ITTS is a multistate research institution formed to assist member states on understanding the relationship of transportation needs to international and commercial traffic.

Mr. Lambert has worked for various firms researching trade and transportation activities. At the Corps of Engineers, Mr. Lambert worked on general maritime policy and planning, while also serving as the Secretary to the U.S. Section of the International Navigation Association (PIANC), and worked on technology exchanges with the Latin American maritime community. Prior to joining the USACE, Mr. Lambert worked at the Federal Highway Administration. Mr. Lambert managed the Freight Analytical Framework study; the first large-scale project to map and outline the underlying transportation flows of the United States economy for national and regional policy research. In addition, Mr. Lambert developed performance measures for trucking movements on the interstate system. For his efforts, Mr. Lambert received the U.S. Department of Transportation's Award of Meritorious Achievement in 2004. Before joining FHWA, Mr. Lambert worked as a Senior Economist at Standard and Poor's DRI (now IHS Global Insight), where he examined global maritime shipments and international trade forecasts. Mr. Lambert spent six years at the Port of Long Beach as the Port's Trade Analyst, conducting market research for senior management. Mr. Lambert also spent a year at LSU as a researcher studying the importation of Latin American produce into the Gulf South.

After receiving a Bachelor's of Science Degree from Louisiana State University, Mr. Lambert earned a Master's of Science Degree from the University of Tennessee.

Monday Afternoon 2:00-3:30

The General Economic Condition (Chris Oakley, Stephen Liberto, Charles Clowdis, Jr., Jeff Wallace)

- **Christopher L. Oakley**

Christopher L. Oakley is vice president and regional executive of the Jacksonville Branch of the Federal Reserve Bank of Atlanta. He is responsible for the Branch's Board of Directors and the District's Advisory Council on Trade and Transportation, oversees Jacksonville's economic and financial education programs, and provides regional input into the Atlanta Fed's monetary policy process.

Mr. Oakley is involved in a number of community activities including roles on the Florida Council on Economic Education, Character Counts!, and the United Way. He is currently president of the First Coast Business Leadership Network, a business to business resource engaged in educating employers and facilitating the hiring of persons with disabilities. He also serves on the District Diversity Steering Group, the *Financial Update* Editorial Board, and the District's Talent Leadership Committee. He is co-chairman of the RealSense Prosperity Campaign and has been accepted into the Leadership Jacksonville Class of 2010.

He joined the Jacksonville Branch in 1988 as a management intern in the Cash Services Department and has held various management positions, including operational and administrative oversight in cash services, payment services and human resources. Mr. Oakley was promoted to financial services director in 1992 and then to assistant vice president in 1996. He was named assistant branch manager in 1997 and vice president and branch manager in 2002, and previously was responsible for branch support services, law enforcement, cash services, check processing and check adjustments.

A native of Hendersonville, North Carolina, and raised in Dalton, Georgia, Mr. Oakley received his bachelor's degree in management and a certificate in industrial and organizational psychology from the Georgia Institute of Technology. He has also participated in the executive education curriculum at the University of Virginia and the Federal Reserve System's Senior Officer Development program and its alumni program.

- **Stephen P. Liberto**
Managing Director
Regional Sort Operations
Planning & Engineering-Hubs

Job Responsibilities:

As a 32 year Fedex employee, Stephen Liberto is responsible for the Planning and Engineering of Fedex Express' Memphis and Indianapolis Hubs, the two largest global hub operations in the Express network. He currently oversees the production and operating planning for over 13,000 employees, 600 daily scheduled flights, and 800 daily scheduled trucks.

Education:

Bachelor of Science –Engineering Technology University of Memphis - 1981

Family:

He is married with one child.

Affiliations:

President, Institute of Industrial Engineering, Indiana Chapter

Program Director, Institute of Industrial Engineering, Indiana Chapter

Board Member, The International Air Cargo Association

Board Member, Air Courier Conference of America

Board Member, International Freight Transportation Center – University of Memphis

Member, Herff College of Engineering Advisory Council

Monday Afternoon 3:35-5:00

Automotive Industry in the Southeast (Chad Miller, Kevin Thornberry, Jaime Kennedy Rob Legge)

- Charles Clowdis

Chuck Clowdis is managing director (North America) in IHS Global Insight’s Commerce and Transport practice. He has over three decades of experience in transportation, supply chain design, implementation, and operations; in-depth research into commodity flows, rate and pricing formulas, and mode selection to optimize cost-effective transport of goods. Prior to joining IHS Global Insight, he founded and operated his own consultancy and also served as executive consultant to Ernst & Young’s National Transportation Practice, as well as KPMG and CSC Consulting. He authored two books and contributed to four others as chairman and president of the American Trucking Associations’ Sales and Marketing Council. Clowdis is a frequent speaker to industry groups and has written over 100 articles and white papers on logistics topics.

Clowdis holds degrees from Young Harris College and the University of Georgia.

- Dr. Jeff Wallace, Ph.D.,

Dr. Wallace is a Research Associate Professor with the Sparks Bureau of Business & Economic Research at The University of Memphis. He has been in this position since 1994. Dr. Wallace specializes in economic impact studies, having most recently completed an economic impact study of Memphis International Airport (2009), in addition to an economic impact study of The University of Tennessee’s College of Pharmacy (2006), a study of the economic impact of Baptist Memorial Health Care Corporation (2005), and the economic impact of Memphis International Airport (2005).

Dr. Wallace also has substantial experience in tax revenue forecasting, government fiscal analysis, survey research, labor market analysis, evaluation of federal and state labor training programs, and other state and local government program evaluations.

Monday Afternoon 3:35-5:00

Automotive Industry in the Southeast (Chad Miller, Jaime Kennedy, Rob Legge)

- Chad R. Miller

Dr. Chad R. Miller is an Assistant Professor in the University of Southern Mississippi (USM) Department of Economic and Workforce Development and is Assistant Director for Trade of the new USM Center for Logistics, Trade, and Transportation. His research focus is on improving intermodal transportation for global competitiveness. He has extensive private sector logistics experience including managing shipping and global distribution for American companies based in China and Vietnam and consulting with companies on how to more efficiently move their products to international markets. He was also an Army Officer stationed in the Pacific Rim. Prior to joining USM, he worked for the Virginia Tech Office of Economic Development. Chad has a Ph.D. from the Virginia Tech Center for Public Administration & Policy, a MBA from Boston University, and a BA from the College of William & Mary. Chad, his wife Susan, and son Duncan live in Hattiesburg, Mississippi.

- Jamie Kennedy

Jamie Kennedy is a Project Manager at the Community Development Foundation (CDF) in Tupelo, Mississippi and has worked at CDF since November 2005. CDF is a 61 year organization that for the past four years been recognized as one of the Top 10 economic development organizations in the United States by *Site Selection* magazine. In this capacity, Jamie is responsible for working with state and regional economic development agencies or directly with corporate clients on business locations and industrial development projects.

Jamie was a member of the team that successfully recruited Toyota's eighth North American assembly plant to Blue Springs, Mississippi. During the Toyota recruitment process, Jamie was responsible for coordinating the site selection research and related project development information. Following the location of Toyota, Jamie was also on the economic development teams involved in related automotive supplier recruitment. He was also on the project management team that located NEW Corporation/Asurion's 500-employee customer contact center to Tupelo in 2007.

He earned a bachelor's degree in International Studies and Political Economy from St. Lawrence University in Canton, NY. Jamie is also nearing completion of a master's degree in Public Policy and Administration from Mississippi State University. Originally from Vermont, Jamie is married and is an avid Boston Red Sox fan.

- Rob Legge

Manager Business Development – Automotive Group
Norfolk Southern Corporation, Norfolk, VA

Rob Legge is the Manager Business Development – Automotive for Norfolk Southern, working from the corporate headquarters in Norfolk, Virginia. Employed by Norfolk Southern beginning in 2000, he received his undergraduate degree at Old Dominion University, Norfolk, VA in 1999. He completed an MBA from Mercer University, Atlanta, GA in 2002. Professional training includes the University of Tennessee Supply Chain

Management Program and the Executive Development Program at the University of Virginia's Darden School of Business.

His career with Norfolk Southern began in Accounting in 2000 and he joined the Automotive Group in 2002. Rob is currently responsible for the business development and strategic planning functions of the Automotive Group. His responsibilities include business development, capital budgeting, volume and revenue forecasting as well as the development of new or expanded automotive distribution facilities located on NS

Tuesday Morning 8:00-9:45

Foreign Direct Investment in Region (Adam Bruns, Franc Pigna, Arnold Perl, Mike Tagert)

- **Franc J Pigna (CRE FRICS)**

Franc Pigna is the Managing Director of Aegir Port Property Advisers. Aegir is a pioneer port property consultancy specializing in meeting the unique real estate challenges faced by ports and the maritime industry with market driven and practical solutions whose focus is to maximize port values and revenues through the more strategic use of their largest asset - property.

To address the increasingly challenging and complex issues faced by its clients and effectively bridge the property, ports, shipping and logistics industries Aegir is a strategic alliance with Drewry Shipping Consultants Ltd - a leading shipping, port and supply chain consultancy based in London.

Mr Pigna has been providing property solutions for port, shipping, financial, investment and corporate clients worldwide for over twenty five years. Mr. Pigna uses 'best practices' from various industries to develop unorthodox strategies for clients' in areas such as port property leasing and lease structuring, valuations, asset management plans, highest and best use studies, development and investment in property backed port related projects such as intermodal facilities and other specialized port property services – all engineered to support a port's core business.

Mr. Pigna is a member of the Counselors of Real Estate in the US and a Fellow of the Royal Institution of Chartered Surveyors from the UK and graduated from the University of Miami with a BBA (International Business/Marketing), The George Washington University with an MBA (International Business/Finance) and completed several specialist property courses at the University of Reading in the UK.

- **Adam Bruns**

Adam Bruns is Managing Editor of Site Selection. Adam spoke at and reported from the recent SASHTO conference in Biloxi.

Before moving to Atlanta and joining the Site Selection staff in 2002, Adam lived for a decade in Lexington, Kentucky, where he wrote and edited for international racing and breeding publication Thoroughbred Times, seminar company Lessons in Leadership, and Kentucky business magazine The Lane Report. During that time he saw his freelance work published in Louisville Magazine and national publications Golf Journal, Links, Golf Retailer and American Libraries. His business reporting for Louisville Magazine earned him a first place award in magazine business reporting from the Society of Professional

Journalists' Louisville chapter. Adam is a native of the Kansas City suburb of Prairie Village, Kansas, and an alumnus of Knox College in Galesburg, Illinois, where he studied writing, theatre and languages.

- Mike Tagert

Mike Tagert holds a Bachelors degree from Millsaps College in Jackson, Mississippi. He also has a Master of Science degree, as well as, a Master of Public Policy Degree, from Mississippi State University. He has worked in the water and environmental policy fields for the last 15 years, first serving as a special projects officer for the State of Mississippi. Then, he served as the Director of the Mississippi State Bureau of Plant Industry for six years from 2001 to 2007. Today, he is the Administrator for the Tennessee-Tombigbee Waterway Development Authority and President of the organization's respective trade organization. His duties include the formulation and administration of policy related to the mission of the waterway associations which includes promotion of economic development and waterborne transportation.

Tuesday Morning 10:00-11:45

Trade Between the Southeast and Latin American (Ricardo Sanchez, Lee Wagner, Bobby Landry)

- Ricardo J. Sanchez

Ricardo J. Sanchez is Economist, Visiting Professor of the Universidad de La Coruña, Spain, at the High Institute of Maritime Studies. Currently is Economic Affairs Officer of United Nations Organization at the Economic Commission for Latin America and the Caribbean (UNECLAC), Santiago de Chile branch, where is Head of Unit of Infrastructures Services, engaged in maritime and port affairs, and in the matters related to the physical infrastructure, logistics and regulation.

He is a member of the Council of the International Association of Maritime Economists (IAME), and member of the International Navigation Association (PIANC), the Argentine Association of Economics (AAEP), and the Port Performance Research Network (PPRN). Ricardo received his undergraduate degree from the University of Salvador in Buenos Aires, Argentina, and his post-graduate degrees from the University of Paris X and the University Carlos III of Madrid.

- Lee Wagner

Originally from Winston-Salem, NC

Graduate of East Carolina University

34 years transportation experience in LTL, TL, Logistics, Flatbed, International Pilot Freight Carriers, Billings Freight Systems, G&P Trucking, Boyd Brothers Transportation

Sales Rep, Terminal Manager, Region Manager, National Accounts Manager, VP Sales & Marketing, Director of International Sales

Current Status: Director of International Sales with Boyd Brothers Transportation, a large US flatbed carrier based in Alabama serving the US, Canada, and Mexico, as well as most major ports along the gulf and east coast.

Residence: Peachtree City, GA
Member of Brooks United Methodist Church
Family: Wife Debbie of 25 years. Daughter Corey and grand-daughter Elizabeth. (Two deceased children; Jillian and Lee)

- **ROBERT M. LANDRY**

Robert M. Landry is the Director of Marketing for the Port of New Orleans. He has been with the Port since 1989 and had previously served as Deputy Director of Marketing and as Senior Manager of Operations.

Mr. Landry came to his post in New Orleans with nearly five years of experience as manager of marketing research for the South Carolina State Ports Authority in Charleston. Previous to that, he was a marketing instructor at LSU, Clemson University and the College of Charleston in South Carolina, where he taught International Business, Marketing Research and Consumer Behavior.

As Director of Marketing, Mr. Landry's focus will be on attracting new liner services and developing new cargo flows through the Port of New Orleans. Mr. Landry is also responsible for working with both the State and local economic development agencies to increase maritime-related investment in New Orleans.

Mr. Landry holds a bachelor's degree in Psychology and a master of science degree in Marketing from Louisiana State University in Baton Rouge, Louisiana. He is a board member of the Louisiana District Export Council, the French-American Chamber of Commerce, the International Business Committee of the World Trade Center, the Transportation Committee of the World Trade Center, the New Orleans Board of Trade, and the Louisiana-European Alliance Partnership.

Mr. Landry is married and he and his wife have one son.

- **Flavia Hite**

Originally from Manaus, Amazonas, Brazil, Flavia currently works at Mallory Alexander International Logistics in the Global Network division. Mallory Alexander International Logistics is a leading third party logistics company, headquarter in Memphis, TN.

Flavia has worked as Strategic Planning and Human Resources Manager at InBev, Brazilian international brewing company, and Business Analyst at Avspar International Corporation, company specialized in aeronautical solutions, logistics and supply chain disciplines for aviation organizations.

Flavia holds a bachelor's degree in Business administration from Universidade do Amazonas, Brazil and a Master's Business in administration and enterprises from Getulio Vargas Foundation, Brazil. Currently she is completing her International Master's Business Administration from the University of Memphis.

Tuesday Afternoon 1:30-3:00

Alternative Fuels– Transportation and Rural Development (Wes Harrison, Alan Jones, Scott Richman, Lance Brown, Kevin Mitchell)

- **Dr. R. Wes Harrison**

Dr. R. Wes Harrison is the Warner L. Bruner Regents Professor of Agricultural Economics and Agribusiness at Louisiana State University's AgCenter where his teaching and research activities include agricultural economics and marketing, food product development, food industry development, and food safety. He has published articles on linkages between biofuels and agricultural commodity and food prices, and has an active project that examines transportation implications associated with the biofuels industry. He received his Ph.D. in Agricultural Economics from the University of Kentucky in 1994 and his M.S. degree from Clemson University in 1989.

- **Alan Jones**

Tennessee Department of Transportation
Environmental Division
Environmental Policy Office

Alan Jones is Manager of TDOT's Environmental Policy Office in the Tennessee Department of Transportation's Environmental Division. Alan joined TDOT in 2004, and he advises TDOT senior officials on environmental policy issues related to transportation, including air quality, energy, freight and land use. He manages the state's Congestion Mitigation and Air Quality Improvement (CMAQ) program that funds transportation projects that improve air quality, works with local, state and federal agencies to assess air quality impacts of transportation projects, and develops strategies for enhancing TDOT's stewardship of the environment.

From 1999 to 2004, Alan was a Senior Policy Analyst with the Tennessee Department of Environment and Conservation working on air quality and energy issues. From 1994 to 1999, he was Executive Director of the Tennessee Environmental Council, a state environmental advocacy group.

Alan has over 30 years of experience in environmental and energy policy, including six years with the U.S. Environmental Protection Agency in Washington, D.C., and two years with the Texas Natural Resources Conservation Commission in Austin. He has a B.S. in public administration from Murray State University in western Kentucky, and a Masters degree in public policy from the Lyndon B. Johnson School of Public Affairs at The University of Texas at Austin.

- **Scott A. Richman**

Scott A. Richman, Senior Vice President. With Informa Economics since 1991, Mr. Richman is the leader of Informa's Commercial Consulting. Among Mr. Richman's responsibilities for services to commercial clients, he directly manages the ethanol and

biotechnology consulting practice areas. Mr. Richman has extensive experience conducting financial feasibility studies, preparing business plans, directing economic impact studies, constructing market forecasts and advising companies on the positioning of products within specialized markets. In addition to work throughout the United States and Canada, he has participated in consulting projects in Western Europe and Poland. Mr. Richman serves on the advisory committee to the Southern Growth Policies Board regarding the creation of a Southern Common Market for Alternative Fuels. He also was selected to serve on the panel developing the North America and Europe assessment for the International Assessment of Agricultural Science and Technology for Development (IAASTD), an intergovernmental effort cosponsored by the World Bank and other international institutions. He received his bachelor's degree in economics from Vanderbilt University and his master's degree in international affairs at Columbia University, where he specialized in international business and was an Honorary International Fellow.

- Lance Brown

Executive Director of the Partnership for Affordable Clean Energy (PACE), Lance Brown is fighting for national energy policies that are fair and sensible. A native of Selma, Alabama, he is a Harry S. Truman Scholar who has remained active in Southeastern politics. He received a B.A. from the University of Southern Mississippi and a Master of Public Administration from Auburn University Montgomery.

- Kevin G. Mitchell

Kevin Mitchell is the Director of Scientific Services for Strata-G, a small business focused on energy stewardship that provides consulting services in the areas of Business, Engineering, Science and Technology. Kevin is a registered Professional Geologist with over fifteen years of diverse technical and management experience in public and private sector industries providing multi-media generator services and environmental compliance, logistics and supply chain management, hazardous and radiological low level waste management, remedial/removal actions, quality assurance/quality control, and geological services. Kevin has also supported alternative energy and energy efficiency projects, carbon footprint assessments, and logistics and feedstock analyses associated with biofuels and bioproducts.

He received a Master's Degree in Geochemistry from the Colorado School of Mines, where he graduated Cum Laude, and a Bachelor's Degree in Geology from Millsaps College, where he graduated Magna Cum Laude.

Kevin joined Strata-G in 2003 and now lives in Oxford, MS, where he manages the Strata-G Oxford office. Kevin recently served as the President of the Rotary Club of Oxford-Ole Miss, and he currently serves as the Secretary of the Mississippi Biomass and Renewable Energy Council.

Tuesday Afternoon 3:30-5:00

Serving the Energy Corridors (Overweight/Oversized cargos) (Amy Miller, Larry Bray, Guus Stigter)

- Amy Miller
Manager – Marketing, Finance & Administration
Port of Pensacola, FL

Amy Miller has served as the Port of Pensacola’s manager of marketing, finance and administration since 2006. Prior to taking on the finance and general administration oversight responsibilities, she had focused solely on marketing and sales as the port’s manager of business & trade development since 2002.

Before coming to the Port of Pensacola, she was trade development manager at the Port of Gulfport, Mississippi from 1997 to 2002, and Communications Director for the Port of South Louisiana from 1993 to 1997.

A native of Ohio, she is a graduate of Ohio University with a bachelor’s degree in journalism. Prior to entering the port industry, she was an award-winning print journalist in Ohio, California and Louisiana.

- Dr. Larry Bray
Dr. Larry Bray is an economist with the University of Tennessee’s Center for Transportation Research, having retired from the Tennessee Valley Authority in 2006. He received his Doctor of Philosophy from the University of Tennessee in economics with a concentration in econometrics. His work areas at TVA included economic development and navigation development where he was manager of navigation planning and later TVA’s navigation program. His areas of interest are feasibility studies for capital, operation and maintenance expenditures, lock efficiency, reservoir operations, and economic impact analysis. Throughout his work in navigation development, he has served as a transportation consultant to the U.S. Army Corps of Engineers (USACE) on a variety of projects both on the Tennessee River and throughout the inland river system. He has also been active in the Inland Water Transportation Committee of the Transportation Research Board and is now the Chairman of this committee. At the University of Tennessee he teaches Regional and Urban Economics and continues to do research activities for the USACE and state and local government. He received the U.S. Army Corps of Engineers “Commanders Award for Public Service” in 2002 for his work on the Chickamauga Lock Feasibility Study.

- Guus Stigter
Guus (“Gus”) Stigter is Sales Director with Mammoet USA South, a global leader in heavy haul and lifting services located in Houston.

In this role, Gus leads a team of sales professionals providing all aspects of account management, pricing, and contract negotiations as well as marketing and business development.

Gus joined Mammoet in 1993 in the Netherlands as a management trainee and came to the US in 1995. A year he later he married his spouse Fiona from Holland whom he had met

previously at Mammoet Shipping; Mammoet's heavy lift ocean carrier at that time; and settled in Missouri City, Texas.

Since then he fulfilled the roles of project and sales manager, and for 5 years was operations manager responsible for Mammoet's US Gulf coast transport and lifting activities. In that role he gained numerous experiences in the transportation of all kinds of oversized and overweight cargoes via road, waterways and railways from the US gulf coast ports and fabricators to the hinterland and different construction sites.

From 2005 to 2007 Gus spent his time in Sakhalin, Russia where he was project manager for the over-the-road transport of more than 40,000 tons of over-sized plant modules as subcontractor to Exxon. With no real limitations on road or bridge loadings and no overhanging wires crossing the transport route restricting the height of the loads, this project was an example of major cost savings to the client by reducing the need for labor for stick-build construction at the project site.

Gus' organization provides tailor-made specialized transport solutions for the power, petrochemical, offshore and heavy civil industries. Mammoet recently transported a 473,000 Lbs generator thru South Carolina to the Cliffside Steam Side new coal-fired power plant at Boiling Springs, NC. The load suspended in a transport frame together with trailers and prime movers, weighed a gross 1.89 million pounds. Mammoet was responsible for the transport, and coordination with utilities and the NC and SC DOT's, which had to provide super-load permits to realize the move.

If it would not have been for the diligent and determined cooperation between the owner, shipper, carrier and both Carolina's DOT's the generator would have never been delivered to its final location.

Gus holds a Bachelor of Science degree in Mechanical Engineering from the Haarlem Polytechnic University in the Netherlands and a Masters degree in Business Administration from the University of Houston. He is pleased to participate in this conference.

Tuesday Afternoon 1:30-3:00

Exporting from the Southeast (Page Siplon, Scott Hercik, Boon Tan, Larry Collins)

- Page Siplon

Page Siplon is Executive Director of the Georgia Logistics Innovation Center (LINC) headquartered in Savannah, Georgia. LINC is a unique partnership of private industry, academia, federal and state authorities and the Georgia Ports Authority (GPA). This public-private partnership is working together to both determine best practices as well as test innovative solutions for the safe, efficient and secure movement of freight. The overall mission of LINC is to promote creative technology development and commercialization while providing an environment for new venture creation and entrepreneurial outreach in a specific, regionally targeted industrial area.

Prior to joining LINC, Siplon served a combined 12 years in the United States Marine Corps and the United States Air Force, providing circuit level maintenance on various ground-to-air and ground-to-ground communication systems and integrating encryption techniques and solutions for large-scale secure voice and data communication systems.

He is a member of the Institute of Electrical and Electronics Engineers (IEEE) and its Computer Society. He is also a member of the Coastal Business, Education & Technology Alliance (CBETA) where he serves as Vice-Chair of the Ambassador program. Page also serves on the board for Georgia FIRST (For Inspiration and Recognition of Science and Technology), a technology and education focused non-profit organization.

Siplon, who is originally from New York, received his bachelor's degree in computer engineering from the Georgia Institute of Technology, where he also completed a master's degree in electrical and computer engineering focused on digital signal processing. Siplon also received an associate's degree in electronic systems from the Air Force College, along with completing multiple military leadership academies.

- J. Scott Hercik

J. Scott Hercik is a transportation and international trade advisor to the Appalachian Regional Commission (ARC), an economic development partnership between the federal government and thirteen states, ranging from New York southwestward to Mississippi. Scott works closely with both public and private sector interests, with a special focus on the intermodal global supply chain and the economic and employment opportunities that are being shaped by the global economy of the 21st century.

Prior to joining ARC, Scott served as a Senior Director for Planning and Development at Amtrak for eight years and held a variety of transportation and economic/community development positions during nineteen years with the State of Michigan. He is an expert in rail freight and passenger programs, works closely with inland navigation and global maritime issues, and has an extensive aviation background, earning his F.A.A. pilots license at the age of sixteen. He is a transportation consultant and lecturer to the Smithsonian Institution and has led a series of international trade and transportation delegations to Europe, Latin America, and Asia. Scott is a member of both the American Association of State Highway and Transportation Officials and the Transportation Research Board of the National Academy of Science. He also works closely with a number academic and research institutions involved in economic development, international trade, and transportation including Marshall University, Virginia Tech, the University of Alabama, the University of Tennessee, Mississippi State University, and the Institute for Transportation and Trade Studies.

Scott is an honors graduate of Michigan State University and resides with his family in Northern Virginia.

- Boon Tan

Boon Tan is the Director of Asia Trade Development and has been with the ARWTC since November 2007. In his short tenure at the ARWTC Boon has led two trade missions to

China. These trade missions have been successful in Securing Memorandums of Understanding (MOU) between the ARWTC and the World Trade Centers of Shenzhen and Changzhou.

Before coming to the ARWTC, Boon was stationed in Malaysia as the trade representative for the states of Arkansas and Georgia. He managed a 15-country territory that included 10 ASEAN nations, with emphasis on China, Malaysia, Thailand, and Singapore. From 1989 to 1995 Boon was the Export Manager for the Arkansas Industrial Development Commission. Prior to his work at the Arkansas Industrial Development Commission, Boon was the Marketing/Sales Director at NSC International from 1988-1989 and Assistant Controller for the Ministry of Trade and Industry of Malaysia from 1981-1984. Boon received his MBA in International Marketing and Finance from the University of Arkansas, Fayetteville, and is also fluent in five languages, including English, Mandarin Chinese, Malay, Indonesia languages, and Taiwanese.

- Lawrence B. Collins

Lawrence B. "Larry" Collins, a native of Baton Rouge, graduated from Louisiana State University with a degree in International Trade and Finance in 1983. In May of 1989, he began working with the Louisiana Office of International Trade, Finance and Development, a Division of the Louisiana Department of Economic Development. In 1991, he was appointed Director of the Trade Division, in 2003, he was named Director of the Department's International Services Office. During his time with the department, he has managed projects in over 30 countries. Under his direction, Louisiana established its trade promotion offices in Mexico City, Taipei, Hong Kong and London. He has also served on advisory panels to the Louisiana Board of Regents, Louisiana State University, Southeastern and Loyola in areas regarding international commerce. He also sits on the International Business Committee of the New Orleans World Trade Center and was appointed to the U.S. District Export Council. In 1997, Mr. Collins was elected Chair of NASDA's International Division.

Before joining the Department, Mr. Collins spent seven years with a major retailer serving as a buyer and in management positions. Upon graduating from Louisiana State University in 1985, he founded his own businesses in Louisiana.

Tuesday Afternoon 3:30-5:00

Inland Ports and Distribution Networks (Greg Edwards, Jim Murphy, Don McCrory, Dexter Muller, Jim Hutcheson)

- Gregory J. Edwards
Director of External Affairs
Virginia Port Authority

Greg Edwards is a native Virginian and a graduate of Old Dominion University in Norfolk (B.A. in English, Journalism Emphasis, May 1992). He joined the Virginia Port Authority in July 1992 and held several public relations and marketing & sales positions during his original seven-year tenure.

In 1999, Edwards joined Norfolk Southern Railroad in the corporate headquarters as their Intermodal Account Manager for the Mid-Atlantic Region. He re-joined the Virginia Port Authority in 2000 and served as Managing Director of Marketing & Intermodal until December 2008. In that capacity, Edwards managed personnel in Detroit, Chicago and Pittsburgh, as well as the VPA office in Sao Paulo, Brazil. He also oversaw all commercial rail issues for the VPA including lead responsibility for the Virginia Inland Port in Front Royal, Virginia.

Following a major Agency reorganization, Edwards assumed the title of Director, External Affairs, for the VPA in January 2009. In this new role, he oversees media and community relations and supports the Senior Deputy Executive Director in the area of governmental relations and outreach.

Greg serves on the board of “Future of Hampton Roads” and is a graduate of the State Chamber’s LEAD Virginia program, class of 2009. He lives in Virginia Beach with his wife, Laura, and their three children.

- **JAMES J. MURPHY**

EDUCATION:

Jim completed Cor Jesu High School (’69), the US Merchant Marine Academy (BS ’73) with honors in Nautical Science, and Tulane University Freeman School (MBA ’75). He continued his education by completing the American Ship Brokers & Agents Course on Chartering (’83), certification from American Society of Transportation & Logistics (’90), and Naval War College Non-Resident Seminar with Highest Distinction (’92).

EXPERIENCE:

Jim worked in summer of ’72 as Deckhand on Towboat MV MARTHA INGRAM pushing tank barges. He sailed in Fall of ’73 as Third Officer aboard SS GULF MERCHANT to west coast of South America. After completing school, he served in ’75-76 as Assistant Port Captain with Ayers Steamship Agency husbanding bulkers and supervising stevedoring of breakbulk ships. From ’76-81, he served as Assistant to Executive Director of Offshore Marine Service Association developing a safety manual and representing owners of offshore mineral support vessels on regulatory matters. From ’81-’82, he was a Marine Surveyor (Hull & Machinery) for J.K. Tynan International representing Underwriters performing damage and condition surveys, and moving rigs. From ’82-’85, he was Operations Manager and Line Manager for Norton, Lilly International Ship Agency supervising husbanding agents, performing cost control, and stevedore supervision of container ship functions. Since ’85, he has served as Maritime Promotional Programs Specialist for Maritime Administration Central Region including responsibilities for Ports, Domestic Shipping, Intermodal, Environmental, and Emergency Planning. From ’90-92, he was adjunct instructor in Logistics at Southern University New Orleans. He was recognized with a Bronze Medal in 2001. He earned Secretary Partnering for Excellence Award thrice: Port Security Grant Team (’02); OIF Operations Team (’03) And Post Hurricane Support to FEMA Louisiana Team (’06).

MILITARY:

1973-2003

US Navy Reserve

Rank: CAPTAIN USNR (Ret)

- Jim Hutcheson

Assistant Director

International Intermodal Center

Port of Huntsville

Jim began his career with the International Intermodal Center (IIC) in 2001 as Accounts Manager, performing sales and marketing for the IIC. In July 2007 Jim was named Assistant Director of the IIC. Jim has over 25 years experience in sales and business management, including 16 years of experience in the transportation industry.

He participates in several industry related organizations, including the Intermodal Association of North America (IANA), North Alabama International Trade Association (NAITA), North Alabama Industrial Development Association (NAIDA) and the Alabama Automotive Manufacturers Association (AAMA). He is a member of Leadership Huntsville/Madison County, graduate of Class 22.

Jim attended college at Southern Tech in Marietta, GA where he earned a bachelors degree in Industrial Engineering.

He is active in his church and community, serving as an Elder at Grace Presbyterian Church in Madison and he has helped coach Dixie Youth baseball for seven seasons.

Jim resides with his wife and two sons in Madison, AL.

Wednesday Morning 8:00-9:45

Freight Funding Issues (Jack Wells, Mark Norris)

- John “Jack” V. Wells

Jack Wells has been the Chief Economist at the U.S. Department of Transportation since November 2004. His major focus has been on finding ways to use economic analysis to achieve policy goals more efficiently, though, for example,

- More comprehensive approaches to benefit-cost analysis and asset management techniques
- Analyzing the use of economic incentives to use the transportation system more efficiently (such as congestion pricing), and
- Exploring the economic effects of alternative sources of transportation infrastructure finance, such as a National Infrastructure Bank.

He has previously served as:

- Chief Economist at the Bureau of Transportation Statistics (2001-2004),
- Deputy Administrator of the Federal Railroad Administration (2000 – 2001),
- Minority Staff Director of the House Subcommittee on Railroads (1995 – 2000), and
- Staff Director of the Subcommittee on Investigations and Oversight of the House Public Works and Transportation Committee (1993 – 1995).

From 1979 to 1992 he was an economist at the U.S. General Accounting Office, working on transportation, regulation, and science and technology policy issues.

Before that he was Assistant Professor of Economics at George Mason University.

Mr. Wells has a B.A. from Harvard and a Ph.D. from Yale, both in Economics.

- Mark Norris

Senate Majority Leader Mark Norris is Special Counsel to the law firm of Adams and Reese where he is involved in commercial litigation and transportation law. He was elected to the Tennessee Senate in 2000 and is now in his third term representing District 32 which includes Dyer, Lauderdale, Tipton, and Shelby Counties.

He was named a principal in the National Academy of Public Administration's Intergovernmental Forum on Transportation Finance in 2006. He testified before the National Surface Transportation Policy and Revenue Study Commission in 2006 and co-authored Financing Transportation in the 21st Century: An Intergovernmental Perspective. The same year, Norris was named "Legislator of the Year" by the Tennessee Public Transportation Association. This is one of nine statewide organizations that have recognized him as such over his three terms in the Senate.

Senator Norris was first elected Senate Majority Leader on January 10, 2007 and is the first elected Republican Majority Leader from West Tennessee in the state's history. He currently serves on the Finance and State & Local Government Committees in the Senate. He is Chairman of the Senate Rules Committee and the Tennessee Advisory Commission on Intergovernmental Relations (TACIR).

Norris served as Chairman of the Senate Transportation and Safety Committee from January 2005 to January 2007. During that time, he presided over the adoption of the state's first long-range transportation plan and the creation of rural transportation planning organizations for grass-roots initiatives to meet the needs of local citizens. In 2008, Norris was appointed to the Joint Study Committee on Transportation Funding which investigated cost reduction and infrastructure funding. He now chairs the Transportation Advisory Group of the Council of State Governments.

Norris recently concluded his second term as chairman of the 16-state Southern Legislative Conference's Economic Development, Transportation, and Cultural Affairs Committee. Last year, Norris was elected to chair the Southern Legislative Conference beginning in July 2010.

Norris has practiced law since 1980. He is a 1980 graduate of the University of Denver College of Law and is a member of the Transportation Lawyers Association.

Wednesday Morning 10:00-11:00

State Perspective (Butch Brown, Gerald Nicely)

- **Larry L. “Butch” Brown**

Currently, “Butch” Brown is the Mississippi Department of Transportation Executive Director —Brown is a longtime businessman and the former mayor of Natchez, Mississippi. He is a graduate of the University of Southern Mississippi with degrees in management and marketing, and served in the school’s department of marketing and management as an instructor for seven years. Mr. Brown is a member of the Executive Committee of the Transportation Research Board. He currently serves as President of the American Association of State Highway and Transportation Officials (AASHTO), and he is the immediate past President of the Southeastern Association of State Highway and Transportation Officials (SASHTO). Other appointments include Co-Chairman of the International Trade and Transportation Institute, Chairman of the Mississippi Transportation Institute, the Advisory Board of the Mississippi State University School of Engineering, and Ex-Officio Board Member of Mississippi Mainstreet. In 2001, he was chosen to serve on the Advisory Board of the National Trust for Historic Preservation, and in 2003, on the Advisory Board of the Mississippi World Trade Center. He has also served on the Executive Board of Directors of the Mississippi Business Finance Corporation, the White House Conference on Small Business, the U.S. Department of Commerce Industry Sector Advisory Committee on Trade Policy, and as former Chairman of the Mississippi-Louisiana Bridge Authority, responsible for funding construction of the Natchez/Mississippi River Bridge.

- **Commissioner Gerald F. Nicely**

Gerald F. Nicely has been the Commissioner of Transportation for Tennessee since January 2003. Nicely also had the distinction of serving simultaneously in two state cabinet posts. In December 2005 the Governor appointed him Interim Commissioner of the Tennessee Department of Safety and he served in that position until January 2007 while still holding the Commissioner of Transportation position.

Nicely joined TDOT after more than 30 years of local government experience and a track record of successfully forging public-private partnerships that helped transform Nashville. He served as Executive Director of Nashville’s Metropolitan Development and Housing Agency from 1979-2002. Under his leadership, MDHA spearheaded a wide range of development and housing initiatives and was viewed as one of the best-run local agencies in the country. He served a two-year term as president of the Public Housing Authorities Directors Association.

Nicely serves on the Board of the American Association of State Highway and Transportation Officials and is currently serving as the Chair of the AASHTO Standing Committee on Water Transportation. He was a founding Board Member of the Frist Center for the Visual Arts and a charter Board member of the Nashville Housing Fund. He is an alumnus of Leadership Nashville. Nicely has received numerous awards for public service

including: The Tennessee Association of Public Administration's Public Administrator of the Year in 2006, the Nashville Kiwanis Club's co-Nashvillian of the Year for 2001 (his wife Donna was the co-recipient), the Nashville Engineering Center's Distinguished Builder Award in 2007, and the Apollo Award for 2006 by the Nashville Chapter of the Public Relations Society of America.

He holds both a B.S. and M.S. in economics from the University of Tennessee and is a U.S. Army veteran. Nicely is married to Donna Nicely, director of the Nashville Public Library system, and has two grown daughters and three grandsons.