



# INSTITUTE FOR TRADE AND TRANSPORTATION STUDIES

PROMOTING REGIONAL AWARENESS FOR IMPROVING FREIGHT TRANSPORTATION

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## NEWS UPDATE

Well, October found ITTS finishing up a series of speaking engagements, which included presentations on the Panama Canal at the Propeller Club's annual meeting and discussing waterway development issues at the Annual Arkansas Governor's Conference on Waterborne Transportation. ITTS also spoke at the Dryport Conference on linking ports to hinterland markets. To close out the month, I spoke at the AASHTO Annual Meeting in Biloxi. You can read my recent trip reports on the ITTS blog.

Other work items included the continual organizing work on the ITTS Conference. (As speakers and sponsors are confirmed, they are being added to the website.)

Upcoming projects include working with the ITTS Member States regarding the upcoming National Multi-Modal Transportation Steering Committee (NMMTSC) meeting in Panama, as well as the Commodity Flow Survey Conference that will be held in D.C. ITTS will also be speaking on PIANC WG32's Report on Performance Indicators for Inland Waterways at an upcoming Committee on the Marine Transportation System and speaking on corridors at the 3rd Annual Americas 2020 Summit.

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## ITTS Conference

**FREIGHT IN THE SOUTHEAST**  
Moving Our Region's Business



### Freight in the Southeast

The organizational work on the upcoming ITTS Conference in Charlotte, North Carolina is coming along, as we finish confirming the speakers and agenda. We will have the conference registration open within a few weeks, as well as a final agenda posted on the ITTS website.

**Hotel:** The Hotel Reservations are now open at Charlotte Marriott City Center, 100 West Trade Street, Charlotte, NC 28202. The phone number is 1-704-333-9000. The Room Rate is \$100.00 and you need to ask for the Institute for Trade and Transportation Studies block.

**Sponsorships:** Both North Carolina, as the host state, and the University of North Carolina, Charlotte, have been gracious in assisting me in organizing this meeting.

ITTS is looking for Platinum, Gold and Silver Sponsors to sponsor various breaks and meals. If your organization is interested in being a sponsor, please contact Bruce Lambert at 540-455-9882.

Currently, ITTS would like to thank the following non-financial sponsors (Associations or Universities):

- I-95 Corridor Coalition
- American Association of State Highway Transportation Officials
- American Trucking Research Institute
- Appalachian Regional Commission
- Center for Logistics, Trade and Transportation at the University of Southern Mississippi
- Inland Rivers, Ports and Terminals
- Mississippi World Trade Center
- Southern Growth Policies Board
- Southern Legislative Conference
- Tennessee Tombigbee Waterways Development Authority
- World Trade Center of New Orleans
- Trucking Industry Mobility & Technology Coalition

Please contact me for any additional questions on the Freight in the Southeast Conference. Hope to see you in Charlotte!

Wednesday, February 9, 2011	Event
Optional Tour of Local Intermodal Facilities	
Panel 1	Thoughts on State Freight Planning Activities
Panel 2	Experiences with Creating State Freight or Logistic Advisory Councils
Reception	
Thursday, February 10, 2011	
Panel 3	Future of Multimodal Freight Corridors
Panel 4	Managing Truck Movements in Multi-State corridors
Panel 5	Managing Multimodal Projects within a Corridor
Panel 6	Trends in Urban Freight Development and Delivery
State DOT Peer to Peer Dinner (invited)	
Friday, February 11, 2011	
Panel 7	Military Logistics
Panel 8	Wrap-up and Closing Remarks



## Institute for Trade and Transportation Studies

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The Institute for Trade and Transportation Studies provides research data and expert opinions to its Members concerning the effects of commercial freight movements on domestic and international activities, with reference to infrastructure and transportation needs, and safety implications.

The ITTS members include the Alabama Department of Transportation, the Arkansas State Highway and Transportation Department, the Florida Department of Transportation, the Georgia Department of Transportation, the Kentucky Transportation Cabinet, the Louisiana Department of Transportation and Development, the Mississippi Department of Transportation, the North Carolina Department of Transportation, the South Carolina Department of Transportation, the Tennessee Department of Transportation, the Virginia Department of Transportation, and the West Virginia Department of Transportation.

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## ▶ LAMBERT'S LAGNIAPPE

*la-gniappe* |lan'yap|:  
something given as a bonus or extra gift.

As a child, I was always fascinated by roadway mileage signs. When I was eight, my Uncle Tom (no, he does not own a cabin) explained how the signs worked, as you travelled from West to East or South to North. The simplicity of knowing where you are and where you are going remains germane to all that we do.

Well, it's my youngest daughter's senior year in high school. She is wrapping up things at high school, such as football games and homecoming. Like everyone else, she is considering her college future and a major. (My youngest plans to major in history. Maybe I should try to get her to switch to the history of transportation!)

As a parent, it is nice when you reach those milestones that suggest your child is actually getting ready to go leave the house (with a bit of luck) and that they can function as a responsible adult (hopefully). For me, we only have one more swim meet to attend. This will be the Louisiana High School swim meet, and after having watched both my

daughters swim for the past 17 years, it's with some sadness (and joy!) that I know I will be freed of the tyranny of the countless hours watching them practice, sitting in bleachers, parked cars while the lightning passed, or stretched out on a blanket during the "dog days" of summer. As everyone who has done something sports related with their child knows, these days can drag on.

Well, as this chapter in my ongoing role as a parent closes, I have to look forward to my final attendance at a Nutcracker. Yes, they grow up, and as they grow up, they leave markers in our lives. These small signs can be regarded as milestones as our children go forward and reminders of how far we have come. Clearly, it is a journey that remains challenging, but rewarding.

With no more swim meets on the calendar, I now have more time for chores around the house. On second thought, maybe I need to borrow some kids to simply sit by the side of a pool, awaiting yet another event, and thinking about the miles ahead. ■

## What are... Terminal Operations

When managing a terminal, there are certain elements that every terminal possesses, despite their location at a port, railroad, or airport. These three basic elements are a gate, a storage area, and a modal interchange facility (for a port this is a berth, and for a railyard, this would be the tracks).

The gate is the main entrance for truck operations. At the gate, the paperwork is processed to confirm the driver is eligible to either pick up or drop off the load. (In the United States, the truck driver would need to display a Transportation Workers Identification Card (TWIC) to confirm their identity.) For a terminal handling international cargos, the cargo must also have been released by customs and other related governmental regulations before leaving the terminal. The gate also processes the pickup or return of empty equipment (boxes, chassis) through

a bobtail gate. (For most terminals, this will be the same gate, but some larger terminals may have dedicated gates to expedite these moves.)

There is a storage area (stacks) where all the material is stored, either for delivery in the local market, or prepared for an outbound shipment. (For breakbulk terminals, each shipment has to be stored by its bill of lading. When the cargo is stored, it must ensure that the tags are visible

and clearly marked. Container shipments are identified by the numbers on the backside of the container.)

Most terminals allow for several days of dwell time (free storage), either to allow outbound loads time to accumulate or to give time for the receiver to process the required paperwork to pick up their cargo. However, the longer the cargo stays, it reduces the terminal's

*There is an ongoing debate about the efficiency of U.S. container terminals when compared to other international terminals.*

effective capacity, so turnover is critical.

(There is an ongoing debate about the efficiency of U.S. container terminals when compared to other international terminals. US port terminals tend to have lower container throughput per acre rates when compared to other port regions. Part of this is due to the larger terminals in the U.S., but also because of the use of grounded container operations. Leaving the container on the chassis (grounded) makes it easier to move the container when the driver arrives for pickup. In most places, stacking the container will result in higher storage rates, i.e., higher per acre throughputs, but it can take longer to work the stack before putting it on a chassis for delivery.)

Finally, there is a modal interchange point. Given the large scale associated with working a train or a vessel, this surge of cargo becomes the terminal operator's main focus. As time is money, the terminal operator strives to work the train or vessel as fast as possible, so that the vessel, train or plane can keep its scheduled services.

Given the very transactional nature of terminal operations, there are a wide variety of benchmarks that are used, including gate turnaround, crane operations, dwell time, etc., that focus on the segments of the terminal's operations. One of the ironies about terminal benchmarks relates to the limited footprint of the terminal. This fourth element, the terminal management software, is the critical link that ensures drivers and cargo go where they need to go, and can be found when needed to be moved again. This is the real "Dancing with the Stars", with cranes, hustlers and truck drivers, all moving in tight quarters, which may result in delays within the terminal itself. The new generation of terminal management techniques is focusing on a broader set of benchmarks, to maximize the total terminal productivity and not necessarily the individual components. (Most terminals require crews continually scan the terminal to double check the cargo and equipment are in the correct location.) Also, robotic terminal operations can increase terminal productivity, by allowing the containers to be moved within the stacks according to vessel and expected arrival times. ■



## Trade Profile ... India

*Continued from page 4*

Given the proximity to markets in the East Coast, a large share of the U.S.-Indian trade passes through an eastern U.S. port or airport. Given the high costs associated with jewelry and pharmaceuticals, air cargo is vital to the U.S. Indian trade. The leading materials that arrive from India by water, such as textiles, apparel, and machinery, are not as time sensitive or can be shipped in larger quantities.

India ranks as the 17th largest export market for the U.S. in 2009, with over \$16 billion in exports received from the U.S. The top exports from the U.S. include diamonds and gold, industrial machinery, aircraft equipment and parts, and fertilizers.

From a state level, the largest exporter states to India are California, Texas, Washington, New York and Florida. Together these five states accounted for over 50% of the U.S. exports to India in 2009.

In the Southeast, Florida is the largest exporter to India, led by shipments of fertilizer. Louisiana ranks second, mostly with exports of fuels and animal and vegetable fats. Other exports from the Southeast to India include iron and steel products, aviation parts, and chemicals.

Based on the IHSGlobal Insight forecasts, total trade between the U.S. and India is expected to grow over the next 20 years. Indian imports into the U.S. are expected to see average annual growth rates around 11%. U.S. exports are expected to enjoy strong growth, but at a lower 9% average annual compound rate. U.S. exports with the largest forecasted growth levels will be manufactured products, aviation parts and equipment, machinery and fertilizers. For imports into the U.S., IHSGlobal Insight expects manufacturing, drugs and medicines, organic chemicals and apparel will remain the most import commodities.

You can download the entire PowerPoint slides by clicking on the ITTS blog. The slides are in three main sections – total U.S. Trade with India, Trade with India by Gateways located in the Southeast, and finally, but exporters from specific southeastern States. All data was pulled from the WISERtrade service. ■

## ▶ ITTS CALENDAR

This list highlights upcoming conferences related to transportation that may be of interest to the ITTS member region. For any corrections or suggestions, please contact Bruce Lambert at [bruce@ittsresearch.org](mailto:bruce@ittsresearch.org)  
 ITTS speaking engagements

November 11-12, 2010  
**3rd Annual Americas 2020 Summit**  
 Dallas, Texas  
[http://dot.state.tx.us/business/conferences/americas\\_2020.htm](http://dot.state.tx.us/business/conferences/americas_2020.htm)

November 13-17, 2010  
**NITL 103rd Annual Meeting & TransComp Exhibition**  
 Fort Lauderdale, Florida  
<http://www.nitl.org/annual.htm>

November 16, 2010  
**TRB Commodity Flow Survey Workshop**  
 Washington, D.C.  
[http://www.trb.org/Calendar/Blurbs/Commodity\\_Flow\\_Survey\\_Workshop\\_162826.aspx](http://www.trb.org/Calendar/Blurbs/Commodity_Flow_Survey_Workshop_162826.aspx)

November 18-19, 2010  
**Atlantic Intracoastal Waterway 2010 Annual Conference**  
 Portsmouth, VA  
<http://www.atlintracoastal.org/>

December 2, 2010  
**Rethinking Ground Transportation and Logistics**  
 Atlanta, Georgia  
<http://logistics.georgiainnovation.org/events/details/496/2010-12-02>

December 6-7, 2010  
**National Multi-Modal Transportation Steering Committee (NMMTSC) Meeting**  
 Panama City, Panama  
<http://transportationsolutionsnow.org/meetings.html>

December 8-10, 2010  
**Commonwealth of Virginia Governor's Transportation Conference**  
 Roanoke, Virginia  
<http://vatransconf.org/default.html>

January 9-12, 2011  
**2011 Louisiana Transportation Conference**  
 Baton Rouge, Louisiana  
[http://www.ltrc.lsu.edu/ltrc\\_11/](http://www.ltrc.lsu.edu/ltrc_11/)

January 20-21, 2011  
**Kentuckians for Better Transportation 2011 Conference**  
 Lexington, Kentucky  
<http://www.kbnet.net/>

January 23-27, 2011  
**2011 TRB 90th Annual Meeting: Transportation, Livability, and Economic Development in a Changing World**  
 Washington, D.C.  
[http://www.trb.org/Calendar/Blurbs/2011\\_TRB\\_90th\\_Annual\\_Meeting\\_162702.aspx](http://www.trb.org/Calendar/Blurbs/2011_TRB_90th_Annual_Meeting_162702.aspx)

January 30-February 1, 2011  
**Georgia Foreign Trade Conference**  
 Sea Island, GA  
<http://logistics.georgiainnovation.org/events/details/496/2010-12-02>

February 1-2, 2011  
**American Association of Port Authorities "Shifting International Trade Routes"**

Tampa Florida  
<http://www.aapa-ports.org/Programs/seminarschedule.cfm?itemnumber=17549>

February 9-11, 2011  
**Freight in the Southeast Conference**  
 Charlotte, NC  
[http://www.ittsresearch.org/itts\\_conferences.html#2011](http://www.ittsresearch.org/itts_conferences.html#2011)

February 20-23, 2011  
**RILA Logistics Conference**  
 Gaylord Palms Resort & Convention Center, Orlando, FL  
<http://www.rila.org/events/conferences/Pages/Logistics.aspx>

March 1-3, 2011  
**Inland Waterways Navigational Conference**  
 Cincinnati, Ohio  
<http://www.inlandwaterwaysconference.com/>

March 2-4, 2011  
**AASHTO 2011 Washington Briefing**  
 Washington, DC  
<http://www.transportation.org/meetings/297.aspx>

March 10-12, 2011  
**Transportation Research Forum**  
 Long Beach, California  
<http://www.trforum.org/forum/2011>

March 13-15, 2011  
**AASHTO Standing Committee on Railroads**  
 Washington, DC  
[http://rail.transportation.org/Pages/rail\\_meetings.aspx](http://rail.transportation.org/Pages/rail_meetings.aspx)

March 21-23, 2011  
**JAXPORT 2011 Logistics & Intermodal Conference**  
 Ponte Vedra Beach, Florida  
<http://www.jaxportconference.com>

April 6-9, 2011  
**Transportation Intermediaries Association 33rd Annual Convention and Trade Show**  
 Orlando Florida  
[http://www.tianet.org/AM/Template.cfm?Section=TIA\\_Annual\\_Meetings&Template=/TaggedPage/TaggedPageDisplay.cfm&TPLID=10&ContentID=5881](http://www.tianet.org/AM/Template.cfm?Section=TIA_Annual_Meetings&Template=/TaggedPage/TaggedPageDisplay.cfm&TPLID=10&ContentID=5881)

April 30-May 3, 2011  
**American Short Line and Regional Railroad Association**  
 San Antonio, Texas  
[http://www.aslrra.org/meetings\\_seminars/index.cfm](http://www.aslrra.org/meetings_seminars/index.cfm)

May 02-06, 2011  
**AASHTO Spring Meeting**  
 Las Vegas, NV  
<http://www.transportation.org/meetings/298.aspx>

May 1-4, 2011  
**International Transportation Economic Development Conference: Economic Impact of Connecting People, Goods, Markets, Employment, Services and Production**  
 Charleston, WV  
<http://www.ited2011.org>

May 4-6, 2011  
**2011 IRPT Annual Conference**  
 Pittsburg, PA  
<http://www.irpt.net>

May 8-12, 2011  
**13th TRB National Transportation Planning Applications Conference**  
 Reno, Nevada  
<http://www.trb-appcon.org/>

## ▶ TRADE PROFILE ... India

Highlighted by President Obama's recent trip to India, the growing Indian economy has arrived on the world's stage. Today, India is reaping the benefits of economic reforms that began in the early 1990s. These reforms have generated an influx of foreign direct investment (the U.S. ranks among the largest sources of FDI in India) and an expansion of the manufacturing sector. Even during the last two few years, India's economy has continued to grow despite the recession plaguing the world's markets.

Trade between the U.S. and India continues to grow, as total goods imports rose from \$8 billion in 1998 to \$21 billion in 2009, ranking India as the 14th largest importer into the U.S. The top imports into the U.S. from India are diamonds and related jewelry, pharmaceutical products, apparel, and chemicals.

*Continued on page 3*

