

Toledo-Lucas County Port Authority

Transportation Center - Economic Development - Financial Sustainability - Community Outreach



AAPA Partnerships in Planning and Development

“Regenerating Business” at
The Port of Toledo

Joe Cappel, Manager of Business Development
February 25, 2008

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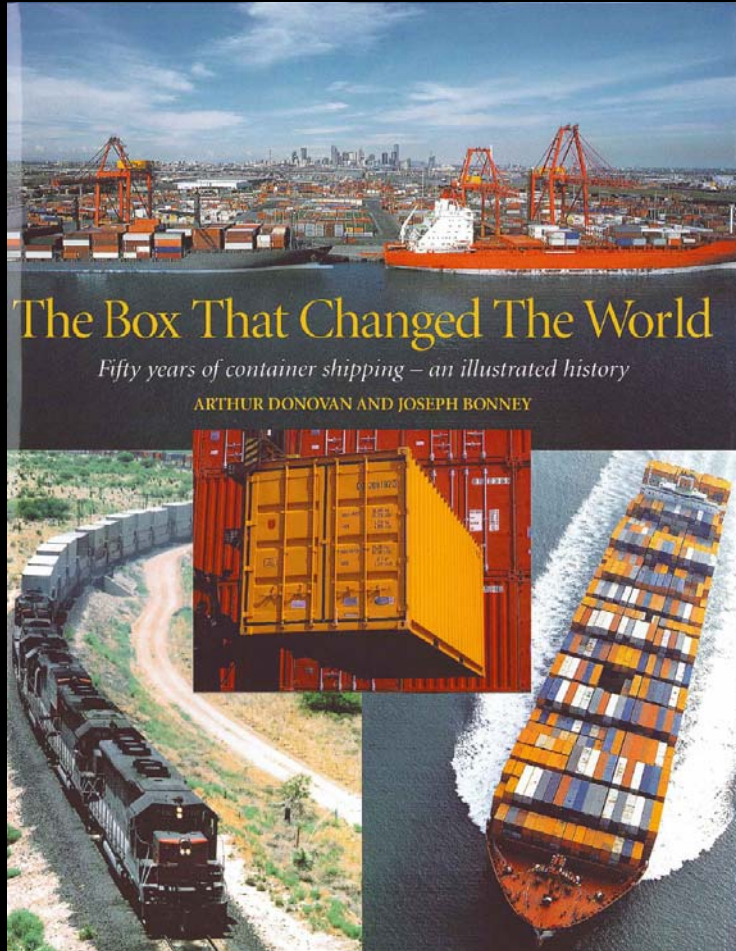
Queen Elizabeth & President
Eisenhower at the 1959
Seaway Opening Ceremonies

Seaport Operations

In 1955, the State of Ohio enacted the Port Authority Act in order to take advantage of the newly created St. Lawrence Seaway system which allowed access to the Great Lakes from the Atlantic Ocean. Within days of its passage, civic leaders in Toledo created the Toledo-Lucas County Port Authority. Founded on July 18, 1955, it was the first port authority in Ohio. Today there are more than 20.

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On April 26, 1956 Malcom McLean, a trucker from North Carolina turned the concept of using a standard-sized metal box to move cargo by land and sea into an enduring industry.

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WATERBORNE COMMERCE

Toledo Harbor, Ohio

1961-1967

(Net Tons)

	1961	1962	1963	1964	1965	1966	1967
Coal	26,837,766	28,836,143	31,645,746	32,489,092	35,869,831	35,368,478	29,607,245
Gen. / Misc. Cargo	169,907	223,886	226,602	223,024	478,982	706,703	629,919
Grain	1,223,356	1,696,586	1,750,006	1,602,878	1,801,342	1,789,874	1,641,797
Iron Ore	3,895,133	3,628,281	4,687,480	5,312,815	5,502,148	4,449,435	5,017,826
Misc. Bulk Liquid	156,688	207,035	188,780	130,801	*42,433	*52,681	88,845
Other Bulk	525,357	516,444	705,745	638,149	*196,892	*178,819	672,775
Petro. Products	1,131,827	1,427,518	1,186,558	1,082,688	1,137,654	1,281,915	1,171,829
TOTAL	33,940,034	36,535,893	40,390,917	41,479,447	*45,029,282	*43,827,905	38,830,236
Total Overseas Cargo	359,201	663,252	524,643	751,536	1,332,974	1,453,049	1,212,996
Gen. Overseas Cargo	105,110	146,776	163,987	182,754	425,782	622,627	533,139
Vessels Arrivals	4,924	4,981	5,176	5,555	5,853	5,392	4,660
Overseas Vessels	335	428	401	454	542	481	484

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2007 Seaport Stats- Final

	2004	2005	2006	2007	2006-2007
COMMODITY	SEASON	SEASON	SEASON	SEASON	% CHANGE
Coal	2,736,362	3,312,912	2,874,565	3,235,173	12.54%
General & Misc. Cargo	122,514	164,588	156,120	154,085	-1.30%
Grain	1,601,054	1,367,651	2,139,097	1,618,571	-24.33%
Iron Ore	2,925,456	3,935,180	3,810,167	5,053,615	32.63%
Petroleum & Liq. Bulk	608,254	495,883	624,437	666,101	6.67%
Dry Bulk	1,393,679	1,451,041	1,786,559	1,537,667	-13.93%
TOTALS:	9,387,319	10,727,255	11,390,945	12,265,212	7.68%
Domestic	2,496,738	3,143,770	2,639,757	4,462,060	69.03%
Canadian	6,009,234	6,550,757	6,888,520	5,841,038	-15.21%
Overseas*	881,347	1,032,728	1,862,668	1,962,114	5.34%
TOTALS:	9,387,319	10,727,255	11,390,945	12,265,212	7.68%
					Vessel + (-)
# Overseas Vessels	51	48	81	38	(43)
# Lake Vessels	555	613	611	663	52
TOTAL VESSELS:	606	661	692	701	9



Need to “Regenerate Business” through Partnerships and Innovation

Partnerships

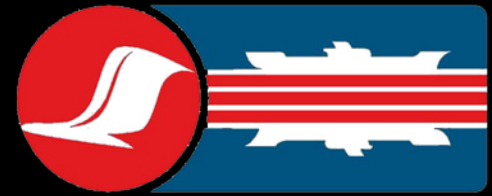
- New shipyard operator
- New General Cargo Facility operator
- Partnership b/w Port and terminals
- Partnership among terminals

Innovation

- Short Sea Shipping/Feeder Services
- Niche Cargo
- Transloading
- Growth in Seaport

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Shipyard Modernization



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General Cargo Facility Modernization

Midwest Terminals of Toledo
INTERNATIONAL



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Terminals partner with Port Authority to attract new business


Toledo-Lucas County
Port Authority

PROVEN SOLUTIONS FOR YOUR NEXT PIPELINE SHIPMENT

*THE FASTEST, MOST EXPERIENCED PIPELINE HANDLING
TERMINAL ON THE GREAT LAKES.*

MEGADOCK FACILITIES:

- Gantry Cranes with specialized spreader bars for pipeline handling
- Liebherr 934 with vacuum system for pipe loading and stacking
- Experience handling 42" outside diameter pipe – 15 meter length, 8 to 8.5 MT
 - Ample room for indoor/outdoor pipe storage
- Fast rail and truck load out – accommodating trucks with gross weights up to 154,000 lbs.
- Located within a one day drive of 43% of U.S. and 47% of Canadian markets
- Seaway Draft, Foreign Trade Zone advantages, and customized services
- Utilizes the Great Lakes/ St. Lawrence Seaway System (HWY H₂O)


Vacuum System for Pipe Loading


Fast Rail and Truck Load Out

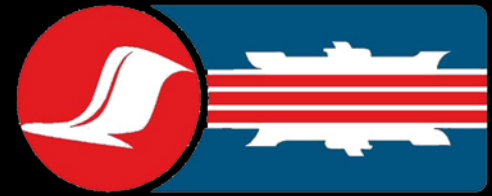

Specialized Spreader Bars
for Pipe Handling

Midwest Terminals +1.419.897.6868
Toledo Seaport +1.419.243.8251

Find out how Midwest Terminals can make your next project a success at
www.midwestterminals.com and www.toledoseaport.org

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Facilitating Partnerships among our terminals

Solving the Supply Chain Puzzle for you...



The Port of Toledo



1) Kuhlman Corporation's marine import facility features three acres of storage under roof, more than 14 acres outdoors, and rail loading and unloading facilities. Kuhlman handles diverse materials including fertilizers, aggregates, agricultural products, and salt. Call 1.800.669.3309 or visit www.kuhlman-corp.com



2) ADM Grain Company operates a 9 million bushel capacity intermodal grain handling facility serving lake-trading vessels, barges, and overseas vessels. Call 1.800.950.7880 or visit www.admworld.com



3) The Andersons, Inc. operates two riverfront intermodal grain handling facilities with a combined 12.9 million bushel storage capacity serving lake-trading vessels, barges, and overseas vessels. Call 1.419.891.6665 or visit www.andersonsinco.com



4) Ironhead Marine Inc. provides full service marine maintenance and repairs, construction, conversion, industrial fabrication and repowering offering two dry docks for vessels and barges. Call 1.419.690.0000 or visit www.ironheadfab.com



5) Midwest Terminal of Toledo International, Inc. Toledo's 110-acre general cargo Mega Dock handles a diverse mix of bulk and break bulk cargo. The facility offers 675,000 sq. ft. of indoor storage, Foreign Trade Zone #6, seven ship berths, heavy lift equipment, six gantry cranes, on dock rail, and a ship loading conveyor system. Call 1.419.897.6868 or visit www.midwestterminal.com



6) CSX receives taconite pellets, made from iron ore, from lake-trading vessels at Toledo's TORCO Dock. Coal is loaded onto vessels at the CSX coal docks for public utilities and industry throughout the Great Lakes and overseas. Call 1.419.697.2363 or visit www.csx.com



The Port Authority is the resource center for all of your intermodal transportation and logistical needs. The Port of Toledo offers development-ready land sites, foreign trade zones, low-cost financing and marine terminals capable of handling nearly any cargo that can be transported on a vessel. Call 1.419.243.8261 or visit www.toledoseaport.org



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Regenerating Business for the System



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Innovation: Short Sea Initiatives on the Lakes lead to new opportunities



Aldert van Nieuwkoop,
President

**Container feederling?
Wooden shoes... wooden head...
wooden listen!**

Don't believe it! When our customers call, we're all ears.

Reliability - GLFL offers a weekly, reliable, all marine, year-round service between the Ports of Halifax and Montreal that provide overseas container lines a powerful extension of their own operations into Canada.

Flexibility - GLFL can help overseas container lines cope with efficient domestic transit requirements. Whether facing market related or seasonal fluctuations, we'll work with you by adjusting capacity and scheduling to the best of our ability.

Capacity - GLFL has the capacity to carry heavy, high cube, oversized and standard containers. Plus, enjoy the efficiency and convenience of "one-stop" shopping.



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Fax: 514.333.4959

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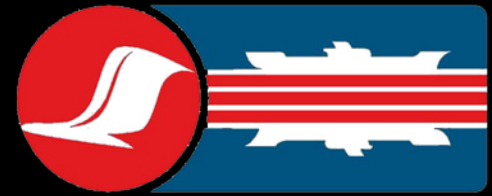


Niche Cargo: Bringing it as close to the final destination as possible on the water



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Transloading



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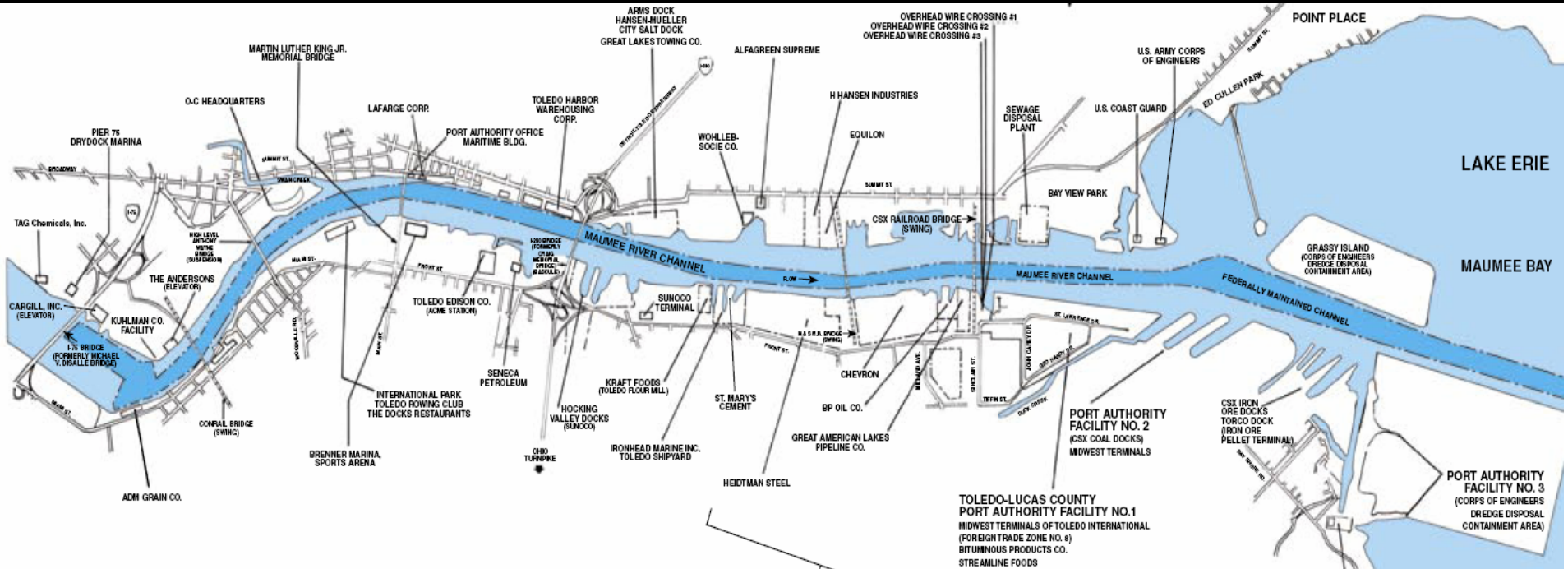
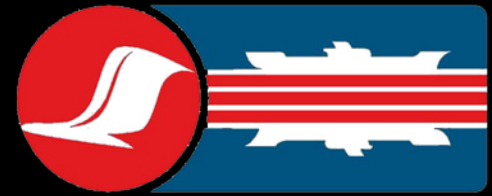


Future Growth: Transportation Opportunity Districts



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