



Giving a Voice to Freight

Presented by:
Leslie Blakey
Executive Director

CAGTC

Coalition for America's
Gateways & Trade Corridors

Our Coalition

- Established in 2001 to bring national attention to the need to significantly expand U.S. freight and goods movement transportation capabilities and to work toward national solutions
- Approx. 40 organizations, including motor carriers, railroads, ports, COGs and state DOTs, real estate and engineering firms and freight corridors
- Our sole purpose is to raise public recognition and Congressional awareness and to promote funding
- Supported by full-time staff for lobbying, outreach and media relations

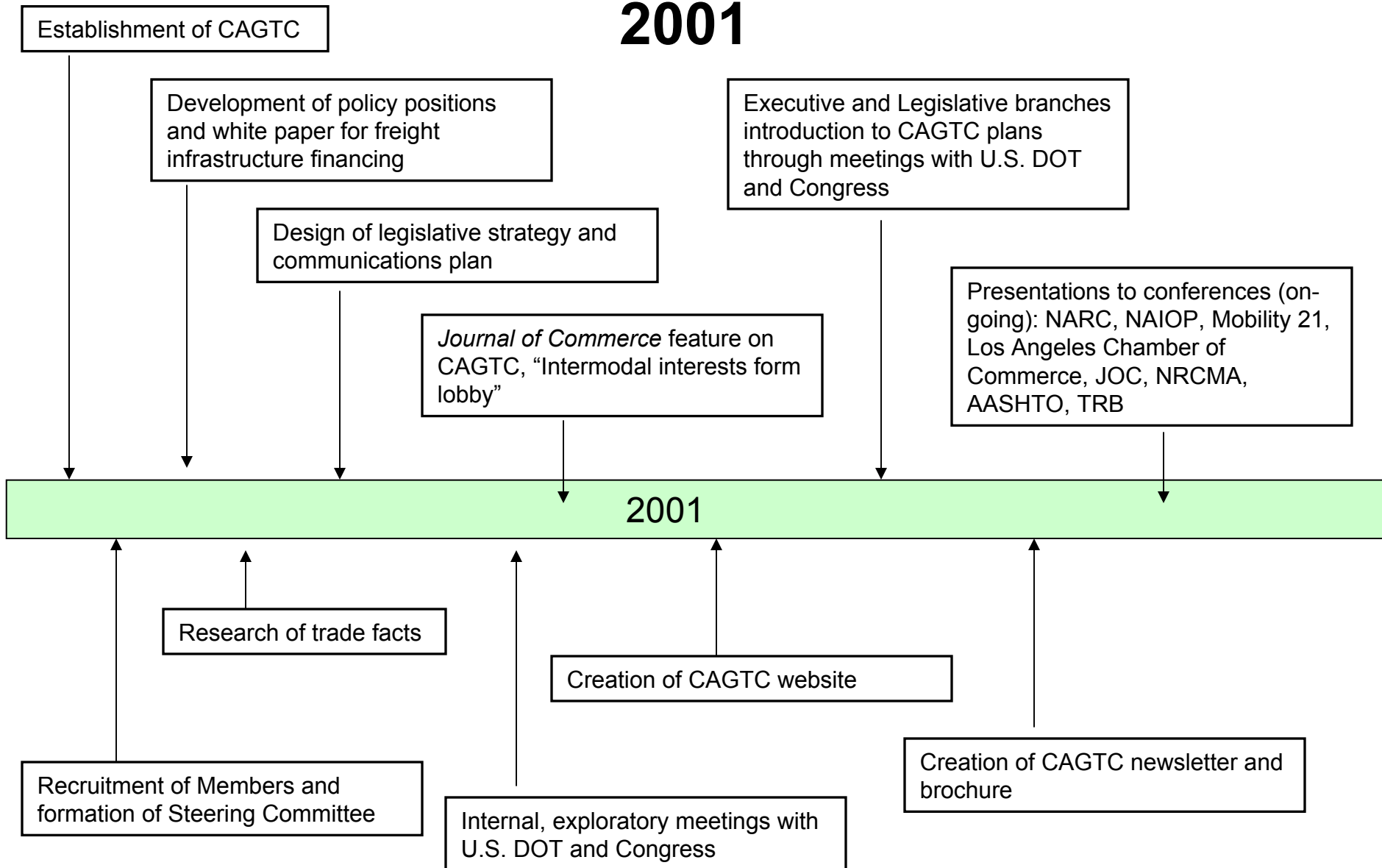
CAGTC

Coalition for America's
Gateways & Trade Corridors

Coalition for America's Gateways and Trade Corridors (CAGTC)

Timeline

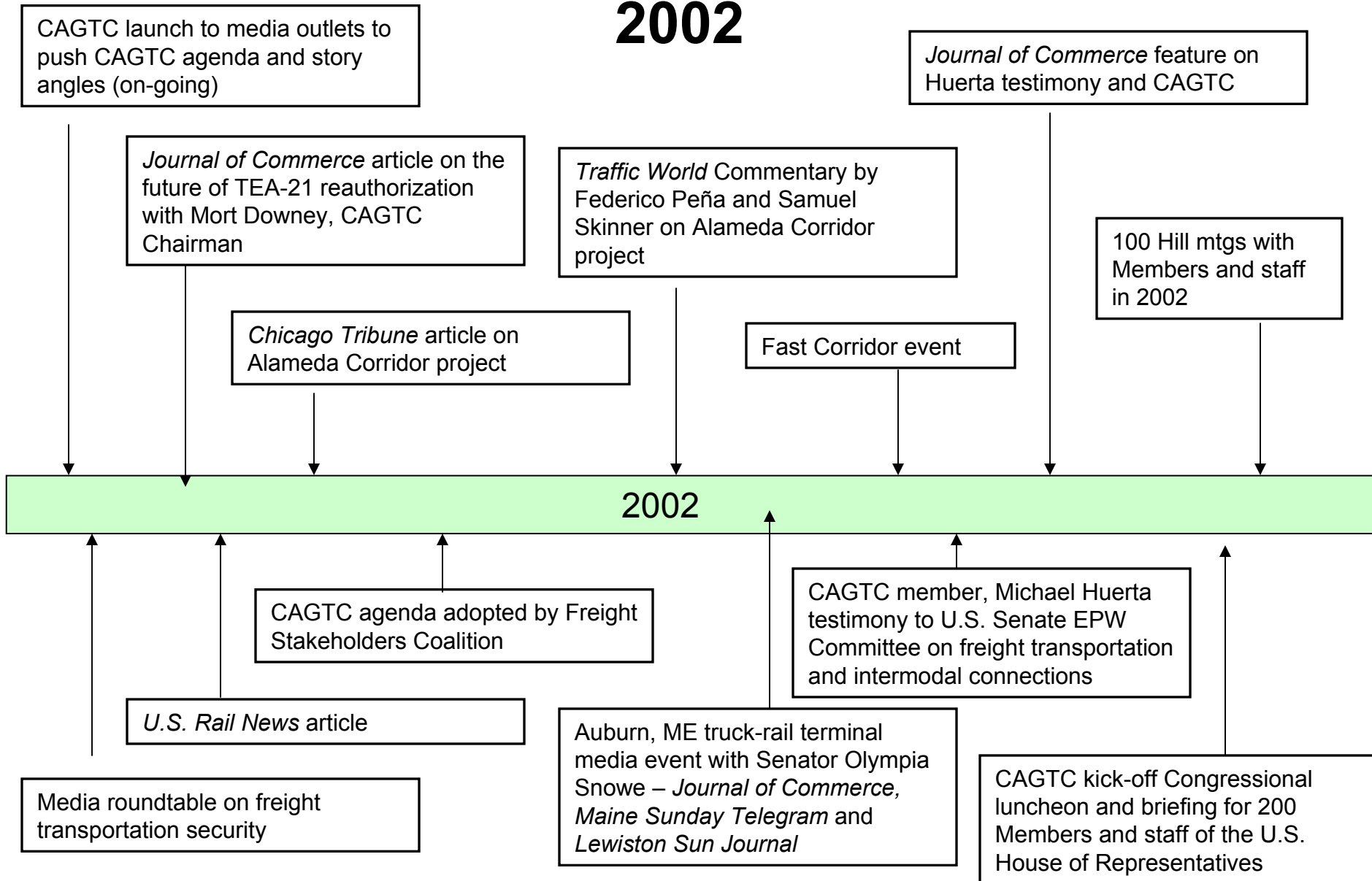
2001



Coalition for America's Gateways and Trade Corridors (CAGTC)

Timeline

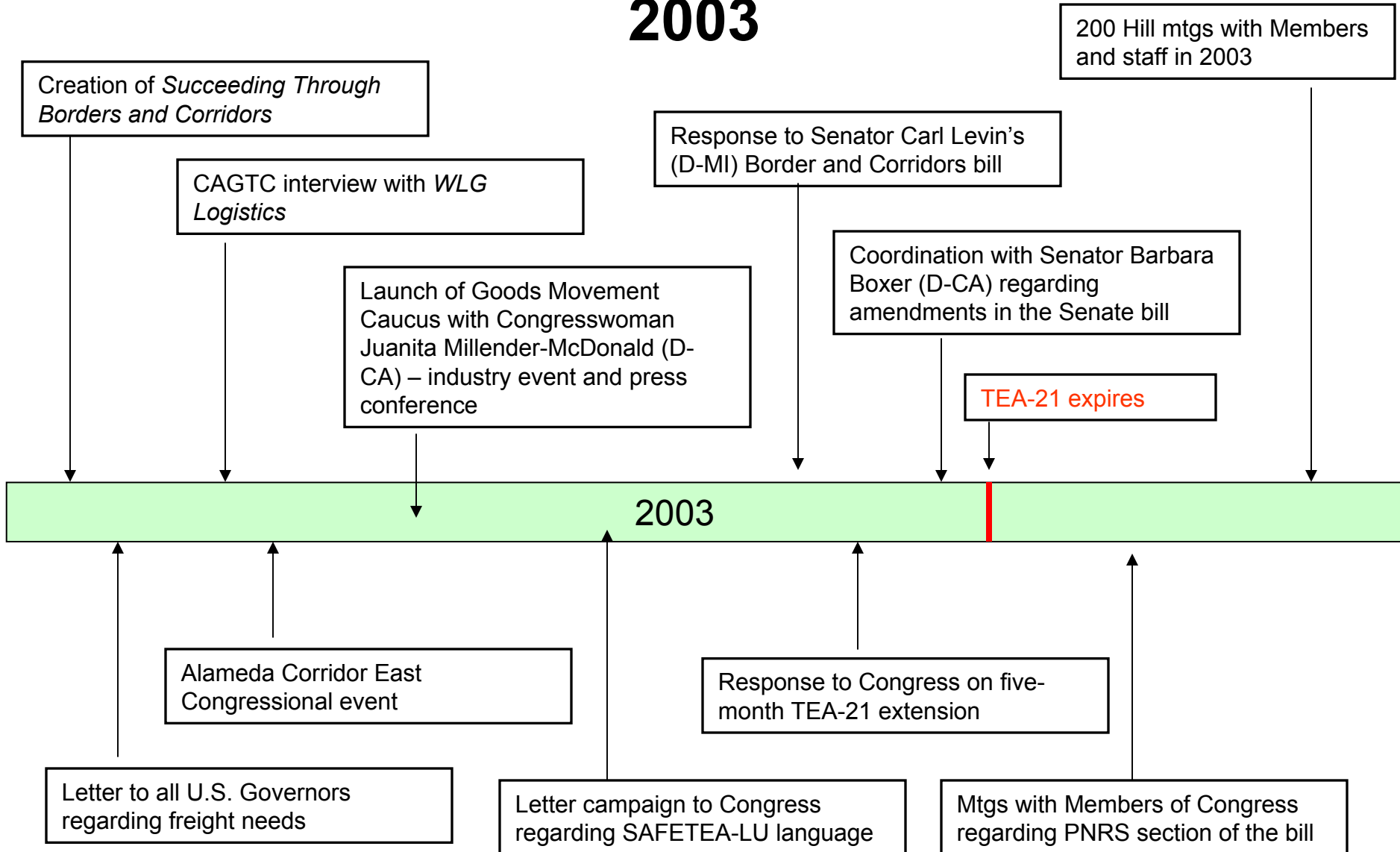
2002



Coalition for America's Gateways and Trade Corridors (CAGTC)

Timeline

2003



Coalition for America's Gateways and Trade Corridors (CAGTC)

Timeline 2004

Letter to House T&I and Senate EPW Committees leadership

Press Release on passage of House reauthorization bill, TEA-LU

Letters of support to House T&I Committee Members

CAGTC Chairman Mort Downey speaks at the Goods Movement Caucus Roundtable

Statement of support to House T&I leadership

Responses to Congress on bill amendments

Press Release and media outreach on passage of Senate reauthorization bill 1072

Coordination with Rep. Larsen's (D-WA) office on Border and Corridor bill language

Letters to TEA-21 reauthorization Congressional conferees

Developed and disseminated reference materials on House and Senate bills

Letter to U.S. DOT FHWA Administrator Mary Peters

Luncheon with U.S. DOT Secretary Mineta

Profile on CAGTC by *Journal of Commerce*

Mtg with U.S. DOT FAA Administration Marion Blakey

Press release and media coverage on 2004 Election favorable ballot results: *Traffic World*, "States Vote Highways"

Letter to House T&I and Senate EPW Committees leadership urging passage of TEA-21 during lame duck

Letter and collateral materials to new port office initiative in Long Beach./Los Angeles, CA

2004

Mtgs with LA Chamber of Commerce and other transportation groups

Developed and disseminated "Counting the Ways: A Goods Movement Companion" binder to all House and Senate Committee staff

300 Hill mtgs with Members and staff in 2004

Coalition for America's Gateways and Trade Corridors (CAGTC)

Timeline 2005

Frequent updates on TEA-21 reauthorization and extensions

Contact with Senator Boxer's office regarding grade crossing separation legislation

CAGTC opposition statement of Build America Bonds alternative financing concept

Mtgs with Congress on Presidential funding level veto threat

Letters to U.S. Chamber of Commerce and U.S. DOT on CAGTC reauthorization positions

Letters of support to House T&I and Senate EPW Committees leadership for HR3's freight provisions and funding levels and pushing for immediate passage

Press release on CAGTC support of HR3

Developed and disseminated Skinner-Slater letter to Congressional conferees and staff

Press release applauding Congressional passage and Presidential signing of SAFETEA-LU

Developed Goods Movement White Paper

Mtg with U.S. DOT and TIFIA offices on SAFETEA-LU freight implementation

Mtg with Sen. Boxer to start Senate Goods Movement Caucus

400 Hill mtgs with Members and staff in 2005

2005

Support of House Goods Movement Caucus for event

Developed one-pager of HR3 freight language and funding

Developed CAGTC's analysis of bill

Developed and disseminated Congressional outreach "Follow that..." brochures

Contact with *Wall Street Journal* on freight in the transportation bill

Washington Times editorial, "Transportation priorities: More investment needed," by Skinner and Slater

Response in support of House Goods Movement Act of 2005

Media work with *National Journal* for freight section of an article

Traffic World piece, "Don't Forget Freight," on "Follow that..." brochures

In all, CAGTC...

- Organized nearly **500 meetings** with more than three-quarters of Congress, as well as the Department of Transportation and the Administration.
- Hosted **Congressional events** with top Members
- Designed and disseminated **supporting materials**:
 - *Counting the Ways: A Goods Movement Companion*
 - *Succeeding Though Borders and Corridors: Case Studies*
 - *Follow That... supply chain brochure series*
- Earned numerous **media** references circulating to 1,625,030 readers, including 25 detailed pieces in national media outlets such as **The Chicago Tribune, The Washington Post, The Washington Times, Traffic World** and **The Journal of Commerce**.

FOLLOW THAT... COFFEE

*An intermodal adventure
with a delicious ending!*



PART I

Compliments of:

CAGTC

Coalition for America's
Gateways & Trade Corridors
www.tradecorridors.org

Departure Point:
SANTOS PORT IN SAO PAULO, BRAZIL

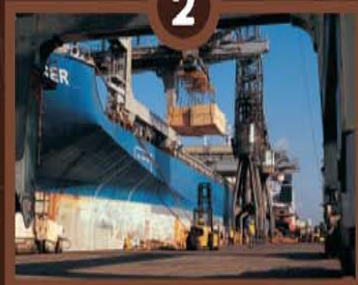


1

Containers of coffee beans are loaded
onto SHIPS for United States delivery.



2



U.S. Port Facility

3



The coffee beans are picked up by TRUCK.

4



Then transferred to RAIL.

5



U.S. Distribution Center

Final Destination:
STARBUCKS® CAFE - WASHINGTON, DC



6

The beans are again picked up by TRUCK
and brought to local cafes, coffee houses
and supermarkets, like those on Capitol Hill.

.....
**Intermodal freight infrastructure
and goods movement must be
adequately funded through the
transportation reauthorization bill!**
.....

Don't Forget Freight!



Have a cup of coffee and
remember the essential and
multi-modal freight transportation
system that brought it!

7

FOLLOW THAT... CORN

*An intermodal adventure
with a tasty ending!*



Departure Point:
CORN FARM IN THE MIDWEST



1



The harvested corn is transported to
the farm's processing plant.

2



The corn is picked up by TRUCK and
brought to a rail facility.

3



The corn is then carried by RAIL.

4



U.S. Port Facility

5



The corn is exported by SHIP.

Final Destination:
JAPAN



6

The corn is offloaded and distributed
to product manufacturing plants
throughout the country.

**Intermodal freight infrastructure
and goods movement must be
adequately funded through the
transportation reauthorization bill!**

Don't Forget Freight!

Let's not be corny, but if
you got it, our essential
and multi-modal
freight transportation
system brought it!

7



PART II

Compliments of:

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www.tradecorridors.org

FOLLOW THAT... CRAYON

*An intermodal adventure
with a colorful ending!*



PART III

Compliments of:

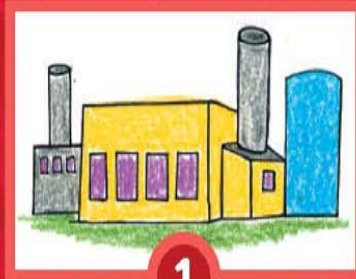
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www.trade corridors.org

Telephone: (202) 828-9100

Departure Point: RAW MATERIALS PLANT

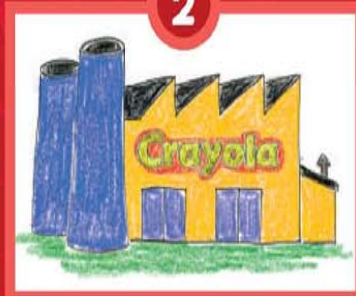


1



The raw materials are transported by RAIL
to the Crayola® manufacturing factory.

2

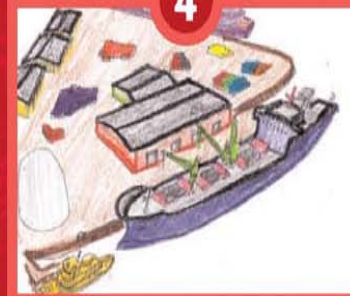


3



The boxes of crayons are picked up
by TRUCK.

4



U.S. Port Facility

5



The boxes of crayons are exported by SHIP.

Final Destination: ENGLAND



6

The crayons are offloaded and distributed
to retail stores throughout the country.

**Intermodal freight infrastructure
and goods movement must be
adequately funded through the
transportation reauthorization bill!**

Don't Forget Freight!

Do we have to draw
you a picture?

If you got it,
our essential and
multi-modal freight
transportation system
brought it!

Crayons provided by
Binney & Smith,
owners of the Crayola brand.

7



FOLLOW THAT... COTTON

*An intermodal adventure
with a fluffy ending!*



PART IV

Compliments of:

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Departure Point:
COTTON FARM

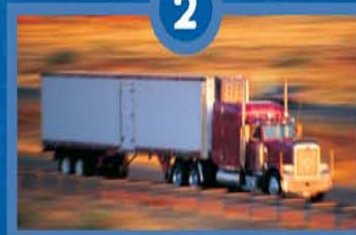


1



The cotton is sent through the
gin and baled.

2



The bales of cotton are picked by TRUCK
and brought to a rail-accessible warehouse.

3



The cotton is carried from the
warehouse by RAIL.

4



U.S. Port Facility

5



The cotton is exported by SHIP.

Final Destination:
JAPAN



6

The cotton is offloaded and distributed
to product manufacturing plants throughout
the country where a variety of goods are
made, like kimonos.

.....
**Intermodal freight infrastructure
and goods movement must be
adequately funded through the
transportation reauthorization bill!**
.....

Don't Forget Freight!

Clean out your ears and listen:

Our essential and multi-modal
freight transportation system
needs at least \$2 billion
per year!

7

*Cotton products
provided by CVS/pharmacy.*



FOLLOW THOSE... ALTOIDS®

*An intermodal
adventure with a curiously
refreshing ending!*



PART V

Compliments of:

CAGTC

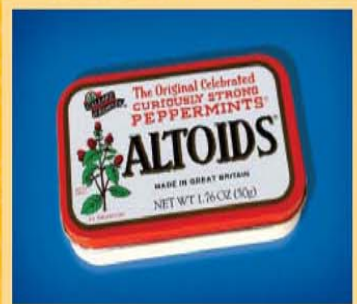
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Telephone: (202) 828-9100

Departure Point: MANUFACTURING PLANT – ENGLAND



1



2



The Altoids® are exported by SHIP.

3



U.S. Port Facility

4



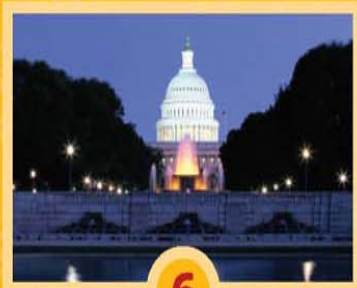
The Altoids® are carried by RAIL.

5



The Altoids® are picked by TRUCK and brought to distribution warehouses.

Final Destination: WASHINGTON, DC



6

The Altoids® are again picked up by TRUCK and brought to local convenience stores and supermarkets, like those on Capitol Hill.

Intermodal freight infrastructure and goods movement must be adequately funded through the transportation reauthorization bill

Don't Forget Freight!

Put your money where your mouth is...

Refresh America's essential and multi-modal freight transportation system with at least \$2 billion per year!

7



FOLLOW THAT... RICE

*An intermodal adventure
with a grainy ending!*



PART VI

Compliments of:

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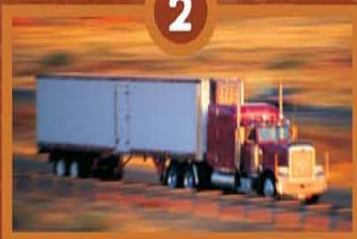
Departure Point:
RICE FARM - UNITED STATES



1



2



The rice is picked by TRUCK and brought
to a rail-accessible warehouse.

3



The rice is then carried from the
warehouse by RAIL.

4



U.S. Port Facility

5



The rice is exported by SHIP.

Final Destination:
JAPAN



6

The bags of rice are offloaded and
distributed throughout the country
where it is consumed.

**Intermodal freight infrastructure
and goods movement must be
adequately funded through the
transportation reauthorization bill!**

Don't Forget Freight!

From Washington DC's Chinatown
to San Francisco's Rice-a-Roni®,
America's freight transportation
system feeds us coast-to-coast
and needs at least
\$2 billion per year!

7



FOLLOW THAT... SHARPIE®

*An intermodal adventure
with a permanently
marked ending!*



PART VII

Compliments of:

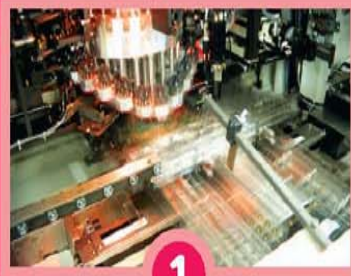
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www.tradecorridors.org

Telephone: (202) 828-9100

Departure Point: PRODUCTION FACTORY



1



The Sharpies® are picked by TRUCK.

2



The Sharpies® are carried by RAIL.



3

U.S. Port Facility



4

The Sharpies® are exported by SHIP.

5



The Sharpies® are picked by TRUCK and
brought to distribution warehouses.

Final Destination: AUSTRALIA



6

The Sharpies® are sent to distribution
centers throughout the country.

**Intermodal freight infrastructure
and goods movement must be
adequately funded through the
transportation reauthorization bill!**

Don't Forget Freight!

Write this down:

"I will support at least
\$2 billion annually to
fund our essential and
multi-modal freight
transportation system!"

7



FOLLOW THAT... TEA

*An intermodal adventure
with tea-riffic ending!*



PART VIII

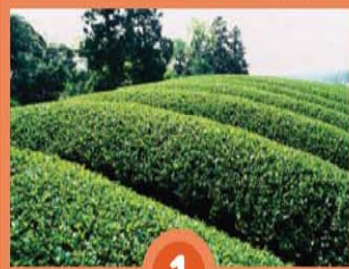
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www.tradecorridors.org

Telephone: (202) 828-9100

Departure Point:
PORT OF COLOMBO - SRI LANKA



1



3

The tea is then carried from the port by RAIL.

Final Destination:
WASHINGTON, DC



6

The tea is again picked up by TRUCK
from the distribution centers and brought
to local cafes, coffee houses and
supermarkets, like those on Capitol Hill.



Containers of tea are loaded onto
SHIPS for United States delivery.

2



U.S. Port Facility



4

The tea is picked by TRUCK and brought
to distribution centers.

5



U.S. Distribution Center

**Intermodal freight infrastructure
and goods movement must be
adequately funded through the
transportation reauthorization bill!**

Don't Forget Freight!



Regardless of how you like
your TEA, "SAFE or LU",
leave room for at least
\$2 billion per year to
improve America's
essential and multi-
modal freight
transportation
system!

7



Results:

Freight Focus



**FUNDING = estimated
\$4.301 billion**

Represents:

- a more than four-fold increase from TEA-21
- a new policy direction
- an enhanced opportunity to build the future of freight



All of which is really good, but it's...

Merely a Down Payment on Needs

BOTTOM LINE: the bill is \$42 billion below the amount needed to “maintain” and \$91 billion below the amount to “improve” according to US Chamber Foundation’s 2005 report.

From 2005 to 2015, total national needs will be \$3.4 trillion to “improve” the system, but total revenue will be only \$2.4 trillion, leaving a cumulative gap of approximately

\$1 trillion

Freight Future by 2020

- Imports and exports are doubling every 10 years
- The volume of freight moved on our infrastructure is expected to increase to 25 billion tons, worth about \$30 trillion
- Freight traffic within the U.S. borders will increase 100%
- Foreign trade moving through American ports is expected to increase by 187%
- Containerized cargo will experience an explosive 350% increase
- Trucks are expected to move more than 75% more tons of freight
- Rail is anticipated to carry 888 million tons of goods, a 44% increase

Some Big Issues

- System Solvency — Highway Trust Fund (HTF) running out - Existing revenue streams into the HTF will fall \$20 billion short annually in meeting the Federal “share” of investments necessary to maintain the highway and transit systems and \$43 billion short annually to improve these systems
- Lack of National Transportation Vision — SAFETEA-LU contains over 6,000 earmarks predicated on the idea of needing to bring back big money for specific projects. Many contain only regional/local implications to the states and localities of Congressional members. Many states primary concern is their rate of return for gas tax.



U.S. DOT Congestion Initiative

STRONG FREIGHT FOCUS

- Scope – 1) Highway congestion and 2) Aviation Congestion
- Responding in part to U.S. business cry for help
- Six Point Plan:
 1. Relieve Urban Congestion
 2. Unleash private sector investment resources
 3. Promote operational and technological improvements
 4. Establish a “Corridors of the Future” competition
 5. Target major freight bottlenecks and expand freight policy outreach
 6. Accelerate major aviation capacity projects and provide a future funding framework

ALL OF WHICH IS GREAT, BUT THERE'S NO \$\$\$\$\$\$

CAGTC NEXT STEPS

- **Encourage and participate with USDOT on new freight programs**
 - **Projects of National and Regional Significance rulemaking**
 - **Congestion Initiative**
 - **1909 Commission**
- **Development of NATIONAL marketing campaign**
- **Support Congressional Goods Movement Caucus**
 - **Development of Senate Goods Movement Working Group**
 - **Urge GAO study of dedicating a portion of growth in customs fees to goods movement infrastructure**
- **Define and promote the development of a**
FREIGHT TRUST FUND

Freight Trust Fund

- Goal:
 - Establish a comprehensive fund dedicated to the construction and improvement of goods movement infrastructure.
 - Build on the Projects of National and Regional Significance program established in SAFETEA-LU.
 - Tap other revenue sources in addition to those currently dedicated to the federal Highway Trust Fund.

Freight Trust Fund

- The Mass Transit Account and even the Interstate Highway System are examples of similar program and funding decisions.
- Like the MTA, a dedicated freight trust fund with objective allocation criteria can ensure that critical goods movement projects are funded to completion in order to put in place the infrastructure needed to keep America's goods and economy moving through 2020 and beyond.

Freight Trust Fund Principles

- Support projects, across all modes, of various size and scope with special priority for PRNS.
- Support multi-jurisdictional and multi-state projects.
- Distribution should be based on objective, merit-based criteria, with higher-cost projects subject to more stringent evaluation than lower-cost efforts.
- Linked with projects in a manner similar to Full Funding Grant Agreements that ensure once a project is approved, funds will flow through to project completion.
- All potential funding mechanisms and sources should be considered including, traditional highway user fees, tolls, as well as customs and cargo fees.
- Funding should be dedicated and sustained.
- Fund revenue should be associated with benefit to users.
- Growth in demand for goods movement should yield an increase in revenue.
- Fund availability should be “Pay as you go” and not result in deficit spending.

The Coalition for America's Gateways and Trade Corridors

JOIN OUR EFFORT

to

IMPROVE and SECURE OUR FUTURE ECONOMY, CONSUMER PRICES and GLOBAL COMPETITIVENESS!

For more information, please contact:

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