



# Giving a Voice to Freight

Presented by:  
Adrienne Gregory  
Manager

**CAGTC**

Coalition for America's  
Gateways & Trade Corridors

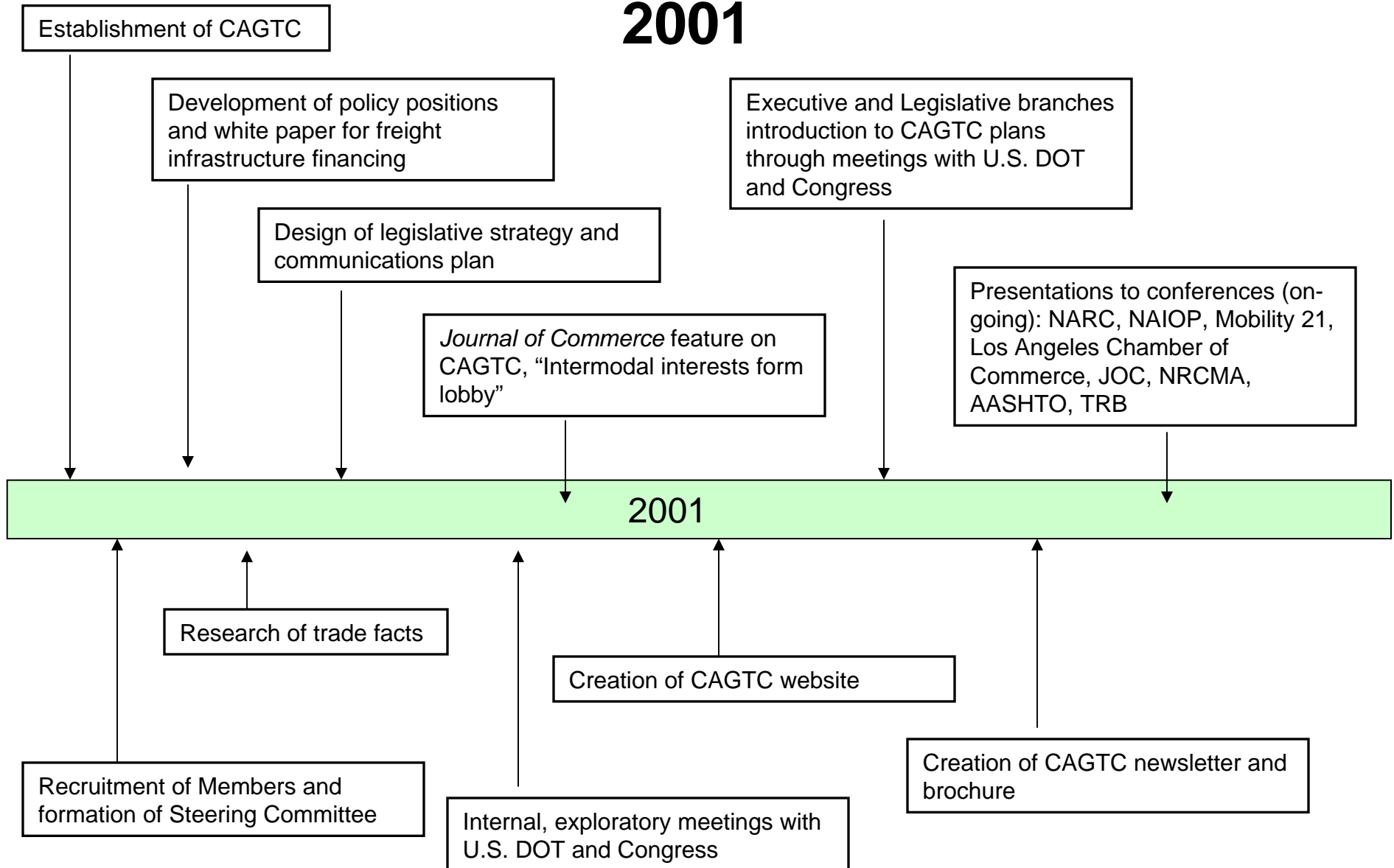
# Our Coalition

- 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

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

## Timeline

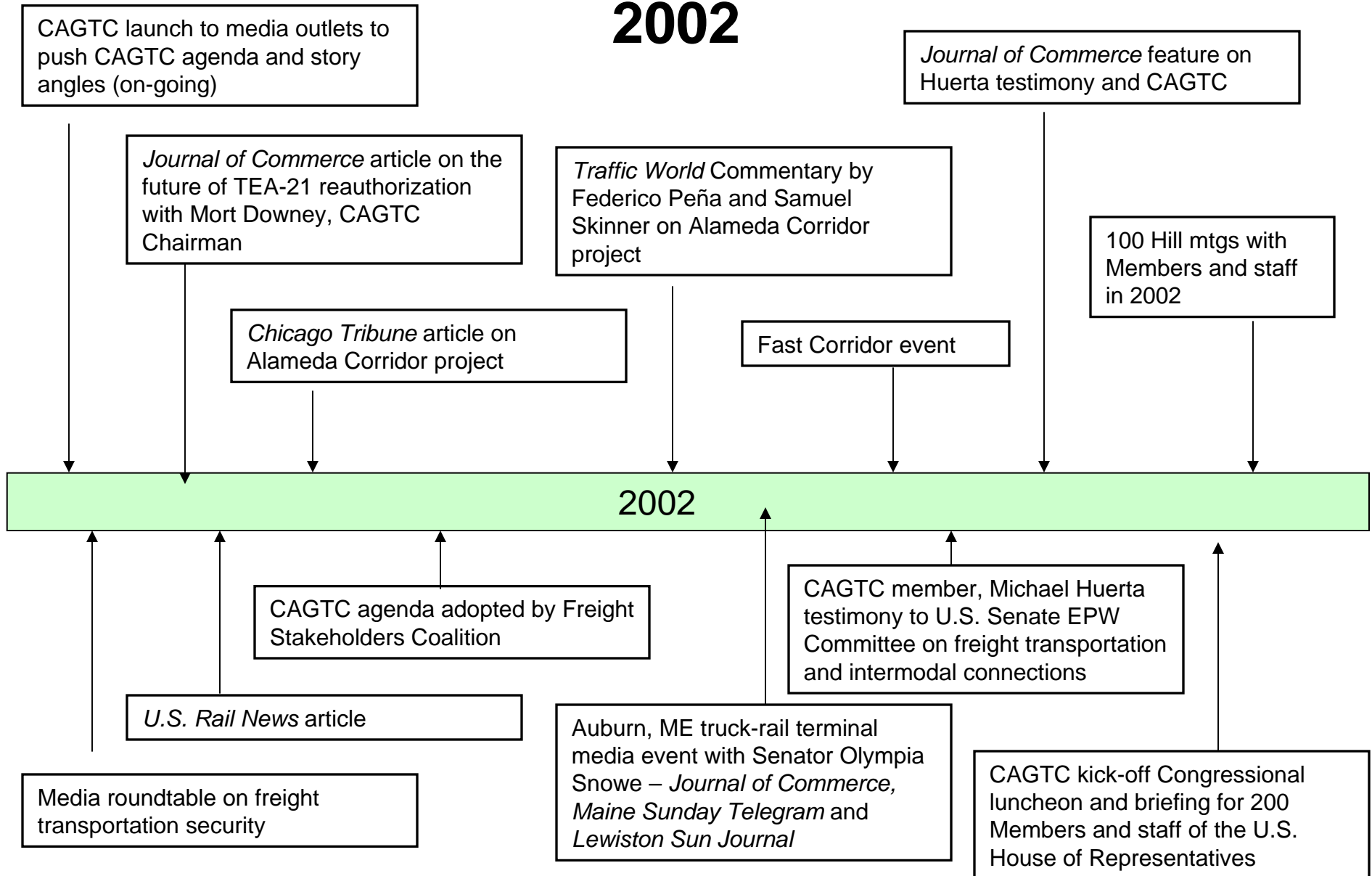
### 2001



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

## Timeline

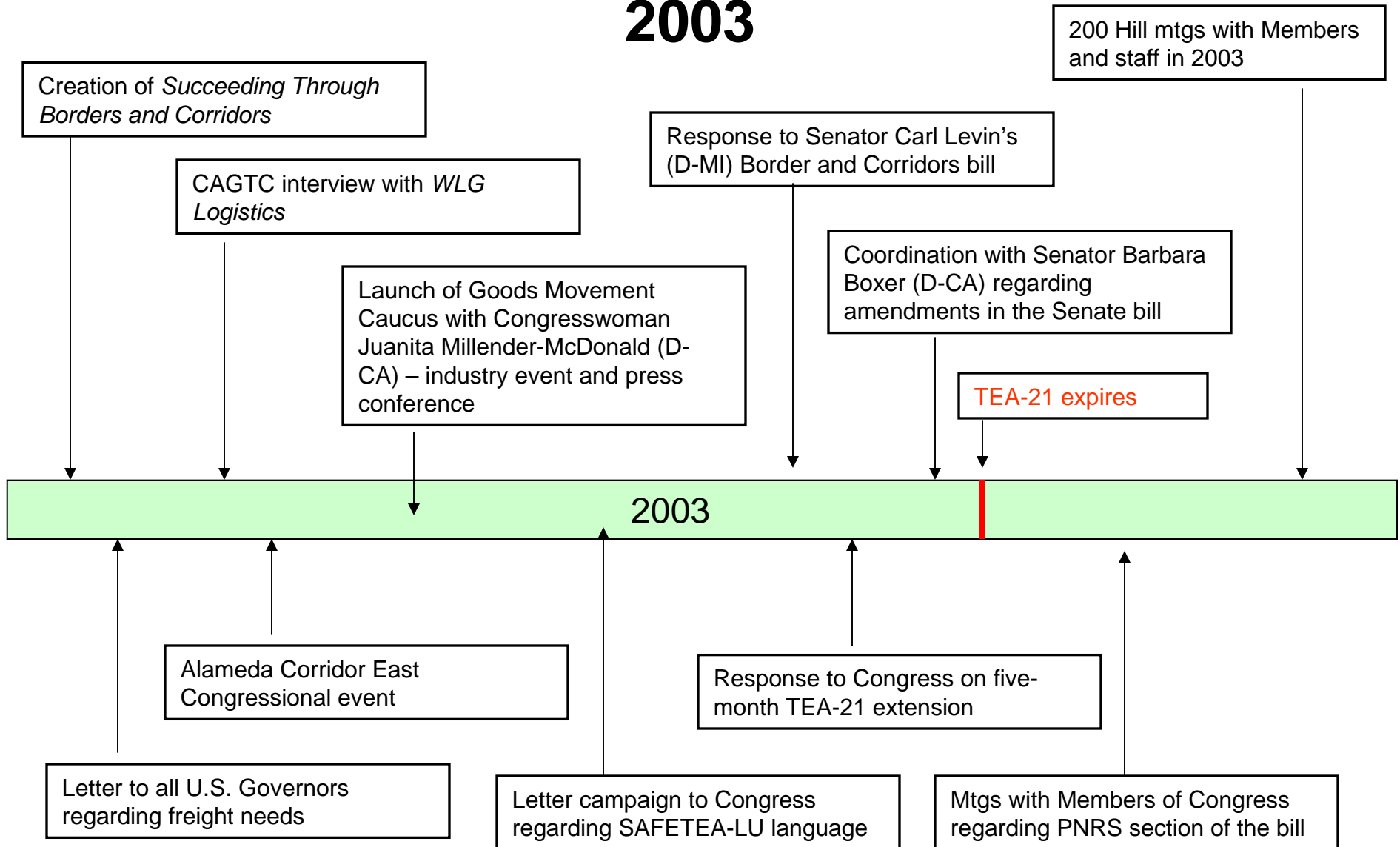
### 2002



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

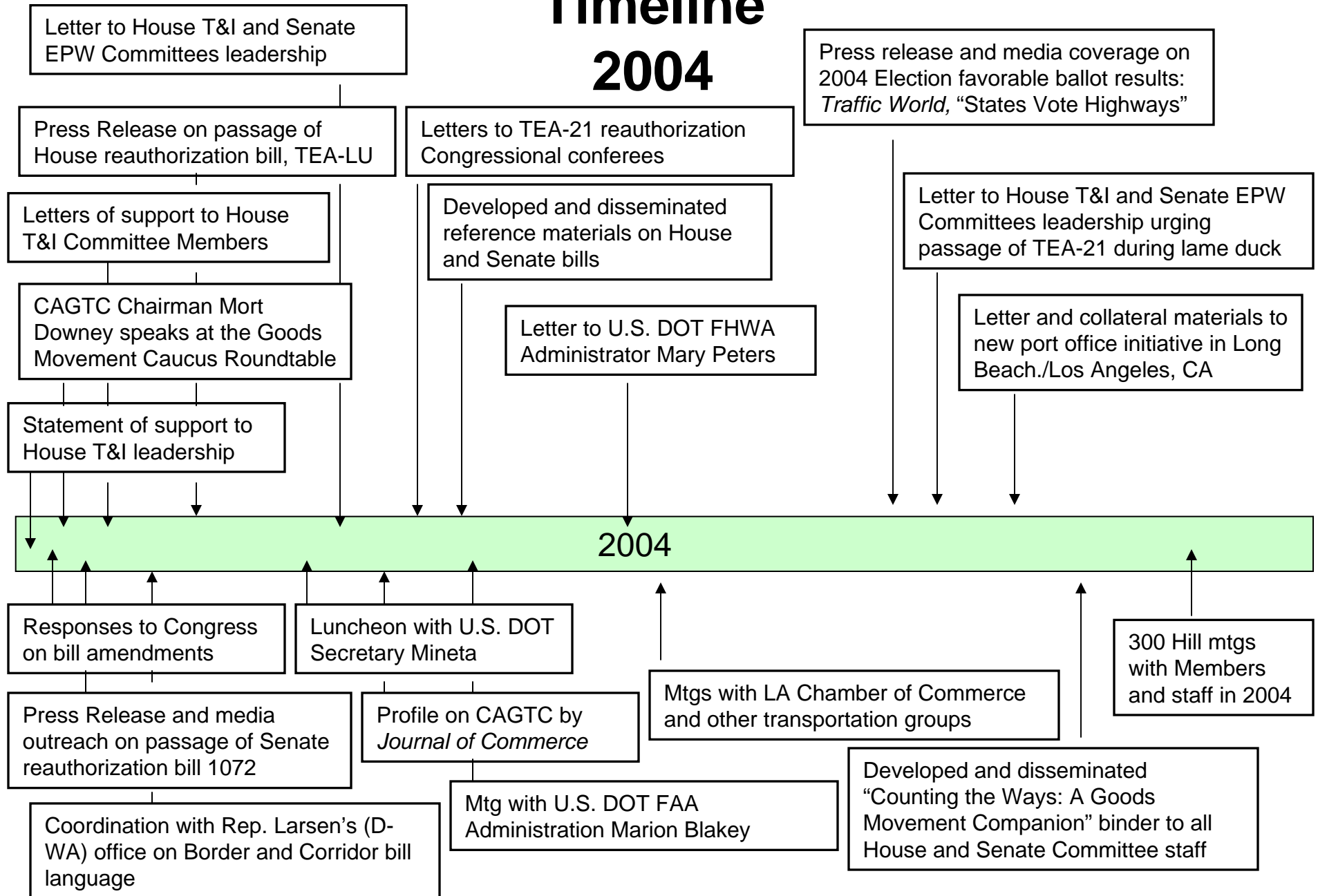
## Timeline

### 2003



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

## Timeline 2004



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

## Timeline 2005

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

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

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

Response in support of House Goods  
Movement Act of 2005

Developed one-pager of HR3 freight  
language and funding

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

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

Developed CAGTC's  
analysis of bill

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

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



# 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](http://www.tradecorridors.org)

Departure Point:  
SANTOS PORT IN SAO PAULO, BRAZIL

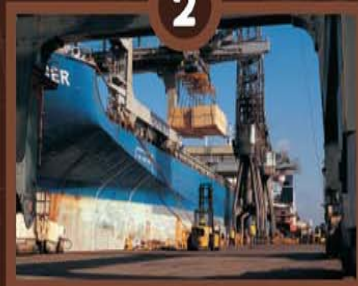


1

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!*



## PART II

*Compliments of:*

**CAGTC**

Coalition for America's  
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[www.tradecorridors.org](http://www.tradecorridors.org)

Departure Point:  
CORN FARM IN THE MIDWEST

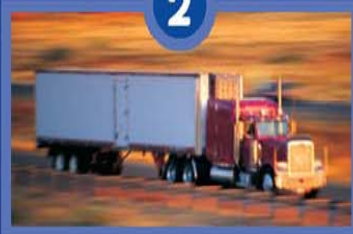


1



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





# FOLLOW THAT... CRAYON

*An intermodal adventure  
with a colorful ending!*



## PART III

*Compliments of:*

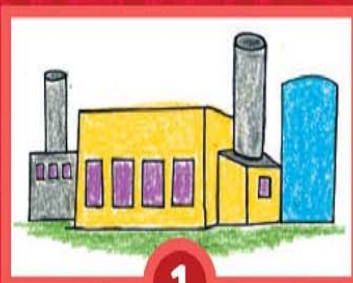
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Coalition for America's  
Gateways & Trade Corridors

[www.tradecorridors.org](http://www.tradecorridors.org)

Telephone: (202) 828-9100

Departure Point:  
RAW MATERIALS PLANT

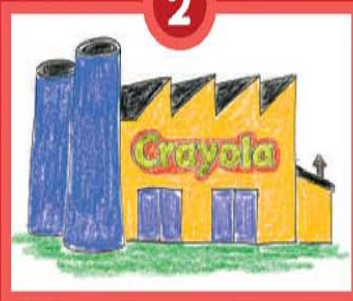


1



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

2

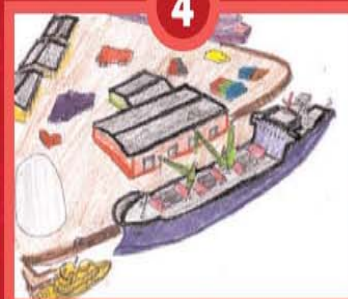


3



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:*

**CAGTC**

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[www.tradecorridors.org](http://www.tradecorridors.org)

Telephone: (202) 828-9100

Departure Point:  
COTTON FARM

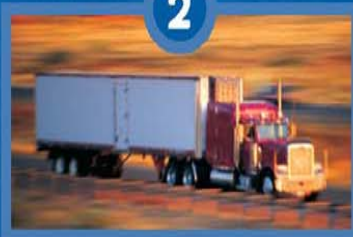


1



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

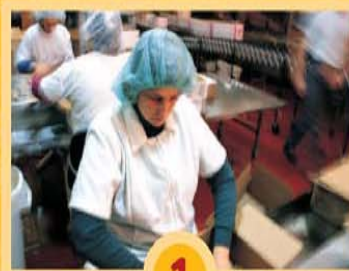
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**CAGTC**

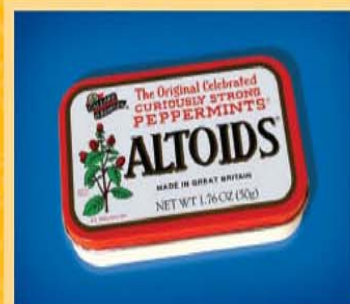
Coalition for America's  
Gateways & Trade Corridors  
[www.tradecorridors.org](http://www.tradecorridors.org)

Telephone: (202) 828-9100

Departure Point:  
MANUFACTURING PLANT – ENGLAND



1



2



The Altoids® are exported by SHIP.

3



U.S. Port Facility

4



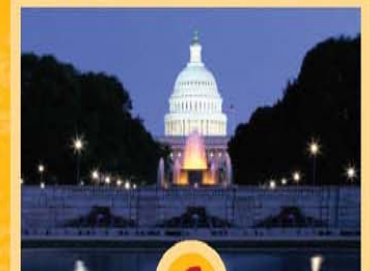
The Altoids® are carried by RAIL.

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!

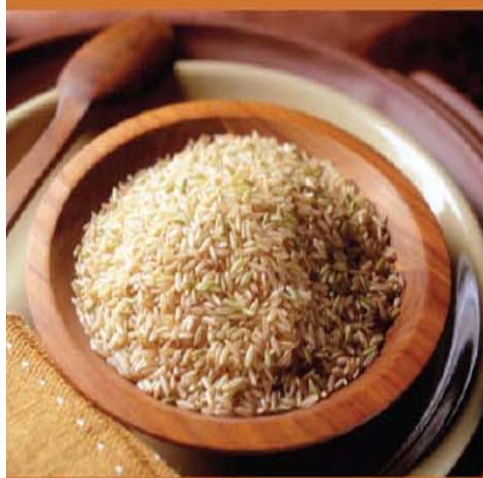
7





# FOLLOW THAT... RICE

*An intermodal adventure  
with a grainy ending!*



## PART VI

*Compliments of:*

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Gateways & Trade Corridors  
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Telephone: (202) 828-9100

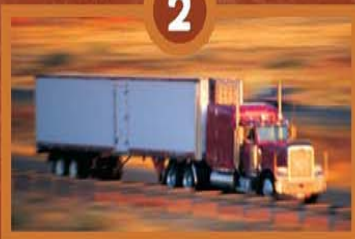
**Departure Point:  
RICE FARM - UNITED STATES**



**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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Coalition for America's  
Gateways & Trade Corridors  
[www.tradecorridors.org](http://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.

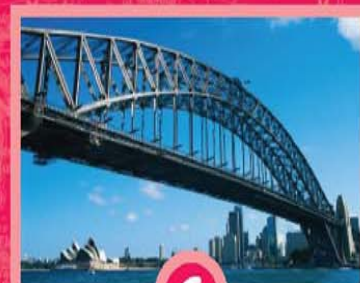
**5**



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

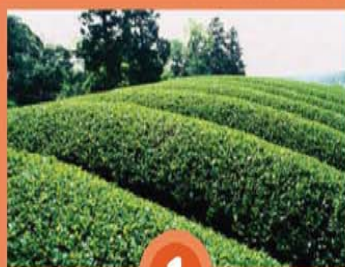
*Compliments of:*

### CAGTC

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[www.tradecorridors.org](http://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



4

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

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



U.S. Port Facility



U.S. Distribution Center

# 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**.

# 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

# **CAGTC Next Steps:**

- ➡ **NEW MEMBERS CONGRESSIONAL EDUCATION CAMPAIGN**
- ➡ **2007 TRADE CORRIDORS SUMMIT**
- ➡ **FREIGHT TRUST FUND**

# New Members Congressional Education Campaign



## Goals:

- To provide information on the needs of freight transportation funding to new Members
- To establish CAGTC as a resource on freight and goods movement issues

# 2007 Trade Corridors Summit

## Details:

- What – 2007 Trade Corridors Summit
- When – **Monday, February 26th, 2007**
- Where – Washington, DC
- Who – Representatives from U.S. Corridors (By invitation, 2 per corridor)

## Goals:

- To develop a list of principles to guide the National Surface Transportation Policy and Revenue Commission
- To establish the foundation for policy recommendations in advance of the next Surface Transportation reauthorization
- To introduce members of the corridor community and foster idea exchange

# 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

**CAGTC** has commended Congress to consider the following tenets with respect to establishment of a federal Freight Trust Fund (FTF):

- *Fund distribution should be based on objective, merit-based criteria, with higher-cost projects subject to more stringent evaluation than lower-cost efforts.*
- *Funding should be dedicated and sustained.*
- *The revenue structure should be developed in such a way that growth in demand for goods movement yields an increase in trust fund revenue.*

# 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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**[www.tradecorridors.org](http://www.tradecorridors.org)**

**CAGTC**

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