

the 43,000 jobs the U.S. government claims to have been saved by our "Buy American" legislation will be offset by the loss of more than 200,000 jobs as the result of foreign emulation or retaliation.

The president is seeking to wrap up pending free trade agreements with Korea, Panama and Colombia. These would provide an immediate, pain-free stimulus to our economy. But important as these agreements are, they're not nearly enough.

To help secure a lasting recovery, we need to complete the long-stalled Doha Round of global trade talks, something the president and his G-20 colleagues called for at their November summit in Seoul. We must move aggressively to negotiate new bilateral trade deals and regional accords such as the proposed Trans-Pacific Partnership. We need new bilateral investment treaties to ensure our companies are treated fairly in foreign markets.

Most importantly, we need strong political leadership from the president and Congress to move forward on this agenda.

There's a lot to do if we want to double our exports within five years and secure a lasting economic recovery. U.S. business is ready. Let's get moving.

## Ww



### WATERFRONT COALITION

**ROBIN LANIER**  
EXECUTIVE DIRECTOR  
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**IN TIMES OF** economic downturn, people tend to leave creative solu-

tions by the wayside, spend a lot of time hunkering down and (sometimes) pointing fingers at partners up and down the supply chain.

We definitely saw a lot of this behavior in 2010. The short-term anxiety about the economy sapped any energy the transportation sector might have had for dealing with long-term structural issues. Everyone was focused on survival, and business relationships and efficiency took a hit.

As the economy begins its slow climb upward, I hope to see attention refocus on issues that require creative and collaborative solutions.

High on my wish list of things that need doing this year include: a reasonable and collegial discussion about chassis and how to manage them; a renewed effort to improve truck mobility at terminal gates that involve frank discussions about night gates and appointment systems; and an honest conversation at the highest level of government over the issue of infrastructure funding and financing that recognizes we need a national freight policy and will have to accept higher fuel taxes to get the projects we need for the future we envision.

We've talked about this issue for years. Maybe 2011 is the year we'll stop talking and start doing something. I can't say I'm overly optimistic, but I hope the transportation industry and government will finally recognize these issues can't be put off any longer.



### WATERWAYS COUNCIL

**CORNEL MARTIN**  
PRESIDENT AND CHIEF EXECUTIVE  
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**OUR MAIN PRIORITY** for 2011 is the push to include the Inland Water-

ways Capital Development Plan in a potential Water Resources Development Act in the 112th Congress. This comprehensive recommendations package was formulated by an industry and Corps of Engineers working group to improve U.S. inland navigation system reliability over the next 20 years.

If adopted, the plan will better address needs of the entire inland navigation system and provide more funding for critically needed infrastructure improvements. It proposes: a national prioritized list of navigation projects based on objective criteria such as economic benefit and project condition; a path to more efficiently complete

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25 navigation projects in six years, rather than just six projects under the current broken business model; better use of taxpayer dollars, with projects completed on time and on budget; standardization and design centers of expertise; and creation of jobs and allowing for increased exports.

With the massive political shift after the mid-term elections, another Waterways Council priority will be to educate new members of Congress about the value of the nation's inland waterways.

Barge transportation is the most fuel efficient, environmentally sound way to move bulk commodities. A 15-barge tow is equal to 1,050 trucks or 216 railcars. Barges can move one ton of cargo 576 miles on one gallon of fuel. Also, moving products by water produces far fewer carbon dioxide emissions for each ton of cargo compared to transporting that same cargo by truck or rail.

Investment in waterways infrastructure is critical to our competitiveness in world markets, to jobs, to our economy, to our environment and to reducing congestion on our highways and in our communities.



### WORLD CUSTOMS ORGANIZATION

**KUNIO MIKURIYA**  
SECRETARY GENERAL  
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**THE CUSTOMS COMMUNITY** has successfully responded to the security needs of international maritime traffic without losing sight of its commitment to facilitate the movement of legitimate goods. It did this by developing a Framework of Standards to Secure and Facilitate Global Trade, with core elements including the Authorized Economic Operator concept and mutual recognition of this status.

However, recent attempts to compromise the supply chain now impel the customs community to turn its attention to securing other modes of transport, such as air cargo, in collaboration with its international partners.

Our efforts to promote coordinated border management, the use of risk management and the customs-business partnership will have to be further enhanced to meet our goal of safe trade. It is critical that these programs be speedily implemented at the national level to protect the integrity of borders and cross-border trade. These will be complemented by vigorous programs at the international and regional levels between intergovernmental organizations and other key stakeholders to ensure a coordinated approach and concerted actions to secure trade even more while enabling legitimate trade to flow unhindered.

The enhancement of knowledge in customs will be highlighted throughout the year ahead, too, given that in our moving world, it is a critical resource, a catalyst