



PORTS-TO-PLAINS TRADE CORRIDOR

Securing the Benefits of Commerce to North America's Energy and Agricultural Heartland



Click on image above for larger view

Bertsch elected new chair of Ports-to-Plains Alliance

During its fourth and final meeting of the year held on Sept. 30, 2009, the Ports-to-Plains Alliance Board of Directors elected Plainview City Councilman John Bertsch as new chair of the Alliance. The board of directors meeting was held in Lubbock, Texas in conjunction with the Ports-to-Plains 12th Annual Conference.

Bertsch succeeds former chair, Sid Cauthorn, President and CEO of the Bank & Trust in Del Rio, Texas. Cauthorn resigned as chair after six years of dedicated service after replacing Ports-to-Plains founding chair, Randy Neugebauer in 2003 who was then elected to the U.S. House of Representatives.

Bertsch has served as City Councilman for Plainview, Texas since 2002 and has worked as a registered representative for Investment Centers of America, Inc., since 1986. He received his Certified Financial Planner designation in 1993 and has located his office at Hale County State Bank in Plainview since that time. Bertsch was elected to serve on the Ports-to-Plains Board of Directors in February of 2005, and has been a valuable asset to the organization during his years of service in this capacity.

In brief remarks after his election, Bertsch stated, "I accept the board's appointment with gratitude, excitement about our potential and deeply mindful of our organization's debt to past chairman Sid Cauthorn and Randy Neugebauer. Their contributions are legendary," Bertsch added. "My pledge is to be a good steward of what we've built so far and to encourage, motivate and equip our members, partners and staff to do what they do best, as best I can." [Read more»](#)



John Bertsch
Ports-to-Plains Alliance Chair

Dumas EDC Lands Industrial Paint Service Company with a Wind Energy Twist

The recession has not stopped Dumas Economic Development Corporation from landing an industrial paint service company with a niche in the wind energy industry. Wells Paint Service, a Kansas based company has announced plans to locate a new office in Dumas, Texas.

A formal welcome reception hosted by the Dumas Economic Development Corporation was held Tuesday, October 13, 2009. Ports-to-Plains Vice President Duffy Hinkle attended the event.

Tom Wells, Founder and Owner of Wells Paint Service, has indicated growth plans that include as many as 30 new specialized painters for the community.

Citing a vibrant wind industry and extensive industrial opportunities in the region, the expanding business looks to locate its first employees in Dumas in the next few weeks.

Wells Paint Service specializes in industrial painting for such items as oil and gas tank batteries, oil pump jacks, fuel tanks, agriculture equipment and structures, but has discovered a niche in the wind industry; interior corrosion sealing of the bolts that connect the wind tower together.

Tom Wells learned this through contacts made in the industry. Each wind project has what is called a punch list; or a list of final items that must be taken care of before the project can be considered finished. On that list are often damaged seal coatings on the bolts that hold the tower together and the task to re-coat those bolts were typically left to the men and women that were paid to erect them; iron workers.

Citing high costs associated with paying the iron workers to essentially paint over each bolt on a 200+ foot tower, developers indicated that they had not considered any other option. Wells found that he could do the job for substantially less money, and do it with workers trained and experienced with proper methods. Now Wells is reaching out to other developers and wind energy companies to show them how much they can save by utilizing his service. [Read more»](#)

PORTS-TO-PLAINS WANTS TO HEAR YOUR COMMUNITY SUCCESS STORIES!

We want to include your community success stories in the Ports-to-Plains Newsletter! Email [Duffy Hinkle](mailto:Duffy.Hinkle@portstoplains.com) or call the Ports-to-Plains office at 806-775-3373.

Ports-to-Plains proudly thanks our Conference Sponsors who generously contributed to the success of the 12th Annual Conference!

Click on image below for larger view



Structural Engineering Associates

PORTS-TO-PLAINS CONFERENCE DEEMED A HUGE SUCCESS

Ports-to-Plains has come a long way since its origin, and through new alliances is positioned for even greater accomplishments, about 230 attendees heard at the 12th Annual Ports-to-Plains Annual Meeting in Lubbock Sept. 30 - Oct. 2. But there is still much hard work for the Alliance and its members to fully capitalize on the opportunities.

"This was a key conference where we showcased our new partners in the Ports-to-Plains Alliance, and gave our members a full view of its power and potential," said Ports-to-Plains President Michael Reeves.

"With the Province of Alberta joining the coalition and formal agreements now in place with the Theodore Roosevelt Expressway and Heartland Expressway, the coalition has grown from the original four states to an alliance covering nine states and a Canadian province. We also have great partners in Mexico and are looking to formalize those partnerships as well," said Reeves.

John Adams, CEO of Enterprise Florida, the state's economic development agency and a former Ports-to-Plains board member, said that taking a regional approach is key for securing the transportation investments needed to complete the corridor, and bring economic growth.

"Federal money is regional, and they want to know what the multiplier is," said Adams during his luncheon keynote address.

Attendees also saw the great opportunities, including significant existing trade with Alberta. Presentations from provincial leaders highlighted the tremendous resources located in the PTP northern anchor's jurisdiction, including the world's second largest oil reserves.

Ports-to-Plains importance to serving the energy industry was also highlighted, providing needed infrastructure for development of traditional energy resources such as oil production in Alberta and Texas, and the continued growth of renewable sources including the burgeoning wind industry, that will provide energy security and independence for North America.

The economic impact of energy on the region is tremendous. During his presentation, ConocoPhillips Manager of Rocky Mountain Region State Government Affairs Perry Pearce noted that his company alone employs 16,000 people in PTP jurisdictions and paid about \$2.8 billion in royalties and taxes to PTP provincial, state and local governments.

Ports-to-Plains still faces significant challenges, beginning with the reauthorization of the federal transportation funding bill. [Read more»](#)

Theodore Roosevelt Expressway Association holds 2009 Annual Meeting

The Theodore Roosevelt Expressway Association held its annual meeting in Williston, North Dakota on October 14, 2009 at the El Rancho Motor Hotel.

A full slate of speakers were on hand to present information to a capacity audience on transportation issues that effect the TRE and it's Alliance partners, The Heartland Expressway and Ports-to-Plains Trade Corridor.

Williston Mayor Ward Koeser welcomed attendees to the City of Williston and expressed the need for significant surface improvements in the region and suggested a 4-lane divided highway be considered.

Lance Gaebe, Assistant Chief Of Staff for Governor John Hoeven, presented remarks on behalf of Governor Hoeven. Jerrod Haberman (Nebraska) and Pat McElgunn, (South Dakota) shared duties on reports of the Heartland Expressway.

McElgunn pointed out how important surface infrastructure is to the growth and economy of the South Dakota region and the plans to complete the Heartland to the South Dakota-Nebraska border.

Haberman pointed out the need to complete the Heartland in Nebraska and the importance to that region's rural economy, in exporting the agricultural products produced in the corridor. [Read more»](#)

Ports-to-Plains

"On the Road Again ..."

The past month has been an amazing time. As reported elsewhere in the newsletter, staff not only produced the Ports-to-Plains Alliance Annual Conference, but has represented the Ports-to-Plains Alliance at the Theodore Roosevelt Expressway Association Annual Meeting in Williston, ND.

But that is not all ... Staff has presented the Ports-to-Plains Alliance potential to the Fort Peck Tribal Council in Poplar, MT; the Growing in Rural Alberta Conference in Medicine Hat, Alberta; the Industrial Chamber of Commerce of Coahuila in Monclova, Coah, MX; The Texas Municipal League in Fort Worth, TX; the Economic Development Council of Colorado in Fort Collins, CO and the 2nd Annual Global Commerce Forum in Las Vegas, NV.

Joe Kiely and Bob Sivertsen, President of the U.S. Highway 2 Association were welcomed by the Tribal Council during one of its regular meetings. The Tribal Council, following the presentation, indicated an interest in further cooperation with the Alliance in the future and was interested in the economic potential of the corridor.

The Growing in Rural Alberta Conference was hosted by Palliser Economic Partnership. Michael Reeves joined Joe Kiely at the conference that included a large group of local community and local government representatives. [Read more»](#)

Mexico Trade Mission co-hosted by Ports-to-Plains

Looking to do business in Mexico? Wanting to know how to do business in Mexico? Wanting to see Mexico City and learn about opportunities across Mexico? Ports-to-Plains is joining the [Chamber of the Americas](#) (COTA) in co-hosting a Mexico City Trade Mission during the week of November 9-13, 2009. The Mission is also in cooperation with Continental Airlines. [Read more»](#)

Follow Ports-to-Plains on FACEBOOK and TWITTER

Ports-to-Plains Staff Information

[Michael Reeves](#), President
5401 N MLK Blvd. Unit 395
Lubbock, Texas 79403
(806) 775-2338

[Joe Kiely](#), Vice President of Operations
PO Box 9
Limon, Colorado 80828
(303) 586-1787

[Duffy Hinkle](#), Vice President of Membership & Marketing
5401 N MLK Blvd. Unit 395
Lubbock, Texas 79403
(806) 775-3373

[Scott Flukinger](#), Policy Advisor and Cross-Border Affairs
Austin, TX

[Debbie Stevenson](#), Executive Assistant
5401 N MLK Blvd. Unit 395
Lubbock, Texas 79403
(806) 775-3369