



Pier 48 Stevedoring, LLC Bulk Terminal Operation

100 Albright Way
Wellsville, Ohio 43968

Property Highlights

- Unique conveyor system able to load trucks directly off the conveyor from the barge.
- Rail access for packaged bulk and steel products. Serviced by Norfolk and Southern.
- Direct Interchange to OH Route 7, access to OH SR 11, 39 and 45. Also PA SR 30 and 68.
- Access provided to the Gulf of Mexico via the Ohio, Tennessee and Mississippi river system.
- Purchase subject to lease with the Columbiana County Port Authority.
- Additional detail can be found at www.pier48.org

OFFERING SUMMARY

Sale Price

\$1,950,000

[VIEW PROPERTY VIDEO](#)

For more information

Bryce Custer, Broker, SIOR, CCIM

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PROPERTY DESCRIPTION

Bulk Terminal Operation Business Only For Sale
100% of stock in Pier 48 Stevedoring, LLC.



This trans-loading facility has a unique conveyor system to load trucks directly off the conveyor from the barge. The conveyor at tower two has the structure capacity to receive trucks from a 25 ton semi dump trucks to 40 ton articulated trucks under the conveyor belt. The conveyor system has built into the structure a 2 way reversing 48 inch belt for future expansion

The Mantsinen material handler and the Imperial Technologies conveyor were designed to handle 800 net tons per hour.

Products can quickly and efficiently be moved. For example- a 1,800 ton barge of barite weighing at 185 pounds per square foot can be off loaded in 6 hours. Additionally, an 1,800 ton barge of soy beans weighing at 42 pounds per square foot can be loaded directly into trucks in 8 hours.

LOCATION DESCRIPTION

Located at Ohio River mile marker 48



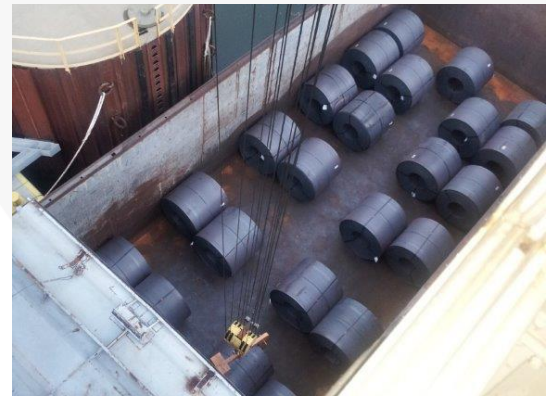
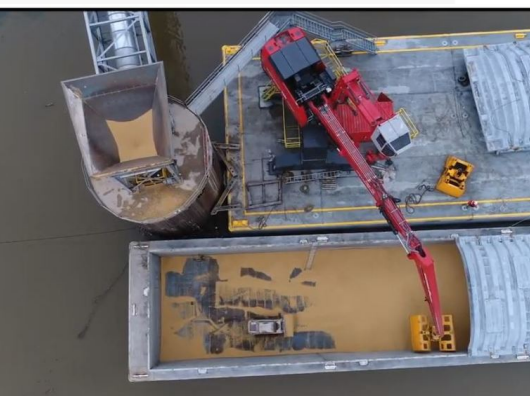
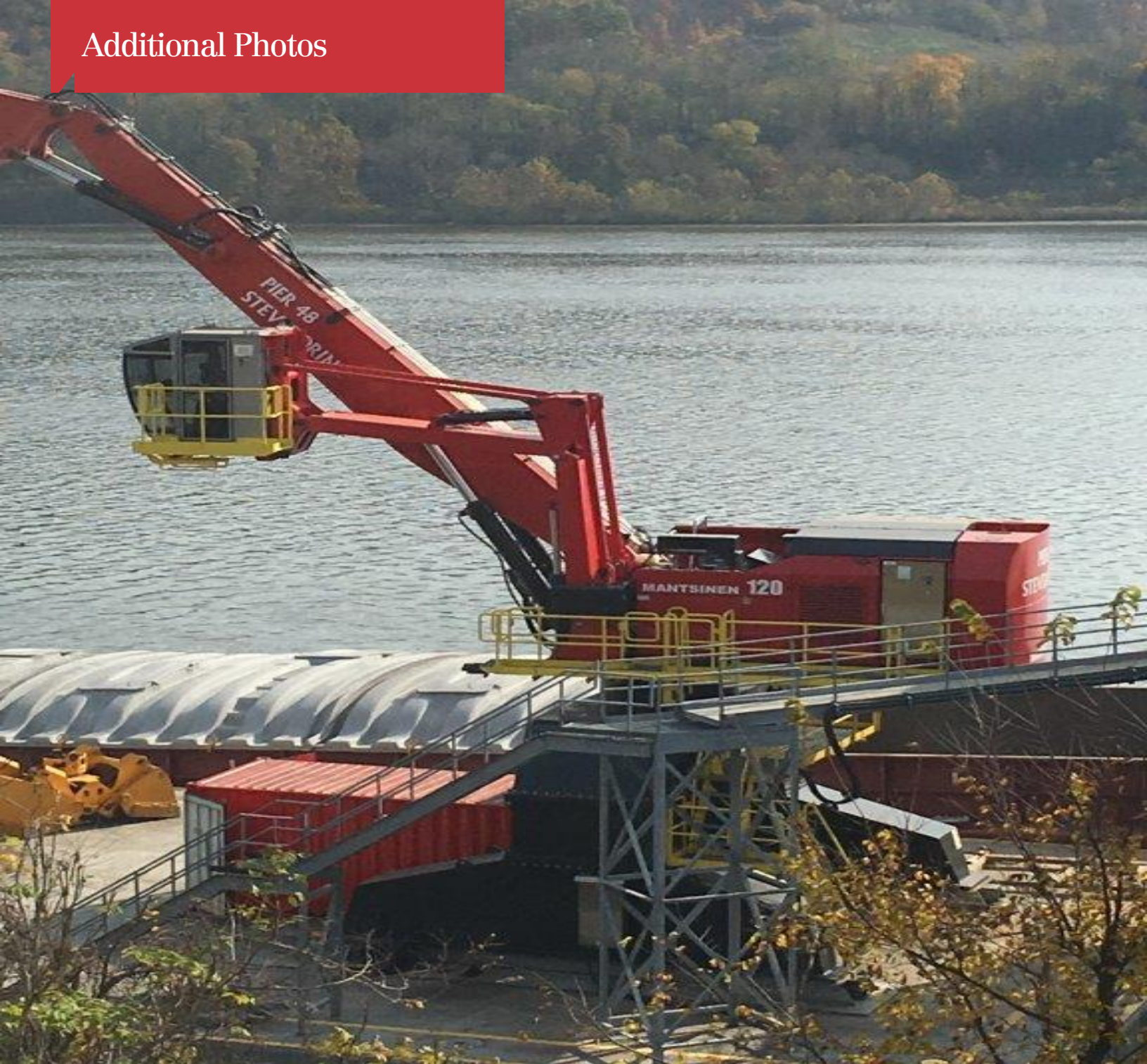
MATERIALS HANDLED:

- Barite
- Talc
- Celestite
- Jig Ore
- Soybeans
- Corn
- Break Bulk Materials
- Coils up to 70,000 LBS
- Machinery up to 120,000 LBS

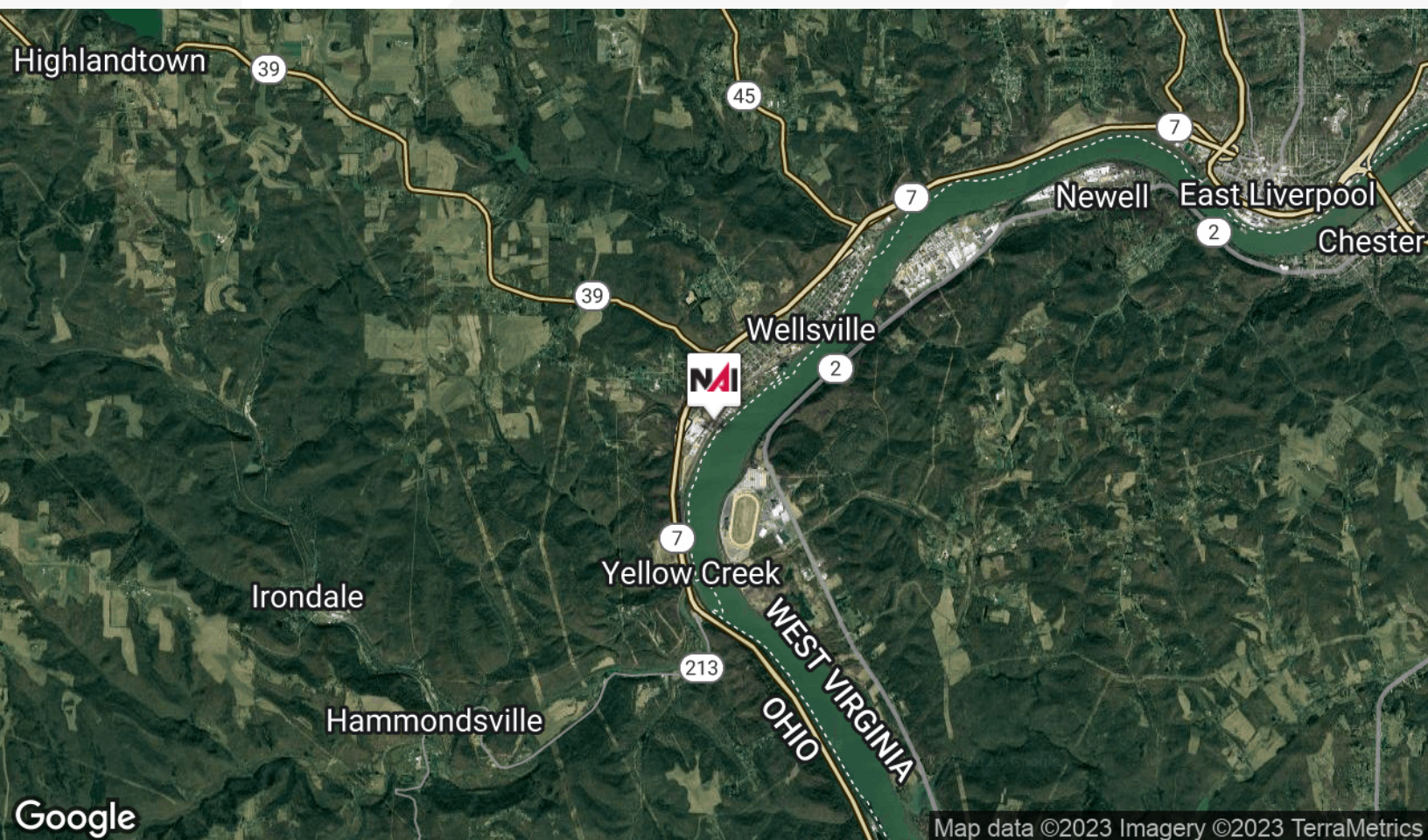
EQUIPMENT:

- 60 Ton Capacity, Top Running, Double Girder Overhead Bridge Crane
- SMV 62,00 LBS lift capacity forklift
- 2015 Hoist, 73,500lbs, (36 NT) lift capacity forklift with coil ram
- Capable to move product from barge to dock, railroad siding
- 2 -10.5 yard Electric/Hydraulic clam shell bucket 275 NT per hour unloading rate
- 2 – 30 ton Coil C-Hooks
- SMV 62,000 lbs. (31 NT) lift capacity forklift
- Just completed May 2016 – 4.2 Million Dollar expansion with 120 Manstinen Material Handler feeding a 48 inch conveyorbelt system

Additional Photos



Location Maps





Bryce Custer

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Memberships & Affiliations

Bryce is a CCIM and a member of SIOR Society of Industrial and Office Realtors

Education

Bryce has a Bachelor's Degree in Chemistry from Kent State University

Ohio Licensed Broker - BR.2017004455

West Virginia Licensed Broker - WVB210300664

Professional Background

Specialties

Petrochemical and Energy Services

Scope of Service Experience

Bryce Custer realized the need for commercial real estate services to help with petrochemical and derivatives companies locating in the Ohio River Corridor in anticipation of upstream and downstream activity from the Shell Chemical petroleum cracker plant in Monaca, PA. From this realization Ohio River Corridor, LLC, was born.

Custer was also the owner of Leadership Development Centers, a sales and management firm affiliated with Wilson Learning Corporation. Custer worked with numerous clients throughout northeastern Ohio and Charlotte, North Carolina in the area of managerial and sales development. In 2001, the firm was sold in order to focus on real estate ventures.

Prior to real estate investing, Custer was an environmental chemist at Wadsworth/Alert Laboratories (now known as TestAmerica). While at Wadsworth/Alert he was instrumental in meeting the needs of clients as GC/MS analyst, Sr. Project Manager and Assistant Laboratory manager for ten years.

Custer resides in North Canton, Ohio with his wife Kym and their two dogs (Bella and Trumpy.) In there spare time they enjoy boating on the Great Lakes from there home port in Vermilion, OH. Between them they have five children and five grandchildren.

Background & Experience

Custer brings with him experience in all aspects of commercial real estate including acauisition. disposition and development



PORTS & TERMINALS

Wellsville Intermodal Facility Handles Oversized Cargo

FEBRUARY 8, 2019 BY HEATHER ERVIN - <https://www.waterwaysjournal.net/>

The Columbiana County Port Authority's Wellsville (Ohio) Intermodal Facility has announced that Pier 48, the port's operator, recently handled one of its largest loads at the terminal on January 7.

The Ohio River facility offloaded two ladles—one weighing 83,775 pounds and the other weighing 79,366 pounds—at the terminal after they arrived from China, where they were made.

The ladles took approximately two months to reach New Orleans through the Panama Canal. The vessel carrying the ladles took 21 days to reach the Wellsville Intermodal Facility.

Anna Chang, president of World Shipping America Inc., coordinated the effort with Pier 48 since last June. Once the ladles arrived at Wellsville, Larry Heck with Pier 48 said the company used specially designed slings made of nylon wrapped in Kevlar fabric to lift the robust pieces

off the barge. Heck said the ladles were handled by the Pier 48's overhead crane, which has a capacity to handle up to 120,000 pounds and is equipped with two 30-ton hoists.

The ladles were later loaded onto flatbed trucks bound for the Timken Company in Akron, Ohio.

Increased Barge Traffic

According to Heck, Pier 48's primary business is in handling steel coils, barite and soybeans, but it has seen an upsurge in handling project cargoes. "I've seen an increase in traffic on the Ohio River, and it looks like it'll increase even more," he said.

Penny Traina, the Columbiana County Port Authority's CEO, concurred with Heck. "With the cracker plant being built in Beaver, Pa., upriver and [a potential] cracker plant in Belmont County downriver, we are geographically blessed to be right in the middle of them on the Ohio River," she said. "We are looking forward to the economic boom."

About The Port

The Columbiana County Port Authority was created in 1977 by the county commissioners. Its initial base of operation was a 50-acre site on the Ohio River in East Liverpool, Ohio, purchased by the state and turned over to the port authority. The port authority represented a public terminus on the Ohio River that connected to Lake Erie via State Route 11. Today, the port authority owns and leases industrial plant complexes, barge/rail/truck cargo transfer facilities, a data operations center and a fiber optic network in Mahoning and Columbiana counties.

The port authority's Wellsville Intermodal Facility was constructed to facilitate multimodal cargo transportation. Completed in 2015, the facility transfers cargo from multiple modes of transportation—river, rail and highway.

Caption for top photo: Once the ladles arrived in the United States from China, the vessel carrying them took 21 days to reach the Wellsville Intermodal Facility from New Orleans. (Photo courtesy of Columbiana County Port Authority)





The Business Journal



WELLSVILLE, Ohio — During the 1800s, the Ohio River served as an important mode of transportation not only for residents who lived along its banks but for shipping goods, and that trend has not only continued but escalated over the past 200 years.

Residents and tradesmen realized early on it was not only faster but less expensive to send goods by river than by horse and wagon through the Appalachian Mountains.

The tributaries and canals that contribute to the river along its path create a total of 2,800 miles of navigable waterways, which today are all part of the U.S. Inlands Intracoastal Waterway Systems that serves 35 states from the Atlantic seaboard to the Gulf Coast.

As with their early counterparts, businesses still find this system of waterways a convenient, less expensive and quicker way to transport goods. Approximately 630 million tons of cargo valued at \$73 billion are moved along it annually, according to a 2013 statewide freight study prepared for the Ohio Department of Transportation.

At the Wellsville Intermodal Facility, Pier 48 Stevedoring LLC President Larry Heck has also found the river to be an accommodating mode of transportation, as well as a way of life for the past 43 years.

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Heck spent 40 years with North Star Coal Co. and Parsons Coal Co., both riverside operations in East Liverpool, before starting Pier 48 in 2012, following in the shoes of his father, Dave Heck, who also spent a large part of his life working on the river.

Heck started right out of high school as a mechanic and made his way to general manager of Parsons and assistant vice president of North Star before branching off into his own business at the intermodal facility.

Sitting in his Wellsville office trailer as trucks continuously roared by, Heck says, “We started this from the ground up; this office, the equipment. It goes hand in hand with the [Columbiana County] Port Authority.”

Pier 48 was launched with one overhead bridge crane, unloading an average of two barges per month. Today, after consistent purchases of equipment and upgrades to the operation, it boasts a unique conveyor system that allows trucks to be loaded directly from the barges.

Part of this system is the result of a \$4.2 million expansion completed in 2016 with the port authority.

“Today, we can do up to 30 barges a month and have sometimes peaked out at even more,” Heck says.

Having two cranes and the conveyor system at his disposal is instrumental in the increase in production, enabling products to be moved back and forth quicker.

“We can do steel on one crane and bulk materials on another,” he gives as an example.

Soybeans are one of Pier 48’s main products, coming in from New Orleans after being shipped to the United States from Turkey and India.

He says the shipments – averaging about 12 barges weighing 18 tons each – take about 21 days to reach his facility in Wellsville from New Orleans, after which they travel to a Salem company where they are processed into oil and organic chicken feed.



Larry Heck is following in the shoes of his father, who also spent much of his life working on the river.

Six to eight barges, each loaded with about 1,600 tons of steel, are unloaded at Pier 48 per month, shipped by truck to locations in Pennsylvania and Youngstown for the most part.

The fracking industry has also increased traffic on the river, according to Heck, who says the industry averages between 22 to 30 barges at a time, filled with barite, a mineral used in the drilling process.

Heck says with the \$6 billion Shell cracker plant under construction up river in Monaca, Pa., and another being eyed for Belmont County downriver, he expects to see more of a need for barite.

“That will increase, which will keep [this business] going,” Heck predicts.

Among the company’s nine employees is manager Ron Thrasher, who started with Pier 48

eight years ago as a crane operator and now deals with customers on a daily basis.

While flooding in Louisiana has caused some delays in shipping, which has had to be addressed with customers, Thrasher says they have been understanding. “They know we have nothing to do with the barges getting here,” he says.

Having worked more than 20 years on the Ohio River himself, Thrasher says, “I just like being on the river and the barges, and I like dealing with customers. I like my job, and I like working for Larry. I always tell him I’m not going anywhere.”

Heck says the county port authority has been “instrumental” in working with Pier 48 and other companies in promoting economic development, and the 46-page Ohio River Terminals Analysis report released in May 2013 by the Ohio Department of Transportation would seem to concur.

The report refers to the Columbiana County Port Authority as “very active” in regard to waterborne transportation, according to a freight study conducted at the time.

It was also noted that the CCPA system “feeds the industrial base of northeast Ohio,” and, of combined with the 10-county Port of Pittsburgh system, could constitute the seventh-largest port in the country.

Pointing out that Columbiana County is located in the heart of the Cleveland-Pittsburgh industrial corridor, the report states it is “well-suited to serving the region’s cluster of industries of automotive, aerospace, polymers, chemicals and metals.”

Pictured above: Larry Heck points to where the Wellsville Intermodal Facility is positioned along the Ohio River.

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<https://businessjournaldaily.com/business-flows-along-ohio-river/>