Heartland Barge is a company built on river-shipping industry expertise and good, old-fashioned business values: honesty, reliability, flexibility and personal service.

Heartland Barge Management owns and manages over 600 Hopper Barges. We also provide management services for dry bulk barge affreightments and charters.

Heartland Barge’s ownership has additional insight and presence in the marine industry through ownership of Brownsville Marine Products, a full-service shipyard located in Brownsville, PA.

Since 1999, Heartland Barge has successfully provided waterways transportation solutions with one focus in mind – providing customers with the best solutions for them.

Heartland Barge understands the needs of today’s shippers and shipping carrier companies. We have built our company based on attention to detail and a continued drive to provide strong customer service. In 2005, Heartland Barge’s ownership expanded its presence in the marine industry through a partnership in Brownsville Marine Products, a full-service shipyard located in Brownsville, PA. This addition has allowed us to expand our ability to offer new barges to our customers and maintain a young fleet of barges. Don’t need newly built equipment? Visit our online catalog of currently available equipment and/or talk to our sales & leasing professionals to ensure you get the right equipment for the job.

So, when you have a river transportation need, from cargo shipping, to barge management, equipment sales & leasing, or solution-based marine consulting, look to the company representing the finest in inland waterways transportation. Talk to the owners and staff of Heartland Barge to learn what we’re about and what we value.
Shippers need barge line services that are responsive freight shipping partners to deliver their bulk cargo on time, within budget, without headaches and with confidence!
Heartland Barge strives to be shippers’ best cargo transportation partner by keeping key goals at the heart of our mission. Our barge line services provide the following:

**Quality**
Heartland Barge offers one of the youngest fleets in the river shipping industry. As a result, shippers partnering with Heartland Barge experience reduced barge rejection levels at origin and fewer cargo claims at destination.

**Flexibility**
Have a problem with your cargo making a grade and need to go to Plan B? No problem. Heartland Barge can transport your grain to a processor upriver instead of an export house downriver at a fair and equitable rate. Run out of urea at a different terminal than expected? Again, no problem. Heartland Barge can redirect your cargo tons where needed, as needed.

**Accountability**
When you partner with Heartland Barge for your cargo shipping needs, an experienced Heartland Barge team member will work with you from start to finish to meet your shipping service goals. Each member of the Heartland Barge team is cross-trained in all specialty areas, so you do not need to keep track of who covers which stretch of river or who does which commodity.

**Versatility**
The Heartland Barge staff may not always provide the answer you want, but you can rely on our expert responses! If we promise to have 10 barges ready and positioned to meet your vessel, then our transportation fleet will be at the appointed location awaiting your arrival. When you buy barge freight from Heartland, expect the order to be delivered on time, as promised.
Heartland Barge may not be what you are accustomed to when it comes to inland waterways shipping. We strive to be what you should expect from a committed partner, working aggressively to provide you the best shipping solutions available. For more information, contact Barge Line Operations today.
Today, more and more investors are exploring barge investments as another means of portfolio diversification. Investors include corporations, trusts, partnerships and individuals. Why? The reasons are convincing:

- **Shared Risk**
  All barges operated by Heartland Barge are part of a “single” pool with assets provided from investors. Investors share revenues, expenses and the resulting earnings based on their proportion of participating barges in the entire barge pool. Accounting adjustments are made to ensure equity and reflect the incremental differences that occur from loading different hull sized barges and the additional maintenance expenses that traditionally occur as barges age. The “pool” approach allows investors to realize the advantages of economies of scale in marketing and operations, and not worry that there are any conflicts of interest that favor one pool participant versus another. The earnings from the pool are distributed monthly.

- **ROI**
  Average long-term annual operating earnings have generally provided return in a range of 10-12 percent.

- **Asset Value Stability**
  Investing in a barge represents tangible property – a hard asset – as opposed to the volatility associated with paper investments.

- **Liquidity**
  Barge assets are hard assets that can be sold. The intrinsic value is assessed objectively. Also, barge ownership provides cash flow on a monthly basis.

- **Tax-Sheltering Possibilities**
  Purchasing a barge provides a means to shelter other income due to the accelerated depreciation schedules allowed this type of asset. A decreased tax burden puts more money in your pocket and makes cash available for other uses.

- **Demand**
  Barges move “basic” commodities that are critical to the agricultural, construction, industrial and energy sectors and are unlikely to be supplanted. Barge design has changed little over the last 70 years providing little risk for technological obsolescence. Federal laws preclude foreign ownership control for barges in the nation’s transportation fleet.

Heartland Barge can assist you in a seamless process of acquiring or constructing a barge and placing it in the pool to reap the benefits of barge investment.
Heartland Barge Management owns and manages over 600 Hopper Barges. We also provide management services for dry bulk barge affreightments and charters.

Heartland Barge’s sister company, Brownsville Marine Products LLC, is a new construction shipyard specializing in building hopper and deck barges. Heartland Barge Equipment Sales & Leasing has the resources and brokerage relationships to bring interested parties together for buying, selling or leasing barges and other maritime equipment. We promote a company culture that encourages trust and high ethical standards. Personal integrity is paramount to Heartland Barge Management, and we believe this commitment is the core to our solid long-term business relationships. Being focused on this belief ensures that we conduct business with all our customers in a principled and honest manner. This philosophy helps us maintain a strong, reliable reputation for our company in the marine industry.

Everyday, the Heartland Barge Equipment Sales & Leasing team interacts with numerous companies and people in various segments of the inland marine industry giving our team a broad overview of the inland marine industry. We known the industry-related markets, regulations, and current barge equipment available. We offer Barges for sale or lease including: Deck barges, hopper barges, spud barges and quarters barges. We have an extensive list of push boats and tugs as well as off-shore vessels, ABS barges, tank barges and cranes. Whatever your maritime project or the freight to be moved, we know what it takes to keep your business moving.

HBM serves as a facilitator in bringing together sellers and buyers of marine equipment but does not act as an agent for either party. Information regarding equipment has been provided by the seller and has not been independently verified by HBM. Potential buyers are advised to verify the condition of equipment and the accuracy of all information relating to such equipment prior to making a purchase. Pricing and availability is subject to change without the owners notifying HBM.

**If you have marine equipment for sale or available for charter, list with us today or give us a call. We will help you find the right opportunity for your equipment.**
Heartland Barge Equipment Sales & Leasing has the resources and brokerage relationships to bring interested parties together for buying, selling or leasing barges and other maritime equipment.

The Heartland Barge sales team works together as a facilitator in bringing together sellers and buyer's servicing the marine industry. In working as the facilitator, we will:

- Marketing equipment in both written publications and electronic mailings to over 7,500 customers.
- Print Advertisements
- Source requested equipment for buyers and customers needing lease equipment in their specific areas of operation.
- Provide purchase contract (drafts) if requested.
- Provide lease equipment and or lease purchases when all parties agree.
- Negotiate the closing for leases, purchases and the construction of new equipment.
- We have experience in all aspects of the industry: dry cargo, liquid, construction equipment, brown water, and blue water equipment.
- We are not isolated to one area of the country.
- When sourcing equipment for buyers, our agents have established relationships throughout the marine industry.
- For these services, Heartland Barge Equipment Brokerage earns a commission which is agreed to by both parties at the outset and only payable upon a successful transaction.

Personable. Reliable. Flexible.
In October 2012, BMP completed an extensive upgrade to the front shops in the plant, adding a new, fully automated, horizontal blast and paint system, a new 45,000 sq ft Prep Shop housing a state of the art one-sided welder and other technologically advanced and specialized welding/fabrication gantries, and a new rail spur to facilitate the direct delivery of all barge construction steel.

At this time BMP specializes in the new construction of jumbo open and covered Hopper Barges and Deck Barges, Barge Repair, steel blast and paint services, and CNC Steel Fabrication Services. BMP’s facility is also capable of building Dock Barges, Dry Docks and other customer specified steel hull Special Vessels. BMP is currently expanding its Engineering and Production processes to include the construction of 10,000 Barrel Tank Barges.
If you are considering using national or international inland waterways transportation, talk with Heartland Barge to prepare for the logistics. River shipping requires extensive knowledge and experience. Heartland Barge’s team is happy to share that expertise via our marine consulting services. We know:

- **The principals** from shippers to ship builders
- **The equipment** barge operation and maintenance requirements and costs
- **The regulations** domestically and internationally
- **How to get started** operational and logistics management, as well as sales and marketing
- **What it will cost** insurance and overall financial analysis

If you don’t know where to start with your cargo shipping needs, start with the marine consulting experts at Heartland Barge, John Johnson, or Tim Delaney. They’ll work with you on a total project or fee basis to get the answers you need for your unique situation.
Heartland Rail, LLC

Heartland Rail owns and manages railcars primarily serving grain and aggregate customers. For nearly 20 years Heartland Barge Management, LLC has provided barge freight transportation services to a variety of customers. Our proven reputation on the river has allowed us to expand our services to railcar leasing.

We currently have 100 - 5461 covered hopper grain railcars available for lease. We offer a full range of lease options.

Full Service Lease provides the following:

- Supply and use of the optimal railcars for your product service.
- Maintenance and repair services that support high utilization of the railcar.
- Administrative services that enable unencumbered use of the railcar by accounting for governmental agency and industry requirements (property tax, car registration/Umler, railroad damage claims, etc.).

Our full-service lease, also known as an operating lease, is typically set up with a firm monthly rental rate and a lease term that ranges from one to seven years.

Net Lease provides the following:

- Supply and use of the optimal railcar for your product service. There is typically a firm monthly rental rate and lease term that ranges from ten to twenty years.

Maintenance/repair and administrative services are your (lessee) responsibility with this type of lease.

Purchase - Leaseback
We also provide railcar fleet purchase and leaseback options. Heartland Rail will purchase cars from your fleet and lease them back in either a full-service or net lease.

We are prepared to match your needs with the best lease, financial, and service solution.

Please contact Andrew Holthaus at andrew.holthaus@heartlandbarge.com or by phone at 618-281-4569.
Equipment Sales & Leasing

Personable. Reliable. Flexible.

Equipment Sales & Leasing Manager
Bob Millerbaugh
O: 618-281-4558
C: 217-481-5950

Equipment Sales & Leasing Manager
Scott Korlin
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Mallory Origliosso
O: 618-281-4560

Accounting

Accounts Receivable
Amber Weldele
O: 618-281-4527

Accounts Payable
Brenda Lattina
O: 618-281-4520

Accounting Clerk
Jamie Wagner
O: 618-281-4567

Staff Accountant
Sandy Mercille
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