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FEBRUARY 2012 • VOLUME 21, No. 7

THE HARVEY CANAL INDUSTRIAL ASSOCIATION NEWSLETTER

HCIA Scholarship

With the ever rising cost of college tuition, more and more students are having to turn to scholarships for financial assistance. The Harvey Canal Industrial Association recognizes that education is the key to a well-developed workforce and understands the financial limitations for many first time students. Therefore, the HCIA Board of Directors will once again offer two scholarships worth \$1,000 each for the 2012-2013 school year.

The Jean Schliem Scholarship Award, named in honor of the first HCIA Executive Director, is given to a student whose parent or guardian works for a member company of HCIA. The Scholarships must be applied to a

HCIA Scholarship continued on pages 4 & 6

WB Mayors Optimistic

Two West Bank Mayors, Ronnie Harris of Gretna and John Shadinger of Westwego, talked optimistically about their cities as they shared the podium January 12th at the Harvey Canal Industrial Association membership luncheon.

WB Mayors Optimistic continued on page 5

Maritime Hurricane Port Plan

The Harvey Canal Industrial Association met with staffers from Senators Mary Landrieu and David Vitter and Congressmen Steve Scalise and Cedric Richmond to brief them on the status of the Regulated Navigation Area (RNA) for the Harvey and Algiers Canals.

In early 2009, U. S. Coast Guard Sector New Orleans began discussing rule

Coast Guard continued on page 6

State of the Oil and Gas Industry

What is the state of the oil and gas industry today? Two studies were recently released and both had some very impressive numbers. The Louisiana Mid-Continent Oil and Gas's (LMCOG) report reviewed the positive impact for the State of Louisiana for the extraction, refining and pipeline industries.

State of the Oil and Gas Industry continued on page 7



Ray Fuenzalida (left) explains HCIA's Harvey/Algiers Canals CG waiver stance to congressional representatives

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NEXT MEETING

**Thursday, February 2, 2012 @ the Four Columns
11:30 a.m. Networking – 12:00 Business and Lunch**

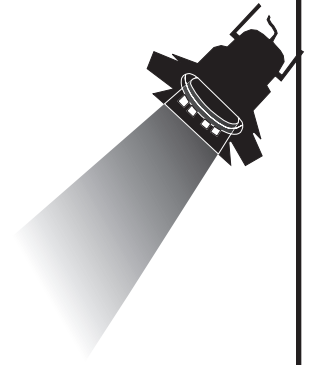
Speaker: Mr. Marcos Zervigon • NOLA Motorsports Park - Avondale



NOLA Motorsports Park is a 710 acre motorsports facility located in Avondale, LA, just 20 minutes from downtown and the airport. The facility is designed for everything from meetings to membership to fun activities for all ages. Essentially an events facility, the park features meeting spaces, restaurants, a 2.75 mile road course race track, a 1.4 mile kart track, and an 8 acre skidpad.

The facility and the regional economic impact may surprise you so come learn more about it!
(Cost: \$25 – Please pay at the door – cash, credit card or check)

Spotlight On:



Retif Oil & Fuel

Retif Oil & Fuel Owner/President Kenny Retif remembers when he joined his dad Milton Retif's company in 1980 fresh out of Tulane, about 90 percent of the business was on the Harvey Canal and a far run used to be Avondale.

Fast forward to the present and things have changed considerably. In the 30-plus years, Retif has expanded to other Gulf Coast states such as Alabama, Florida and Mississippi with headquarters still on the Harvey Canal at 527 Destrehan Avenue in Harvey. Retif has 175 employees and 65 trucks delivering gasoline, diesel, lubricants and solvents. It is one of the top petroleum specialty products distributors in the nation, offering a full range of services from commercial and retail deliveries to on- and off-site refueling services.

Retif has consolidated sales volumes over 175 million fuel gallons in the Gulf Coast market, with sales of over 5 million gallons of lubricants in the same marketing area.

Mr. Retif talked of his industry which has a margin of only about 1 percent. "You have to do lots and lots of volume," he said. For instance, he said, a truck load may make \$100 and could make six deliveries for a \$600 profit for the day.

Retif is constantly trying to keep its customers abreast of the best and most up-to-date information. As an example, the Retif office sends out hourly quotes on oil prices to alert customers to possible changes that will help them in purchasing gasoline and other products. Through its ties with the Louisiana Oil Marketers Association and Exxon Advisory Councils, Retif also strives to keep customers aware of the latest environmental, regulatory and tax concerns while offering the latest technological breakthroughs in the petroleum industry.

As another example, Retif has Refuel, the company's fleet fuel control system that ensures complete fuel accountability. Convenient Refuel stations are open 24 hours a day and eliminate wasted time in line and

at the checkout counters. The system provides valuable security features, on-site receipts as well as useful tax information. Refuel cards can be used anywhere you see the Refuel or Fuelman logo. With the Refuel card system, all of a customer's vehicle-related transactions and information are electronically approved, processed, tracked and consolidated into one complete program.

Retif served the greater New Orleans area as West Side Oil Co. since 1965 until the name changed to Retif Oil & Fuel in 1990, reflecting a growing commitment to serving an expanded market throughout the entire Gulf Coast. In 1994, Exxon selected Retif Oil & Fuel as a branded wholesaler, recognizing the excellent quality and service provided by its employees. Retif operates and supplies numerous branded and independent stations as well as hundreds of commercial and industrial customers 24 hours a day, 7 days a week.

Retif prides itself on its veteran employees. Mr. Retif noted that the average age is over 50 years. "We have more people with 20 years experience than people with one year's experience," he said. "We have



Retif Oil & Fuel President Kenny Retif talks of his successful Gulf Coast petroleum products distributor

a great crew."

Mr. Retif's father, Milton, 79, is recovering nicely from a knee replacement operation. The elder Retif was a former Tulane baseball player and Head Coach.

Mr. Kenny Retif fondly recalls breaking into the business with his dad. Though boasting a Tulane BSM degree and a licensed CPA, young Mr. Retif was soon driving a truck and working in the warehouse. "It was such a great learning experience," he said.

Mr. Kenny Retif has been married to Lesley Bouy for 27 years. Kenny and Lesley have 5 sons, Ryan who is 26 and employed for LaPorte CPA's; Brandon is 24 and is in medical school; Jordon, 18, is a student at LSU; Cole, 13, is a student at Jesuit; and Ridge is 10 and a student at Christian Brothers.

The HCIA Communiqué

is published monthly for members of
The Harvey Canal Industrial Association
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Infrastructure	Ray Fuenzalida	340-9098
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Published By:

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From The President

Our West Bank will again be represented in the Louisiana Legislature leadership with the election in early January of Westwego Republican State Senator John Alario to be the President of the Senate.

You will recall that in recent Legislatures, Republican State Representative Jim Tucker of Terrytown was the House Speaker. Mr. Tucker bowed out of the House last year because of term limits. The 2012 Louisiana Legislature had its organizational gathering January 9th and will begin its regular session March 12th.

This 2012 Legislative session will be closely watched by West Bank motorists as the Crescent City Connection tolls are set to end December 31st unless the Legislature re-enacts them. It is unclear whether the tolls will be continued or will be allowed to end.

A legislative-authorized study committee, including HCIA representative Brian Heiden, has diligently tackled the tolls problem for several months and is scheduled to present its report or reports to the Legislature by February 1. From all indications, the committee will present two reports, one that calls for renewing the tolls and a second for letting the tolls end.

With more than \$20 million toll money annually at stake, the Legislature, its leadership and Governor Bobby Jindal are going to have a real sticky decision, deciding whether they can give up that amount of money. And the HCIA Board of Directors will be watching closely. Please give us your input into the tolls debate.

--Lionel Boudreaux, III

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Peters Road Extension Work Set

The first phase of a nearly \$100 million long-awaited upgrade and extension of Peters Road to Louisiana 23 in Belle Chasse could go under construction soon.

Fenton Excavating & Construction Inc, headquartered in Chesterfield, Mich., submitted the apparent low bid of approximately \$15.2 million. The bid was awarded by the Louisiana State Department of Transportation and Development (DOTD) and the contractor was given a notice to proceed and assemble supplies for the work.

This first phase of the upgrade and extension is for approximately three miles of roadway that begin at the southern end of the Louisiana 23/Walker Road intersection and extends along Walker Road turning eastward along the Barriere Canal and ending just east of the borrow pits.

Phase 2 calls for approach roadways and an interchange at Peters Road on the north side of the Intracoastal Waterway. Additionally, two bridges over the Baratavia Canal are involved in this phase. This work is currently under final design and the estimated construction cost is \$18 million.

Phase 3 is also currently under final design and calls for a bridge over the Intracoastal Waterway and a south approach roadway from the bridge to the end of Phase 1 work. Cost of this construction is estimated at \$63 million and officials still must identify funding sources for both Phase 2 and Phase 3.

The DOTD, Regional Planning Commission, Jefferson Parish and Plaquemines Parish have been actively involved throughout the planning and engineering phases of the project.

HCIA Scholarship, from page 1

Louisiana traditional or technical college and must be postmarked by March 15, 2012.

In order to be considered for the scholarship, the student must satisfy the following requirements:

- Parent (or legal guardian) is an employee of an HCIA member firm.
- Candidate must have a cumulative high school Grade Point Average (Grades 9-11) of 2.5 or greater based on a 4.0 scale.
- Candidate must have a minimum of 20 ACT score.
- Candidate must have two letters of recommendation - one from an educator and one from an outside source (Not a relative).
- Candidate must have participated in extra curricular activities and provided community service activities OR must have work experience.

HCIA Scholarship continued on page 6

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Mayor Harris, elected in 1985, said Gretna in the 2010 census reversed a 50-year trend of losing population. The city hit its peak at about 24,000 in 1960 but had been losing population until the 2010 census.

Harris talked of several important capital projects. They include a \$3.3 million rebuilding/repaving of Madison Street including replacing the present railroad tracks, ties, track bed; a new \$5.1 million multi-purpose center in Mel Ott Park; a new city water tower near Belle Chasse Highway; a \$5.1 million rehabilitation of the city sewer plant and the closure of Franklin Street between Stumpf Boulevard and the West Bank Expressway to assist in nearby economic development.

Harris also told of City of Gretna videos that tell the story of the city and why people and businesses should locate there. There are 5 minute, 3 minute and 30 second versions, he said,

Mayor Shaddinger also talked of capital projects in Westwego. He said a city contractor will soon remove storage tanks from the old Clem Guillot property on Fourth Street clearing the way for building a new \$4 million City Hall and Police Headquarters. Shaddinger also invited the audience to come visit the three renovated city parks (\$1.8 million) and the renovated Historic District/Museum on Sala Avenue (\$2 million). Additionally, the tour boat landing is repaired and open for business.

Both Mayors heaped praise on the HCIA and its members. Shaddinger told of examples where Daul Insurance Agency, Jay Dufrene of Dufrene Surveying and Engineering and Jennifer Steel of the West Jefferson Medical Center and Foundation had been quick to assist him, the city and others. "What I am trying to say is in this organization (HCIA), you have people who can make your career... better..." Shaddinger said.

Harris likened the community to a 3-legged stool. First, there is government that provides security, safety and infrastructure, he said, the second leg

is business. People go to businesses and shop and government gets the sales taxes. Thirdly, there are the non-profit organizations such as the HCIA, he said, and they do what government can't and business won't. The HCIA helps the business interests promote themselves in government, in creating the laws and creating a favorable climate for the future of the community, he said.

Harris touched briefly on the subject of whether tolls on the Crescent City Connection should end December 31st. He said the City of Gretna cannot afford to pay for the cost of lighting, grass cutting and policing. "We don't have the tax dollars in order to provide those services," Harris said. But Harris said there are services that are needed. Shaddinger also reported the City of Westwego couldn't take care of the bridge costs.

Shaddinger took the occasion to thank Kass Brothers for moving its operations to Westwego and Harris thanked Acme Truck Line for moving to Gretna.



Jessica Hebert (Gulf Coast Environment Testing) is congratulated by HCIA Executive Vice President James Hines for winning Mardi Gras style door prize from Fancy Flowers' Lori Solano



Kass Brothers' Calvin Kass and Jean Kass Connick, Jefferson Clerk of Court Jon Gegenheimer and Gretna Bingo Palace's Charlie Jones visit



Ralph Diaz (Bob Brothers) visits with UPS' Neicie Deloney and Amanda Smith



Large HCIA crowd hears West Bank Mayors John Shaddinger and Ronnie Harris



Westwego Mayor John Shaddinger and Gretna Mayor Ronnie Harris beam about HCIA certificates, flanked by HCIA Executive Vice President James Hines (Edward Jones) and President Lionel Boudreaux (Petrex)

changes for the Maritime Hurricane Contingency Port Plan. The proposed RNA plan called for complete vessel evacuation from within the Inner Harbor Navigation Canal, Harvey Canal, and Algiers Canal effective at Port Condition Yankee (Gale force winds are predicted within the port in 24 hours) or other hurricane or tropical storm conditions as determined by the Captain of the Port New Orleans.

The HCIA objected to the regulation at the time as it was not feasible to remove the quantity of vessels from the Harvey & Algiers Canals in the time required. Following numerous meetings, the Coast Guard modified the RNA to allow for waivers once moorings for the impacted area were approved by the Captain of the Port. The current RNA requires a new waiver be obtained each year. HCIA's understanding was that the Coast Guard would re-evaluate the need for the RNA ruling upon completion of the GIWW-West Closure Complex (WCC) flood protection system. The WCC is scheduled to be completed by late 2012.

During the meeting with Congressional staffers it was learned that the Lower Mississippi River Waterway Safety Advisory Committee (LMRWSAC) formed a sub-committee to also review the feasibility to amend the RNA, including making the mooring rules permanent and to eliminate the need for yearly waivers. The HCIA then requested through Captain Peter Gauthier (Captain of the Port) that Mr. David Beerbohm of McDonough Marine be allowed to serve as our representative on the sub-committee overseeing this issue.

LMRWSAC is an advisory committee authorized by the Coast Guard Authorization Act of 1991. The committee provides advice and recommendations for topics dealing with navigation safety on the Lower Mississippi River (LMR) as required by the U.S. Coast Guard.

The HCIA will continue to pursue a change in the RNA. In lieu of the waiver, the HCIA would like to see mooring plans re-evaluated using updated data on the feasibility of storm surge entering

the canals once the WCC is closed. More appropriate mooring guidelines should be established eliminating the need for yearly waivers.



Boomtown's Charlie Frederick gestures during HCIA meeting on CG waiver policy



HCIA members, congressional representatives, others discuss CG waiver policy

- Candidate must submit an essay of 400-600 words, typed, double spaced, with references to research sources, if applicable, on individual career goals.
- Candidate must attend an accredited Louisiana two or four year college program.
- Completed application must be postmarked by **March 15th, 2012.**

A completed application form along with a copy of the ACT or SAT transcript must be post marked by March 15, 2012. Application and guidelines are available on the HCIA website @ www.harveycanal.org or call HCIA at (504) 367-1721.

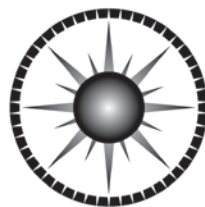
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**Celebrating
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The American Petroleum Institute (API) also released a study on the investment impact of the offshore oil and gas industry from the deepwater drilling moratorium.

Dr. Loren C. Scott recently revised a study that was done in 2007 on behalf of LMCOG. The study, "The Energy Sector: A Giant Economic Engine for The Louisiana Economy" reviewed the impact of the extraction, refining and pipeline industries. According to the report, Louisiana is the nation's number one producer of crude oil and the number three producer of natural gas among the 50 states; ranks second among states in the petroleum refining capacity and has nearly 125,000 miles of pipelines transporting petroleum and natural gas within the state and in its offshore area of the Gulf of Mexico.

The Scott study reported that the three industries directly paid nearly \$1.4 billion in state taxes and fees in FY10. And through \$16.1 billion in household earnings, state government indirectly was able to collect an additional \$1,125,100,000 in taxes for a total boost to the state treasury of \$2.5 billion in FY10.

The study also reported that energy jobs and earnings are found in all 64 parishes in Louisiana. In 2010, there were 62,417 workers employed in the three industries. Lafayette Parish had the highest employment with 14,670 workers directly employed in the energy sector. There were 15 parishes with more than 1,000 workers.

The numbers for Louisiana would be even more impressive if the deepwater permits in the Gulf of Mexico were back to pre-moratorium levels.

The API study, "The State of the Offshore U.S. Oil and Gas Industry" was performed by Quest Offshore Resources, Inc. and focused on the investment impact of the offshore oil and gas industry.

According to the study, deepwater permits in the Gulf of Mexico are currently being issued at less than half the rate compared with pre-moratorium

levels, and shallow water permits are being issued at rates 40 percent lower. In 2011, the U.S. is projected to account for only 6 percent, or \$8.9 billion, of global offshore oil and gas investment valued at \$146 billion. Considering the discovered and undiscovered resources in place in the Gulf of Mexico, six percent is far lower than would be expected. Prior to the moratorium, the U.S. was projected to account for 12 percent of worldwide offshore oil and natural gas investment in 2011, which is much more in-line with the offshore resource base in the Gulf of Mexico.

The effects of the moratorium and subsequent permit slowdown have already reduced total capital and operating expenditures in the Gulf of Mexico by a combined \$18.3 billion for 2010 and 2011 relative to pre-moratorium plans. Since April 2010, eleven deepwater drilling rigs have left the Gulf of Mexico. These rigs have gone to countries such as Brazil, Egypt and Angola. Through 2015, the investment in other regions instead of the U.S. associated with these rigs is estimated to be over \$21.4 billion including drilling spending and associated project equipment orders, even accounting for the portion of equipment that will likely be manufactured in the United States. As a result of decreases in investment due to the moratorium, total U.S. employment is estimated to have been reduced by 72,000 jobs in 2010.

The oil and gas industry in the Gulf of Mexico is a crucial component of the nation's energy supply. Offshore oil

and natural gas development is also very capital intensive. In 2010, total capital expenditures were estimated at \$8 billion, with \$5 billion in deep water in excess of 500 feet alone. Total 2010 Gulf of Mexico expenditures, including operating expenses, exceeded \$25 billion. This investment provides much needed employment throughout the country, with 2010 total employment supported by the offshore oil and natural gas industry estimated at 230,000.

The Quest Offshore study quantifies the investment and production impacts of the continued slowdown in offshore permitting as well as the upside potential under a more balanced regulatory environment that restores permitting rates back to their pre-moratorium levels.

For the API/Quest Offshore report, go to: <http://www.api.org/Newsroom>. And for the LOMGA/Loren Scott report, go to: www.lmoga.com

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What's Coming Up
CALENDAR OF EVENTS - February 2012

February 2..... Noon.....	General Membership Meeting.....	The Four Columns
February 8..... 7:30 a.m.....	Membership Committee Meeting.....	HCIA Office
February 14..... 8:30 a.m.....	Governmental & Environmental Affairs Committee Meeting	HCIA Office
February 16..... 8:00 a.m.....	Infrastructure Committee Meeting	HCIA Office
February 21		MARDI GRAS DAY
February 23..... 7:45 a.m.....	HCIA Board of Directors.....	HCIA Office
February 28..... Noon.....	Special Events Committee Meeting.....	HCIA Office

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