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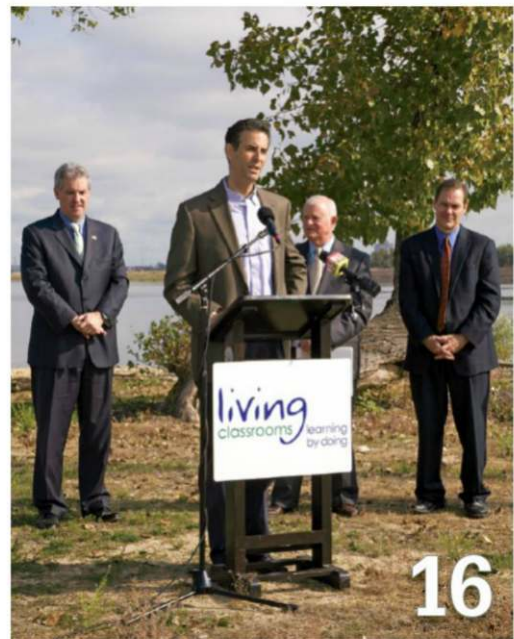
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KATY BERGEN SMITH

U.S. Rep. John Sarbanes spoke about a grant received by the Living Classrooms Foundation.

COVER: The MPA celebrated the opening of an improved Masonville/Fairfield Marine Terminal in October.
Photography by Bill McAllen.



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The latest news about the Port of Baltimore can be found on Twitter. Users should go online to twitter.com/portofbalt.



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Facing Uncertainty on a Global Scale as We Enter 2015

As we close out 2014, there are some key issues that we will be keeping a close eye on in 2015.

There continues to be strong uncertainty in the global market. While the U.S. economy continues to slowly rebound, most of the rest of the world's fiscal struggles persist. When container rates deteriorate, it places a much larger burden on ports to provide landside and waterside assets. Ocean freight rates need to provide a sustainable return on investment for the ship owners. Ports, too, need adequate rates to provide the infrastructure to accommodate larger vessels. It all starts with ocean freight rates.

At the same time that we are seeing freight rates at their lowest levels in years, we are seeing some of our traditionally strong export countries treading water. Japan is entering its second recession. China's GDP is hovering at about 7.5 percent compared to 10 percent a few years ago. China's increase of its middle class is coming at the expense of its manufacturing base, which is shifting to Southeast Asia. While more manufacturing coming back to the U.S. is certainly a positive, we need other markets to be strong for our exports.

Assisting with global trade, additional funding is needed for ports for dredging and new harbor projects. Last year's passing of a new Water Resources Reform Development Act (WRRDA) was a positive step. Now it needs to be funded. Prior to a WRRDA, there were lost opportunities for business growth and new jobs. Even with the passing of the WRRDA, we need to keep pressure on our congressional leaders to further increase funding for the operation and maintenance of our ports and channels, which are economic lifelines for our nation.



James J. White, *Executive Director*
Maryland Port Administration



SOUNDINGS

The happenings in and around the Port > > > > > > > >



PHOTOGRAPHY BY BILL MCALLEN

Kuehne + Nagel International AG oversaw the movement of two Berlin Wall sections.



CARGO

Sections of Berlin Wall Pass Through Port

The Port of Baltimore handled one of the most important artifacts in modern world history this September. Two sections of the Berlin Wall, the barrier that separated East and West Berlin between 1961 and 1989, arrived from Germany en route to Pennsylvania and Washington, D.C.

Kuehne + Nagel International AG, a global transportation and logistics company headquartered in Switzerland, was in charge of overseeing the Berlin-to-Baltimore shipment of the wall sections, which were crated in one package that weighed seven tons. Once the pieces arrived, the delivery process was continued on flatbeds, with the wall sections heading to Pennsylvania to receive a protective coating/sealing. One section was destined for Washington, where a permit was being pursued to erect a fragment of the wall in the yard of the German Embassy.

Juergen Schwab, Seafreight Manager at Kuehne + Nagel, said Ports America Chesapeake was chosen to work on the project because of the company's long-term experience and success at the Port. Schwab said the Port was a perfect fit to mediate the shipment because of its convenient, centralized location.

Schwab lauded the work of **Drew Laubach**, **Jeff Laubach** and **Mike Harro** of Ports America Packaging for their help with the delivery of the sections.

Kuehne + Nagel also worked closely with **Michele Nickoles**, who manages web projects at the Maryland Port Administration's Customer Information Center and helped the company stay updated on the venture. 🌐

EVENTS

BME Celebrates Camaraderie Over Shrimp

With about 440 tickets sold, this September's 11th annual Baltimore Maritime Exchange (BME) Port Party and Shrimp Feast proved to be the biggest ever.

The first feast was held in 2004 as a way to celebrate the 50th anniversary of the non-profit, member-supported BME. **Duff Hughes**, President of Vane Brothers and a BME Board member, came up with the idea of the event and continues to support the party, hosting it at Vane's Fairfield campus.

"The Port Party and Shrimp Feast was born of the idea that bringing our loyal members together for an evening of camaraderie, good food and fun would be an excellent way to say 'thank you' to them, as well as a way of introducing the BME to potential new members and of promoting good will within the community," said BME General Manager **David Stambaugh**. "Based on the attendance and all the kind words we have received about the Port Party each year, I think that we have succeeded." 🌐



KATHY BERGEN SMITH

EVENTS

COMING UP in January 2015:

Baltimore Port Alliance Bull & Oyster Roast: [Jan. 15]
at the Baltimore Museum of Industry

Baltimore Port Alliance Legislative Reception in Annapolis: [Jan. 28]
at the Loews Annapolis Hotel



TOP IMAGE: COURTESY OF RUKERT TERMINALS CORP.
ABOVE: PHOTOGRAPHY BY KATHY BERGREN SMITH

EVENTS

Partners Pull Together for Port Fest Activities

Port Fest Baltimore, organized in October by the Baltimore National Heritage Area with the support of the Port of Baltimore, promoted many educational and entertaining activities revolving around Baltimore's working port and the maritime industries of the city. Students of all ages, teachers, and the public were given opportunities to explore the many careers related to the Port. Family-friendly activities also occurred all around Baltimore Harbor.

Among 50 "partners" that supported this year's Port Fest were the Association of Maryland Pilots, Baltimore Museum of Industry, Fort McHenry National Monument and Historic Shrine, Living Classrooms Foundation, Maritime Institute of Technology and Graduate Studies/Pacific Maritime Institute, National Oceanic and Atmospheric Administration, Ports America, Rukert Terminals Corporation, U.S. Coast Guard, Vane Brothers, Waterfront Partnership of Baltimore and Wicklein Group. For a complete list, visit www.portfestbaltimore.com.

AWARDS

Important Security Efforts Acknowledged by National Publication

The Port of Baltimore and Baltimore-Washington International Thurgood Marshall Airport (BWI Marshall), both leading economic engines in the State of Maryland, were selected as winners by *Government Security News* in the magazine's 2014 Airport / Seaport / Border Security Awards Program.

"I want to congratulate BWI Marshall and the Port of Baltimore on this impressive recognition — their efforts to respond to our State's growing security needs is unmatched," said Governor **Martin O'Malley**. "Since 2007, we've worked to make BWI and the Port more safe and secure for the public and for the thousands of men and women who work there. This award is acknowledgement of the hard work, dedication and collaboration across State government — truly a major accomplishment for the State and the people we serve and protect daily."

The Port of Baltimore was selected as the winner in the category of **Most Notable Seaport Security Program (Port Initiative)**. It was recognized for a number of recent security improvements, including:

- a remote-controlled submersible vehicle that secures the Port's public marine terminals and also has the ability to detect Improvised Explosive Devices on ships;
- an underwater intrusion detection system that can detect underwater attempts to attack ships;
- Closed-Circuit Television of the public marine terminals; and
- the E-Modal Trucker Check which requires all companies and drivers transporting cargo to pre-register in an automated software system prior to arriving at the public marine terminals.

The *Government Security News* awards program recognizes and salutes organizations that have created "cutting-edge technologies that continues to strengthen the security of airports, seaports and borders."

EVENTS

MPA Golf Outing is One for the Record Books



The annual Maryland Port Administration (MPA) golf outing always promises an unforgettable time for members of the Port of Baltimore community who pick up their clubs and swing into action. It's also a great way to network and conduct business in a relaxing environment. But this past summer, some of the 130 participants on hand at Timbers at Troy Golf Club in Elkridge, Md., also got to witness a rare occurrence on the links: a hole-in-one!

MPA Director of Operations **Dave Thomas** hit the shot on the Par 3, 180-yard 8th Hole. "It took a couple holes after for it to really sink in that I had made a hole-in-one," Thomas said. "I was not playing very well leading up to No. 8, so it was the furthest thing from my mind. I did not actually see it go in the hole, but knew it was tracking in a good direction. [MPA Executive Director] **Jim White** and [former Ports America Chesapeake CEO] **Mark Montgomery** got there first and were pointing in the hole. The others in my foursome were actually more excited initially than I was; thinking back, that was pretty cool."

In October, the Timbers at Troy was the site of the Joint Fall Golf Outing organized by the Propeller Club of Baltimore and Traffic Club of Baltimore. Funds were raised to support scholarships and several not-for-profit organizations in the area.

The annual Golf Fore Hope charity outing took place in September at Bulle Rock in Havre de Grace. This event, held in memory of Captain E. Lorenzo Di Casagrande of Mediterranean Shipping Company, benefited the Steamship Trade Association of Baltimore Charitable Legacy. 🌐



MPA Director of Operations Dave Thomas sunk a hole-in-one on No. 8.



PHOTOGRAPHY COURTESY OF MPA

Joseph Greco, Sr., MPA Director, Intermodal/Trade Development, made presentations to participants in the MPA Golf Outing. Above: **1st PLACE WINNERS** "Skittles" Hussein, Bill Wade, Harry Hussein, Doug Wolfe.

2ND PLACE Randy Sheets, Mike Tyree, Bob Braithwaite, Lawren Wolfe

3RD PLACE Matt Gauvin, Dave Espie, Dave Gauvin

CLOSEST TO PIN: Dave Gauvin **LONGEST DRIVE:** Joe Jacoby

EVENTS

BPA Steps Aboard Historic Savannah for Monthly Meeting



KATHY BERGEN SMITH

Usually held at the home of the Association of Maryland Pilots, the regular monthly meeting of the Baltimore Port Alliance (BPA) took place at a special location in October: onboard the Nuclear Ship *Savannah* at Pier 13 in Canton.

The BPA, which is a non-profit group of business representatives that works closely with the maritime industry, went over its regular agenda dealing with educational, environmental and legislative initiatives. Then, **Erhard Koehler**, the *Savannah's*

Programs Manager, provided some background and history about the ship before BPA members were given an exclusive tour.

The *Savannah*, which is 595.5 feet long and 78 feet wide, is the only nuclear cargo and passenger ship ever built in the United States. The vessel toured the world as an ambassador for the peaceful use of nuclear energy during the Presidential administrations of John F. Kennedy and Lyndon B. Johnson before being retired. 🌐

CRUISE

Crystal Serenity Sails for Second Time from Baltimore

Crystal Cruises luxury cruise ship departed from Baltimore in early November on an 11-day Caribbean cruise. It was the second time the *Crystal Serenity* sailed from Baltimore, and the cruise line's third time overall departing from the city.

The 11-day segment was part of a longer cruise that originated in New York.

The 820-foot-long *Crystal Serenity* is furnished with a Feng Shui-designed Crystal Spa, a golf driving range and the Caesars Palace at Sea casino. A large majority of the ship's staterooms feature private verandahs.

Crystal Cruises is owned by the Tokyo-based Nippon Yusen Kaisha. 🌐



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SHIPPING

ACL Puts Names to Large, New Vessels

In October, as construction was progressing on new G4 vessels in the Atlantic Container Line (ACL) fleet, the specialized transatlantic carrier announced that names had been selected as part of an employee contest. From among more than 5,000 suggestions that were submitted, managers with the Grimaldi Group, ACL's parent company in Italy, chose five winners: *Atlantic Star*, *Atlantic Sail*, *Atlantic Sea*, *Atlantic Sky* and *Atlantic Sun*.

The G4 vessels, which will be the largest roll-on/roll-off (ro/ro) containerships in the world, will replace ACL's existing fleet of G3s currently operating in the company's transatlantic service. The new G4 vessels will have a container capacity of 3,800 TEUs, plus




PHOTOGRAPHY COURTESY OF ACL

28,900 square meters of ro/ro space, with a car capacity of 1,307 vehicles. The new ships will continue to employ cell guides on deck, a feature that will allow ACL to extend its enviable record of never losing a container at sea in more than 30 years.

Construction began in 2013. The first ACL G4 will enter service in summer 2015, followed every two months by a

sister vessel until the entire ACL fleet is replaced.

The winning names were submitted by Andrea Cox, a Customer Service Representative at ACL's Halifax Customer Service Center. "My customers like simple names to make it quick and easy when making a vessel inquiry or a booking," Cox said. 



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COURTESY OF WTCI



FROM LEFT, JEFFREY SAMET, CASSIDY TURLEY; PETER BOWE, ELLICOTT DREDGES; AND DR. MICHAEL GALIAZZO, RMI OF MARYLAND, AT THE WTCI 2013 EMBASSY WINE TASTING & STATE OF THE PORTS EVENT.

BY THE NUMBERS

A World Of Difference

World Trade Center Institute (WTCI) reached an important milestone with this December's "Embassy Wine Tasting & State of the Ports" event (with Ports America Chesapeake serving as the signature sponsor, WTCI founder RTKL as the title sponsor, and participation from the Maryland Port Administration). It's been a quarter-century since the establishment of WTCI, a private, non-profit membership organization that is Maryland's premier international business network. WTCI's efforts have consistently helped to "shape the future of international trade across the mid-Atlantic region." 🌐

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and Ellicott
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of whom were
on hand for the
December event.

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SOUNDINGS

EVENTS

Commercial Real Estate Program Emphasizes Value of Location

A program geared toward commercial real estate professionals and hosted by the Maryland Port Administration in September helped brokers to better understand their customers' needs when selecting a regional or national site. Participants also learned the value a specific location may have in the overall transportation strategy.

Speaking to approximately 50 brokers from the greater Baltimore area, **Robert J. Nahigian, FRICS, SIOR, CRE, MCR**, of the Auburndale Realty Company in Massachusetts emphasized such considerations as proximity to rail, air, port and trucking hubs; Foreign Trade Zones; the labor market; overseas sourcing locations; and many other factors to determine how a final site decision is made.

According to **Donovan Murray, MPA** BCO Account Executive, Intermodal/Trade Development, "Rob did a great job articulating the challenges international BCOs [beneficial cargo owners] face when trying to decide on an optimal location, and provided his fellow industry professionals with a different perspective

NEWSMAKERS

World Trade Center Baltimore Gets New Building Manager

Samantha Harris has been hired as building manager for the World Trade Center Baltimore, the Maryland Port Administration (MPA) announced in August. Harris brings more than 10 years of commercial real estate experience to her new position.

"My main goal is to make the World Trade Center Baltimore one of the most sought-after office spaces in Baltimore and bring the building to 100 percent capacity," said Harris. "We want companies and organizations looking for office space in

that should better equip them to assist their clients."

Joseph Greco, Sr., MPA Director, Intermodal/Trade Development, spoke briefly on the dynamics of the shipping industry and how Baltimore is positioned for the future. Many prominent customers — such as Pier 1, Starbucks, COSTCO and others — have chosen Baltimore over other ports as their major East Coast gateway, and new warehouses are being constructed. Greco also mentioned that the Port of Baltimore is not only ready to receive larger vessels that will be using the expanded Panama Canal when work is completed in 2016, but is already receiving Far East cargo via the Suez Canal on vessels that are twice as large as the current Panama Canal can accommodate.

Participation in September's program, titled "From Shanghai to Your Shelf: Logistics and Supply Chain Industrial Real Estate Decisions of the 21st Century," earned the brokers Maryland Continuing Education credit.

"In speaking with a few of the attendees after the program, they felt it was a nice departure from traditional real estate seminars and quite worthwhile," Murray said. "As the MPA, we were pleased to host the event and look forward to working with the professional real estate community and to help our mutual customers grow volume through the Port." 🌐



COURTESY OF MPA

Baltimore to know what the World Trade Center building has to offer. I'm excited to bring my vision to an iconic landmark in Baltimore."

Harris began her real estate career with the Rouse Company, which was later purchased by General Growth Properties.

The 31-story World Trade Center Baltimore, which serves as the Inner Harbor-based headquarters for the MPA and other tenants, stands as the world's tallest five-sided structure. The building was constructed in 1977 and designed by award-winning architect I.M. Pei. 🌐

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BY TODD KARPOVICH

GreenPort

Environmental Stewardship at the Port of Baltimore >>>



An Education In Environmental Health

EPA Provides Grant for Initiative at Masonville Cove

The Living Classrooms Foundation has received a \$75,000 grant from the U.S. Environmental Protection Agency (EPA) for an outreach and watershed education initiative at the Masonville Cove Environmental Education Campus.

The funds will be used to educate and engage about 600 elementary students from Baltimore City Public Schools.

"About 8,000 students have gone through the program [at Masonville Cove]," said Maryland Transportation Secretary **James T. Smith, Jr.**, who participated in an event heralding

strives to achieve a measurable reduction of runoff pollution in the community and improve the environmental health of the Patapsco River watershed, as well as the Chesapeake Bay.

"The Masonville Cove Environmental Education Campus provides a tremendous service to the City of Baltimore and to the state of Maryland by educating the next generation of environmental stewards," said U.S. Rep. **John Sarbanes**. "This grant will help the campus continue its meaningful work to educate students and local communities about what they can do to safeguard not only Masonville Cove, but also the entire Chesapeake Bay watershed."

The Masonville Cove Campus, which opened in April 2009, acts as a gateway to connect underserved individuals and communities with the outdoors and the Chesapeake

The goals and objectives of the program at the environmental education campus include increasing public awareness about stormwater runoff and how to prevent it.

the funds. "Now, with the additional grant from the EPA, more children will be able to have that experience."

Masonville Cove was the first urban wildlife refuge designated in the United States, Smith noted. "So, the Port has been doing some wonderful things."

The Masonville Cove Environmental Education Campus was developed through a partnership between the Living Classrooms Foundation, Maryland Port Administration, National Aquarium and Maryland Environmental Service.

"This grant from the EPA will do two great things for Baltimore: It will reduce the amount of urban stormwater runoff that flows into the Chesapeake Bay, and it will introduce hundreds of elementary students to the natural environment," U.S. Sen. **Ben Cardin** said. "That's a win-win investment, and I am proud of the Living Classrooms Foundation and the Masonville Cove campus for having the vision to help our community in this way,"

The goals and objectives of the program at the environmental education campus include increasing public awareness about stormwater runoff and how to prevent it. Ultimately, the program



PHOTOGRAPHY BY KATHY BERGREN SMITH

Area students joined officials in October to celebrate the grant announcement at Masonville Cove.

Bay, through environmental education and stewardship activities.

"Thanks to this generous grant, hundreds of Baltimore City students will be better connected to our most valuable environmental treasure: the Chesapeake Bay," said Baltimore Mayor **Stephanie Rawlings-Blake**. "From increased environmental literacy to new community cleanup programs, I'm excited about what these watershed experiences will mean for our students and for our Bay." 🌐



Street Sweeping Helps to Reach Water-quality Goals

Street sweeping has been an effective, low-cost strategy used by the Maryland Port Administration (MPA) to remove trash, debris and sediment from paved surfaces before they wash into the Chesapeake Bay and other waterways.

The MPA's maintenance department performs routine sweeping on a weekly and monthly basis at the MPA's terminals. To expedite the process and stay environmentally friendly, the MPA uses an Elgin Broom Bear four-wheel mechanical sweeper with a certified clean idle Cummins diesel-powered engine.

Rich Rehberger, General Manager of Facility and Fleet Maintenance, stresses the importance of well-maintained terminals to his staff. Rehberger is pleased with the efforts of the maintenance crews and their commitment to improving water quality.

"We make sure to repair leaking equipment, store materials indoors, collect and remove trash and regularly sweep terminal streets," Rehberger said. "These activities prevent the release of unwanted material into the river."

Bill Richardson, MPA Environmental Manager, acknowledged that these efforts, though they may seem small, play a significant role in reducing pollution and improving water quality.

The MPA is working with state and local partners to meet federally mandated limits for water-quality constituents in the Chesapeake Bay, known as Total Maximum Daily Loads (TMDLs).


The U.S. Environmental Protection Agency sets specific limits for pollutants that enter the Bay and the rivers that feed it. The requirement to reduce the nutrient TMDLs (nitrogen, phosphorus and total suspended sediments) was established by a 2009

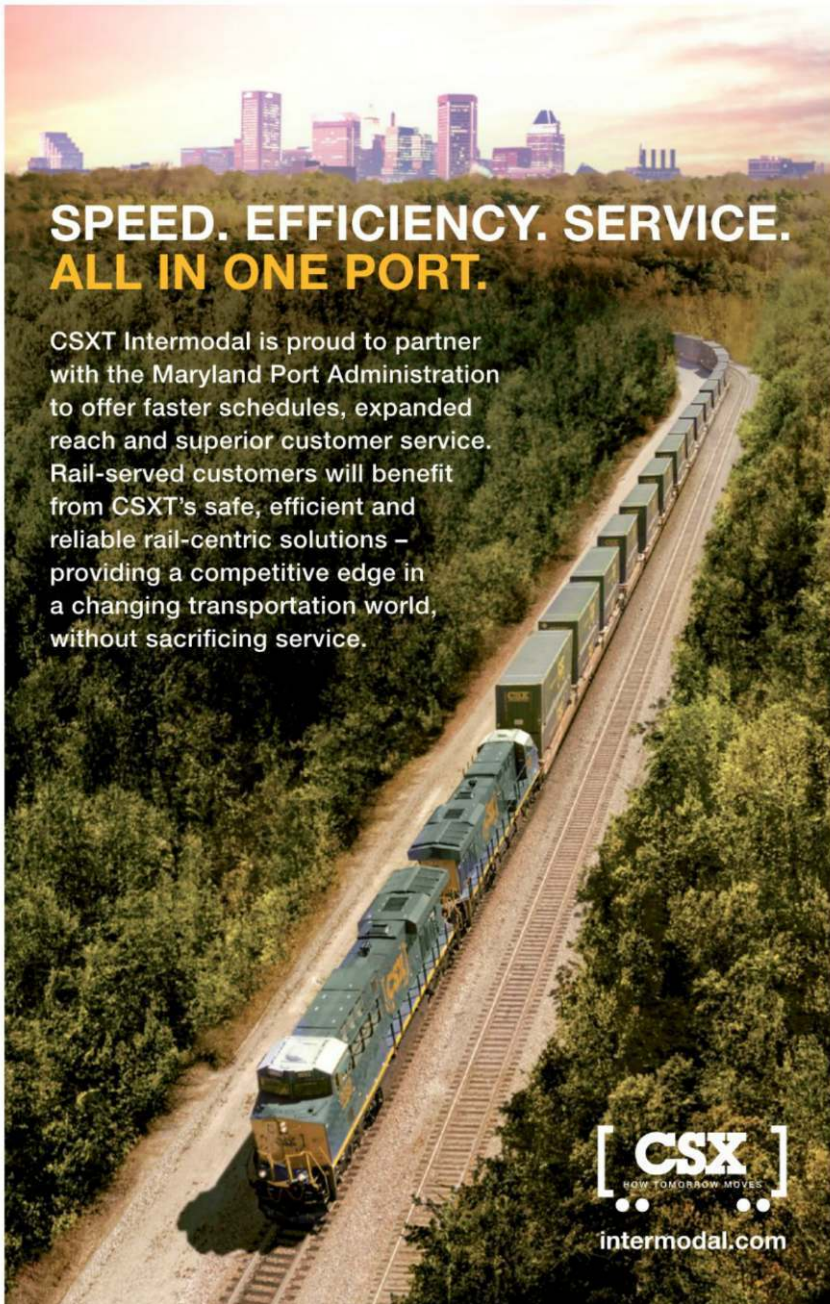
Executive Order signed by President **Barack Obama** to protect and restore the health of the Chesapeake Bay.

Sediment collected from street sweeping is just one best-management practice used to meet the MPA's TMDL reduction goals.

Since 2011, the MPA has collected 190 tons of street sweeping sediment, preventing the residue from entering the


Patapsco River. This activity annually provides the MPA with credit for treating 24 acres of impervious acres, proving to be essential in MPA's TMDL strategy.

The MPA Safety, Environment and Risk Management department is also working with tenants who have street sweeping programs. The MPA is working with them to develop a program to track the weights of the material collected. 



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Breathing Easier Thanks to the Dray Truck Replacement Program

The Port of Baltimore Dray Truck Replacement Program has already been successful by allowing more than 82 older dray trucks to be replaced with newer models. To maintain momentum, the Maryland Port Administration (MPA) has received additional support by applying for and receiving a \$750,000 grant from the U.S. Environmental Protection Agency to replace another 22 dray trucks, according to **Ted Kluga**, Grants Administrator for Maryland Environmental Service. The grant was part of \$4.2 million in federal dollars earmarked for clean diesel projects at six U.S. ports.

Dray trucks that are a 2003 or older model-year are being replaced with models powered by 2010 or newer certified engines. Through the program, each truck owner will receive a grant of up to half the cost of the truck or a maximum of \$30,000, and must scrap the older truck.

Susan Stephenson, Senior Associate for EcoLogix Group, is assisting with the administration of the program and is expecting about one or two trucks to be replaced each month. "We are well positioned now for the program to pick up speed," Stephenson said. "Participants are moving from some of the dirtiest

trucks on the road to very clean 2010 emissions-standard trucks. The program will result in a significant reduction in emissions."

Replacing these 82 dray trucks has reduced nitrogen oxides (NOx) by about 90 tons annually and three to four tons of hydrocarbons (HC) per year. Over the estimated lifetime of the trucks replaced, this means more than 1,000 tons of NOx and nearly 44 tons of HC have been removed from the air. 🌍



Driver Edward Krivenko's dray truck.

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MPA Wins Award for Environmental Improvement Programs

The Maryland Port Administration (MPA) earned an Honorable Mention in the American Association of Port Authorities (AAPA) 2014 Environmental Improvement and Information Technology Awards program. The honor was received for the MPA's "Water Quality Master Plan."

An awards luncheon was held in November at the AAPA's 103rd Annual Convention and Exposition in Houston.

The MPA's Master Plan was developed to reduce the impact of stormwater runoff from its facilities, with a goal of helping the MPA meet National Pollutant Discharge Elimination System (NPDES) Municipal Separate Stormwater System permit requirements and address pollutant load reductions from the Chesapeake nutrient and sediment Total Maximum Daily Load (TMDL).

PART OF THE PLAN PROVIDES:

- An inventory of existing stormwater controls, delineation of drainage areas and calculations of both impervious and pervious treated and untreated areas.
- Modeling of existing nutrient and sediment loads, as well as an estimate of pollutant reductions from existing controls, using methods compatible with the Chesapeake Bay TMDL.



LEFT: PHOTO COURTESY OF KCI TECHNOLOGIES INC. ADDITIONAL PHOTOGRAPHY BY BILL MCALLEN

- An analysis of the potential for stormwater retrofits and non-structural measures, along with recommendations for those that are appropriate for MPA facilities.
- Concepts and cost estimates for specific stormwater retrofits and estimates of pollutant load reductions from recommended treatment measures.

Plans were included for 10 marine terminals and properties owned by the MPA: Cox Creek, Duke, Dundalk, Fairfield, Hawkins Point, the Intermodal Container Transfer Facility, Masonville, North Locust Point, Seagirt and South Locust Point.

This is not the first time the MPA has been recognized for its environmental initiatives. Earlier this year, the MPA took first place in the "Innovative Best Management Practices (BMP)" category and third place in the overall contest to determine the winner of the "Best Urban BMP in the Bay Award," also known as the BUBBA. 🌐

Photo: Kathy Smith

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BIGGER, BETTER BERTH

Official Opening of New Masonville/Fairfield Marine Terminal
Coincides with 300th Maryland Port Commission Meeting

BY TODD KARPOVICH



From left, Transportation Secretary James T. Smith and Maryland Port Commissioners Charles H. White, Jr., William Dockser, Theodore G. Venetoulis, Peta N. Richkus and Donald C. Fry joined WWL's Michael Rye to cut the ribbon.

On a day when the venerable Maryland Port Commission held its 300th meeting, the Port of Baltimore put itself in an even stronger position to remain the nation's top destination for auto business.

Coinciding with the milestone gathering in October, the Maryland Port Administration (MPA) officially opened a new auto berth at the Port's Masonville/Fairfield Marine Terminal. The new berth replaces one that has been in operation for more than 70 years.

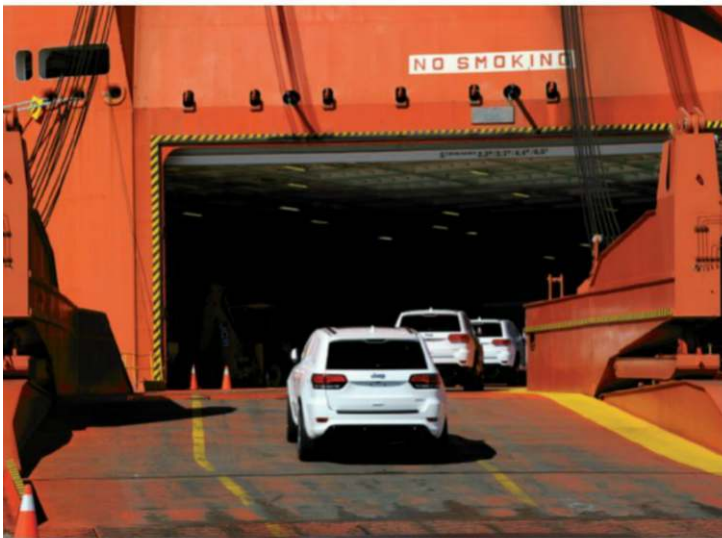
James T. Smith, Jr., Maryland Transportation Secretary, said the improved infrastructure should go a long way to keep the Port's No. 1 ranking for automobile imports and exports. He credited Maryland's Congressional delegation with supporting the Masonville/Fairfield project while recognizing the Port's significance as an economic engine for the state.

"The bigger and heavier automobiles and the roll-on/roll-off machinery can be better accommodated with the new berth," Smith said at a terminal-based ceremony. "This new berth will also have rail access that the old berth did not. We have our Congressional delegation to thank for that rail access, which is so important to this berth and this terminal."

He added that Senators Barbara Mikulski and Benjamin Cardin, along with the eight "Team Maryland" members of the House of Representatives, were integral to the Port's success in getting a \$10 million TIGER (Transportation Investment Generating Economic Recovery) grant from the U.S. Department of Transportation in 2013, "which is the funding that was necessary to add to the \$19 million the state was putting in to make all of this happen."

The new berth is 1,175 feet long — nearly 300 feet longer than the old berth. It is also wider, expanding from 110 feet





to 130 feet. The new structure can support 1,000 pounds per square foot, compared to only 100 pounds per square foot for the old berth, and is equipped to handle rail transport.

The Maryland Port Commission held its 300th meeting prior to the official unveiling of the new berth. The six members of the Commission – William Dockser, Donald Fry, the Rev. Donte Hickman, Peta Richkus, Theodore Venetoulis and Charles White, Jr. – establish policies directed toward improving the competitive position of the Port within the international maritime industry. "We benefit tremendously from the generous giving of their time and their talent and their judgment," Smith said. "They do a lot of work and really help the Port to be as successful as it is. That's also been true of their predecessors who served on the Port

Commission. It's people who have great business acumen and civic engagement. It's the people who really care about Baltimore and the Port."

MPA Executive Director James J. White said the new auto berth further bolsters the Port's "already strong reputation" as the top auto port in the United States. Nearly 1,100 direct jobs are generated by the Port's auto business. White also credited the long-standing companies that work with the Port, such as ocean transportation provider Wallenius Wilhelmsen Logistics (WWL), for helping drive business.

Michael Rye, WWL's North Atlantic Port Operations Manager, said the new berth is able to accommodate the smallest to largest roll-on/roll-off cargo in the world, and the improved infrastructure allows companies to get automobiles to the dealers more quickly.

The new berth also allows for a reduction in non-steaming time (how long a vessel stays in a port and not out at sea).

"It's the investments in infrastructure improvements like this that will truly ensure the Port of Baltimore remains the number one auto port in the United States for years to come," Rye said. "The new berth allows WWL and the other carriers new flexibility that we never had in the past. Having two working berths will allow auto manufacturers at Fairfield to receive their cars quicker, to load out quicker, to deliver quicker. ... The new open layout should improve the efficiency of cargo operations on an everyday basis."

Rye credited Port officials with being receptive to listening to suggestions from its partnering companies. "The Port Administration, the Port Commissioners and



the State really stepped up and answered the bell in a big way," Rye said. "I applaud the MPA ... for reaching out to WWL, reaching out to the other carriers and reaching out to pilots, the tugs and the line handlers to ensure a safe and efficient construction of the Fairfield 're-berth'."

Last year, the Port of Baltimore handled more than 750,000 cars, the most among any U.S. port. The Port also handles the nation's most light trucks and farm and construction machinery.

Rye is confident the new berth will go a long way toward keeping WWL at the Port well into the future. "More than 150 years ago in 1859, the first Wilhelmsen ship called the Port of Baltimore," Rye said. "With infrastructure improvements like this, it will help to ensure that WWL calls for the next 150 years and beyond." 🌐



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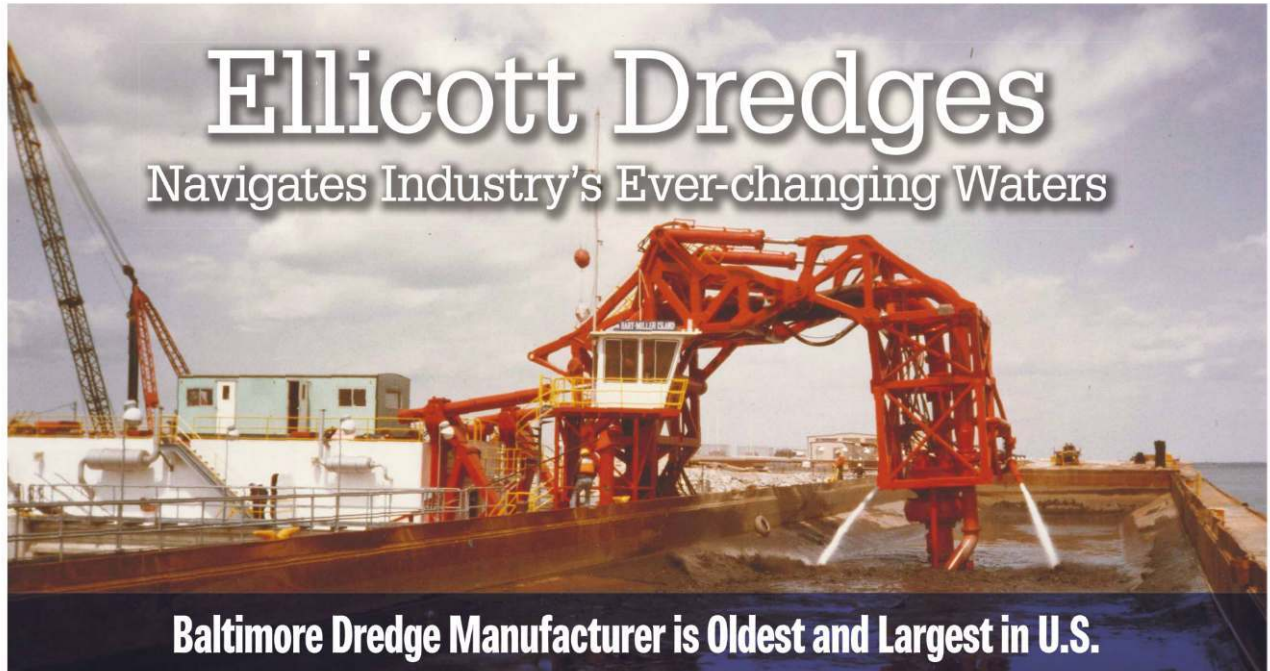
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Ellicott Dredges is widely regarded as a pioneer in dredging technology. Founded in 1885, the Baltimore-based company has a long, storied history and is known for building all of the dredges for the original construction of the Panama Canal. Peter A. Bowe, Ellicott's President, has been instrumental in that success and said the company has a strategic advantage because of its proximity to the Port of Baltimore.

"Because Ellicott exports most of its production, it is highly convenient for us to have such an important port less than 10 kilometers from our Baltimore factory," said Bowe, who was recently recognized as **SmartCEO** magazine's 2014 "Baltimore CEO of the Year." The magazine explained, "Since arriving at Ellicott Dredges in the early 1980s, Bowe has patiently and steadily led Ellicott Dredges through tough business cycles, ownership transition, foreign political unrest, crashing capital markets and changing trends in manufacturing and dredge usage worldwide. ... [Ellicott Dredges] proudly delivers a 'Made in America' product to the world and sets the standard for the local, national and global manufacturing industry."

Ellicott is the oldest and largest dredge manufacturer in the United States, and the company has long ties to the Port. In the 1980s, Ellicott sold a specialized custom dredge machine to the Port for its development of the Hart-Miller Island dredged-material disposal area.

Ellicott also was a Founding Member Company of the World Trade Center Institute (WTCI), which this December celebrated its 25th anniversary as Maryland's premier global business



Top: Ellicott equipment from several years ago at Hart-Miller Island. Above: President Barack Obama with Peter Bowe during a May 2013 visit to tout job creation.

COURTESY OF ELLICOTT DREDGES

partner. Bowe remains a member of the WTCI Board of Directors.

Bowe has been especially effective in leading Ellicott through some turbulent waters. The company has introduced new technologies to meet new requirements from the market place, such as bucketwheel excavators for hard digging and the underwater ladder pump for deeper digging. The firm currently has 250 employees and has been a long-time driver for the Maryland economy.

"Marine shipping is, of course, both the most cost-efficient method of cargo transportation and the most environmentally friendly," Bowe said. "As ships get bigger and bigger, they need deeper channels to

accommodate them, and many ports would be inaccessible to the new, larger ships without the benefit of dredging."

Ellicott has supplied all of the Trash Skimmers used by Baltimore City — a common sight in the scenic Inner Harbor. The company also provided small "Mud Cat" auger dredges for a cleanup at Lake Montebello in northeast Baltimore and for industrial sludge lagoon maintenance by local firms such as W. R. Grace & Co.



Ellicott Dredges At-a-Glance

- Founded in 1885
- Based in Baltimore, with 250 employees
- Designed and manufactured more than 2,000 dredges
- Serves customers in more than 100 countries
- Recently invested more than \$1 million in a new horizontal machining center at its Baltimore factory.

www.dredge.com



One of the driving forces behind Ellicott's corporate philosophy is the constant need to reverse the effects of sedimentation. Bowe likes to use the evolution of early Europe as a metaphor for the importance of deeper channels.

"You can look back to the ancient world where ports like Ephesus in what is now Turkey, or Ostia for Rome, had their natural harbors silt up and retreat many miles from their original locations," Bowe said. "Before modern dredging techniques were developed, entire cities had to move as a result. We wouldn't want that to happen to Baltimore!"

Bowe said there have been **FOUR KEYS** to the company's long-term success:

- 1] earning a reputation for building reliable equipment
- 2] a willingness to go everywhere searching for new markets
- 3] patient ownership, willing to ride through inevitable ups and downs in the market
- 4] careful and consistent attention to costs, in every way

Ellicott continues to have an impeccable global reputation. The company has built more than 2,000 dredges and exported products to over 100 countries, and the opportunities should continue to grow. 

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AMPORTS Chief Returns

Davis in Familiar
Role as CEO and
Focused on Growth

Jim Davis finds himself back as CEO of AMPORTS after a slight detour.

Davis left AMPORTS, which specializes in port-side automotive processing services, seven years ago when the company was acquired from Lincolnshire by Highstar Capital of the American International Group (AIG). Davis was

semi-retired, but still involved with Lincolnshire over that time. "Lincolnshire is involved in the auto industry and has been for over 15 years," he said. "They currently own three auto-related companies."

Then, in May, Lincolnshire bought AMPORTS back and Davis was asked to return as CEO, which was his previous role with the company.

BY MERRILL WITTY
Photography by Kathy Bergren Smith



"I believe in AMPORTS," Davis said. "I love the business, and ownership is always an incentive. Plus, I was fortunate to have the same management group as before. Steve Taylor, our President now, was my CFO at AMPORTS for seven years before we sold it in 2007. He remained on the board for seven years afterwards until accepting the role as President/COO."

Davis stressed that the company's management group was a big reason for him to invest and get involved. "Collectively, they average 25 years each with AMPORTS," he noted. "They are the reason for the success of AMPORTS at our 12 facilities in Mexico and the U.S."

Baltimore is AMPORTS' most active port; the company was founded here as R.G. Hobelmann in the 1950s, and the company has three terminals here. Hence, Davis, who has lived here twice before, finds himself in Charm City twice a month or more. "It feels like home," he said.

Davis became involved in the maritime industry in 1978 as General Manager with Sea Land Alaska. He moved to Europe as Group Vice President, then it was on to MOL (Mitsui O.S.K. Lines Ltd.) as Chief Operating Officer in 1990.

Davis said he greatly enjoys working with the Maryland Port Administration (MPA) because of its extreme professionalism. "Their word is gold," he said. "They are customer-minded not only concerning their tenants but for the thousands of customers that move cargo through the Port. I am always impressed with their leadership; so are others in this industry."

Davis, who is married with two sons (the eldest of whom works in the maritime industry), now lives in Jacksonville, Florida. "Can't complain about the weather here!" he said.

Davis has visited all of the ports in the United States, as well as many in Europe and Mexico, and most, if not all, are growing. He said he is focused right now on growth at AMPORTS, as well as on improving customer service and efficiencies.

The automotive industry is the real bright spot in our economy today, Davis said. "This industry is on track back to where we were in 2007-2008 sales-wise," he noted, adding that he doesn't see that growth letting up anytime soon. 🌐

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1958



A Slippery Business Keeping Bananas at Locust Point

STORY BY KATHY BERGREN SMITH

This photo of the B&O Fruit Pier near McComas Street is dated 1958, during the first months of operation for a terminal doomed to obsolescence within a decade.

Bananas once meant big business for the Port of Baltimore, known as the "basin" during the 1950s. After WWII, 10,000 refrigerated railcars left the city annually for distribution as far west as Detroit. Initially, the "Banana Boats" of the United Fruit Company (now Chiquita) were anchored at Pier One, where the *U.S.S. Constellation* is docked today.

There was no direct rail service from the Inner Harbor, so the fruit was loaded onto railcars and barged over to the B&O Railroad depot at Locust Point. From there, the bananas would be distributed to stores.

The state-of-the-art pier was built at Locust Point in order to save on barging costs and also capture all the banana-related rail business. The pier cost \$5.5 million and featured four cranes that connected to conveyors, which carried the 100-pound stems of bananas in canvas slings through the warehouse, to load onto 63 rail cars.

It was a marvel of efficiency as ships from United Fruit's Great White Fleet, like the *Toltec*, pictured here, could discharge cargo much more quickly than other ports. That is, until the late 1960s, when bananas began arriving from plantations in Central and South America as palletized cargo, rendering the crane's slings and conveyors obsolete. Shortly thereafter, all bananas were containerized. In 1969, United Fruit moved its operations to Wilmington, Delaware, and the pier was demolished in 1985.

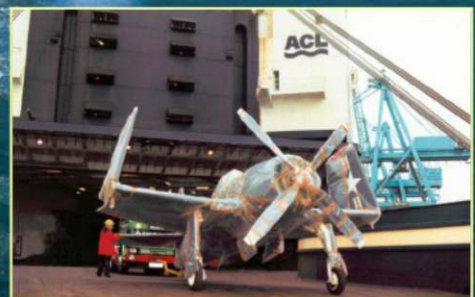


The above photograph is provided courtesy of the Baltimore Museum of Industry and is part of the museum's BGE collection. Visit the Baltimore Museum of Industry at 1415 Key Highway on the south side of the Inner Harbor; check out their website at www.thebmi.org; or call 410-727-4808. The museum is open Tuesday through Sunday, 10 a.m.-4 p.m.



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