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NOVEMBER/DECEMBER 2011

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NYK Line Loads Its Highest Amount of Cars From Baltimore

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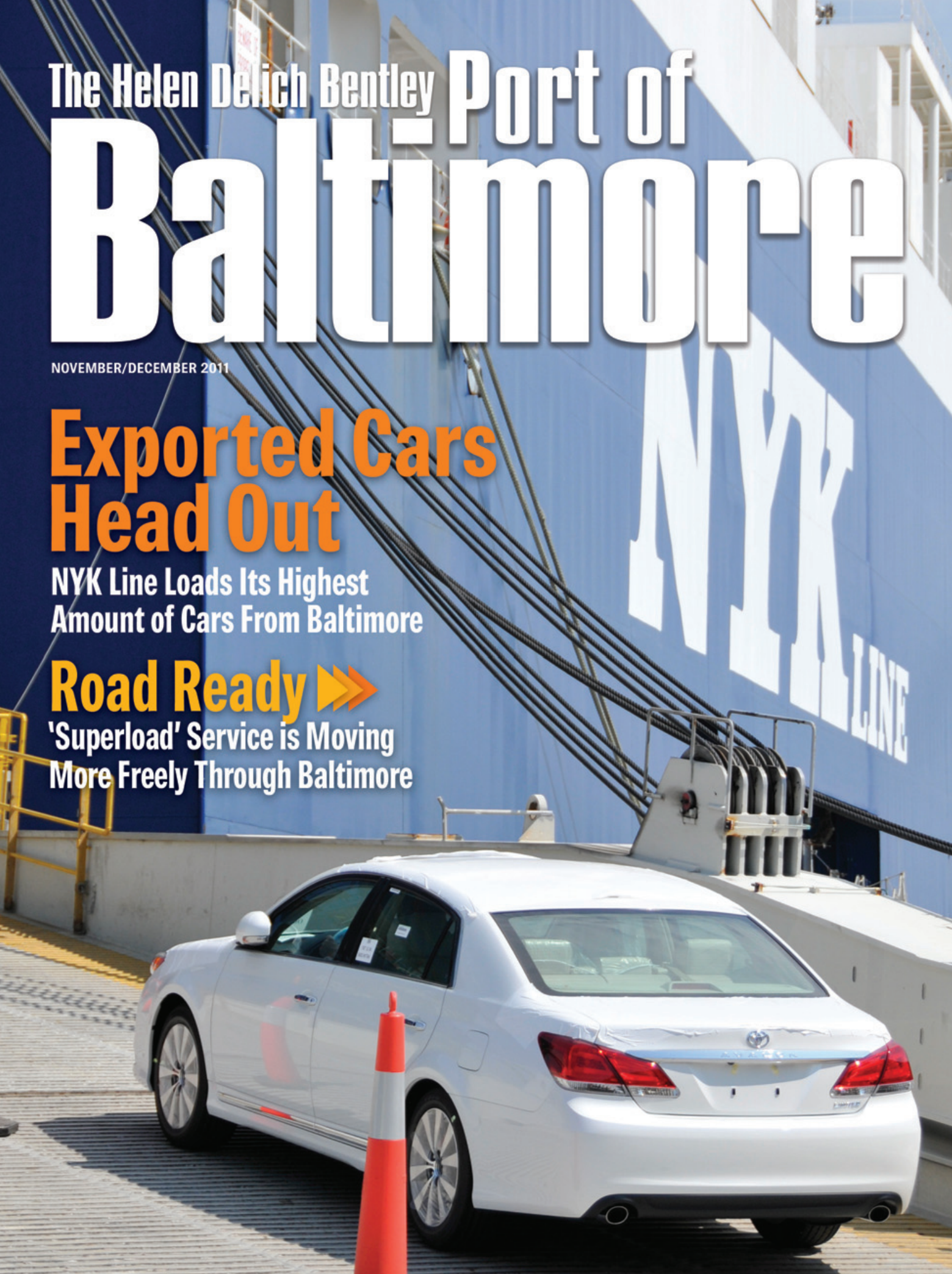
'Superload' Service is Moving More Freely Through Baltimore



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COVER: *The NYK Line vessel* Jinsei Maru *loaded 3,285 autos from the Port of Baltimore's Dundalk Marine Terminal on November 7 and 8, 2011. That is the most autos ever exported by NYK from the Port of Baltimore. Photography by Bill McAllen.*

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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Port Proves Instrumental for Job Creation

There is no bigger priority in the O'Malley-Brown administration than job creation. Since January, Maryland's businesses have created 18,600 jobs. Last month alone, Maryland businesses created 10,000 new jobs at a faster rate than all but two states. Maryland's unemployment rate remains 20 percent lower than the nation as a whole — but we're working to do even better.

As one of Maryland's key economic generators, the Port of Baltimore plays an important role in our economy. There are about 50,700 jobs in Maryland that are generated by Port of Baltimore activity. About 16,700 of those are direct jobs at the Port — jobs with railroads, trucking companies, cargo handling, manufacturing and ocean carriers. Another 34,000 jobs are indirect or induced jobs — jobs that would be lost if the direct jobs were lost. Examples of these include sales clerks, mechanics, teachers and people who provide utility, communications or repair services.

Approximately 68,300 other jobs in Maryland are directly related to employment activities at the Port of Baltimore. These are jobs with Maryland companies that choose to import and export their cargo through the Port of Baltimore instead of other ports, such as manufacturing firms, auto dealers and distributors. If the Port of Baltimore did not exist or was not available to these companies, they could choose another port for their business but they could also see higher costs, especially in transportation and logistics for their company.

Combining direct, indirect, induced and related jobs, there are a total of about 120,000 jobs in Maryland linked to the Port of Baltimore. Many of these jobs are good-paying positions that support Maryland families. In these very challenging economic times, in Maryland we are fortunate to have one of the busiest seaports in America in our own backyard — a port that welcomes big ships bringing huge amounts of cargo to Maryland, but also a port that since its inception in 1706 is first and foremost a provider of jobs.

Martin O'Malley, *Governor*

---

executive VIEW

Focusing Attention on Labor Contract and Dredging Funds

As we close the books on 2011 and look ahead to 2012, two national maritime issues that I will be watching very closely in the coming months are the status of a new longshoremen's contract and dredging.

Negotiations for a new contract with the International Longshoremen's Association will open sometime in the next few months. The last coast-wide negotiations occurred in 2008 when a two-year extension to the then-existing contract set the expiration date as September 30, 2012.

Both sides understand that the maritime industry is at its best when management and labor work together. We cannot afford any business interruptions. Ports are among the very best economic generators in the world and provide good-paying, family-supporting jobs. To keep that momentum going and sustain all of those jobs, we need a contract fair to all parties.

Another hot button issue is dredging. Almost all West Coast ports have deep natural water. Channels into East Coast ports need to be continuously cleared to accommodate ships that are growing in size. However, in recent years, federal funding for expensive dredging projects has decreased while costs of fuel, steel and labor have increased. The federal government has collected fees on imports in the form of the Harbor Maintenance Tax (HMT), but they are not allowing those funds to be devoted to keeping U.S. marine highways deep and clear.

It is estimated that presently about $6 billion has been collected in the HMT but not spent on dredging. Several members of Congress are disturbed over the government's failure to allow the entire HMT to be used for dredging and have introduced legislation to require that all HMT collections be directed exclusively for dredging.

The Army Corps of Engineers needs the funding to perform its obligations. Ports need dredging in order to accommodate the expanding size of international vessels. At present, many U.S. ports are not continuously maintained to their fully authorized depth and width. That is simply not enough to ensure the continued growth of our business. Deep channels are as critical to our industry as ships themselves. Without deep channels, not only are U.S. ports disadvantaged, but so is the U.S. economy.

James J. White, *Executive Director*

SOUNDINGS

The happenings in and around the Port

CARGO

Port Handles Record Number of Salt Imports and Coal Exports

The Maryland Governor's Office recently announced that 2010 was a record year for coal exports and salt imports at the Port of Baltimore. More than 13.8 million tons of coal left Baltimore's piers last year, one million tons more than the previous record set in 1981. Meanwhile, the Port imported 1.8 million tons of salt in 2010, breaking the former mark of 1.4 million tons set in 1994. Statistics were compiled by the U.S. Census and analyzed by Global Trade Atlas.

Both coal and salt are handled by the Port's private marine terminals: CNX and CSX terminals export coal, while salt is imported primarily by Rukert Terminals.

"Each time a ship comes to the Port of Baltimore, it means more than just more business, it means jobs," said Governor Martin O'Malley. "These record import/export figures are good news for the Port and good news for the more than 16,000 men and women who depend on the Port to support their families."

China, which was the Port of Baltimore's top trading partner in 2010 for total exported cargo, was the top destination for coal exports. China received 24 percent of the coal exported from Baltimore, followed by South Korea and the Netherlands. Coal is used as an energy generator and key component in producing steel.

In 2010, Chile, Mexico and Egypt produced the most salt that headed to the Port of Baltimore. Chile produced 65 percent of the Port's imported salt, which is used as an industrial chemical and to treat slippery roads during the winter months.

Last year the Port of Baltimore's public and private terminals handled 33 million tons of foreign commerce, a 47 percent increase over 2009. The total dollar value of cargo coming through the Port was $41.5 billion, a 37 percent jump from 2009. The Port is ranked 11th nationally for the total dollar value of cargo and 13th for the amount of cargo tonnage handled out of 44 port districts in the U.S.

Out of about 360 U.S. ports, the Port of Baltimore ranks second for exported coal.

Cruise Maryland™ from the Port of Baltimore

Impressive Cruise News

For the third consecutive year, the Port of Baltimore has surpassed its record for most cruise passengers in one year. The Carnival *Pride* left on Oct 30 for a seven-day cruise to the Bahamas carrying 2,295 passengers. That cruise pushed the total number of passengers for 2011 to 212,821 on 89 cruises. The previous record was set in 2010, as 210,549 passengers sailed on 90 cruises out of Baltimore.

"Since beginning year-round cruises three years ago, and since we've introduced our new state-of-the-art boarding bridge, the Port has seen a remarkable increase in cruise business, which is good news for jobs and provides a boost to our State's tourism industry," said Maryland Governor Martin O'Malley.

For more cruise news, see the story on page 20.

BILL MCALLEN

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PHOTOGRAPHY COURTESY OF MARYLAND GOVERNOR'S OFFICE

The Maryland 9/11 Memorial that was dedicated under rainy skies in September actually consists of three monuments: one features beams from the New York World Trade Center's North Tower, top left, one features three polished granite slabs representing Flight 93, top right, and one features limestone pieces from the west wall of the Pentagon.

DEDICATION

9/11 Memorial Rests Outside MPA Headquarters

The new 9/11 Memorial of Maryland, which was dedicated on the 10th anniversary of the terrorist attacks, is located outside Baltimore's World Trade Center, which is the headquarters of the Maryland Port Administration (MPA) and other agencies. The memorial honors the 68 Marylanders who lost their lives at the Pentagon, New York's World Trade Center and Shanksville, Pa., in September 2001.

The memorial consists of limestone slabs removed from the Pentagon building and three steel beams from the north tower of New York's World Trade Center. The beams had been transported from New York by Bowman Logistics, a division of D.M. Bowman, Inc., and stored temporarily at the Port of Baltimore.

The dedication was attended by 1,000 guests, including Gov. Martin O'Malley, Sen. Barbara Mikulski and Baltimore Mayor Stephanie Rawlings-Blake. As Gov. O'Malley noted, "On September 11, 2001, we told one another that we would never, ever forget. And we won't."

AUTOS

Port on a Roll with Nation's Most Auto Tonnage

The Port of Baltimore found itself No. 1 on the hit parade this past summer, when it was ranked as the top port in the country for international auto tonnage, just ahead of perennial leader New York. The data measured the auto tonnage for the first six months of 2011, and the Port of Baltimore handled more than 538,000 tons, a personal best.

OUTREACH

Seafarers' Center Expands for Even Better Service

The ribbon was recently snipped on the newly renovated Stella Maris International Seafarers' Center, a non-profit outreach effort initiated in 2003 by the Catholic Archdiocese of Baltimore. The center's volunteers serve more than 12,000 seafarers per year, providing transportation, donated goods and other support.

The ribbon-cutting ceremony, which took place on October 15 and was attended by Archbishop Edwin F. O'Brien, celebrated various renovations and the addition of a chapel, lounge and patio with a covered gazebo. The Dundalk-based center allows seafarers to relax, make a phone call or use computers to connect via Skype to family members. "A couple of months ago, a young man from the Philippines saw his newborn baby for the first time," said the Rev. Msgr. John FitzGerald, who oversees the Apostleship of the Sea ministry that operates the center.

BLAISE WILLIG

Joined at the ceremony by U.S. Rep Helen Delich Bentley, George "Bud" Nixon, president of the Board of Directors for the 18-year-old Baltimore International Seafarers' Center at Locust Point, noted that the two seafarers' centers "jointly service" the mariners who come to the Port. "It's our goal to have Baltimore be known as the friendliest international port in the world," Nixon said.

Above: Archbishop Edwin F. O'Brien, left, and Msgr. John FitzGerald bless a memorial for seafarers.

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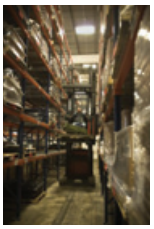

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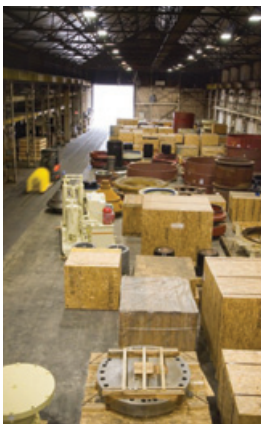

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SOUNDINGS

NEWSMAKERS

Local Logistics Company Assists with Baltimore Grand Prix

Choptank Transport, a locally based Eastern Shore logistics company, handled all of the logistics for the setup and tear down of safety barrier walls used during September's inaugural Baltimore Grand Prix. The job included the transportation of 2,200 12-foot-long jersey barriers, each weighing 9,300 pounds. In addition, Choptank Transport delivered all of the fencing and tire barriers that lined the race course.

Choptank Transport dismantled the barriers in just two weeks using a professionally trained staff of experienced logistics coordinators and top-rated carriers.

Racing along a two-mile temporary street course, Indy cars reached speeds of 180 mph, traveling through the heart of Baltimore's downtown.

TERMINALS

Milestone Birthday for Rukert Terminals

About 300 people turned out for a birthday bash in September celebrating Rukert Terminals Corp.'s 90th year of operation. The family-owned and privately operated company traces its roots to a 1921 storage company that quickly evolved into a maritime company and today boasts five berths, 23 warehouses and 60 acres of outside storage space. Customers, vendors, employees and friends mingled at the Frederick Douglass-Isaac Myers Maritime Park in Fells Point. "It was a great event to thank everyone that makes Rukert successful," said company Vice President Andrew G. "Andy" Nixon. "We plan to stay strong in the Port of Baltimore over the next 90 years!"

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BY NANCY MENEFEE JACKSON

GreenPort

Environmental Stewardship at the Port of Baltimore

COURTESY OF MPA

BALTIMORE DEDICATED to Testing Ballast Water

BILL MCALLEN

MERC Director Mario Tamburri, with back to camera, speaks during the recent dedication of the Mobile Ballast Water Treatment Test Platform in Baltimore.

At first glance, the Mobile Ballast Water Treatment Test Platform appears to be a somewhat ungainly vessel. But it *is* a vessel — with a capability that makes it one of the world's foremost research and testing facilities.

More than 100 people, including a contingent of media, turned out on September 27 for the dedication of the vessel at Baltimore's Pier V.

Built atop a barge, the testing platform is a project of the Maritime Environmental Resource Center (MERC), which is a partnership between the Maryland Port Administration (MPA) and University of Maryland Center for Environmental Science. MERC is supported by the U.S. Maritime Administration and the National Oceanic and Atmospheric Administration.

"The Maryland Port Administration is proud to be involved in this effort," said MPA Deputy Executive Director M. Kathleen Broadwater. "The MPA is committed to being a good environmental steward." She detailed the many achievements of the Port, which handled 32 million tons of cargo last year and this year surpassed New York as the No. 1 port for automobiles while also leading the nation in shipping farm and heavy machinery. But Broadwater noted, "More than 2,000 ships visit Baltimore each year, and those ships certainly can bring invasive species through their ballast water."

Eliminating that threat is part of the Port's environmental commitment.

"We work very hard to be a world-class port," Broadwater said. "This environmental center is another way we are known on the world stage of shipping."

Two huge simulated ballast tanks, like those found in ships, sit atop the platform, which is 155 feet long and 50 feet wide. When the tanks are empty, it draws 2 feet; with the tanks full, it draws 10 feet.

Flexible pipes bring water onto the platform, and then the water is handled by a series of color-coded pipes that allow researchers to separate water into untreated, treated and control water. The $2.7 million platform includes an onboard laboratory, office, and sampling and storage containers. Researchers can determine the best way to treat ballast water and provide information to technology developers, vendors, regulatory agencies and ship builders. The fact that the platform is mobile allows for waters to be tested in different areas of the Chesapeake Bay, where salinities and biological communities differ.

Mario Tamburri, Director of MERC and a professor at the University of Maryland Center for Environmental Science, noted that the mobile testing platform "is a real step forward in protecting the waters of the Chesapeake Bay while supporting innovation and economic growth."

U.S. Rep. Elijah Cummings, who represents Maryland's 7th District and

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was a driving force behind the project, said there are as many as 150 invasive species in the Bay "and many of them were brought in by ballast water."

He noted that "of the few ballast water testing facilities that exist in the world, none have the capabilities of the MERC mobile platform. I like the idea that when we do things in Maryland, we don't have to copy off of anybody. … We are creating a model for the world."

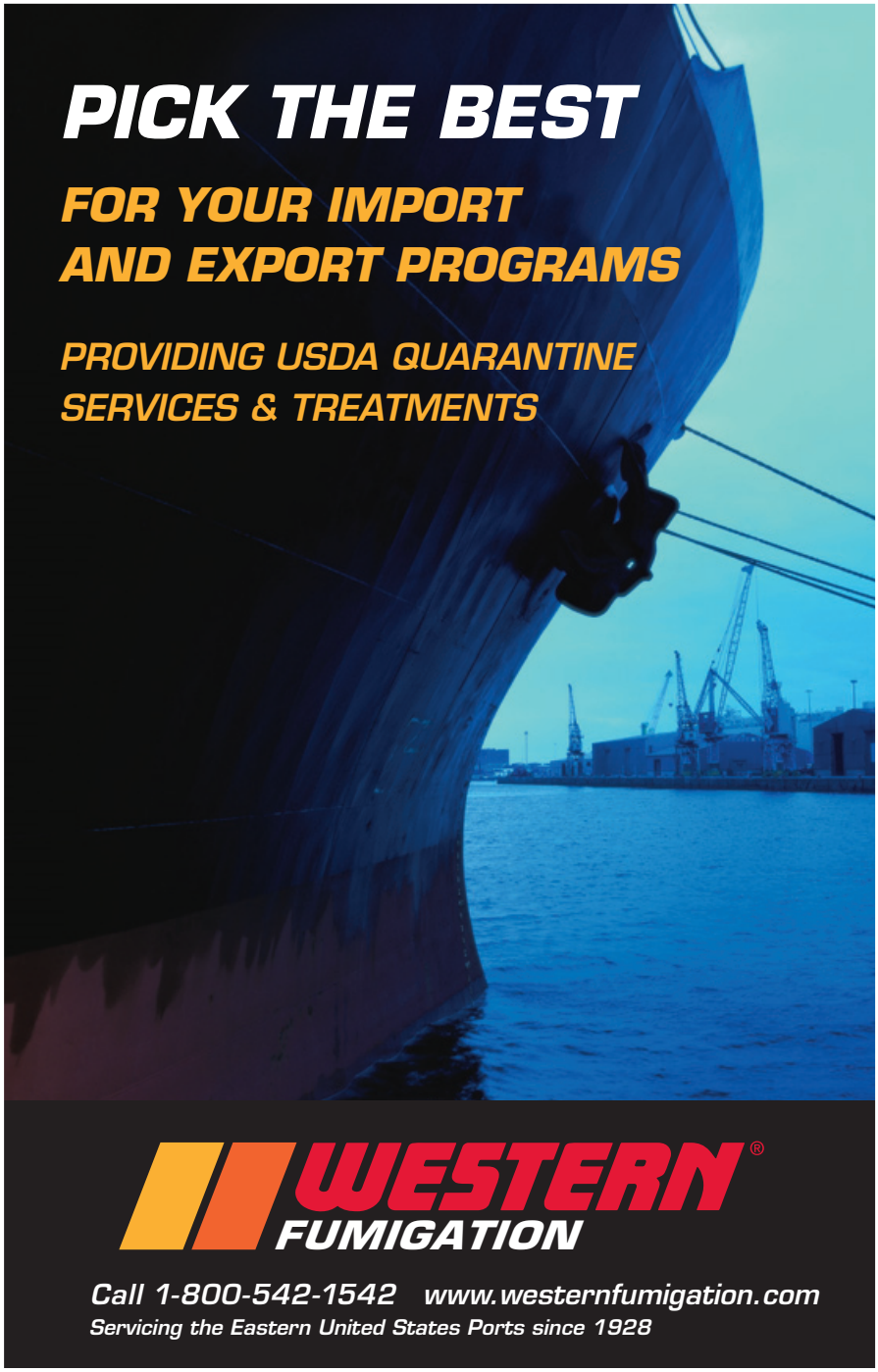
Energy Contract Builds Toward An Even Brighter Future

It seems fitting that the Cruise Maryland terminal, often the first stop on a journey to a sunnier climate, will use the sun to provide energy. Shed 10 at the South Locust Point Marine Terminal will also go solar, and Baltimore's World Trade Center, headquarters of the Maryland Port Administration (MPA), will harness the power of harbor waters to operate a geothermal heating and cooling system.

It's all part of a $27 million energy savings and performance contract that the MPA has awarded Pepco Energy Services, Inc. Some 14 buildings totaling 570,000 square feet will be impacted by the project, which tasks Pepco Energy with installing 22 energy conservation measures. The money comes from federal funds available through the American Recovery and Reinvestment Act.

"This is a win-win program for the Maryland Port Administration, our customers and the taxpayers in the State of Maryland," said Ed Klingenstein, MPA Engineering & Energy Manager. "This is another example of how energy performance contracting can enable state agencies to achieve governmental goals and mandates, while maintaining and improving facility infrastructure and creating sustainable jobs without increasing agency budgets."

A highlight of the project is the implementation of a Geothermal Harbor



Heat Sink that will help cool the World Trade Center while reducing electricity, water consumption and chemical treatment.

"This contract helps the government maximize energy efficiency and is a critical part of Governor O'Malley's 'EmPOWER Maryland' initiative," said M. Kathleen Broadwater, MPA Deputy Executive Director. "We are committed to providing our customers with superior service through innovative thinking and operations, and this project is a fine example of how we are working to achieve the mission of the Maryland Port Administration."

At the Cruise Maryland terminal and South Locust Point Shed 10, Pepco Energy is installing an aggregate 750 kW, high-efficiency, photovoltaic system that will be the largest of the systems installed under the Maryland Department of Transportation solar initiatives. The electricity generated by this system will power these facilities during peak operational hours, producing an estimated $93,400 per year in electricity savings.

Port Hosts WWL Award Presentation

Wallenius Wilhelmsen Logistics (WWL) challenged the crews of its vessels with an Energy Efficiency Competition, asking them to find ways to help the shipping company become more green.

The award for the technology/design category was presented in Baltimore to Chief Engineer Eric Fjellstrom and Capt. Robert Enberg of the *M/V Turnadot* for their idea of adjusting the RPM of the main engine in such a way that it did not affect the ship's operation of the stern generator.

"It is appropriate that this award is given to the *Turnadot* here in Baltimore, since this is one of the most proactive ports in terms of environmental initiatives," said Michael Derby, WWL General Manager for Environmental Operations. He added that WWL is sponsoring a similar competition among its terminals, and MAT will be making entries as well.

Capt. Mike Reagoso and Dan Spack represented the Baltimore Port Alliance's Environmental Committee at the presentation, which was also attended by Mike Miller from the Maryland Port Administration and the Rev. Mary Davisson from the Baltimore International Seafarers' Center.

COURTESY OF WWL

At the WWL presentation were, from left, Mike Miller, Chief Engineer Eric Fjellstrom, Capt. Robert Enberg, Dan Spack, The Rev. Mary Davisson, Michael Derby and Capt. Mike Reagoso.

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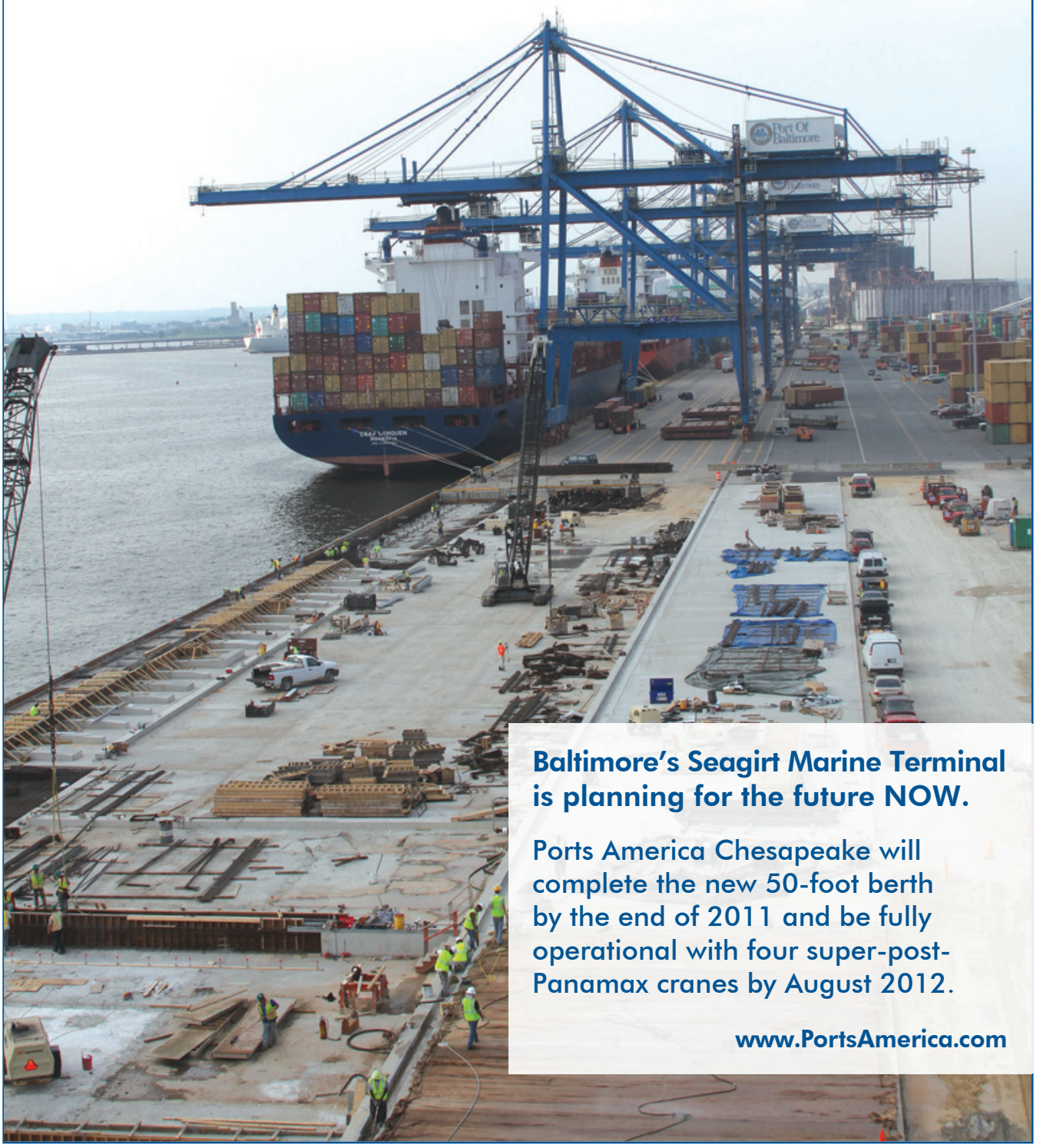

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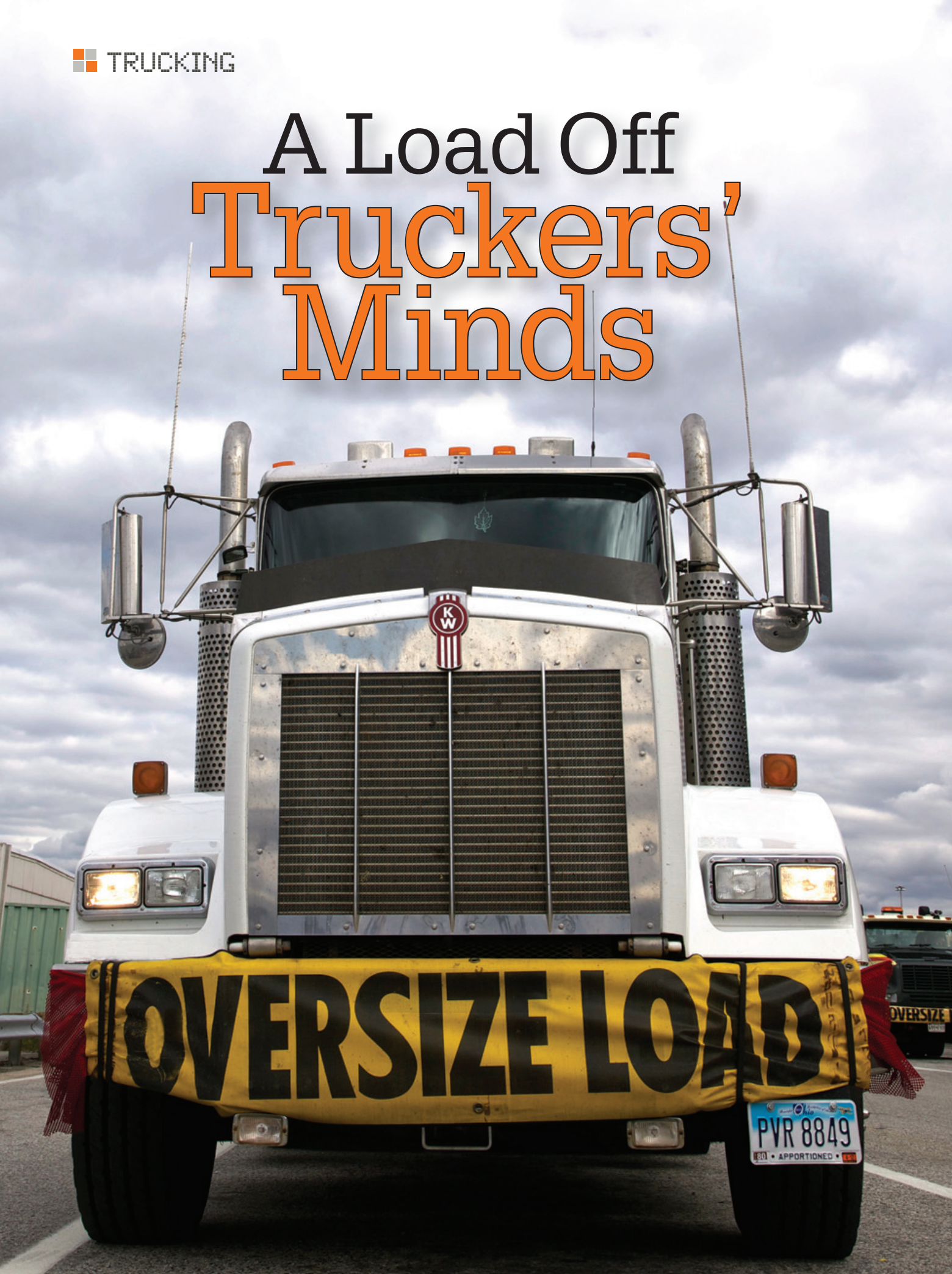
A Load Off Truckers' Minds



Streamlined Permit Process
Results in More 'Superload' Service

For years, truckers seeking to carry over-dimensional "superloads" to and from the Port of Baltimore had to maneuver through an arduous process that required them to get permits from both the State of Maryland and Baltimore City while also arranging for expensive police escorts on city roadways. But, thanks to a new web-based system and recent changes to regulations, truckers can now get all necessary permits through the State, which in turn pays the City its share of the fees. Escort costs have been reduced, as well.

As a result, the Port of Baltimore enjoys a more efficient flow of goods.

"This effort was the result of hearing from cargo owners that some loads bypassed the Port of Baltimore in favor of other ports, due to the higher costs and longer times it took to get these superloads moving through Baltimore — even though in some cases Baltimore was over 200 miles closer," said Dominic Scurti, Manager, Market Planning for the Maryland Port Administration. "Working with the Baltimore City Police and Baltimore City's Department of Transportation, we were able to reduce some of these costs to bring these loads into Baltimore and allow the trucking companies to operate more efficiently."

Dave Czorapinski, Division Chief of the Motor Carrier Division for the State Highway Administration, explained that efforts to streamline the system go back decades, but "it was made possible by updating the permitting system to make it a web-based, automated system."

BY NANCY MENEFEE JACKSON
Photography by Kathy Bergren Smith

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The results are earning accolades from truckers.

"From an industry standpoint, it was extremely positive," said Douglas Ball, Vice President of the Specialized Carriers & Rigging Association. "We had the willingness of government to champion the cause and recognize if we have better flow, we can have better efficiency. It's really refreshing when you have people willing to sit down and recognize a problem and do something about it."

Added Paul Ross, Vice President of Operations for Keen Transport, "It allows for freer movement of goods in and out of the Port. For trucking companies, the total time involved in getting a load either into or out of the Port has now been cut down."

Stacey Golden, Terminal Manager for Daily Express Inc., said, "The escort costs have been reduced, which has obviously reduced costs for us, which in turn means we can reduce costs for our customers. It makes life easier for us if we don't have to wait for police escorts, especially on those routes which are very short and that our drivers drive every day."

Not only was the old system costly in both time and money, it was difficult to ensure that truckers complied with both City and State requirements.

"When we started looking into this, we [at the State] were issuing 27,000 permits — and they weren't all going to the Port, but most of them were — and the city was issuing 13,000, so it was clear people were avoiding getting the City permit," Czorapinski said.

David M. Thomas, MPA Director of Operations, added, "It was complicated — a lot of jurisdictions were involved and we felt it was too expensive."

The first step to simplify the system was forming partnerships across various agencies.

"We said, 'What if the State office collected the money for the City?' " said Sam Azzarello, General Manager of Logistics for the MPA. "It made it easier and simpler for trucking companies and, in effect, reduced the cost of doing business."

Though the streamlined permit process began about two years ago, changes in recent months addressed superload permits. The Colgate Creek Bridge and the Keith Avenue viaduct bridge were reclassified to accommodate 90-ton loads, which reduced the number

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of police escorts. The cost of a police escort dropped, too.

Thomas explained that the permitted loads have unusual requirements. An example would be oddly shaped, gigantic cargo, such as windmill blades, generators or mining equipment.

City and State officials have programmed acceptable routes and times into the system. But if engineering input is needed, then the City still must review the route.

"The City is loaded with conduits and tunnels, so they have to be careful," Czorapinski said. "And if it's a high load, more then 13-feet, 6-inches tall, then you start getting into overhead traffic signals needing to be moved and things like that." But, he added, if subsequent loads are all the same — for example, more shipments of windmill blades — then the state can provide the permits for those loads.

While praising the efforts of Baltimore City Deputy Director of Transportation Jamie Kendrick, Maj. Anthony Brown of the Baltimore City Police, and then-Maryland Transportation Authority Chief of Police Marcus Brown, Thomas added, "We're starting to reap the benefits now. We're seeing a lot more of this oversized cargo in our Port."

Commending all of the people who took part in what was a lengthy process, Ross noted, "It has been a positive step — it's been to the advantage of both the shipping companies and the trucking company as well as to the Port."

The payoff is measured not just in improved efficiency, but in more business for the Port.

"Over the last six months, we have noticed more of these superloads on our terminals, and that means we are ensuring that Baltimore remains a competitor in securing these over-dimensional loads," Scurti said. "This is good business for the Port of Baltimore as it provides more jobs for the men and women that work in the Port."

Scurti also recognized an additional benefit. "Often with these larger, over-dimensional loads, there are many other truckloads [not requiring a permit] that follow this cargo into the Port, and we are now capturing that cargo as well," he said. "Again, none of this would have been possible without the cooperation of the Baltimore City Police, Baltimore City's Department of Transportation and the State Highway Administration."

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COURTESY OF MPA

12th in National Rankings

Cruising Up The Ranks

Convenient Location, Year-round Schedule and Improvements at Cruise Terminal Contribute to Baltimore's Enhanced Profile

BY SARAH GREENBERG

While accounting for 500 jobs, generating an economic impact of about $90 million and attracting hundreds of thousands of passengers to sail onboard world-class cruise lines, the Port of Baltimore continues to assert itself as a major player in the cruise business.

The Cruise Lines International Association recently announced that Baltimore handled the fifth-largest number of passengers among East Coast ports in 2010, up from sixth place the previous year. The Port's Cruise Maryland operation also vaulted two spots to 12th place in the national rankings, and is poised to have another record-breaking year in 2011.

"Baltimore's growing cruise business is a real success story for our state," said Maryland Governor Martin O'Malley. "Our momentum is built upon having a cruise terminal with a unique location with plenty of onsite parking right off Interstate 95. This allows for easy access and attracts people from up and down the East Coast and from the Midwest."

Baltimore has also benefited from an expanded schedule and additional cruising options. "The start of year-round cruising out of Baltimore was a huge boost for Maryland," said Cynthia Burman, the new Cruise Marketing Manager for the Maryland Port Administration (MPA). "People are excited about having the opportunity to choose a cruise any month of the year."

In 2010 — just the second year that Baltimore offered a year-round rather than seasonal cruise schedule — the Port welcomed 210,549 passengers participating in 90 cruises, the majority of which sailed at 100 percent capacity. A total of 105 cruises will sail out of the Port in 2011, and both the Carnival *Pride* and Royal Caribbean International's *Enchantment of the Seas* are lined up for a full sailing schedule in 2012.

In addition, Carnival, the world's largest cruise line, recently signed a five-year extension (two years guaranteed, with three one-year options). The first cruise line to operate a year-round schedule out of Baltimore back in 2009, Carnival regularly sails to the Bahamas, Bermuda and the Caribbean.

To ensure that passengers have a comfortable start to their trip, Baltimore's Cruise Maryland terminal at South Locust Point is also continually improving. Earlier this year, for instance, the MPA unveiled a custom-built, climate-controlled Passenger Boarding Bridge that is mobile, flexible and offers uninterrupted cover right up to the ship's "lobby."

Burman said she looks forward to the MPA introducing more innovations in order to ensure that Baltimore gets more great feedback like the recent *Enchantment of the Seas* Mystery Shopping Evaluation that awarded the Cruise Maryland terminal a 100 percent rating for boarding and departure. For this, Burman credits the MPA Operations Team, Ceres, Intercruises Shoreside and Port Services, U.S. Customs and Border Protection and the security companies.

The exceptional location of the Cruise Maryland terminal also satisfies passengers. Directly off of I-95, South Locust Point is only about 10 miles from the Baltimore-Washington International Thurgood Marshall Airport and within driving distance of major cities throughout the Mid-Atlantic and Midwest regions. It also boasts hassle-free parking.

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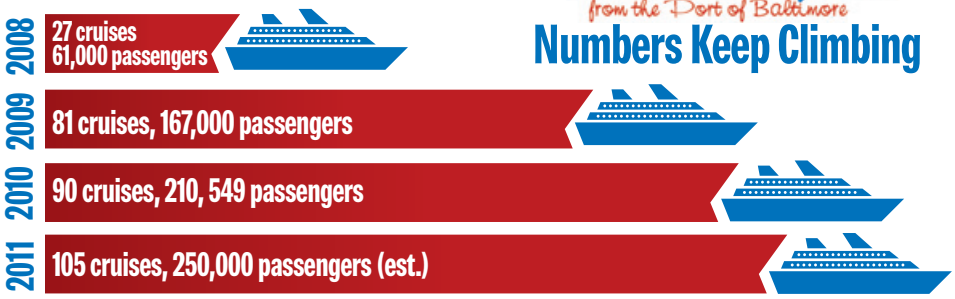
Cruise Maryland from the Port of Baltimore Numbers Keep Climbing



As Burman noted, the convenience of the terminal draws attention to the city of Baltimore and state of Maryland. "As passenger flow increases," she said, "pre- and post visits to Baltimore, Annapolis and surrounding areas increase where people stay at hotels, eat at restaurants, go to museums and enjoy the amenities of the city and state."

According to Scott Babus, a travel specialist at the Baltimore-based Going Places travel agency, "The development of the Port has made us a player on the East Coast as far as cruising goes. As the Port continues to grow and remain current and competitive, our business grows." Babus, who forges strong friendships with Port officials, looks forward to more enhancements to the city's cruise business, such as the addition of a second terminal. "We can't be a one-pier town," he said. "With a second pier dedicated to cruise operations, we can offer a longer cruising itinerary and have another cruise line make calls."

The MPA has held internal discussions about the feasibility of opening a second cruise terminal. To defray expenses, MPA Executive Director James J. White suggested that a public-private partnership agreement, similar to the one signed by the MPA and Ports America last year for the operation of the Seagirt container terminal, could be an option.

COURTESY OF MPA

Meet the New Cruise Marketing Manager

As Manager of the Maryland Port Administration (MPA) Cruise Marketing Department since September 2011, Cynthia Burman is excited about the opportunity to "take cruising to another level."

Burman started at the MPA 25 years ago, working in the Intermodal Department and then in Sales and Marketing. Throughout the early days of Baltimore's cruise business, she assisted in any task needed to improve the efficiency of cruise operations — from processing passengers to directing traffic.

"I will use my past experience and commitment to continue the success of Cruise Maryland," Burman said.

Autos Outbound to Africa

Jack Cooper & AES Team Up in Baltimore to Keep RO/RO Rolling

COURTESY OF A.E.S.

BY NANCY MENEFEE JACKSON

Jack Cooper Holdings — a company that includes Jack Cooper Transport, the nation's largest car carrier — has acquired 75 percent of AES, which ships vehicles and heavy equipment all over the world, including from Baltimore to West Africa. The merged enterprise is looking forward to doing even more work in the future with the Port of Baltimore.

"We ship 25,000 vehicles a year to West Africa, and this past year we exported 6,000 vehicles from Baltimore," said Ron Pfeiffer, President of AES. Pfeiffer expects to ship between 7,500 and 8,000 vehicles from the Port by the end of 2011. He also noted that AES has just hired an employee to work with Mid-Atlantic car auction sites. "We see a big potential for growth in this area," he said.

Pfeiffer remains a shareholder and continues to be involved in AES' daily operations. "Ron Pfeiffer has been a great friend, and AES is a valuable long-time supporter of the Port of Baltimore," said Charles McGinley, Maryland Port Administration (MPA) Trade Development. "I am confident this new venture will be successful and will continue to foster the relationship between AES, Jack Cooper Logistics and the Port."

Last year, Jack Cooper Holdings bought DMT Trucking, which is also headquartered in Baltimore. "I think the Port of Baltimore is an underutilized asset," said Mike Riggs, owner and chairman of Jack Cooper Holdings. "It's convenient, it's an easy in and out by ship and by air, and it has a good workforce."

Jack Cooper's core business is moving automobiles, primarily new cars, from the factory to dealerships. To do so requires the company to maintain a fleet of approximately 2,000 car haul carriers. Each truck-trailer combination costs about a quarter of a million dollars.

"We wanted to expand into a related business that is more asset-light," explained Riggs.

"AES is a brand-new venture and we're really excited about it. At any given time, 70 percent of our trucks are coming back empty. We hope the AES acquisition will be synergistic and also help fill up some of Jack Cooper's empty backhaul miles."

As Pfeiffer explained, "Jack Cooper owns hard assets, and AES moves cargo from all over the country to the ports. It will cut down on the empty trucks and be a good tie-in business."

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Riggs praised the relationship Pfeiffer has built with shipper MOL (America) Inc., one of the world's leading Roll-On/Roll-Off (RO/RO) carriers. Currently, Pfeiffer sends cars on two vessels a month from the Port of Baltimore. AES anticipates growth beyond West Africa, too, thanks to a demand for cars in the cash-and-carry markets of the Middle East and Central America.

Last year, MOL (America) invited Pfeiffer and his wife to fly to Japan to christen one of its new ships. "Ron makes us feel like we are a part of the MOL family," Riggs said.

Pfeiffer added, "We have strong ties to MOL; they're the guys that provide the steel to let us do our jobs."

Jack Cooper's path to this latest acquisition began when the grandson of the company's founder approached Riggs. Riggs owned a company called Active Transportation, but Active was smaller than Jack Cooper. "It was like the minnow swallowing the whale," Riggs said.

Jack Cooper faced challenges in the recent recession, as the number of new automobiles being produced dropped almost in half, and fewer cars were being moved.

"Auto production in North America should hit 12 million in 2011, but we're not yet back anywhere near to normal levels — closer to 17 million per year," Riggs explained.

The company has 41 terminals in Canada and the United States. The carrier operations are headquartered out of Kansas City, while Jack Cooper Logistics is based in Atlanta. It was a move originally prompted by the desire of Riggs' wife to be close to their first grandchild, but the ease of travel and strategic location have proven to be a good fit for the logistics business, the newest arm of Jack Cooper Holdings.

It may not hold the attraction of a grandchild, but Riggs expects Baltimore to be a key part of the new business strategy.

"I expect some pretty good growth for Baltimore," Riggs said. "We think Baltimore is going to be well positioned for vehicles. We don't want to be in a business just to be in it. We want to be the best."

Jack Cooper/AES At A Glance

- Jack Cooper Transport has 2,000 employees nationwide and moves 2.4 million cars in North America.
- Jack Cooper Transport has 60 trucks and 80 employees in Baltimore, moving 86,000 units from the Baltimore area.
- AES has 18 employees.
- In 2010, AES shipped 6,000 vehicles from the Port of Baltimore; this year's total should be between 7,500 and 8,000.

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BY MERRILL WITTY
Photograph By Kathy Bergren Smith

Such is the lure of the sea that sometimes, even when least expected, a person finds he must give himself over to it.

"I can tell you that when I left school in 1986, I did not say I want to work in the maritime industry," said Greg Waidlich, Operations Manager for the Atlantic Container Line (ACL) Baltimore terminal. "I was studying electro-mechanical technology to work in the computer field. It just so happened I took a job with ACL."

Waidlich has spent his entire 25-year maritime career working for ACL, since beginning in New Jersey in 1986 for ACL's subsidiary, Atlantic Coast Stevedores. He worked in the terminal yard department there, but after ACL stopped stevedoring in New Jersey in 1991, he worked as a terminal representative, and then later moved to the company's corporate logistics department for four years. Next, he returned as an Assistant Manager overseeing the vessel operations in New Jersey.

That's where he was working in July 2003 when he accepted an Assistant Operations Manager job in Baltimore; he was promoted to Operations Manager in October 2007, overseeing ACL operations in Baltimore, "which includes our owners' Grimaldi Line operation," he explained.

Waidlich is responsible for his company's daily terminal and weekly vessel operations. "The different project cargoes we are capable of handling is what has kept me interested in the maritime industry for 25 years," he said.

ACL operates the largest Con-Ro vessels (a hybrid between a container and Roll-On/Roll-Off ship) in the North Atlantic trade area, and "Baltimore is one of our busiest ports," said Waidlich. "We handle 700 containers weekly and an additional 500 TEUs of break-bulk and agriculture machinery weekly, as well."

ACL also handles a large amount of construction cargo, from bulldozers to excavators. Agriculture cargo includes farm tractors, sprayers, combines, grain carts, pickers — "You name it, we carry it," Waidlich said. "The stern ramps on the ACL vessels have a 420-ton capacity, which gives us the capability of handling big projects that include transformers, locomotives and other very big and heavy units."

> "The stern ramps on the ACL vessels have a 420-ton capacity, which gives us the capability of handling big projects that include transformers, locomotives and other very big and heavy units."

There's excitement on the horizon, according to Waidlich. "ACL is planning to put into service our fourth-generation vessels by the last quarter of 2013," he said. "They will have the capability of carrying additional container and RO/RO volumes."

Waidlich, who lives in Harford County with his wife and daughter, sits on the Steamship Trade Association board. "As members, one of our primary jobs is negotiating with the ILA on new local contracts," he said. "And we handle any labor disputes between management and the union."

ACL has been a customer of the Port of Baltimore since 1967. "We work very closely with (Maryland Port Administration Executive Director) Jim White and Dave Thomas. They are very responsive to our needs. With that said, they are aware of the new vessel plans and some of the improvements that will need to be made in order to work these new vessels at the same level they presently work today."

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MAIDEN voyages

From left, David Chenowith of T. Parker Host, Capt. Bin Zhou, MPA's Cynthia Burman, Tom Cook of CSX Coal Piers and T. Parker Host's Raphael Christofidis.

Global Commander Makes Coal Call

The largest coal vessel to ever call at the Port of Baltimore, the Polaris *Global Commander* recently docked at the CSX terminal. Flying the flag of the Bahamas, this vessel measures 299.7 meters in length and 50 meters in width.

Agent: T. Parker Host
Stevedore: Chesapeake Bay Piers
Towing: Moran Towing of Maryland

A *Noble* Arrival in Baltimore

The USEC *Noble Ace*, a vehicle carrier with the capacity to hold 6,203 cars, recently docked for the first time at the Port of Baltimore's Dundalk Marine Terminal and unloaded more than 90 units. Flying the flag of the United Kingdom, the vessel measures 199.97 meters in length and 32.26 meters in width.

Agent: Norton Lilly
Stevedore: Ports America
Towing: Moran Towing of Maryland

Ships Named "Maryland"

In last issue's "Maiden Voyages," reference was made to the BBC "Maryland" perhaps being the first cargo vessel named after the state. However, an attentive reader noted that the USNS "Mission San Carlos," a tanker launched in 1944, was converted into a combination train ferry and container ship in the 1960s and renamed the Seatrain "Maryland." She carried cargo between the U.S. east and west coasts and to Vietnam.

BILL MCALLEN

BILL MCALLEN

From left, NYK's Jesmond Spiteri, MPA's Lawrence Johnson, Capt. Ioan Dan Bodea and Inchcape's Matt Lyneis on the Antares Leader.

NYK's *Antares Leader* Makes Maiden Voyage to Port

The pure car/truck carrier *Antares Leader*, a member of NYK Line (North America), arrived at the Dundalk Marine Terminal to unload 1,098 units. The vessel flies the flag of Japan and measures 199.99 meters in length by 32.36 meters in width.

Agent: Inchcape Shipping Services
Stevedore: Ceres Marine Terminal
Towing: Moran Towing of Maryland

BILL MCALLEN

From left, WWL's Michael Derby, Capt. J. Stephen Chai and MPA's Cynthia Burman on the Parsifal.

WWL Vessel Visits Dundalk and Fairfield

Measuring 265 meters in length and 32.26 meters in width, the Wallenius Wilhelmsen Logistics Line's *Parsifal* loaded and unloaded Roll-On/Roll-Off cargo at the Dundalk and Fairfield marine terminals. Flying the flag of Singapore, this vessel has the capacity for 138,000 cubic meters' worth of cargo.

Agent: Wallenius Wilhelmsen Logistics
Stevedore: Marine Terminals Corp. (MTC)
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STORY BY KATHY BERGREN SMITH

The manufacture of sugar from sugarcane is one of the oldest industries in the world. It is also closely linked with the colonization of the Americas. In the 15th century, Portuguese traders discovered sugar used in crystal form in West Africa and pursued not just its cultivation in the West Indies, but the slave trade that powered the plantations. Sugar became and remains the most common sweetener in the world.

By 1967, when this photograph was taken, Coca-Cola was still sweetened with pure sugar, the Pop-Tart had assumed its now-familiar position on the grocer's shelf and Domino Sugar lit another huge waterfront sign, at its New York refinery.

Ever wonder why sugar refineries are located far from the tropical cane growing areas? Simply put, it was difficult to transport finished sugar when wooden sailing ships routinely leaked and ruined cargo. Placing the refinery near the market for sugar meant that the raw sugar could be processed and delivered directly to customers. Today, ships can safely transport refined sugar, but the location of the refinery near the market ensures year-round supply from various fields.

Baltimore's refinery was opened in 1922, part of the American Sugar Company, one of the original companies on the Dow Jones Industrial Index. Sugar continues to arrive by ship and by barge to the Inner Harbor refinery from foreign and domestic growers. In 2001, Domino was purchased by the Fanjul brothers, Cuban-American sugar barons with vast cane fields in Florida.

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 web site at www.thebmi.org; or call 410-727-4808. The museum is open Tuesday through Saturday, 10 a.m.-4 p.m. and Sunday, 11 a.m.-4 p.m.

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