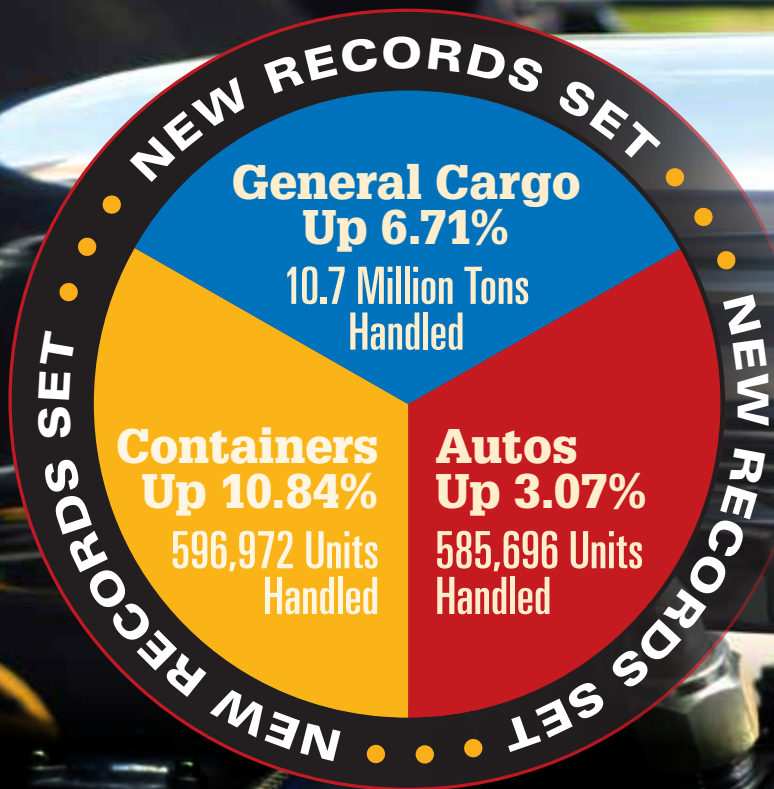


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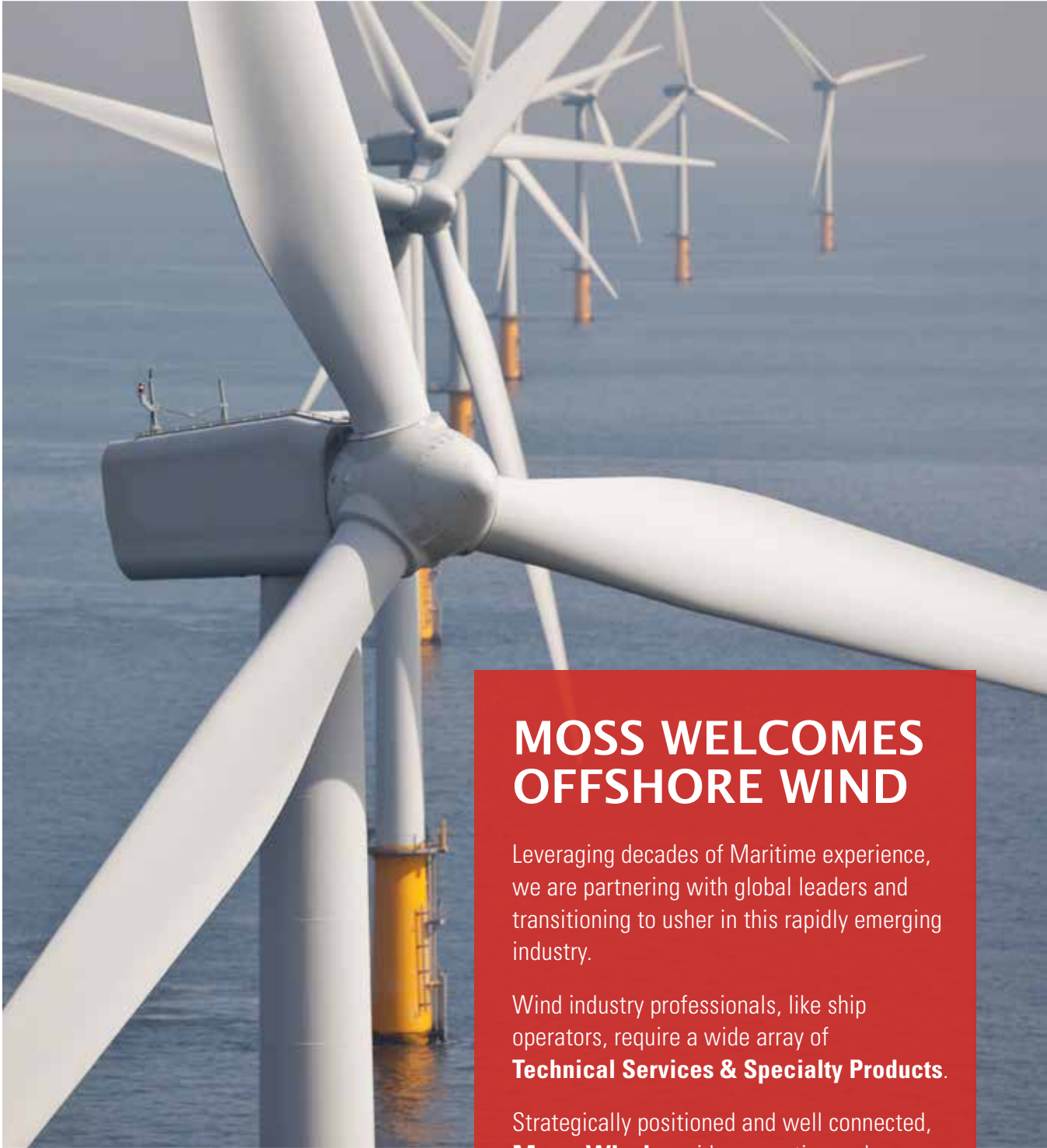
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SOUNDINGS

The Happenings In and Around the Port — Send us your news for a possible item in the Soundings section in the *Port of Baltimore* Magazine. Email todd.karpovich@todaymediacustom.com.

NEWSMAKERS

Eric Carlson Retires After 37 Years at WWL

Eric Carlson, Senior Vessel Operations Manager at Wallenius Wilhelmsen Logistics (WWL), retired in December after a 37-year career in the shipping industry, much of it in Baltimore.

Carlson joined Wilhelmsen Lines in New York in 1980 and relocated to Baltimore when the company moved its main office to the World Trade Center in 1990. He was operations team leader when the two shipping companies merged in 1999 and has held a number of other positions planning and overseeing the movement of ships and cargo.

"He is the main architect of this large cargo dance" that now involves 200 WWL ships a year at the Port of Baltimore, said Captain Jonathan Streett, North Atlantic Ports and Cargo Operations Manager for WWL.

Known as an innovator, Carlson was one of the four founders of the Maryland Department of Transportation's Maryland Port Administration's (MDOT MPA) Quality Cargo Handling Action Team (QCHAT) formed in 1997 to answer the quality complaints of a major shipper. Since then, the team has addressed a variety of issues that affect cargo quality and handling. Streett called QCHAT the only collective program of its kind, with representatives from each facet of the shipping business at the Port investigating problems and finding solutions.

Streett also credits Carlson with adapting to the technological and other logistical developments that have transformed the shipping industry during the past four decades. "In 1980, how many people were using computers to load ships? We were still doing manifests by hand," he recalled.

Carlson also served the local shipping community. He was appointed to the Maryland State Board of Pilots and served with the Steamship Trade Association of Baltimore, among other organizations.

"He is the consummate professional we have been looking up to for years," said Streett. "Everyone in this Port knows him and respects him. We wish him well in his retirement." 🌐



↑ Eric Carlson, right, receives a ship's wheel clock from WWL's Capt. Jonathan Streett.



↑ Joe Marecki, left, of the MDOT MPA presents Eric Carlson a certificate of appreciation.



↑ Wishing Eric Carlson, center, well are colleagues, from left, Jon Streett, Mike Orders, Paul Mitchell, Timothy Beall and Brian Goznell.

NEWSMAKERS

Port Secures Federal Security Funding

The Maryland Department of Transportation's Maryland Port Administration (MDOT MPA) received \$1.18 million through the Federal Emergency Management Agency's (FEMA) federal port security program to improve security initiatives at the Port of Baltimore's public marine terminals.

The funding, which comes via the U.S. Department of Homeland Security, will be used to improve cybersecurity, upgrade technology and update the security plan for the Port's public terminals.

"It is critically important for the Port of Baltimore to continue to implement the latest security measures to ensure the safety and security of the people who work there and the cargo the Port handles," said James J. White, Executive Director of MDOT MPA. "Creating a successful balance between productive cargo-handling and a strong security program is something we will continue to pursue."

The first part of the grant will be used to improve cybersecurity initiatives, including data classification standards, to ensure sensitive information is not disclosed. Measures will also be put in place to strengthen incident response and recovery activities.

The second part of the grant will be used to improve and upgrade security measures at the primary entrance to the Dundalk Marine Terminal, including adding new software, enhancing physical security and upgrading communications and access control electronics.

The final part of the grant will be used to select a specialized company to perform security assessments at the Port's six public marine terminals and update the MDOT MPA's facility

security plan, a federally required document overseen by the Coast Guard that describes security measures, policies and procedures at the public marine terminals.

The Coast Guard has awarded the MDOT MPA a top rating of "excellent" on annual security assessments of the Port's public marine terminal for six consecutive years. The visual inspection includes reviews of access control procedures and makes certain that physical security fixtures, such as high-mast lighting and fencing, meet federal security standards. The MDOT MPA has moved forward in recent years with newer and stronger security initiatives, including cybersecurity, closed-circuit television and access controls. 🌐

"It is critically important for the Port of Baltimore to continue to implement the latest security measures to ensure the safety and security of the people who work there and the cargo the Port handles."

— James J. White,
Executive Director of MDOT MPA

NEWSMAKERS

U.S. Coast Guard Sector to See a Change of Command

Capt. Lonnie Harrison, Sector Commander of the U.S. Coast Guard's Maryland-National Capital Region, will hand over command to Capt. Joseph Loring in a ceremony April 27. The ceremony will also commemorate Harrison's retirement.

Harrison has served as Sector Commander since July 2015. In this position, he has led Coast Guard operational forces in the execution and coordination

of all maritime safety, security and environmental missions for the Maryland-National Capital Region. Harrison also served as Federal Maritime Security Coordinator for the most recent presidential inauguration and played a critical role in the post-storm recovery of the ports following hurricanes Sandy and Irene.

Loring currently serves as Chief of the U.S. Coast



↑ **Capt. Lonnie Harrison (left) and Capt. Joseph Loring.**

Guard Office of Marine Environmental Response Policy. From 2011 to 2014, he was Commanding

Officer of the Marine Safety Unit Savannah — a position Harrison also held, from 2008 through 2011. 🌐



EVENTS

Students from New York Harbor School Vane Bros. Tugboat

About 20 students and instructors from the New York Harbor School, formally known as The Urban Assembly New York Harbor School, came to Baltimore for what instructor Brendan Malone called “an extended field trip” that also supported the school’s Historic Ship Alliance initiative. Students involved with the Alliance learn the history of historic ships and help with maintaining them.

The Harbor School students spent a January weekend on board the Liberty Ship *John W. Brown* at Pier 1-Clinton Street and assisted the *John Brown’s* volunteer staff with maintenance duties such as painting. They slept on the ship, took meals in the galley and participated in other activities.

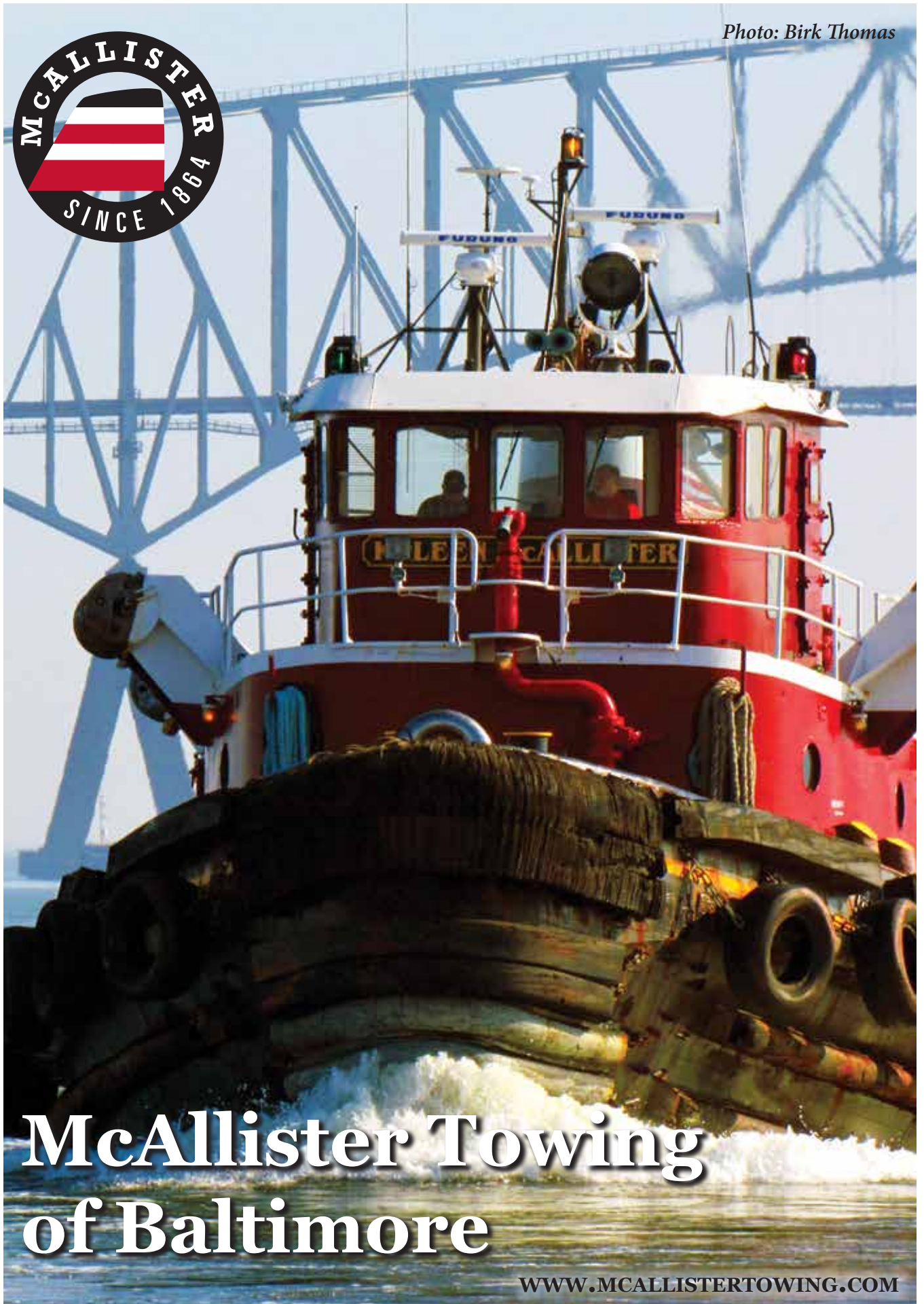
Vane Brothers was invited to bring a tugboat to Pier 1-Clinton Street between bunkering duties on Jan. 13, so that the students could tour the vessel and meet the crew. The 4,200-hp tug *Tuckahoe*, captained by Jordan McCluskey, spent about two hours at the pier while students spoke with crew members and visited the engine room, crew’s quarters and wheelhouse. 🌐



PHOTOGRAPHY BY HENRY BENTSEN

↑ **Students from New York Harbor School (Top) gathered with instructors, volunteers from the Liberty Ship John W. Brown and members of Vane Brothers to learn about the intricacies of maintaining the vessel. (Middle left) A New York Harbor School student works in the galley with ship workers. (Middle right) There was hands-on experience below the deck of the ship with lubing machinery. (Bottom left) A student helps an instructor vacuum. (Bottom right) Capt. Jordan McCluskey talks to several students about navigating the John W. Brown.**

Photo: Birk Thomas



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NEWSMAKERS

Port to Welcome Automobile Cargo Service To Australia, New Zealand

A new cargo service to New Zealand and Australia will begin in March at the Port of Baltimore, according to the Maryland Department of Transportation's Maryland Port Administration.

Hoegh Autoliners plans to have a roll-on/roll-off service leave from Baltimore and travel to Auckland, New Zealand. The service will then continue to ports in Australia such as Brisbane, Port Kembla, Melbourne and Fremantle.

The Norway-flagged *Hoegh Jeddah* is set arrive in Baltimore on March 14.

"As one of Maryland's leading economic engines, the Port of Baltimore continues to expand its reach around the world," Maryland Gov. Larry Hogan said. "Our administration will continue to support the Port and the thousands of hardworking Marylanders who make this world-class facility a source of pride for our state." 🌐

EVENTS

Cruise to Celebrate 25-Year Anniversary of Seafarers' Center

A two-hour cruise scheduled for April 18 will raise funds for the Baltimore International Seafarers' Center and celebrate that organization's 25 years of service to the Port of Baltimore community.

The Seafarers' Center is an interfaith ministry dedicated to serving the personal and spiritual needs of the international community that calls at the Port of Baltimore.

The cruise, which will board at 4:45 p.m. at the Baltimore Finger Piers on Light Street, will cost \$60 per passenger. Higher sponsorship levels are available, ranging from \$100 to \$1,500.

TO RESERVE A SPOT, send a check to the Seafarers' Center's mailing address (1430 Wallace St., Baltimore, MD 21230) by April 3, or pay online at baltseafarers.org. Complimentary hors d'oeuvres, soda, beer, wine and a cash bar for spirits will be available. 🌐



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EVENTS



Local Photographers Showcase Skills at ‘Working Port’ Exhibition

A mix of photographers and working professionals from the Port community displayed their works at “The Working Port: A Community Exhibit from the Port of Baltimore” at the World Trade Center in December.

The artists represented all facets of the Port

and included A. Aubrey Bodine, John Bowie, Bill Brand, A.R. Jordan, Scott Senko, Wendell Shannon, Kathy Bergren Smith and John Traut. The work was selected by curator Sigrid Trumpy. The images represent the operations of the Port with some familiar and not-so-familiar harbor scenes.

The organizers hope the exhibition will become an annual event representing even more aspects of the working waterfront. 🌐

↑ (Above left) Artists included Bill Brand, a retired bay pilot, and John Bowie, a Fleet Manager at Vane Brothers. (Above right) Photographer Kathy Bergren Smith helped organize the exhibition.



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EVENTS

Shade to be Honored by Traffic Club

John D. Shade is being honored as the "Transportation Person of the Year" at the 105th annual dinner of the Traffic Club of Baltimore. The ceremony will take place Thursday, April 12 at the Martin's Valley Mansion in Cockeysville.

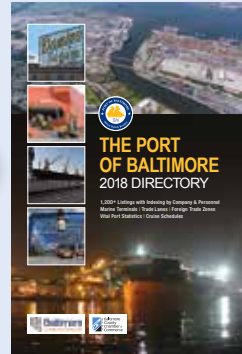
Shade was the treasurer of ILA 953, the Clerks and Checkers Union, for 10 years. He is now that union's Business Agent and is responsible for about 200 employees. On a daily basis, he administers union business with the Port's members and employers.

The goal of the Traffic Club is to promote the transportation industry and support initiatives that advance the interests of the Baltimore metropolitan area as well as educational and charitable efforts for the local residents. The Club's various events raise money for scholarships and charitable contributions that are awarded each May at the end of the fiscal year.



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Environmental Stewardship at the Port of Baltimore BY MARY MAUSHARD

Port's Urban Forestry Partnership

Baltimore's Harlem Park neighborhood will be greener this spring, thanks to members of the Safety, Environmental and Risk Management Department at the Maryland Department of Transportation's Maryland Port Administration (MDOT MPA) and the Maryland Environmental Service. Students, local residents and volunteers from MDOT MPA's Urban Forestry Partnership joined Blue Water Baltimore for a fall tree planting.

More than 60 people, including Johns Hopkins University and Loyola University students, assembled on the grassy median of U.S. Route 40 in west Baltimore and, after brief instructions, set about preparing holes, transferring potted saplings, installing mesh stem guards and attaching stakes.

The group planted 81 saplings, adding to the more than 100 young trees Blue Water volunteers planted in the same area last spring. The organization hopes to complete its median planting this year.

The benefits of an urban tree canopy are well documented and far-reaching. These benefits include the environmental advantages of carbon sequestration, stormwater runoff reduction, energy savings through an evaporative cooling effect and creation of a wildlife habitat, along with the social benefits of workforce development, community environmental awareness and improved aesthetics and property values.

"This was fun, and I'd do it again," said volunteer Henry Jett, 10, whose father works at the Port. "I learned about native tree types and how trees will help the city."



➔ *The fall tree planting along U.S. Route 40 in West Baltimore offered opportunities for volunteers of all ages to make Baltimore greener. The Port's urban foresters show off their hard work, below.*

MDOT MPA's Urban Forestry Partnership joined Blue Water Baltimore in 2017 with the goals of increasing the tree canopy in the Baltimore metropolitan area and reducing stormwater pollution. "The MDOT MPA's partnership with Blue Water is a unique opportunity, allowing the Port to engage with communities in a meaningful way and, at the same time, solve environmental challenges," said Bill Richardson, the Port's Environmental Manager.

The partnership has already planted 500 trees along neighborhood streets and in open spaces. In addition to its organizing work, Blue Water has a monitoring and maintenance program that ensures Baltimore's trees continue to thrive. 🌍



LED Lighting Increases Security, Cuts Costs at Mercedes Benz

The likelihood of increasing security and decreasing expenses motivated Mercedes Benz USA to install high-mast LED lights in parking and storage areas at its Vehicle Preparation Center in Curtis Bay.

The facility recently replaced the lights in 11 150-foot poles in the employee parking area and the lots where vehicles are stored before being shipped around the country.

The new lights give off a bright white light, compared to the previous low lighting, which emitted a yellow glow, said Paul Violante,

Department Manager at the Mercedes Benz Vehicle Preparation Center. "We felt it would be a good security measure," both for the Mercedes Benz employees and for the stevedores who discharge and load ships at all hours, he said.

The new lighting increases the safety of people walking in the lots and enhances security measures already in place at the facility. "The employees who work the night shift — and the stevedore company —

have commented that this was a positive change," Violante said.

In addition to winning positive feedback, the company expects to save

Adding to the savings are incentives that Baltimore Gas and Electric Co. offers to individuals and businesses that install more efficient energy sources.



"There will be less maintenance, and we should see a significant decrease in electricity use."

money. "There will be less maintenance, and we should see a significant decrease in electricity use," he added, leading to a return on the company's investment in about three years.

Mercedes Benz installed the new lighting in its lower lot and expects to do the same at the other half of its property later this year. 🌐



PHOTOGRAPHY BY CAPTAIN WILLIAM BAND AMP

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Port Continues the Greening of Its Fleet

The Fleet Department at the Maryland Department of Transportation's Maryland Port Administration (MDOT MPA) continues to promote environmental sustainability by replacing older diesel trucks and equipment with new, low-emission and fuel-efficient equipment.

The MDOT MPA recently purchased three new 2018 Western Star 4700SF dump trucks to replace three 2008 GMC C8500 model trucks. The new vehicles are certified as compliant with 2010 Environmental Protection Agency and California Air Resources Board emission standards and will reduce engine emissions and fuel consumption. The trucks will be used to move general material and remove snow.

"The new heavy-duty engines are equipped with diesel particulate filters, diesel oxidation catalysts and selective catalytic reduction," explained Chandra Chithaluru, MDOT MPA's Air Quality Policy and Program Manager. "A combination of these emission-reduction technologies and use of ultralow sulfur diesel fuel reduces nitrous oxides, sulfur oxides and particulate matter emissions greatly from that of previous models, which in turn will improve air quality.

"MDOT MPA recognizes that reducing air emissions is



key to protecting public health and the environment and is committed to the goal of improving air quality," she added.

As an innovator in environmental stewardship and sustainability, the MDOT MPA remains committed to developing programs that are economically and environmentally beneficial.

"Upgrading our heavy equipment will provide long-term benefits by saving the state money on fuel and maintenance, as well as enhancing air quality for residents in the Greater Baltimore area," said Joe Nickoles, Deputy Director of Crane, Facility and Fleet Maintenance at MDOT MPA. 🌐

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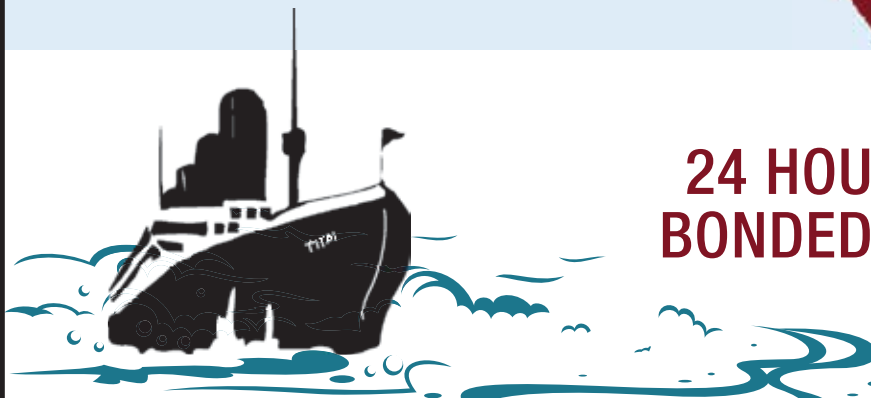
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GreenPort Congress to Address Big-Picture Issues

The program for May's inaugural GreenPort Congress America, to be held in Baltimore, is shaping up to include two days of work sessions followed by a morning of tours on land and water.

With the theme of "Green Ports are Smart Ports," the Congress promises to take a long look at what ports can do to adapt to climate change, promote sustainability and work as partners to develop strategies for meeting the challenges facing ports.

There will be nine session topics, including improving water quality and reducing marine litter, regenerating contaminated industrial sites and building a sustainable supply chain. The keynote speaker will be announced later.

This first North American Conference will kick off with a welcome reception on May 15, followed by full conference activities May 16 to 18 at the Baltimore Convention Center. The schedule also includes a gala dinner and a choice of tours.

Ports America Chesapeake is the Gold Sponsor, joining Maryland Department of Transportation's Maryland Port Administration, the Maryland Department of the Environment and Tradeport Atlantic in hosting the conference.

The up-to-date provisional program, registration information and details about hotel accommodations and group rates are available on the Congress website at www.greenport.com/congressamerica. 

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Port Alliance Teams Up with BMORE Beautiful To Expand Beautification Partnerships

The Baltimore Port Alliance (BPA) is extending its community partnership programs to neighborhoods beyond the immediate Port of Baltimore area. For several years, the alliance has engaged with communities traditionally associated with the waterfront, such as Turner Station and St. Helena in Dundalk, and more recently with Baybrook in Fairfield.

The nonprofit alliance decided to expand its reach because the Port's influence is felt throughout Baltimore City and County, especially its environmental impact and employment opportunities. Following the lead of the Maryland Department of Transportation's Maryland Port Administration in developing partnerships with faith-based groups in the city, the BPA is teaming up with BMORE Beautiful, a pilot peer-to-peer beautification project underway in 22 communities.

The alliance is providing several community associations with the tools, and additional person-power, to help them clean up derelict areas — often collapsed or demolished houses — and where possible turn these sites into community gardens. Once the sites are cleared, the BPA will help plant trees and bushes and build fences.

To get started, the BPA will underwrite a \$1,000 purchase of gardening tools to supplement the BMORE Beautiful tool bank. In the spring, the group plans to field a team of 20 or more "maritime volunteers" to help its neighbors exchange



← **Members of the Baltimore Port Alliance made a site visit to an East Baltimore neighborhood where they partner with the C.A.R.E. Community Association.**

Rupert Denney, far left, of the BPA with community association members Leonard Wills and Cynthia Gross, and Natasha Neale of the Baltimore Environmental Control Board.

urban blight for trees, bushes and grassy areas, while letting them know that the Port is indeed part of their community.

BPA plans to make this an on-going program, with members returning periodically to help maintain and even expand a rejuvenated site. BPA may adopt certain sites.

The response from alliance members has been more than encouraging; this program is kid-friendly, and can become a family event for two hours on a Saturday. Those who would like to participate but cannot afford the time may purchase and contribute tools. 🌍

Third Trash Wheel Named Captain

Baltimore's third trash-collecting water wheel finally has a name — Captain Trash Wheel — following a public naming contest held last fall.

Captain Trash Wheel will soon begin work in Masonville Cove, an area along the Middle Branch of the Patapsco River in South Baltimore. This area is a repository for the sediment that has been dredged from the shipping channels in the harbor. The cove features an environmental education center, wetlands, a pier and a bird sanctuary.

The Maryland Department of Transportation's Maryland Port Administration commissioned Captain



Trash Wheel to rid the cove watershed of trash before it enters the river. Mr. Trash Wheel and Professor Trash Wheel operate in other harbor locations, and together they have collected more than 1 million pounds of plastic bags, cigarette butts, glass bottles and other trash since

Mr. Trash Wheel was installed in 2014.

All three will continue to collect significant amounts of trash, as they attempt to work themselves out of jobs by raising awareness about making the waterways cleaner and safe for swimming and fishing by 2020. 🌍

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PORT HAS ANOTHER RECORD YEAR

Amid Challenging Economic Conditions

Maryland is “Open for Business” under Gov. Larry Hogan and the Port of Baltimore is helping to lead that charge. The year 2017 was another record year for our public marine terminals. Despite some challenges from worldwide economic conditions, the public terminals again set new marks in both general cargo and containers. General cargo reached

10.7 million tons, the second consecutive year it vaulted the 10-million-ton plateau. It was a nearly seven percent jump over the previous record year in 2016. One of the major reasons for that impressive mark was the performance of our containers. A record 596,972 containers crossed our public piers in 2017. The Port has seen a 14 percent increase in our containers since the Panama Canal expansion project was completed in 2016. With our 50-foot deep

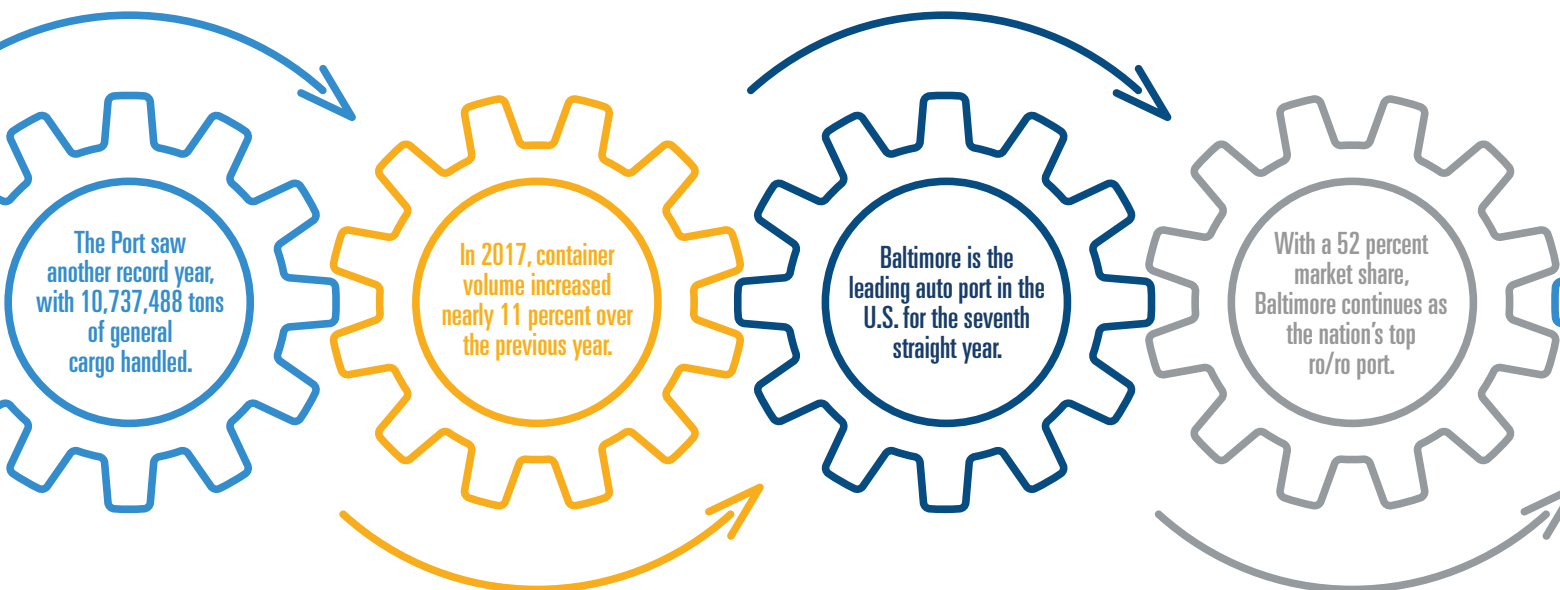
channel and berth and our Neo-Panamax cranes, we can handle some of the largest container ships in the world today.

With that growth, Ports America Chesapeake, which operates our Seagirt container facility, is investing in new equipment and infrastructure. Six new gantry cranes arrived in January, with plans to add more. We will also be improving efficiencies at our truck gates to assist with throughput, deepening

another berth to 50 feet, and adding additional supersized cranes.

The Port was named the fourth-fastest-growing container port in North America. It has also been named one of the most efficient ports in the U.S. for the last three years.

Our Port once again handled more autos than any other U.S. port. Our unique quality program and geographic advantage as the closest East Coast port to the Midwest



The Port of Baltimore Keeps Maryland's Economy

continue to be key factors in our success. Baltimore's reputation for vehicle handling is also boosted by the presence of four on-dock vehicle processors.

Last year also saw growth in our high and heavy sector, comprised of farm, construction and mining machinery. The troubled Eurozone economies have negatively impacted export roll-on/roll-off for the last few years. In 2017, that trend began to turn, and we are confident it will continue into 2018. Baltimore has remained the nation's top roll-on/roll-off port with 52 percent of market share.

Though we had some challenges last year in forest products, as a longtime national leader, Baltimore offers its customers outstanding facilities, including state-of-the-art

warehouses. Add to that operational efficiencies, deep water, a proximity to large consumer groups and a reputation for damage-free handling, and Baltimore continues to be a very strong player in this market.

Our profile as a cruise port continues to grow. Carnival and Royal Caribbean, two of the world's largest cruise lines, sail from the Port year-round to the Bahamas, Bermuda and Caribbean. Our cruise terminal's location immediately off Interstate 95 has allowed for easy access for many of our passengers arriving from neighboring states. Passengers arriving this year will notice many new improvements inside our cruise terminal that will make their experience even better.

While these successes are wonderful, I always say that our most satisfying

role is that of being one of Maryland's top economic engines. Our men and women, including our highly skilled labor force, are second to none and the true reason for our success. Moving ahead, we will continue to rely on those

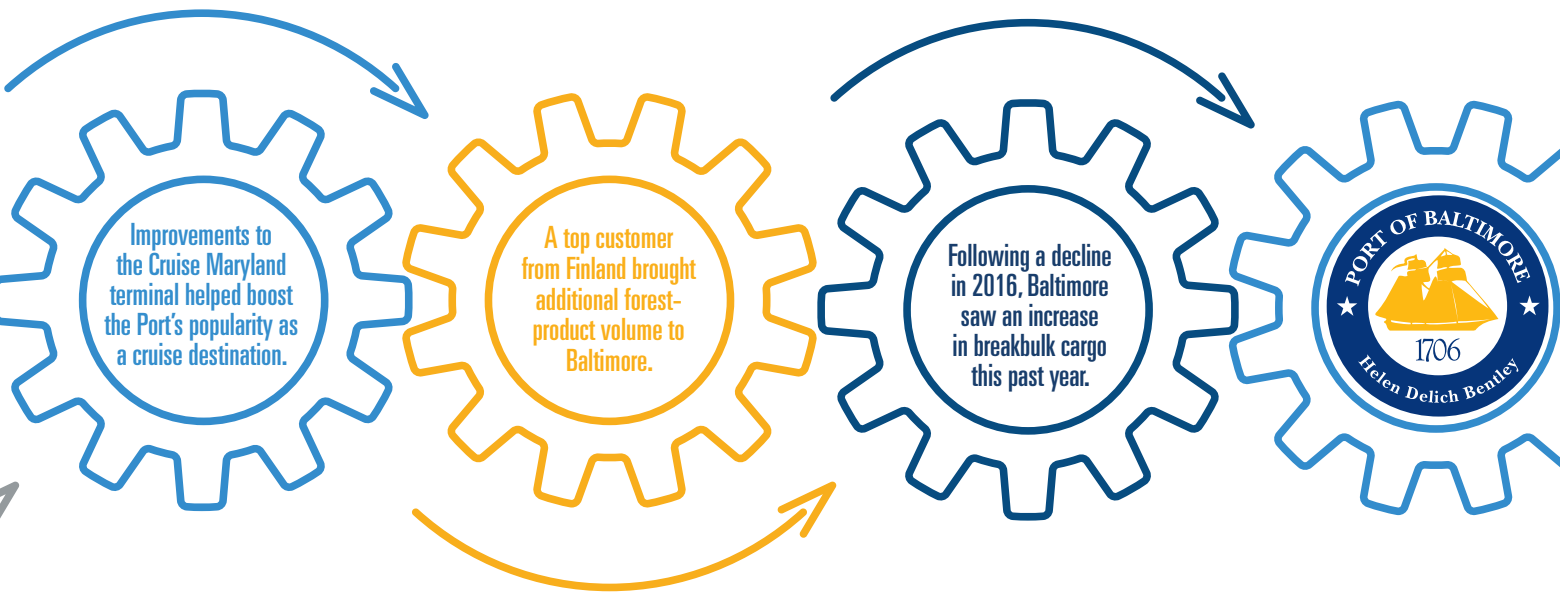
outstanding people as we continue to grow our market share and remain one of the busiest ports in the nation. 🌐

James J. White,
Executive Director, Maryland
Department of Transportation's
Maryland Port Administration



BILL MCALLEN

↑ The Port prepares for the future with six new gantry cranes, which arrived in January.



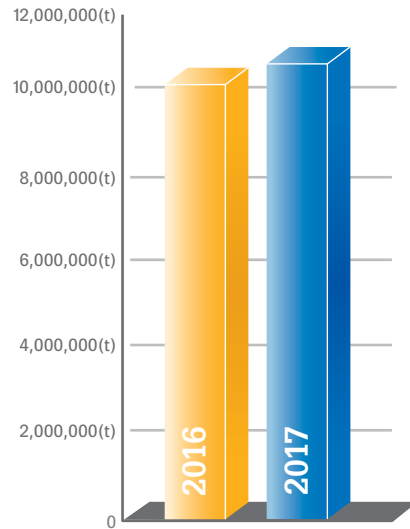
Moving Forward → → → → → → → →

General Cargo

It was another record year for general cargo for the Port of Baltimore's public marine terminals in 2017! The Port handled 10.7 million tons of autos and light trucks, containers, roll-on/roll-off (farm, mining and construction equipment), forest products (rolled paper and wood pulp) and breakbulk cargo at the state-owned terminals.

New records were established for general cargo and containers.

Baltimore's container business also continues to see record growth. Autos saw another great year as Baltimore continues to handle more of that commodity than any other port in the nation. Roll-on/roll-off saw an increase and overall the Port of Baltimore's market share for that cargo continued to lead the nation. The Port of Baltimore remains one of Maryland's leading economic engines.



GENERAL CARGO

2017: **10,737,488 Tons** 2016: **10,061,841 Tons**

PERCENT CHANGE: **+6.71%**





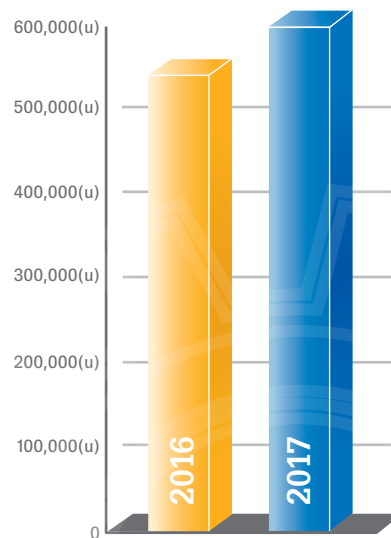
Containers

In 2017, the Port of Baltimore handled 596,972 containers — another record year. With a volume increase of nearly 11 percent year-over-year, Baltimore was recently named the fourth fastest growing port in North America. A full year of the expanded Panama Canal has helped to fuel this growth by bringing larger vessels and continuing to shift capacity and volume from the West to the East Coast.

2017 marked a pivotal year for strategic container growth in the Port. The Maryland Department of Transportation's Maryland Port Administration (MDOT MPA) purchased more than 70 acres of land adjacent to Seagirt Marine Terminal and has merged that into its 50-year public-private partnership with Ports America Chesapeake. This added significant capacity for container expansion and will enable Seagirt to manage its projected growth for at least the next 20 years.

Ports America Chesapeake continues to invest in Seagirt with six additional RTGs that arrived in January. Further plans are in development for enhanced gate technologies, weigh in motion scales and even more terminal infrastructure. A gray chassis pool and empty container yard will also optimize on-dock loaded container activity and increase terminal velocity.

Distribution center growth continues to remain robust in the Baltimore market with millions of square feet of warehouse space delivered in 2017 and millions more scheduled to deliver in 2018. In addition, there is upwards of 20 million square feet of additional distribution space that can be built within a short drive of the Port.



CONTAINERS

2017: **596,972 Units** 2016: **538,567 Units**

PERCENT CHANGE: **+10.84%**



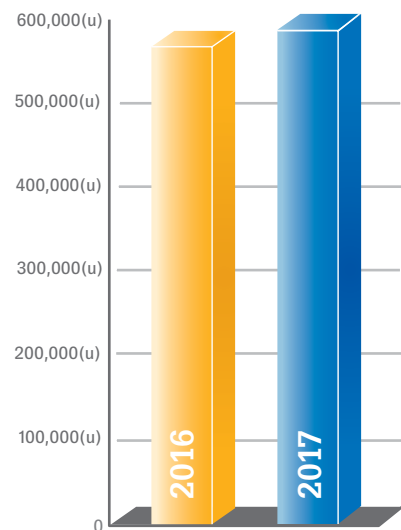
Autos

As the leading auto port in the U.S. for the seventh straight year, the Port of Baltimore had another record year in 2017. Baltimore saw 419,304 import autos cross its public docks last year, the highest amount ever. That is a big reason why Baltimore again finished the year on top in autos.

The Port of Baltimore saw increases with most of its auto customers. Jaguar-Land Rover, Mitsubishi, Nissan and Subaru all had excellent years, with gains over 2016 volumes. The all-electric Tesla also enjoyed a good year in its first full year in Baltimore. The Teslas are produced in California, transported to the Port of Baltimore and then shipped to Europe. Light trucks and crossover vehicles continue to drive the market in the U.S. A high percentage of those same vehicles crossed the docks in Baltimore.

Overall in 2017, U.S. auto sales had another banner year, with more than 17 million cars and light trucks sold.

Baltimore's advantages as an auto port are many. For import autos, Baltimore's geographic location as the closest East Coast port to the Midwest allows cars to be shipped to inland destinations in a more cost-effective and efficient manner. The same geographic advantage helps with export autos coming into the Port from the Midwest. The Port also offers auto manufacturers choices with four on-dock auto processors, a large number of haul-away trucking companies and all major ocean carriers. With its unique quality program QCHAT, Baltimore guarantees each auto leaving or arriving is handled with top notch care. With these benefits in its back pocket, it's easy to see why Baltimore continues to have great successes in autos.



AUTOS

2017: **585,696 Units** 2016: **568,224 Units**

PERCENT CHANGE: **+3.07%**



Roll-on/Roll-off

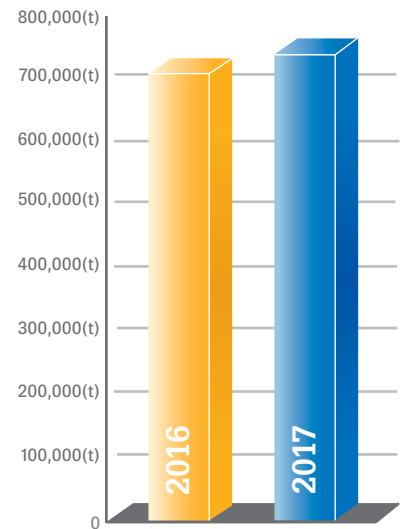
After several weak years, the international roll-on/roll-off (ro/ro) market began to bounce back in 2017. The third and fourth quarters last year saw an uptick in business and helped end the year on a high note. Baltimore's strong 52 percent market share has helped it continue as the nation's top ro/ro port.

Baltimore's success in the ro/ro market stems from many factors, including a geographic location as the closest East Coast port to the Midwest, a large and diverse group of competing ocean carriers and a unique and unrivaled quality program that brings together all the key players in the ro/ro supply chain. The Port's strong reputation for efficiency, quality and labor are all main factors in encouraging shippers and carriers to use Baltimore for their ro/ro cargo.

Heading into 2018, there are positive signs with the Port's recent announcement of a new service into New Zealand and Australia.

The mining industry showed positive trends toward the end of 2017, with an increase in drilling activity and new development projects. Target markets remain South America, Australia and China.

American manufacturers are finding business savvy ways to strengthen and maximize their portfolio by merging with or acquiring high-opportunity companies. Moving into 2018, optimism abounds for an improving ro/ro market.



ROLL-ON/ROLL-OFF

2017: **727,946 Tons** 2016: **700,718 Tons**

PERCENT CHANGE: **+3.88%**



Cruise

The Port of Baltimore continued in 2017 to be a very popular cruise port for people from up and down the East Coast and into the Midwest. Carnival and Royal Caribbean, two of the world's largest cruise lines, sail year-round from Baltimore to the Bahamas, Bermuda, Caribbean and New England/Canada. Last year, Baltimore offered 87 homeport and nine port calls.

Between September and October of 2017, the Port of Baltimore handled 28 cruise ship arrivals, including nine port calls. In 2017, in addition to Carnival and Royal Caribbean, the Cruise Maryland terminal also welcomed the *Crystal Serenity*, *Europa 2*, *Silver Explorer*, *Amadea*, *P&O Aurora*, *AIDA Mar* and *AIDA Luna*.

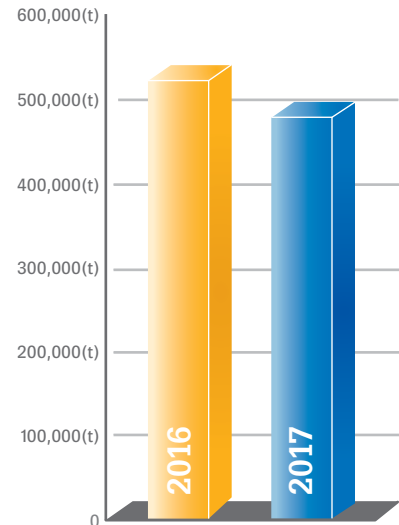
With the Cruise Maryland terminal optimally positioned immediately off Interstate 95, Baltimore regularly attracts cruisers who can drive from neighboring states and reach their ship. In addition to being an excellent drive-to port, Baltimore also benefits from having three Class-A airports in the region.

The MDOT Maryland Port Administration made several improvements to the Port's cruise terminal, including expanded bathroom facilities, new carpeting, a new VIP lounge, a new PA system with monitors and new ticket kiosks.

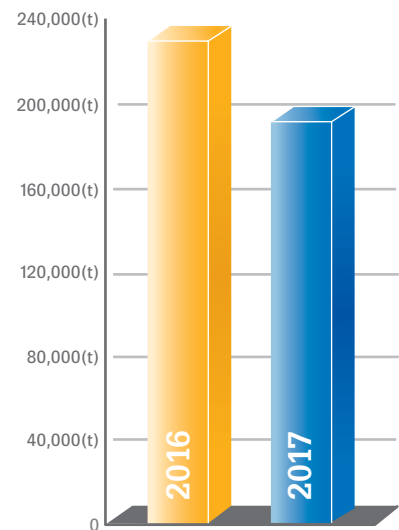
Passengers love the enclosed breezeway leading from the terminal to the ship that protects them from inclement weather. A new waiting area was also added to get passengers out of the cold or hot weather.

With an ideal geographic placement within one of the largest U.S. consumer markets and in the state with the highest median household income, cruising from the Port of Baltimore continues to be a very viable option and a great place to start a cruising vacation — your gateway to your getaway!





FOREST PRODUCTS – PAPER
2017: 477,672 Tons 2016: 519,744 Tons
PERCENT CHANGE: -8.09%



FOREST PRODUCTS – PULP
2017: 191,196 Tons 2016: 229,545 Tons
PERCENT CHANGE: -16.71%

Forest Products

Though both paper and wood pulp saw decreases in 2017, the Port of Baltimore is well positioned to turn that around.

Port customer Metsä Board of Finland opened a new paper mill in Sweden in 2016, which started to bring additional volume to Baltimore in 2017. The new mill manufactures folding box boards for use in the food packaging industry, which is a new product line for the Port. With the increase in online shopping, there is also a greater demand for packaging material.

The Port of Baltimore is fortunate to have the services of one of the top international forest product manufacturers, UPM of Finland, which is in year two of a 10-year contract.

As a longtime national leader in forest products, Baltimore offers its customers outstanding facilities, including state-of-the-art warehouses. Add to that operational efficiencies, deep water, a proximity to large consumer groups and a reputation for damage-free handling, and Baltimore continues to be a very strong player in this market.

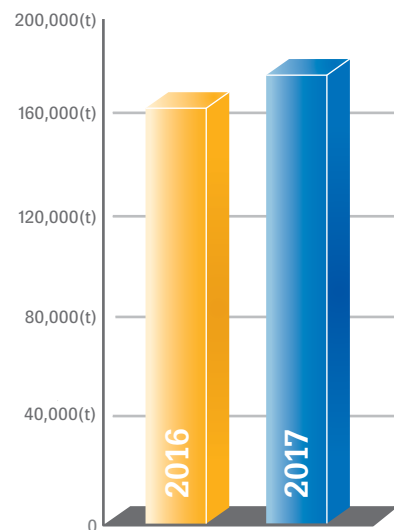


Breakbulk

2017 saw a slight increase for breakbulk cargo at the Port of Baltimore's public marine terminals. Much of this was due to the natural gas pipeline projects and heat recovery steam generator market. As natural gas continues to gain traction as a main source of electricity, this market should see additional increases in 2018.

The public terminals have made significant inroads in recent years with other breakbulk cargoes, including wind turbines, transformers, locomotives, and refinery and energy production equipment. Two heavy lift cranes and enhanced on-dock rail capabilities allow direct discharge on and off a ship.

Dundalk Marine Terminal upgraded another direct to rail berth that includes upgraded weight to axle capabilities. Dundalk sports three heavy lift pads with a capacity of 32.5 tons per axle per pad, which will help the Port handle heavier loads.



BREAKBULK/BULK

2017: **173,669 Tons** 2016: **161,217 Tons**

PERCENT CHANGE: **+7.72%**

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Governor Larry Hogan MDOT Secretary Pete K. Rahn MPA Executive Director James J. White

Port Commissioners Help Baltimore Keep Competitive Edge in International Maritime Industry

BY TODD KARPOVICH &
TINA IRGANG LEADERMAN
Photograph by Kathy Bergren Smith



↑ Left to right: Walter Tilley, Jr.; David Richardson; Brenda Dandy; Maryland Secretary of Transportation and Port Commission Chairman Pete K. Rahn; Rev. John Lunn, Sr.; Robert Huber; Christian Dean

SIX-PERSON BOARD SERVES THREE-YEAR TERMS

The Port Commissioners for the Maryland Department of Transportation's Maryland Port Administration (MDOT MPA) are a diverse group of individuals who come from a variety of backgrounds, ranging from company executives to a religious leader to a regulatory expert. The commissioners, who serve a three-year term, establish policies that help improve the competitive edge of the Port of Baltimore within the international maritime industry.

BRENDA DANDY, Co-founder and Financial Executive, Marine Enterprises International

Brenda Dandy became involved with the Port community when her company, Marine Enterprises International, a manufacturer of products for the aquarium and seafood industries, started exporting its products globally. The business was started in 1968. Although the company was sold in 2011, her interest in the Port has continued.

In July 2003, Dandy was commissioned by Gov. Robert L. Ehrlich to serve as Vice-Chair of the Maryland Commission for Women, and, in July 2005, she was appointed and commissioned by Gov. Ehrlich to serve on the Maryland Port Commission.

In July 2015, Gov. Larry Hogan commissioned her for another three-year term.

"My goals are to see the leadership continue in the vein it has this past year," Dandy said. "We had excellent economic progress due to the fact that we have an exceptional team. I would like to see us strive to continue our public service to the commercial and marine industries and maintain

the quality in all the services we provide. Also, I would like to see the Port manage the resources of the environment that will meet the needs of future generations."

Dandy said one of the biggest challenges facing the Port is maintaining its capital facilities in working order and managing the funds allotted for infrastructure. She said this is a vital area where the Port needs to manage wisely. In addition, Dandy would like to make progress with the Howard Street tunnel and CSX Railroad.

In addition to serving as a Port Commissioner, Dandy is involved with the Rotary Club of Towson/Towne and is on the board of the Johns Hopkins Club.

"Our biggest strength of the state's maritime industry is the leadership headed by [MDOT MPA Executive Director] Jim White," Dandy said. "Since I no longer own my business, I've been able to balance my time pretty well."



Brenda Dandy

Maryland Port Commission: 2018 Public Meetings

Maryland Port Commission meetings are generally held on the first Tuesday of the month at 9:00 a.m. in the Stanton Room (World Trade Center, 20th Floor) unless otherwise noted.

- ▶ March 6, 2018
- ▶ April 3, 2018
- ▶ May 1, 2018
- ▶ June 5, 2018
- ▶ July 3, 2018
- ▶ August (no meeting)
- ▶ Sept. 4, 2018
- ▶ Oct. 2, 2018
- ▶ Nov. 7, 2018 (Wednesday)
- ▶ Dec. 5, 2018 (at 3:30 p.m.)

“Our goal is economic development, growing the Port and making sure the way is paved for Jim White and the rest of the MDOT MPA employees to do their jobs as efficiently as possible and bring in new business,”

— Christian Dean, Chairman and CEO, BAM Brands USA

CHRISTIAN DEAN,
Chairman and CEO,
BAM Brands USA

For Christian Dean, port work is a family tradition. His grandparents met at a major port on the West Coast, where both were working. To this day, Dean’s uncle and brother work at that same hometown port.

“We have a very long history in the ports,” said Dean. “Then, when I was 18, I joined the U.S. Coast Guard and was stationed in Baltimore for most of my career.”

That history of experience at the Port of Baltimore, and with the business of running a port generally, is what made Dean an ideal candidate for Port Commissioner. “The people within Gov. Hogan’s office of appointments knew of my background, and that’s how I became involved,” he said.

During his tenure as Port Commissioner, Dean is looking to help the Port expand and stay competitive. “Our goal is economic development, growing the Port and making sure the way is paved for Jim White and the rest of the MDOT MPA employees to do their jobs as efficiently as possible and bring in new business,” he said.

One of the challenges the Port faces,



Christian Dean

according to Dean, is acquiring enough land to support its growth potential. “Our role [as Commissioners] is not to seek out the property to buy, but our role is to make sure that when Jim White brings us something and needs some kind of commitment, ... that we are all on board with the further expansion.”

The Port of Baltimore’s biggest strength, Dean believes, is its superior efficiency — “being the place where all these carriers want to come because of how quickly the workers can load and unload container ships. There’s a competitive advantage with our efficiency rate and the ability that

we have to expand into the future.” Another major point in the Port’s favor is being able to accommodate the larger container ships coming through the Panama Canal, he said.

Dean, who until last summer was employed at First National Bank, is now CEO of his own business, an importer and distributor of two German makeup brands, Make up Factory and BeYu. The flexibility that comes with being his own boss, Dean said, has given him more time than ever before to focus on the needs of the Port community and how he can help fulfill them. “I don’t need to ask anybody’s permission,” he said.

ROBERT HUBER,
Former Maryland Department of
Transportation’s Maryland Port
Administration Executive

Robert Huber joined the MDOT MPA, then called the Maryland Port Authority, in 1970. Formerly a property and casualty underwriter, his primary responsibilities dealt with insurance requirements.

Throughout his tenure with the MDOT MPA, he worked in and managed many fields, such as insurance, leasing, safety, property management and land acquisition. Huber served as a member of the MDOT MPA’s tariff committee, which established property rental rates and supervised the leasing, marketing and management of the World Trade Center Baltimore. In his role, he helped bridge the gap between government requirements and business interests.

“Having spent almost 40 years with the Maryland Port Administration, I am very aware of the need to keep the Port strong and competitive,” said Huber, who received the Designation Award from the Building Owners and Managers Association International for his role as a real property administrator. “As a Port Commissioner, I see many opportunities to accomplish this through maintaining

a highly qualified management team within the MDOT MPA, land acquisitions for cargo expansion, continued use of the private/public partnerships and the attraction of new high-value and volume cargoes.”

Huber said that the Port also needs to continually maintain its high-quality cargo-handling workforce. The Port can turn containers and vessels around in record time, and its “break-bulk staff is second to none” thanks to the local crane operators.

Huber is confident that the Port will continue to be a force to be reckoned with in the international maritime industry for years to come. The Port is the main force behind the local economy and generates thousands of jobs each year. This reputation has been a catalyst for increased business, and Baltimore is a popular destination for the world’s largest cargo carriers and cruise ships.

“If you consider that a carrier entering the Chesapeake Bay must pass the ports in Virginia, there must be a strong reason for that carrier to continue to Baltimore,” Huber said. “That reason is the combination of a strong management team and an efficient, dedicated and highly trained labor force. This combination is the Port’s biggest strength and the reason for its success.”



Robert Huber



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**REV. JOHN LUNN, SR.,
Pastor, The Berean Baptist
Church of Baltimore**

Rev. John Lunn, Sr., a Baltimore native, has been the pastor at Berean Baptist Church for some 40 years. He is also a prominent community leader in the Park Heights neighborhood.

In addition to his ministry, Lunn has worked as a teacher for Howard County Public Schools and a youth counselor for YouthWorks. He has been a member of the Maryland State Education Association, the NAACP and the Howard County Education Association.

For Lunn, becoming a Port Commissioner seemed like “a new adventure.” He said, “I’m thankful that Gov. Hogan made the appointment, and I’m going to do my best to keep our Port on top.” Lunn is looking forward to supporting the Port on current and upcoming initiatives, including the Poplar Island and Mid-Bay Island dredging and environmental restoration projects.

One of the Port’s main assets, Lunn said, is its leadership. “Jim White is doing a great job, along with those who surround him. He has the expertise needed to keep our Port where it is and take it further into the future.”

In the Baltimore area and beyond, Lunn is a sought-after seminary and



Rev. John Lunn, Sr.

workshop leader who has addressed audiences in locations as far away as the Bahamas.

Lunn holds a master’s in education from Coppin State University, a master’s in theology from St. Mary’s Seminary and University and a doctorate in ministry from Howard University.

**DAVID RICHARDSON,
Senior Director of Governmental
Affairs, Southwest Airlines**

David Richardson was first introduced to the Port at age 18, working his way through college as an aide for Helen Delich Bentley. “I attended scores of Port-related meetings with her during this time, including being a fly on the wall as she helped to mitigate two Port-related strikes in the early 1990s,” he said.

Richardson later became the Congresswoman’s legislative assistant for transportation and maritime issues. “She taught me a lot as I worked for THE subject-matter expert in Congress with regards to the commercial maritime industry. It was a tremendous privilege, too,” Richardson said.

After Bentley retired from Congress, Richardson launched a career in commercial aviation, but he returned to the maritime business in 2015, when she recommended him for an appointment to the Maryland Port Commission.

Richardson takes seriously the Commission’s statutory duty to boost the Port of Baltimore’s position in the maritime community. “Ultimately, I want the Port to be in a better position to compete and grow,” he said. “Growth at the Port means more jobs ... and that means more economic opportunities and a better quality of life for those living in and around Baltimore and throughout Maryland,” he said.

The Port’s competitive advantage, said Richardson, lies in its people. “The Port is blessed to have a strong and experienced workforce — men and women who are dedicated to the Port’s



David Richardson

day-to-day efficiency and productivity, as well as its long-term success.”

Another major asset is the Port’s leadership, he said: “The Port has very strong and experienced leadership at both its public and privately operated facilities — leaders who know how to run a business and improve the Port’s standing within a very competitive environment. Finally, I think the Port benefits from a slate of federal, state and local political leaders who realize how vital the Port is to the economy and do what they can to provide the Port with the resources it needs.

“I have been very impressed by the dedication of Gov. Larry Hogan, Maryland Transportation Secretary Pete Rahn and, of course, Jim White, as well as hundreds of people within their respective organizations who strive to make the Port of Baltimore the best seaport in the country,” Richardson said.

**WALTER TILLEY, JR.,
CEO of Home Paramount
Pest Control**

Walter Tilley, Jr. has been involved with the Port ever since he was a child. His family’s pest-control business worked closely with local maritime businesses.

“The foundation of our family pest control business was at the Port, and

I recognized early on how vital and productive the Port community was both to Baltimore and to the larger community," Tilley said.

Today, Tilley plays a vital role as a Port Commissioner, in addition to his duties as the CEO of his family-founded business, Home Paramount Pest Control. The biggest challenge facing the Port is a lack of space, he said. To take advantage of the opportunities that continue to emerge, the local maritime industry must have room to grow.

He said the Port community has to anticipate the area needed to accommodate the growing amount of work, and he is convinced that the current leadership understands this challenge and will resolve it.

"First and foremost, it is my duty as a Commissioner to be forward thinking and to provide sound advice," Huber said. "The strategic thinking that is necessary for successful board leadership comes from its members, so I intend to be acutely attuned to the needs

and opportunities of the Port. Secondly, because I believe firmly in outstanding outcomes, my goal is to help the Port maintain its position as one of the most productive ports on the East Coast, while continuing to grow."

Tilley contends that the Port's strategic location in the mid-Atlantic region will continue to play to its advantage. The talented workforce that keeps the Port productive at all hours of the day is also a boon to the local economy.

What's more, Tilley understands the importance of leadership, having served in the United States Marine Corps. After completing his military service, he joined Home Exterminating Company, where his father, Walter Tilley, Sr., served as the CEO. Home Exterminating Company expanded by acquiring Paramount Termite Control, a Virginia-based company, which led to Home Paramount.

Tilley is committed to helping the Port maintain its sterling reputation in the international maritime industry.



Walter Tilley, Jr.

He has a simple strategy to maintain that success.

"Hard work is essential. I firmly believe that everyone has an obligation to be productive and to work to their highest potential," Tilley said. "I am relentless about facing each day with a high degree of energy and focus." 🌐

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 Photography Courtesy of MTC

FIRM ON CUTTING EDGE OF COLD STORAGE, LOGISTICS



↑ MTC's senior management team includes (from left): Ernie Ferguson, VP of Sales; Dennis Rhodes, Chief Information Officer; Harry Halpert, Chairman; Peter Smith, Chief Financial Officer; and Brooks Royster, President.

In the late 1920s, thanks to technological advances in refrigeration, Americans began to savor the convenience of frozen foods. Clarence Birdseye introduced flash freezing, and fruits, vegetables, meats and fish became available year-round. In Baltimore, Harry Hoffberger and his brothers were busy with their family startup, delivering ice and coal to families in the city. As frozen foods became more common, the family created Merchants Terminal Corporation and began storing and delivering products to local merchants as well. The original terminal was an 11-story building equipped with three elevators and multiple cooling lockers.

In the middle of the 20th century, Merchants evolved into a logistics provider. Palletization and containerization resulted in more products for transport, requiring further innovation by the family. Merchants remained on the

cutting edge of new refrigeration technologies and built one of the nation's first large single-story refrigerated warehouse facilities. The company served the new "super" markets that were springing up, such as Giant Foods, and their providers, including General Foods.

Today, Harry Hoffberger's great-grandson, Harry Halpert, serves as chairman of the company, now known as MTC Logistics. He represents the fifth generation to serve this company and community. As MTC Logistics prepares to celebrate its 90th anniversary this year, much has changed in cold storage and the cold chain. However, the business has kept on the cutting edge and grown to be one of the country's top cold storage and logistics providers.

MTC Logistics operates three facilities. Jessup, Md., is a hub for food service suppliers off the East Coast's major north-south artery, Interstate 95. Here, MTC Logistics handles products both inbound and outbound, working with companies serving Washington, DC and southern Maryland. The Wilmington, Del. facility serves the ports of Baltimore, Wilmington and Philadelphia. MTC Logistics' headquarters is a sprawling distribution center adjacent to Seagirt Marine Terminal in the Port of Baltimore. Together, these



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"The Port of Baltimore is very important to us," said Brooks Royster, President of MTC Logistics. "Roughly 65% of our business is international. We import seafood, pork and frozen fruits and vegetables from around the world and have a robust export market consisting mainly of poultry going worldwide."

Cold-chain management, keeping a product at its proper temperature as it moves from its source location, is warehoused and then ultimately delivered to a customer or an ocean carrier, is a complex chain to maintain. Compromise along the chain can be dangerous and is not tolerated.

"We are dealing with food that is going to be on people's dining room tables, so we take security of these products very seriously," said Royster. "The product must never be allowed out of its specified safe temperature range while in our custody."

To maintain these strict standards, MTC Logistics has employed technology and a workforce of more than 100 well-trained individuals. With millions of pounds of products to keep track of at any given moment, MTC Logistics utilizes a real-time sophisticated warehouse management system. The company's proprietary web portal and data warehouse, MVision®, allows customers a window into the chain for their convenience and instant access from the MTC Logistics side should the need arise.

"We stage mock recalls regularly," said Royster. "This trains our employees and tests our ability to track products and stop them from making their way to the consumer if need be."

MTC Logistics maintains internally developed best-of-kind practices, but they are audited and certified by the British Retail Consortium to the Global Food Service Initiative standard. This global standard requires outside auditing for certification, and the standards are reviewed weekly by staff.

So, how cold is cold enough to meet these requirements? Ernie Ferguson, VP of Sales, a 15-year veteran of MTC Logistics



↑ *MTC remains on the cutting edge of new refrigeration technologies and owns one of the nation's first large single-story refrigerated warehouse facilities.*

and developer of the company's trucking branch, MLogistics®, said there are three storage options. "Refrigerated" storage is 34-36 degrees Fahrenheit, "frozen" is a base of -18 degrees Celsius or 0 degrees Fahrenheit, and "ultra-low temperature" (ULT) maintains -70 degrees Fahrenheit or -60 degrees Celsius.

"We are developing the ULT market currently," said Ferguson. Sushi-grade tuna, some pharmaceutical products and yogurt cultures must be maintained in this environment, according to Ferguson. "Workers must don special protective gear to work in the ultra-cold area and, even then, they can only be in that temperature for seven minutes."

To maintain these temperatures, MTC Logistics leverages a suite of energy-management measures. The Baltimore distribution center has more than 128,000 square feet of solar panels on the rooftop, which generate approximately two megawatts of energy annually, allowing the warehouse to go totally off the PJM grid on a cool, sunny day. There is also a monitoring system that allows the company to reduce usage at peak times. Energy futures are another tool that MTC employs to control energy costs.

For nine decades, MTC Logistics has remained true to its roots as a customer-centric innovator in the cold chain, providing quality service and needed logistical support to its customers. 🌐



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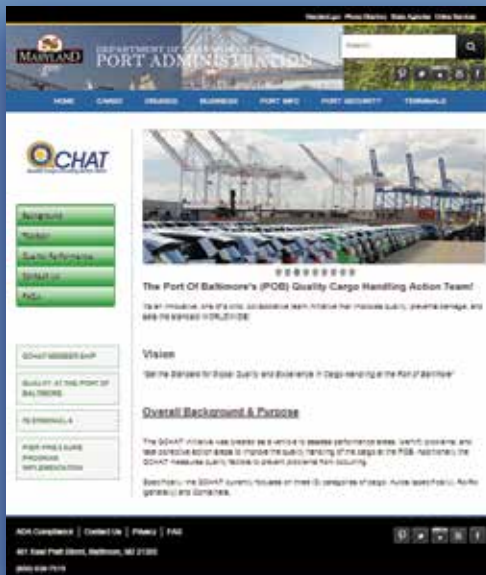
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Curtis Bay Property Gives Leading Real Estate Firm A Foot in Maryland

PROXIMITY TO PORT, SITE FLEXIBILITY
PROMPT DALFEN AMERICA'S PURCHASE

BY MARY MAUSHARD

When Dalfen America Corporation (DAC) acquired the Chesapeake Logistics Center in Curtis

Bay last summer, the North American industrial real estate giant established a foothold in Maryland.

This large property near the Fairfield Terminal at the Port of Baltimore joins "millions of square feet of premier commercial properties the company owns throughout the United States and Canada," said DAC's Communications Coordinator, Mariam Ghoul. It also fits well into the firm's strategy of buying distribution and storage facilities, especially with an eye toward ecommerce, in key metropolitan areas across the country.

"Our investment focus is on strategically located infill and last-mile-oriented warehouses, logistics centers, multi-tenant business parks and light industrial facilities," she added.

The logistics center's location on Chesapeake Avenue near the Port, its proximity to the CSX intermodal facility and the additional land on the 20-acre parcel attracted DAC to the center, which was built in 2004.

The Canadian firm opened its first United States office in Orlando, Fla., in the 1990s, and also has offices in Dallas and Cincinnati, Ohio. At this



time, DAC has no physical presence in Baltimore. Nevertheless, it sees its expansion into the area as "ideal for distribution and fulfillment to the 9.3 million residents in the Baltimore-Washington Corridor as well as for companies that need to move products quickly across the U.S.," DAC President Sean Dalfen said at the time of purchase.

The arrival of a new property owner affirms the Port's continuing opportunities. "DAC's presence and entrance into our market underscores the growing cargo volume and real estate needs throughout the region," said Donovan Murray, General Manager of Intermodal/Trade Development at the Maryland Department of Transportation's Maryland Port Administration. "We

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certainly welcome their growth in the area ... as we continue to provide mutual service for all of our customers."

DAC began in 1935 as Dalfen's Limited, a family-operated retail clothing chain in Canada. Getting out of the retail trade during the 1970s, Dalfen's entered the commercial real estate business in Canada. By 1990, the firm had shifted its focus once again — to industrial real estate with expansion into the United States. Today, DAC is "one of the largest buyers of industrial real estate," Ghoul said, and is often identified as one of the most active, with a range of tenants small and large, national and international. The company's ties to the founding family remain strong, with Murray Dalfen, son of founder Joseph Dalfen, serving as CEO and the founder's grandson serving as President.

The Curtis Bay property, purchased from Bay Grove Capital of San Francisco for an undisclosed amount, is undergoing some upgrades. DAC has installed new dock equipment and LED lighting. There is also room to grow on the 20-acre parcel. Ghoul said the extra land offers the flexibility of installing more storage and additional parking on two acres as well as along the side and back of the building.

The former owner is leasing about 90,000 square feet and using the 7-acre storage yard outside the building for its subsidiary, Lineage Logistics, a cold storage business that employs about 30 people there. The remaining 100,000 square feet are vacant; this warehouse space, with a small office, could be modified for future tenants, Ghoul added.

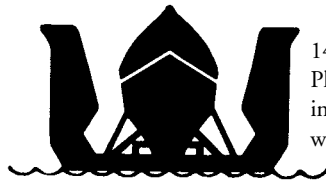
DAC has properties in dozens of U.S. cities throughout the South, Midwest and West. In 2016, the company was named the country's top Real Estate Investor Operating Company by *National Real Estate Investor*. The award honors the top-performing firms that have significantly contributed to the commercial real estate industry over the previous 12 months. 🌐

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GLEN PAINE LEADS MITAGS, DEDICATED TO ENHANCING MARINER PROFESSIONALISM

BY MERRILL WITTY | Photograph by Kathy Bergren Smith



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Glen Paine is the Executive Director of the Maritime Institute of Technology and Graduate Studies (MITAGS) near BWI Airport and the

Pacific Maritime Institute (PMI), based in Seattle. MITAGS-PMI is considered a leader in maritime training and simulation, providing comprehensive training for today's seafarers.

MITAGS shares its 40-acre campus in Linthicum Heights with the Maritime Conference Center, also under Paine's direction.

The International Organization of Masters, Mates and Pilots, the nonprofit trust dedicated to enhancing mariner professionalism, founded MITAGS and PMI in 1967. The organization's training programs in leadership, education and safety have been preparing professional deck officers, masters, pilots and military personnel ever since. Both campuses offer extended courses, as well as individual classes for personnel renewing or upgrading their licenses.

Paine's maritime background is extensive. His interest began, however, as a teenage hobby, racing sailboats on the New Jersey shore. Not thinking about a lifetime career, he applied to the U.S. Merchant Marine Academy (USMMA) on the advice of a friend who told him the academy had a great sailing team.

His acceptance to Kings Point, as USMMA is often called, charted his course in the maritime industry. Graduating as a third officer, he worked through the hiring halls of the International Organization of Masters, Mates and Pilots, upgrading his license along the way.

"I had the opportunity to sail on a wide variety of ships, including offshore tugs, container ships and tankers," Paine said. "During my seagoing career, I had the opportunity to sail to Alaska, the Far East, the Persian Gulf, the Mediterranean, Europe and Central and South America.

"After sailing deep-sea for a number of years," he continued, "I came ashore and began a new career in maritime

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training and education." He was an instructor of vocational courses at MITAGS while attending night school to obtain a master's degree from the University of Maryland University College. That degree allowed him to move into management.

Paine visits the PMI campus in Seattle several times a year and travels throughout the U.S., Europe and the Mediterranean to oversee operations for MITAGS-PMI.

In addition he has worked with the Maryland Department of Transportation's Maryland Port Administration (MDOT MPA) on a number of ship simulation projects, including at the Seagirt Marine Terminal, and hosted a number of MDOT MPA events at the conference center. He also works with the Baltimore office of Moffatt & Nichol, a large coastal engineering firm, on simulation projects around the world.

In addition to its full-time training schedule, MITAGS hosts summer camps to acquaint young students with the vast career opportunities available in the maritime industry. Students even get to work on the simulators to "pilot" their own ships.

MITAGS is continually developing innovative ways to bring people into the industry and strategies to ensure mariner competency.

"The biggest industry challenge," Paine said, "is maintaining and crafting national policies to ensure growth and prosperity for the U.S. Flag Merchant Marine and the industry. Although the U.S. is a seafaring nation, most Americans are unaware of the role our industry plays in the economy and in supporting the U.S. military."

Keeping Congress and the administration properly informed about the industry's issues takes continuous effort by everyone involved, he added.

Paine now lives on the MITAGS campus with his wife. In their spare time, the two enjoy gardening, visiting museums and traveling to even more spots around the world. 🌐

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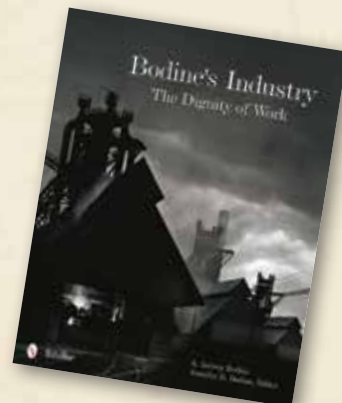
STORY BY KATHY BERGREN SMITH

Levin J. Marvel Was a Fixture in Baltimore Before Tragic End

This 1950 image from a busy pier in Baltimore Harbor shows two freighters looming over a three-masted “ram” schooner, the *Levin J. Marvel* — a vessel whose tragic end would

come just five years later. The 125-foot vessel was a fixture in the harbor.

For half a century, the *Marvel*, as she was known, had hauled pine from the Carolinas to Baltimore and returned with bags of fertilizer, among other cargo.



A. Aubrey Bodine

As trucks and trains became the more economical choice for shipping cargoes up and down the bay, schooner owners looked for other uses for them.

The *Marvel* was converted to a passenger cruise boat, taking visitors for trips on the Chesapeake. In August 1955, the vessel, now in poor repair, set forth for a weeklong voyage with a crew and passengers numbering 23. The new owner John Meckling, a World War II Coast Guard vet with little sea time, was at the helm. As the ship sailed south, Hurricane Connie spun up high winds and seas, tearing the old sails and battering the leaking and rotting hull.

The captain ultimately made the fatal error of turning for shore along Holland Point below the West River. He encountered no safe haven and was pummeled by 10-foot seas. Doomed, he gave orders to abandon ship and the vessel rolled over. Meckling managed to get some of the passengers to a duck blind and some made it to shore, but in the end, 16 people lost their lives that day.

It was one of the most deadly shipwrecks on the Chesapeake. 🌐

This image is from the archive of A. Aubrey Bodine (1906–1970). During his nearly 50-year career as a *Baltimore Sun* photographer, Bodine captured the city with an artist’s eye. His fine art work is known worldwide. Bodine’s work is available for viewing and prints and books may be purchased at www.aubreybodine.com.



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