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### TODAY MEDIA CUSTOM COMMUNICATIONS

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Baltimore, MD 21211  
410-828-0120 | Fax: 410-825-1002  
www.todaymediacustom.com

**Chairman** Robert F. Martinelli

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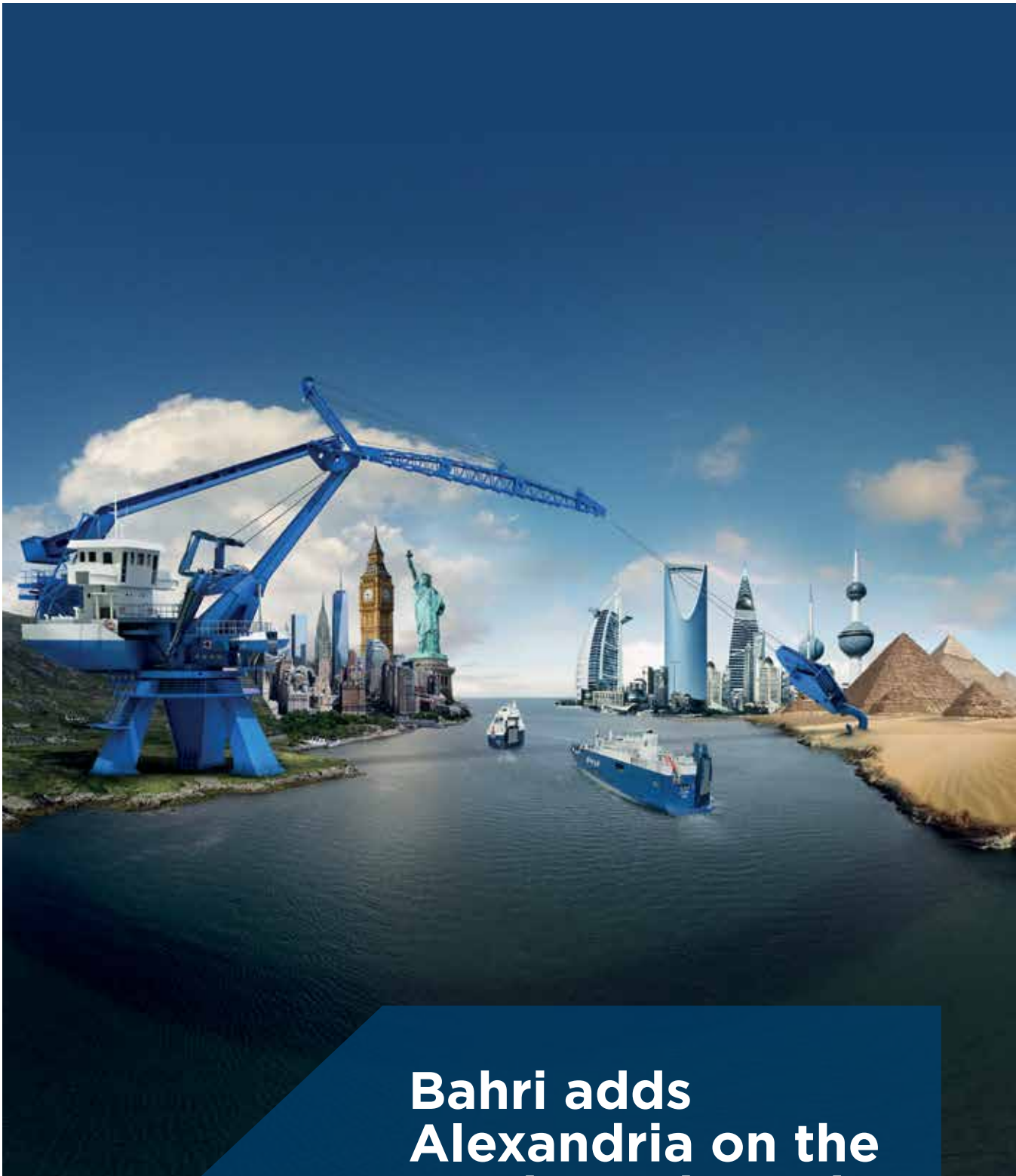
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Printed in U.S.A.



# Bahri adds Alexandria on the Eastbound North America Service



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July/August 2017



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The latest news about the Port of Baltimore can be found on Twitter. Users should go online to [twitter.com/portofbalt](https://twitter.com/portofbalt).



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**GOVERNOR'S MESSAGE**

## Port Playing Key Role in Keeping Maryland 'Open for Business'

**2017**

continues to be a great year for the Helen Delich Bentley Port of Baltimore!

The Port was recently named one of the

fastest-growing ports in North America by the *Journal of Commerce* following its recognition as the most efficient container port in the United States. To frame this properly, of 190 U.S. ports, the Port of Baltimore is the most efficient!

The Port handled more than one million tons of cargo at its public marine terminals in May, the first time it surpassed one million tons in one month. It also had a record first quarter for total cargo tonnage.

The Port's ability to accommodate larger container ships is also paying off. Since welcoming its first big container ship through the newly expanded Panama Canal last year, the Port has seen a significant jump in its container business. Containers are currently up 10 percent over the previous record set in 2016.

As we enter the second half of the year, I am confident the leadership team of Transportation Secretary Pete Rahn and Port Executive Director Jim White, along with the Port's great workforce, are committed to ensuring our Port remains the most successful in the country and helping us keep Maryland "Open for Business."

**Larry Hogan, Governor**

**EXECUTIVE VIEW**

## Port Embarking on a Remarkable Run in 2017

**T**he year 2017 has been a successful one for the public marine terminals of the Port of Baltimore. We have had record months and a record quarter for handling cargo. We have been recognized as the most efficient and one of the fastest-growing container ports in the U.S.

We are very proud of these tremendous accomplishments. However, these achievements would not be possible without the efforts of the thousands of men and women who proudly work on our docks each and every day.

We are about creating jobs. Good-paying, family-supporting jobs. Terminal operators, labor, trucking and rail, pilots and tug operators are just some of the jobs that

make our Port push forward. The Port is one of Maryland's largest economic engines. More than 13,600 direct jobs are generated at the Port. Nearly 130,000 jobs in Maryland are linked to our Port.

Gov. Larry Hogan is a very strong supporter of the Port. Under his leadership, we have made significant investments that have already begun paying off. With that sound leadership, wise investments and the quality workforce that we have, our future is a bright one.

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



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*Photo: Kathy Smith*

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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](mailto:todd.karpovich@todaymediacustom.com).

## NEWSMAKERS

### Dalfen America Corp. Acquires Logistics Center Near Port

Dallas-based Dalfen America Corp. recently bought the Chesapeake Logistics Center in Curtis Bay, MD.

The building is located directly adjacent to the CSX intermodal facility, as well as the Fairfield Terminal of the Port of Baltimore. Additionally, the property is ideally positioned to serve Port and logistics-related tenants as well as the local 9 million residents in the BWI corridor.

The 190,000-square-foot front-load logistics center sits on 20.1 acres of land, offering 30' clear heights and nine acres of trailer storage. Dalfen officials said they plan to upgrade the facility by adding additional employee parking spots alongside the building and revamping the vacant space.

"Due to its proximity to I-95, I-695, the Port of Baltimore and the CSX intermodal, this property is

ideal for distribution and fulfillment to the 9.3 million residents in the Baltimore-Washington Corridor as well as for companies who need to move products quickly across the U.S." said Sean Dalfen, Dalfen America President. "This acquisition falls into our strategy of buying last-mile industrial properties in key metro locations across the U.S."

Dalfen America Corp. is one of the nation's largest buyers of industrial real estate. The company focuses on investing in strategically located infill and last-mile oriented warehouses, logistics centers, multitenant business parks and light industrial facilities.

Currently, Dalfen America Corp. owns and manages millions of square feet of premier commercial properties throughout the United States and Canada. The Chesapeake Logistics Center is another Class A industrial asset and should be a boost to the area because of the planned improvements. 🌐



## CRUISES

### Carnival *Pride* Ranked Among Best Lines for First-Time Cruisers

The Carnival *Pride* ranked fifth on the "Top 7 Carnival Cruise Ships for First-Time Cruisers" list compiled by *Cruise Fever*, an online trade journal with more than 400,000 website visits per month.

The *Pride* leaves from Baltimore, cruising to Bermuda, the Caribbean and the Bahamas; each trip includes its own special stops along the way. Carnival Cruise Line has announced plans for 13 new 12- to 14-day cruises that are set to depart from various ports in 2018 and 2019.

Among those 13 cruises, the *Pride* will be offering two new 14-day Southern Caribbean cruises to sail from Baltimore on Nov. 4, 2018 and Jan. 6, 2019.

It would be difficult to get bored on the *Pride* with all the restaurants, shops, entertainment and themed nights that the ship offers. According to *Cruise Fever*, "There is sure to

be something for the whole family, including adult-only retreats, areas just for teens, an onboard waterpark and numerous activities aimed to entertain the youngest members on the ship."

The *Pride* has a capacity of 2,124 guests along with 930 crew members ready to make those guests' cruise experience the best it can be. 🌐



## NEWSMAKERS

### Choptank Transport Gets New CFO

Choptank Transport has promoted Marcia Wood to Chief Financial Officer, according to a June 14 announcement.

In her previous role as Vice President of Finance, Wood helped Choptank expand to five regional locations, handling more than 150,000 shipments per year.

"Marcia has provided strong leadership within Choptank, directing our growing accounting team and guiding the development of our IT department and its functions," said Geoff Turner,



President and CEO of Choptank. "She has spearheaded many functional changes to our processes that have yielded efficiency across all segments of the business — just an outstanding job."

Wood received her bachelor's degree in business administration with a concentration in accounting from Goldey-Beacom College in Delaware and was chosen for the Rising Star Award by the college in 2006. She is a CPA and designated chartered global-management accountant.

In addition, Wood is a graduate of the Shore Leadership program, where she served as a member of the board for six years and as president for two years, and a member of The American Institute of CPAs, the Maryland Association of CPAs and the Delmarva chapter of the Institute of Management Accountants (IMA). 🌐

## EVENTS

### N.S. Savannah Still a Popular Attraction

About 300 people flocked to Pier 13 in Canton to see the *N.S. Savannah* on National Maritime Day. The *Savannah* has been docked at Pier 13 since 2008, and each year people come to visit her on Maritime Day, which celebrates the maritime industry and its importance to Maryland. Mike Reagoso, Chairman of the Baltimore Port Alliance, explained that this maritime event helps inform the public of the many contributions that the maritime industry makes to their everyday lives.

Unlike most other ships, the *Savannah* is run by nuclear power, one of only four other ships to use that type of power. In fact, the *Savannah* was the world's first nuclear-powered merchant ship and was in use from 1959 until 1970.



However, tours of the incredible *N.S. Savannah* were not the only activities available to the public on National Maritime Day. The Baltimore Museum of Industry, the GreenPort and U.S. Customs and Border Protection all had information booths to provide the public with information about the Port and its history. The Baltimore Fire Department and the Baltimore Police Department also had boats docked that the public could tour and participate in Q&A sessions. Officials hope the event will grow in the future so more people can learn about the maritime industry and its impact on Baltimore and the state. 🌐



## EVENTS

### Charity Golf Outing for Seafarers

The Baltimore International Seafarers' Center is sponsoring a charity golf outing in October to support the center's work with and for seafarers who land in Baltimore from around the world.

The event will be on Oct. 5 at the Elkridge Club, 6100 N. Charles St. in Baltimore. It will begin with breakfast at 8 a.m., followed by tee time at 9 a.m. Lunch will be served, and there will be an awards reception following the golf games.

Sponsorships are still available. For more information on sponsorships and tickets, visit [www.baltseafarers.org](http://www.baltseafarers.org).

The seafarers' center works year-round to help crews while they are at the Port of Baltimore. It arranges reunions between seafarers and their family members, delivers hundreds of donated gifts to those away from home during the Christmas holidays and provides rides and support for those in port for extended periods. 🌐

**NEWSMAKERS**

## Sen. Van Hollen Announces Funding Infusion to Help Keep Navigation Channels Open

The Port of Baltimore is set to receive \$86.3 million in federal funding as part of the Fiscal Year 2017 Omnibus Funding Bill.

“The Port of Baltimore is a job engine for the Baltimore region and the entire state, and this funding will help navigation channels remain open and safe for the ships moving cargo to and from the Port,” Senator Chris Van Hollen said in a June 5 announcement. “As we work to invest in our infrastructure to create more good-paying Maryland jobs, robust funding for the Port of Baltimore will continue to be a priority.”

The largest portion of the funding, \$62.6 million, will be put toward environmentally friendly operations to dispose of dredged materials from Poplar Island, while \$23.3 million will go toward restoration of the Baltimore Harbor through maintenance dredging. The remaining \$325,000 will allow the Port of Baltimore to gain the resources to remove drift

material from the water to help clear the pathways for the vessels entering the port.

Another portion of funding added to the FY 2017 Funding Bill will be \$17.78 million to help preserve the Chesapeake Bay and the waterways of the Eastern Shore. Similar to the funds for the Port of Baltimore, these funds will go toward dredging the waterways to allow ships to pass through, along with endangered and threatened species habitat restoration.

In a separate announcement on June 6, Van Hollen expressed support for funding to dredge the Knapps Narrow navigation channel on Tilghman Island. Periodic dredging of water channels becomes a necessity when silting begins to cause safety concerns for commercial vessels and pleasure boaters.

The Knapps Narrows channel is a prime example of this issue. Having been dredged to a depth of 9 feet in 2006, the channel’s depth decreased to just 1.5 feet over the following years. 🌐



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## NEWSMAKERS

### Kalmar, Ports America Chesapeake Reach Agreement for Cranes at Seagirt

Kalmar, a division of Cargotec, has signed a contract with Ports America Chesapeake for the delivery of six Kalmar rubber-tyred gantry (RTG) cranes to Seagirt Marine Terminal at the Port of Baltimore in the first quarter of 2018.

Kalmar is a cargo-handling service provider, with one in four container movements around the globe being handled by one of its platforms.

Bayard Hogans, Ports America Chesapeake General Manager, is confident Kalmar's services will help to continue the success and growth at Seagirt. Ports America Chesapeake entered into a public-private partnership

deal with the Maryland Department of Transportation's Maryland Port Administration in 2009, signing a 50-year lease to operate Seagirt.

"We see Kalmar as a trusted supplier in the industry, and the addition of six new RTGs will help ensure we can maintain high levels of service for our customers, the trucking


community and our port partners in the coming years," Hogans said.

**The new cranes will help to cut costs and reduce emissions and noise without compromising productivity, reliability or flexibility.**

The Kalmar crane order is part of the terminal's investment program focused on ensuring that the terminal is equipped with the most advanced equipment and latest technologies to allow for continued growth. The new cranes will help to cut

costs and reduce emissions and noise without compromising productivity, reliability or flexibility, according to officials at both companies.

"This order marks a significant milestone for Kalmar in North America," said Troy Thompson, Vice President Sales, Ports and Terminals, Americas at Kalmar. "We worked extremely

closely with the Ports America team to ensure every detail was understood. From our advanced anti-sway system to [a] factory-fitted collision-detection system, we have listened closely to Ports America and look forward to a solid relationship as we each move into the future of container handling." 



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# GreenPort



Environmental Stewardship at the Port of Baltimore *BY NANCY MENEFFEE JACKSON*



## Local Environment Gets Boost with Another Trash Wheel

**BY EMILY STAKEM**

The local waterways continue to get cleaner thanks to the innovative environmental efforts of the Maryland

Department of Transportation's Maryland Port Administration (MDOT MPA).

As a result of the positive effects of the installation of the original Mr. Trash Wheel at the mouth of the Jones Falls and his successor, Professor Trash Wheel, in Canton, the MDOT MPA believes a new wheel, this one based in Masonville Cove, would be even more beneficial to local waterways.

"Reducing the amount of trash in the water is important to the health and environmental

quality of Baltimore Harbor and the Chesapeake Bay," MDOT MPA spokeswoman Brandi Bottalico said.

Masonville Cove is owned by the Port of Baltimore and has been a depository for dredged materials from local waterways. The cove consists of 70 acres of water, 54 acres of improved wetlands off the middle branch of the Patapsco River, nature trails and a bird sanctuary. The MDOT MPA helped to restore the aquatic habitat of the area, which led to the creation of the Masonville Cove Environmental Education Center. The placement of a trash wheel in this area would continue to improve the health of local waterways.

Trash wheels, or trash interceptors, have proven to be effective tools to clean up the water and the surrounding wetlands. Since

being installed in 2014, Mr. Trash Wheel has removed more than 1 million pounds of trash from the waters of the Inner Harbor. This trash is then taken to a nearby waste-to-energy plant for conversion.

Installation of the new trash wheel, which has yet to be named, will take place in February 2018 and will cost \$450,000. Clearwater Mills, the company that designed the other trash wheels, will also design and manufacture the new wheel for Masonville. This wheel will be Baltimore's fourth trash wheel.

Last year, the MDOT MPA won an award from the American Association of Port Authorities (AAPA) for the Baltimore Inner Harbor Water Wheel or, as he's known locally, Mr. Trash Wheel. The initiative was recognized under the "Mitigation" category. Mr. Trash Wheel, located at the mouth of the Jones Falls and powered by its currents, collects trash, preventing it from entering the Inner Harbor. 🌐

## MDOT MPA Wins Awards

The Maryland Department of Transportation's Maryland Port Administration (MDOT MPA) has received an **Award of Excellence from the Maryland Quality Initiative** (MdQI) consortium, one of 17 awarded to Maryland Department of Transportation projects in January.

In the award category for projects under \$5 million, the MdQI recognized the MDOT MPA for its mitigation project for climate-change adaptation and storm-water treatment at Dundalk Marine Terminal's Lot 304. During the past several years, the Port has experienced more severe and frequent rains, which flooded its storage lots. In response to the recurrent flooding, the MDOT MPA and its design consultant, WBCM of Towson, designed an innovative system for managing storm water while preventing flooding. The system is working as designed, mitigating the effects of flooding and treating storm water to eliminate pollutants.

MDOT MPA Executive Director Jim White congratulated the team that developed and implemented this system, saying: "As we consider the effects of climate change, we must continually be looking to the future and developing solutions to respond to changing weather and climate. This is a first step for us."

The MdQI consortium of private-sector industry associations and public transportation agencies is dedicated to continuous quality improvement in the planning, design, construction and maintenance of Maryland's transportation system.

"I am very proud of the MDOT professionals who develop, operate and maintain one of the best transportation networks in the world," said Maryland Secretary of Transportation Pete Rahn. "This award recognizes their dedication."

In addition, the Port was named a **"Green Supply Chain Partner"** by *Inbound Logistics* magazine for its environmental efforts, specifically the Port's dray truck replacement program. The Maryland Department of Transportation's Maryland Port Administration (MDOT MPA)'s Environmental Management System was also recently recertified under the International Organization for Standardization's new Environmental Management System, ISO 14001:2015, which now focuses more on leadership, proactive initiatives to protect the environment, and communications strategy. 🌍

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As the Maryland Department of Transportation’s Maryland Port Administration (MDOT MPA) seeks innovative ways to reuse dredged materials, it’s turning to a new source for ideas — landscape architecture.

Four graduate students — Maddie Hoagland-Hanson from the University of Virginia, Qing Li from the Rhode Island School of Design, Xiang Huan from

Washington University in St. Louis and Jingting Li from Auburn University — began a 10-week internship June 5, focusing on how dredged material can be understood as a cultural artifact and repurposed to create public landscapes, living shorelines and civic spaces in and around the Baltimore Harbor.

The MDOT MPA is partnering with local landscape architecture and urban design firm Mahan Rykiel Associates,

Professor Brian Davis from Cornell University and the Dredge Research Collaborative to bring the students to Baltimore. They are investigating pilot-project opportunities and priority areas for sediment reuse based on the intersection of urban morphology, harbor water depth and ecosystem potential.

Each year, 1.5 million cubic yards of dredged material must be removed from the naturally silty Baltimore Harbor shipping channels to keep the Port open for business.

Last summer, the students and Mahan Rykiel worked on a project at the Baltimore Museum of Industry that explored the Port as a cultural landscape. Its narratives, operations and aesthetics could inspire a new vision for the museum campus — including the potential use of dredged material to create wetlands and/or restore tidal marshes.

“We were blown away,” said Kristen Weiss Fidler, the MDOT

## Tour Reveals Scope of Port Operations

Stakeholders and neighbors of the Port of Baltimore enjoyed a tour hosted by the Baltimore Port Alliance (BPA) on May 24.

Representatives from Blue Water Baltimore, the Maryland Department of the Environment, the Baltimore City Office of Sustainability, the Baltimore Metropolitan Council, Catholic Charities/Our Daily Bread, the Riviera Beach Residents Council and the Dundalk Historical Society participated in the BPA Environmental Committee Port Stakeholder Tour. Several members of the Greater Baybrook Alliance, which represents the Curtis Bay/North Anne Arundel County area, also joined the tour, including the alliance’s executive director and members of the Community of Curtis Bay Association, the Greater Brooklyn

Park Neighborhood Association, the Chesapeake Center for Youth Development and the Northern Anne Arundel Chamber of Commerce.

The tour started at Ports America Chesapeake’s administration building at the Seagirt Marine Terminal, where

Denney, Chair of the BPA’s Environmental Committee and General Manager of C. Steinweg Group, a private sector company near Fort McHenry that handles break-bulk projects, forest products, steel, metals and ro/ro cargo; Barbara McMahon, MDOT MPA’s General



**The group heard how the Port is working to minimize air and water hazards to improve the environment and protect public health.**

participants learned about the history of the Port, its facilities and the types of cargo it handles. They also heard how the Port is working to minimize air and water hazards to improve the environment and protect public health.

Tour presenters included Rupert

Manager for Safety, Environment & Risk Management; Patrick Howell, the MDOT MPA’s Director of Engineering and Maintenance; and Aamer Qureshi, Operations Manager for Ports America, a terminal operator and stevedore at the Port.



MPA's Chief of Outreach, Policy and Permits in Harbor Development. "We had never seen design at that level with regard to dredged material reuse."

This summer, the interns are focusing on repurposing dredged material to create pilot projects that can inform public landscapes, living shorelines and urban development in Baltimore's harbor to improve ecosystem resilience, public health and economic sustainability.

"This is a tremendous opportunity to bring the Port into the public eye in a new and exciting way that highlights not only the economic value of the Port, but also its value as a cultural and ecological landscape," said Isaac Hametz, Research Director at Mahan Rykiel.

At the end of the internship, the students will present designs for a small-scale exhibit or installation and potential mid-term and long-term projects. 🌐

After the presentation and discussion, Mike Derby, General Manager of North Atlantic Operations, Ocean, Terminals and Environmental Affairs at Wallenius Wilhelmsen Logistics, led a bus tour of the Dundalk Marine Terminal. The tour participants particularly enjoyed the vehicle processing that takes place.

The tour concluded at Rukert Terminals, where Andy Nixon, Vice President and part of the fourth generation of the terminal's founding family, described its operations and history, dating back to 1921.

Participants were enthusiastic about the outing. "Thank you so much for allowing me the opportunity to tour the Port! The presenters were wonderful, and I learned so much. A special thanks to BPA for hosting us!" said one tour participant. 🌐

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# Another RECORD- BREAKING YEAR

HALFWAY THROUGH 2017, THE PORT IS ALREADY  
SET TO SURPASS 2016'S STAGGERING PACE





**BY TINA IRGANG**

*Photograph by Kathy Bergren Smith*

→ **F**resh from a stellar 2016, the Helen Delich Bentley Port of Baltimore continues to break records this year.

In May, for the first time, the Port's public marine terminals handled more than 1 million tons of general cargo in a single month. General cargo includes cars, containers, farm and construction machinery, breakbulk and forest products (such as rolled paper and wood pulp). The exact total — 1,007,704 tons — smashed the January record of 923,030 tons. It also marked an 11-percent increase from May 2016. Through June of this year, the Port has handled 5,320,566 tons of general cargo altogether.

Another record: The Port processed 86,403 TEU (20-foot equivalent units) containers this May, beating a benchmark set two years ago. In June, it topped that benchmark again, handling 87,565 TEUs.

"The Port of Baltimore continues to perform at a very high level and has had a tremendous year so far," said Governor Larry Hogan. "With thousands of direct jobs and nearly 130,000 jobs in Maryland that are connected to the Port, our administration remains committed to the Port's continued success."

"We have a great team at the Port of Baltimore. Working together with Ports America Chesapeake and our highly skilled labor force, we look forward to a successful second half of 2017," said James J. White, Executive Director of the Maryland Department of Transportation's Maryland Port



The Port of  
Baltimore named the  
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for third consecutive  
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Administration (MDOT MPA).

One key factor in continuing the Port's record-breaking streak has been the MDOT MPA's partnership with Ports America Chesapeake.

"Ports America Chesapeake values its long-term partnership with the Maryland Port Administration," said General Manager Bayard Hogans. "We continue our investment program to ensure high-quality service levels through the procurement of additional equipment, including the recent purchase of six Kalmar rubber-tyred gantry cranes and empty handling equipment.

"These purchases, along with the Port's recent acquisition of the Point Breeze Business Center, show that the Port of Baltimore is making

significant infrastructure upgrades to support future growth and accommodate the ultra-large container vessels' cargo volumes."

### Records Make for a Promising Outlook

The Port's recent successes have helped make key stakeholders bullish about the future. That includes world shipping leaders MSC Mediterranean Shipping Company (USA) Inc. and the Maersk Line.

"A growing consumer market and robust investment plans by local and state authorities to attract and keep new business in Baltimore are helping to support and drive new and

exciting service opportunities for MSC at the Port," said Paolo Magnani, the company's Quality Control and Marketing Executive Vice President.

For Maersk, Baltimore is also proving a smart investment. "For more than two years, Maersk Line's four weekly services calling Baltimore have offered shippers more connections to and from Asian, Mediterranean and Northern European markets than ever before," said Mario D. Giannobile, Director of Sales, East Region for Maersk Line North America. "Baltimore's location and proximity to both north and south regions of the United States offers an efficient alternative for shippers in the region.

"We commend the Port Authority

of Baltimore for their growth and continued support of our business and that of our customers.”

## Port Cited for Fast Growth, Efficiency

While 2016 is fast being eclipsed by 2017's record-breaking pace, that year is still resulting in accolades for the Port as well.

*The Journal of Commerce* (JOC) named Baltimore the fourth fastest-growing port in North America in 2016, based on a 9.8 percent increase in the amount of cargo handled from the previous year. (The JOC also recently recognized the Port of Baltimore as the most efficient container port in the U.S. for the third consecutive time, based on an average of 71 container moves per hour per berth.)

In 2016, for the first time ever, the Port's public marine terminals handled more than 10 tons of general cargo. A record number of containers — 538,567 — also passed through Baltimore.

In 2017, the Port is set to surpass those totals again, with containers already up 10 percent year over year. This ongoing growth will be supported by the recently announced purchase of 70 acres of land near the Seagirt Marine Terminal. The new land is set to be used for additional cargo opportunities, including containers.

As the Port grows, so does the state's economy. Already, business at the Port of Baltimore generates approximately 13,650 direct jobs, and more than 127,000 jobs in Maryland are indirectly linked to the Port. The land purchase is expected to add another 1,650 direct jobs. On an annual basis, the Port pays out nearly \$3 billion in individual wages and salaries, while generating more than \$310 million in state and local tax revenues. 🌐

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# David Thomas Settling Into HIS ROLE

MDOT MPA DEPUTY  
EXECUTIVE DIRECTOR  
CREDITS TEAM FOR SUCCESS

BY TODD KARPOVICH | Photograph by Kathy Bergren Smith



**T**he Helen Delich Bentley Port of Baltimore is like home for David Thomas, who grew up just a short distance from the terminals. After working for an ocean carrier for 15 years, Thomas came home to Baltimore in 1999 to take a job as General Manager of Terminal Operations at the Maryland Department of Transportation's Maryland Port Administration (MDOT MPA).

Thomas rose through the ranks, eventually becoming Director of Operations before being named Deputy Executive Director of Logistics and Port Operations last December. He has seen firsthand the unprecedented growth over the past several years and understands the economic value the Port brings to the city and state. "Our focus must be to maintain this momentum and to manage and grow our assets responsibly," Thomas said.

The Port of Baltimore has broken records throughout the first half of 2017. Its public marine terminals handled 1.01 million tons in May, eclipsing the previous record of 923,030 tons set in January.

"We have seen the largest rate of growth in the container segment of our business, and we can point as far back as 2010 when we completed the

public-private partnership agreement with Ports America Chesapeake," Thomas said. "It allowed the Port to get well ahead of the curve in making the necessary investments in Seagirt to be able to handle the larger ships now transiting the Panama Canal.

"More recently the Port has benefited from the major consolidation in the container shipping industry. ... These new alliances with larger vessels calling at the Port are providing more capacity, which is better able to serve our strong consumer market," he said.

Thomas's long-term experience as a manager in the maritime industry has helped him do so. As the Deputy Executive Director of Logistics and Port Operations, his new responsibilities include directing the MDOT MPA's Engineering, Security and Marketing departments. All of these groups play a vital role in the

Port's recent success.

"By far the biggest transition has been finding a comfort level in easing away from the day-to-day operations," Thomas said. "I have always worked in vessel and terminal operations so my training tended to be more hands-on with attention to detail. That was how I developed as a manager ... check, double check, trust, but verify! But we have a great Operations team in place with a lot of experience, and it is time for me to get out of their way and let them do their jobs."

With the Port's recent success and increased cargo has come a need for additional space. As a result, the MDOT MPA purchased a 70-acre property at the Point Breeze Business Center, directly behind the Seagirt Marine Terminal on Broening Highway. The new space will be used for additional container opportunities and other

cargo-related enhancements.

"Dave is a valued member of our team," MDOT MPA Executive Director James J. White said. "His many years in the shipping industry give him great insight that benefits us. He has done a great job so far in his current role."

In another project, the MDOT MPA is also working closely with state and federal officials to reconstruct the Howard Street Tunnel to accommodate double-stack intermodal trains. Height restrictions within the CSX tunnel prevent the shipment of these containers by rail to and from the Port. This puts Baltimore at a competitive disadvantage because all other major East Coast ports have double-stack rail capacity.

The proposed improvements would be a huge boost to Maryland business.

"The name of the game for us in order to continue to grow the Port is strategic land acquisitions if and when it [land] becomes available," Thomas said. "With the new Panama Canal now fully operational and our continued position as the No. 1 auto and ro/ro port, we have to always look for opportunities to grow our footprint and develop our critical infrastructure. Of course, the joint effort with CSX to bring double-stack container clearances to the Port via the Howard Street Tunnel is a priority project and one that we feel is close to becoming a reality."

The goal moving forward is to continue with infrastructure improvements and expansion. This includes a long-term strategic plan to effectively manage dredged material and keep the Port's Chesapeake Bay channels well maintained to handle the bigger vessels.

"The 'marine' highway is our lifeline and our Harbor Development team does a fantastic job managing that program," Thomas said. "Our customers demand a high level of service, and our entire Port community is singularly focused and more than capable of meeting those demands. Collaboration in our Port community has long been our strength." 🌐

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BY TODD KARPOVICH | Photograph by Kathy Bergren Smith

# John S. Connor To Celebrate 100 Years of Excellence

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**I**n 1917, John S. Connor had a vision — to build a leading customs broker/freight forwarding company with three core principles: personal customer service, innovation and integrity.

The venerable fourth-generation firm is still thriving 100 years later with those values intact. On Sept. 28, 2017, John S. Connor will celebrate its centennial with an event at the Maryland Historical Society.

While the company's services have expanded to encompass a total logistics platform to meet the needs of its clients, the focus remains on the people who have made the company great.

"We are in the service business, and even though technology plays a greater and greater role, we still must have dedicated, trained people to make the best use of technology, but also have the knowledge and drive to address problems that invariably arise in the logistics industry," said Lee Connor, President of John S. Connor. "There is no replacement for experience and commitment to get the job done for our customers. We have many long-time clients who appreciate that — whether it's doing the extra research to address a compliance issue or making the extra calls to put the right pieces together to get cargo moved and delivered



### JOHN S. CONNOR AT A GLANCE

**EMPLOYEES:** 105

**OFFICES:** Baltimore; BWI; Dulles Airport; Norfolk, VA; Louisville, KY; Philadelphia, PA and Port Elizabeth, NJ.

**OVERVIEW:** Handles a wide variety of products but also specializes in importing products regulated by the Food and Drug Administration as well as the Alcohol and Tobacco Tax and Trade Bureau, and exporting agricultural products and sensitive materials for the defense industry, government agencies and contractors.

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in a timely manner, here in the U.S. or around the world."

John S. Connor handles sea and air freight, domestic transportation and project freight. The company also offers steamship agency services, specializing in bulk commodities at the Port of Baltimore and in other major cities.

Today, the company employs more than 100 people, many of whom have been with the firm for 10 years or more. John S. Connor has also managed to maintain a network of reliable agents throughout the world and has been able to remain a family-owned entity in a time of widespread consolidation.

For example, Butch Connor, Vice President of Ocean Freight at John S. Connor, is Lee Connor's cousin. Butch Connor's father, Paul Sr., ran the company from 1982 to 1991. Lee Connor took over in 1991, and Butch Connor has been part of the management of the company for more than 20 years.

Lee Connor, the founder's grandson, credits the continuing family ownership with much of the firm's success. "It is good fortune to have family members who want it to be a family business and family members with the ability to operate the business, making the commitment to continue the legacy," he said. "The founder and subsequent generations have made the sacrifices to get it started, lay the foundation for a solid footing and groom the next generations. ... We have a fourth generation now in the business, and it would be great to continue the tradition. The benefits are a culture that values a family-type atmosphere where we get to know everyone, develop relationships and maintain close connections to employees and the customers we serve."

Another crucial part of John S. Connor's successful business plan has been its ability to adapt to changes in the marketplace. For example, the

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"Setting the Standard for Global Quality and Excellence in Cargo Handling at the Port of Baltimore."

**For more information:**

Contact Jeff Gutowski  
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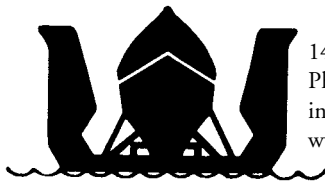
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## → PORT BUSINESS

company is seeing greater demand for technology to improve communications and streamline logistics processes. There has also been an increased emphasis on process and the systemization of all aspects of logistics.

"This works for a large number of customers, but not for shippers with unique needs or some degree of complexity required to move their products with the appropriate care and attention," Lee Connor said. "In these cases, while automation is important, the need for people with the knowledge, contacts and expertise to organize certain requirements is vitally important."

Connor explained that the company has made not only a significant investment in technology, but also in its team, so Connor employees have the necessary expertise to handle special logistics/compliance needs.

With the ever-evolving marketplace, John S. Connor encourages feedback from its customers. The company's goal is to learn as much about a customer's business as possible so it can tailor solutions to specific needs.

"The only way to do this is by listening to customer concerns and developing joint-action plans to ensure their needs are being addressed," Lee Connor said. "Sometimes this means we have to adjust the way we do things, and sometimes we can suggest adjustments that customers can make in their processes, which will help them achieve their overall goals."

John S. Connor's strategic location in the mid-Atlantic has been a boost to business because of the region's bustling economic activity. The area has a strong network of air, sea, rail and trucking infrastructure, which has enabled John S. Connor to provide shippers with convenient options.

The Baltimore-Washington area is a huge consumer market by itself, but the company's reach expands well beyond the mid-Atlantic. Its location allows it to reach other major markets in the interior of the country in a speedy and economical fashion. Technology and its global agent network connect it to the world.

"Our investment in technology and creative solutions allow us to handle cargo shipped to and from almost anywhere in the world," Connor said. "Our proximity to Washington, D.C., has helped us to learn about the needs of government agencies, contractors and relief organizations that have special logistics needs."

Over the years, John S. Connor has developed a close relationship with the Port. Because the company was founded in Baltimore and maintains local headquarters there, John S. Connor is well connected to the Port and its wide variety of cargo-handling capabilities.

Lee Connor credits Jim White, the Maryland Department of Transportation's Maryland Port Administration Executive Director, for helping the company feel like an important part of the community. John S. Connor also credits other MDOT MPA executives, including Michelle Nichols, Dave Thomas, L. Alexandra Shull and Rick Powers, along with the sales and marketing staff, who work hard on behalf of the whole port community.

"The MDOT MPA team has always been supportive of the local community," Connor said. "And we never take for granted the tremendous investment the State and the taxpayers of Maryland have provided to meet the needs of the shipping industry," he added, citing the recent purchase of additional property on Broening Highway.

In addition to its successful business model, John S. Connor gives back to local communities. Company members volunteer on committees and serve as managers of the Baltimore Broker/Forwarder Association, the Baltimore Port Alliance, The Propeller Club, The Traffic Club, the Women's Traffic Club and other organizations. John S. Connor has also organized teams of employees to assist with local cleanup efforts in neighborhoods near Port facilities.

The company's longevity and overall success will be celebrated at its 100th anniversary party in September. The guest list will include customers and staff, as a way to show appreciation for their dedication, commitment and hard work.

"We have been doing little things internally to let our staff know how much we appreciate their role in getting us to the 100-year milestone," Connor said. 🌐

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We support the poultry industry on the Eastern Shore of Maryland and Delaware by loading export containers to markets around the world, such as China, Vietnam, various African countries and the Middle East.”

## Logistics VP Focuses on Cargo Care, Food Safety

EXPANSION SHOWS FIRM ‘BULLISH’ ABOUT PORT

BY MERRILL WITTY | *Photograph by Kathy Bergren Smith*

**E**rnie Ferguson, Vice President of Sales at MTC Logistics, has been with the company for 15 years and is in charge of corporate sales and the company’s trucking division, MLogistics.

Founded in 1928 as Merchants Terminal Corporation, the company updated its brand to MTC Logistics in 2009.

“We had developed into a full-service third-party logistics provider,” Ferguson recalled, “and felt it was time to update our name and marketing to better represent our service offerings.” Noting that the firm has always been connected to the Port, he said, “Coinciding with the rebranding, we built Phase 1 of our flagship distribution center adjacent to the Seagirt Marine Terminal and expanded again in 2014.”

Demand for international cargo increased during the 2000s, so MTC hired Brooks Royster, former executive director of the Maryland Port Administration, to help expand its international presence. A new facility at the Port allowed the company to increase

the marketing of temperature-controlled cargo with additional storage capacity.

“We try to maintain a diverse customer base, handling imported frozen and refrigerated seafood from China, Southeast Asia and South America; imported frozen vegetables and fruit from Europe and South America; imported juice concentrates from China, Argentina and Eastern Europe; and imported pork from Eastern Europe and Ireland,” Ferguson explained.

“Additionally, we support the poultry industry on the Eastern Shore of Maryland and Delaware by loading export containers to markets around the world, such as China, Vietnam, various African countries and the Middle East.

“We have invested heavily in technology and facility design as good stewards of the environment. Our facilities are designed with extra R-value insulation, motion sensors, LED lighting and sophisticated power-management software.”

A portion of MTC’s electrical usage at the Port is via a solar array attached to the roof of the distribution center. MTC even helps its customers reduce their carbon footprints through these initiatives and emphasizes the multivendor

transportation consolidation program.

"With Baltimore being one of the few East Coast ports capable of handling the large Post-Panamax vessels, the increased numbers of containers on these vessels present challenges to the infrastructure," Ferguson said. "Fortunately, Ports America Chesapeake is once again the most efficient terminal in the U.S., and they work well with our company to find synergies that benefit both us and, ultimately, our customers."

In 2011, Congress passed the Food Safety Modernization Act, the first major Food and Drug Administration reform in more than 70 years. Final implementation for the transportation industry is expected in 2018. These food-safety regulations, aimed at preventing contamination, are causing concern among trucking companies that are already experiencing capacity issues. MTC is focused on helping customers find solutions to potential issues, and its multivendor consolidation program is one way to reduce the number of trucks needed in the supply chain.

"MTC Logistics is bullish about the future of Baltimore and the Port," said Ferguson, citing the significant financial investment in the company's new distribution center as testimony to its commitment to the Port of Baltimore. "Food safety and the care and custody of our customers' products will always be our number-one focus. We were one of the first temperature-controlled logistics providers to have all of our distribution centers British Retail Consortium (BRC) certified for the Global Food Safety Initiative (GFSI) benchmark standard.

"GFSI is the standard for food safety accepted and promoted by many international retail companies, such as Wal-Mart and Ahold Delhaize. Helping to maintain a secure supply chain for our customers will continue to be important for us in the years to come." 🌐



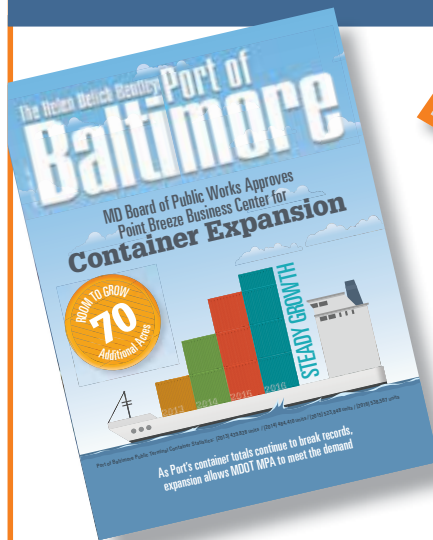
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STORY BY KATHY BERGREN SMITH

## Rail Played Key Role in Port's Development

**T**he history of the Helen Delich Bentley Port of Baltimore's development is tied as much to the land as it is to the sea. Specifically, the creation of the American rail system was the catalyst for the first major expansion to Baltimore's Port area outside of the Inner Harbor.

The country's first rail line, the

Baltimore and Ohio (B&O) Old Main Line, ran about 60 miles west of Baltimore in 1834 when steam locomotives took over from horse-drawn rail cars. As the railroad was built westward to the coalfields of Pennsylvania and West Virginia, rail traffic to the Port rose significantly. The quickly increasing cargo numbers and ship calls to the

Port of larger vessels necessitated the construction of new terminals and piers and the creation of the Locust Point Branch, a railway looping out from Downtown Baltimore to Fort McHenry.

Some of the terminals built along this line are still active today. This photo from 1950 shows the diverse cargoes brought to the piers by rail. 🌐

*A. Aubrey Bodine*

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](http://www.aubreybodine.com).



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