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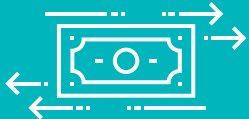
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BILL MCALLEN

COVER: The cruise industry is booming at the Port of Baltimore because of its strategic location and convenience for visitors from around the region. Photography: Royal Caribbean Cruise ship by Kathy Bergren Smith and Carnival Cruise Lines ship by Jeff Sauers.



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



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GOVERNOR'S MESSAGE

Winter Is the Perfect Time to Take a Cruise from Baltimore

As the weather turns colder, now is the perfect time to think about taking a cruise from the Port of Baltimore.

Since 2009, the Port has offered year-round cruising to beautiful, warm tropical destinations like the Bahamas, Bermuda and islands throughout the Caribbean. Two of the world's largest cruise lines, Royal Caribbean and Carnival, call the Port home and sail 12 months a year.

Cruise ships today are packed with incredible entertainment, gourmet dining and comfortable accommodations. No matter your age or whether you're traveling with kids, seniors or by yourself, today's cruise ships have something for everyone.

The Port's cruise terminal is conveniently located right off of Interstate 95 and is clearly visible for the tens of thousands of cars that travel that highway every day. Cruising has become a significant economic generator for our state, creating about \$90 million annually in economic benefits. Every cruise that

leaves the Port includes passengers from our neighboring states like Pennsylvania, Delaware, Virginia, West Virginia, New Jersey and others. With so many visitors travelling from out of state to take a cruise, they often spend some time here in our great state enjoying our hotels, restaurants, entertainment and shopping.

The Port is also a job generator, with more than 500 jobs in Maryland linked to Port cruising.

Our administration is very supportive of the cruise activity at the Port, and we are making significant capital improvements to both the exterior and interior of the cruise terminal to provide a more pleasurable overall experience for our cruise passengers.

So as we all get ready for the cold, snow and ice that come with this time of year, I invite you to consider a cruise from the Port to warm up your winter.

Larry Hogan, Governor

EXECUTIVE VIEW

Critical Year for Maritime Industry on the Horizon

We continue to experience remarkable changes that directly impact our industry. Nothing has generated a bigger impact than the continued evolving of the container alliances. It has been a good step forward for international trade. The three major alliances currently represent the majority of the world's total container capacity. Larger container shipping companies can now allocate their resources better than ever. The question remains, can they do it while maintaining compensatory rates?

The current International Longshoremen's Association master contract ends in 2018. As much as technology and innovation continue to rewrite the ways that we do business, our industry is still very much a people business. The men and women who work our piers every day are the backbone

of our successes. For the good of the maritime industry and international shipping, it is imperative that we reach an agreement quickly and without any interruptions to our supply chains.

There has been a lot of discussion in the past year about investing in our country's infrastructure. Our industry depends heavily on properly maintained waterways, highways and rail networks. We do a good job of that in Maryland but that is not necessarily the case in other states. We must make sure our elected officials continue to push for infrastructure funding.

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James J. White, Executive Director
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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.



↑ Belts recently hosted a ceremony to celebrate the expansion of the U.S. Customs and Border Protection (CBP) Centralized Examination Station. Pictured are (from left): George Brown, Executive Vice President of Belts; John Redding, Senior Vice President of Belts; Casey Owen Durst, Baltimore Field Office Director; Donovan Murray, MDOT MPA; CBP Port Director Dianna Bowman; Thomas Heffernan, Assistant Port Director; S. Allen Brown, IV, President of Belts; Chris Brown, General Manager of Belts; and Scott Hunsicker, Executive Vice President of Belts.

EVENTS

Belts Expands Baltimore's Centralized (Container) Examination Station

Belts Logistics Services recently took a moment with members of Baltimore's Port community to celebrate its significant expansion of U.S. Customs and Border Protection's Centralized Examination Station (CES), where select ocean containers passing through the Port of Baltimore have been taken for examination for the past 27 years.

A CES is an inspection hub where freight forwarders and customs brokers benefit from streamlined and expedited processes that facilitate the inspection of cargo freight and containers shipped into the United States from overseas.

Belts more than quadrupled the size of Baltimore's CES, which is located off Folcroft Street in Dundalk, from 8,000 square feet to 35,000 square feet, creating substantially more office space for "Customs" and providing them with six additional dock doors. The primary

goal of this expansion was to increase throughput capacity and reduce container turnaround times. In recognition of today's threats, Belts also enhanced the facility's physical security defenses, adding more robust fencing and barriers, along with the latest systems for secure entry, off-hours intruder detection and IT/communications. A 50kW generator was also installed to support continuity of operations.

"For over 25 years in this facility, we've successfully examined thousands of containers," said S. Allen Brown, IV, President of Belts Logistics. "This type of long-term, mutual cooperation is not a given. Both sides have to work extremely hard to maintain it. The expanded and upgraded Centralized Examination Station is now open and is the result of hundreds of man-hours of planning

and construction to create its many new features. We're already seeing a significant reduction in container turnaround time. We look forward to continued growth at the Port of Baltimore, and we will be able to handle their expansion as time goes on right here in this facility."

At all U.S. ports, incoming container freight must be compliant with the Department of Homeland Security's regulations and is therefore subject to inspection. Overseas freight must be deemed "eligible and fit to cross into the United States" by agencies such as U.S. Customs and Border Protection (CBP), U.S. Immigration & Customs Enforcement (ICE), the U.S. Dept. of Agriculture (USDA), the Food & Drug Administration (FDA), the U.S. Fish & Wildlife Service (FWS), and the Consumer Product Safety Commission (CPSC). Baltimore Area CBP Port Director Dianna Bowman concurred with Brown's comments, adding, "I look forward to having even more cargo coming through here." 🌐

AMONG OTHER THINGS, CES EXAMS ADDRESS THE FOLLOWING ISSUES:

- Illicit smuggling
- Transmitters of contagious diseases (plant and animal)
- Invasive pests & weed seeds
- Hazardous manufactured items
- Illegal or insufficiently processed foods
- Improper or missing labels
- Country of Origin labels on all items
- Wood product materials that have not been heat treated

SHIPPING

Grimaldi Unveils *Grande Baltimora* In Honor of Port

The Grimaldi Group unveiled a new ship in October — a ship that has special meaning to the Port of Baltimore and the long-standing relationship between the two venerable maritime institutions.

The shining new *Grande Baltimora* greeted visitors and dignitaries, who participated in a ceremony on its bridge and were treated to a panoramic view of the city from atop deck #13 of the sprawling vessel.

Carol Ann White, wife of Maryland Department of Transportation's Maryland Port Administration Executive Director James J. White, officially christened the *Grande Baltimora* by cracking a bottle of champagne against the ship for good luck, and the *Pride of Baltimore II* and a fireboat welcomed the *Grande Baltimora* to the Port.

Maryland Secretary of State John C. Wobensmith, a former member of the Navy, appreciated the scale of the ship as he lauded the important economic impact of the *Grande Baltimora* on the local economy.

"This is an absolutely beautiful ship," said Wobensmith, who presented a citation to Grimaldi Logistics and Operations Commercial Director Costantino Baldissara. "Certainly, it's

wonderful for its environmental efforts as well as the capacity for what it's able to do."

The *Grande Baltimora* is a pure car and truck carrier roll-on/roll-off (ro/ro) vessel with a length of 656 feet, a beam of 106 feet and a service speed of 19 knots. The new Italian-flag vessel can transport 6,700 car equivalent units (CEUs) or alternatively 4,000 linear meters of oversized farm and construction machinery and 2,500 CEUs.

It fits seamlessly into the Port of Baltimore, which handles more cars, trucks and other ro/ro cargo than any other port in the U.S. Officials with Atlantic Container Lines (ACL), Grimaldi's New Jersey-based subsidiary, also attended the ceremony.

"ACL has been the carrier line calling the longest at the Port of Baltimore," James J. White said. "It was the first major carrier line that we entered into a long-term agreement with. Grimaldi has been a great partner of ours. To have this christening here just means so much to the men and women who work at the Port of Baltimore. I hope the cargo will continue to flow for many, many years."

White presented Captain Vito Prudenza, the ship's captain, with a ship's wheel and miniature ship. Baldissara honored his company's founder, Guido Grimaldi, during his speech and offered encouragement to the captain and crew.

"I wish smooth sailing, calm seas and may the wind be always at your back," Baldissara said. 🌐



➤ (From Left) Captain Vito Prudenza arrives at the Port of Baltimore for the unveiling of the new *Grande Baltimora*. Grimaldi Logistics and Operations Commercial Director Costantino Baldissara applauds Carol Ann White, wife of Maryland Department of Transportation's Maryland Port Administration Executive Director James J. White, after she officially christened the vessel.



← Maryland Secretary of State John C. Wobensmith (right) presents Baldissara with a proclamation.



EVENTS

Students Get Hands-on Experience at Port Fest

Two dozen students and their teachers from North County High School in Glen Burnie and Anne Arundel County Community College got a close-up view of marine transportation operations and safety during a field trip to Vane Brothers' Baltimore headquarters during Port Fest Baltimore in October. The students are enrolled in the International Trade, Transportation and Tourism (IT3) program, which gives them the opportunity to earn college certification in transportation logistics at the community college.

At right above, students from the high school's Signature IT3 program watch as Neno Uljarevic, Shop Manager for Vane Brothers' Marine Safety and Services, points out the features of a life raft still in its container before demonstrating how to inflate it. Later, North County senior Kaiyah Hood (bottom right photo) tries out the inflated raft. Students also boarded tugboats and toured Vane's fleet operations room during their four-hour visit. 🌐



↖ *Anne Arundel County students experience marine safety strategies.*



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NEWSMAKERS

Customs officials recover stolen cars bound for Africa

Border protection agents at the Port of Baltimore recovered three stolen cars, including two 2017 luxury models, headed to Africa in November.

The cars were a 2017 Infiniti QX80 stolen in Baltimore, a 2017 Chevrolet Silverado High Country stolen in Leesburg, Va., and a 2015 Honda Accord stolen in Chicago, according to a news release from the Baltimore office of U.S. Customs and Border Protection (CBP). The discovery was part of a routine check of outbound vehicles and export documentation that CBP officers regularly conduct at the Port.

Two of the vehicles were headed to Abidjan, Ivory Coast, and the third to Lagos, Nigeria. The most common destinations for stolen vehicles shipped through the Port are Benin, Ghana and Nigeria, the CBP said.

The Port is one of the busiest in the country for importing and exporting cars, trucks, boats, recreational vehicles and farm equipment.

During fiscal 2017, Customs officials recovered 59 stolen vehicles nationwide, the most since 2010. 🌐



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GreenPort



Environmental Stewardship at the Port of Baltimore *BY MARY MAUSHARD*



MDOT MPA and Canton Railroad Company Partner Up to Reduce Locomotive Emissions

The Canton Railroad Company was a ready and willing participant in a grant proposal, and subsequently funded project, with the Maryland Department of Transportation's Maryland Port Administration (MDOT MPA) to reduce diesel emissions. The partners explored several potential projects before submitting a proposal for a grant through the EPA's Clean Diesel Program, which provides grants and rebates under the Diesel Emissions Reduction

Act (DERA). The chosen project — retrofitting the railroad's fleet of switcher locomotives with idle-reduction technology — received a grant from DERA.

Headquartered in Baltimore, Canton Railroad is a rail logistics provider offering freight services to industrial, manufacturing and port-related shippers. Five of Canton's locomotive service companies are located in or near the Port of Baltimore, and the sixth operates



out of Perryville, Md.

The partners chose ZTR's SmartStart microprocessor technology, which can be applied to any locomotive regardless of make, model, age or use. It is a compact system designed to easily mount inside the locomotive cabin. As switcher locomotives are expensive

to replace or repower, the auto start/stop option is an excellent way to reduce emissions, save fuel and cut noise pollution at an affordable price.

Shutting down and restarting an engine can be a challenge. Knowing when it is acceptable to shut the engine off is also a key consideration, especially with locomotives that are 30 to 40 years old with different engines, starting systems and horsepower. The SmartStart technology allows this process to happen automatically and to quickly and reliably restart the engine.

Phil Morris, Canton's Chief Mechanical Officer, said that "the idle-reduction system comes on when the engine is started and will automatically turn off the engine after 15 minutes of idling." This system relieves the conductor from turning off the engine. "It takes all the guesswork out of the decision-making process," he added.

Sensors connected to the micro-processor unit are mounted throughout the locomotive to record engine operations. A laptop can be connected to retrieve this recorded information, which can then be printed out.

The main benefits of this technology are reductions in fuel use, lube oil, wear and tear on the engine and emissions, including smoke exhaust upon restart.

The EPA awarded the grant last year to Maryland Environmental Service on behalf of MDOT MPA, and the retrofit of Canton's switcher locomotives is already working to provide improved regional air quality by reducing nitrogen oxide and particulate matter emissions and to help meet statewide greenhouse gas reduction goals by curtailing carbon-dioxide emissions.

Added to the federal EPA funds was a contribution from the Maryland Energy Administration and the railroad's cost share.

"The Canton Railroad Company is pleased to partner with the Maryland Department of Transportation's Maryland Port Administration on this project," said Canton's President and CEO John Magness. "We would like to thank the U.S. EPA and the Maryland Energy Administration, which helped make this project a reality." 🌐



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Port Tests Emergency Evacuation Preparedness

Evacuating the Dundalk Marine Terminal at the Port of Baltimore in an emergency could be a huge undertaking.

To help expedite the process safely and quickly, the Maryland Department of Transportation's Maryland Port Administration (MDOT MPA) staged a tabletop evacuation exercise in August.

About 20 employees from various departments gathered for several hours to simulate evacuation plans for a make-believe emergency. The MDOT Police and members of its Emergency Preparedness Department also attended.

Barbara McMahon, MDOT MPA's General Manager, Safety, Environment & Risk Management, facilitated the drill and indicated that it was important to determine strengths and weaknesses in the evacuation procedure. "All participants seemed to understand their roles and responsibilities," she said, "while recognizing the need to work closely with the terminal's tenants to ensure that their plans are up-to-date."

The participants faced this scenario: After an employee reported smelling gas, it was determined that a gas line was leaking. The shut-off valve was not onsite, and BGE officials were attempting to locate it. Fire officials answered a 911 call and ordered a full evacuation once they reached the scene.

In real life, this would have involved several hundred people working in scattered areas of the marine terminal. The MDOT Police assumed command of the situation, giving directions to Port personnel and briefing first responders so the evacuation could proceed as envisioned. At the same time, assigned personnel responded to the scene and gave colleagues the information they needed, promptly and accurately.

"As a whole, things progressed as I expected them to, very professionally," said Bud Frank, Director of Homeland

Security, Emergency Management and Rail Safety for MDOT. "It was good to see the engagement of all the participants and it was obvious that they all know each other and interact regularly. This is important during emergency conditions as relationships are already established, and people know who is responsible for what."

MDOT MPA plans to hold an annual tabletop exercise to address a different emergency situation each time. In the interim, officials will review emergency protocols to ensure that dispatchers know what questions to ask and what

information to give to emergency responders. They are also evaluating how best to notify all employees, tenants and other Port users of emergencies, and they will issue annual reminders to review evacuation and emergency plans.

"These types of exercises help people keep their skills well honed for that what-if we all hope won't occur," Frank added. 🌐

“It was good to see the engagement of all the participants and it was obvious that they all know each other and interact regularly.”



GreenPort Conference

The Port of Baltimore will be the first North American port to host the GreenPort Conference of maritime professionals on May 16-18 at the Baltimore Convention Center.

With the theme of "GreenPorts are Smart Ports," the conference will feature sessions on a variety of maritime environmental topics, including smart ports, land redevelopment, dredge materials management and the future of commerce vessels in a rapidly changing industry.

Cruise terminal operators, cruise line representatives and local government officials will also meet to discuss environmental issues that regularly affect their industry.

More than 200 participants from 30 countries have attended previous GreenPort conferences. For more information and to register for the Baltimore conference, visit www.greenport.com/congressamerica

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→ PORT ENVIRONMENT



Anti-Litter Campaign Buoy's Waterway Health, Port Quality: 'Throw Away Don't Blow Away'

Being green starts close to home at the Maryland Department of Transportation's Maryland Port Administration (MDOT MPA) these days — with the coffee cups, sandwich wrappers and plastic bags and bottles that are everywhere, frequently blowing across parking lots into the river.

In partnership with Wallenius Wilhelmsen Logistics (WWL), a major automobile processing firm at the Port of Baltimore, the MDOT MPA recently kicked off a pilot project aimed at reducing litter and encouraging those who litter to change their habits.

"Throw Away Don't Blow Away" is the slogan cropping up all over Dundalk Marine Terminal.

The motivation for the cleanup is about more than looks. It's about the obvious impact, the health of the area's waterways and the bay, and the less apparent effect trash and debris can have on the Port's delivery system.

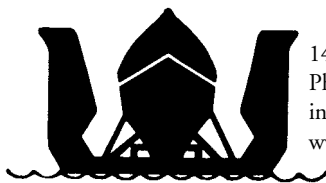
"It's a quality issue," said Helen Johnson, Senior Operations and Accounts Supervisor at WWL and co-chair of the Port's Quality Cargo

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Handling Action Team (QCHAT). “We have so many new cars [leading cargo in Baltimore], as well as new high and heavy equipment and work vehicles, that can be damaged by debris. And it’s particularly windy here, and the trash easily goes into the water if not disposed of properly,” she added.

Conservation groups and scientists have long documented how marine trash affects the health of wildlife, people and local economies. Fish and wildlife mistake the trash for food and ingest it with serious, even lethal, consequences; scientists are also looking into the dangers trash-eating fish might cause humans. In addition, plastic bags and beverage holders can entangle these creatures, causing their deaths.

Sponsors of the campaign, which kicked off in October, are taking several additional steps to make it more effective:

➤ Big Belly bins in high-traffic locations make trash disposal easier and cleaner. These solar-powered receptacles have far greater capacity than traditional trash cans, and they compact the trash and send emails to indicate how full the bins are and when they need to be emptied.

➤ Four employees are serving as volunteer Trash Champions to encourage their colleagues to put garbage where it belongs. They are Jim Coffroad, Ericka Wilson, Avon Wallace and Davantzis Harris, chosen because they are seen as good role models for fighting litter.

➤ Port employees who drive as part of their jobs are given plastic trash bags bearing the campaign slogan to collect the trash that accumulates in their trucks.

Through these and other efforts, “MDOT MPA and WWL are committed to reducing trash at its terminal and workplace through technological innovation and through education and awareness programs,” said Barbara McMahon, the MDOT MPA’s General Manager, Safety, Environment and Risk Management. “Throw Away Don’t Blow Away” is part of the Trash-Free Port Initiative. 🌐



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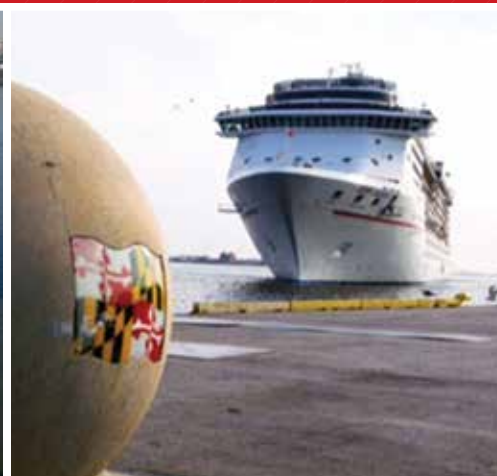
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VISITORS FLOCK TO BALTIMORE FOR ITS CONVENIENCE, AMENITIES

BY TODD KARPOVICH

Travel agents, visitors and cruise lines laud the convenience of traveling out of Baltimore and business continues to grow each year. The Cruise Maryland Terminal, just off Interstate 95, allows passengers to head directly from the Port of Baltimore to prime destinations, such as the Bahamas, Bermuda, the Caribbean and New England/Canada. Cruise lines that use the Cruise Maryland Terminal as their home port include Carnival Cruise Lines and Royal Caribbean International.

The cruise terminal, which boasts on-site parking, has undergone numerous upgrades. These enhancements include new check-in counters, a temperature-controlled enclosed breezeway and boarding bridge. There is also a new VIP room. In addition, improvements are currently being made to ease traffic off of McComas Street.

More people are taking advantage of these enhancements.

In 2016, 224,635 passengers travelled through the Cruise Maryland Terminal, compared to 207,147 the previous year.

Ray Scott, of Lewes, Del., and his wife decided to take a cruise for their 50th wedding anniversary. He chose to cruise from Baltimore instead of New York because the Port is only about two hours from his home and parking, boarding and other logistics are convenient.

"We love the Inner Harbor and just felt it was the best place to go out of," Scott said. "It was a great experience. We had a great captain. It was very easy getting in and out of Baltimore. I've already recommended Baltimore to a friend. Everything was smooth. The ship was well run."

Scott was impressed by how quickly he was able to get to his cabin, and on his return, how easily he got out of the parking lot and back home. Scott is already planning his next cruise from Baltimore.

Royal Caribbean holds monthly conference calls with its key liaison, Cruise Maryland General Manager Cindy Burman, to explore marketing and promotional opportunities. Drive-to-market ports, such as Baltimore, are extremely important to its business and to its local travelers. "Guests can cruise on our incredible products without the need to fly. This makes planning vacations easier, stress free and more convenient," said Vicki L. Freed, CTC, Senior Vice President Sales and Trade Support & Service for Royal Caribbean International.

Royal Caribbean has a strong partnership with the Port of Baltimore and is looking for ways to amplify its brand in the region through marketing opportunities and community connections.

"We are proud to have *Grandeur of the Seas* sail out of Baltimore year-round, providing an unmatched vacation for guests in the Northeast area," Freed said. "As we look to the future and our upcoming deployment, *Grandeur of the Seas* and the Port of Baltimore remain an important element of our business."

Lila Nicholas, President of the Maryland chapter of the Professional Travel Agents of North America, also spoke highly of her group's working relationship with Burman, Cruise Maryland and the Port of Baltimore.

"The travel industry and life in general are all about relationships," Nicholas said. "I represent 150 travel agents in the Maryland area. One of the most important relationships we have in this area is with Cindy Burman and Cruise Maryland at the Port of Baltimore. We call her the 'Energizer Bunny' because of her untiring effort in nurturing relationships with the travel professionals in the marketplace.

"She provides a win-win opportunity for both Cruise Maryland and for us in the travel industry. The value in this relationship cannot be measured. Cruise Maryland and the Port of Baltimore are an integral part of our business success," she concluded.

Carnival also has a productive relationship with Cruise Maryland. Carnival has been sailing from Baltimore year-round since 2009. Carnival officials said the cruises from Baltimore remain popular and provide great vacation options for people in the mid-Atlantic region and beyond.

Officials with Carnival also praise the Maryland Department of Transportation's Maryland Port Administration for being a "true partner" in helping to promote cruising from Baltimore.

"Their support and willingness to work hand-in-hand with us to promote cruising from Baltimore to consumers and travel agents has been invaluable," said Jennifer de la Cruz, Vice President of Corporate Communications for Carnival.

Baltimore allows mid-Atlantic residents to drive to the Port and not have to worry about the hassle and expense of flying, she said. "There's plenty of parking readily available and you can pull right up to the curb, hand your bags to a porter and rapidly be on board the ship to begin your vacation to the Bahamas, Caribbean or Bermuda.

"Many consumers also opt to stay in Baltimore before or after their cruises to enjoy the Inner Harbor, take in a professional sporting event or otherwise take advantage of Baltimore's many highlights," added de la Cruz.

Carnival has enjoyed tremendous success over the years by putting ships in homeports all along the U.S. coastline to make them convenient. In fact, the firm's research shows that half the U.S. population is within a day's drive of a Carnival ship. Drawing strongly upon the drive-to market is the backbone of the company's success.

"We concentrate on promoting the convenience of not only being able to easily get to the departure port but also the convenience of cruising in general," de la Cruz said. "We carry 5 million passengers a year on our ships and many of them are repeat guests. People who have taken a cruise understand the extraordinary value, convenience and exceptional experience it provides, offering endless options for dining, entertainment,

relaxation and the opportunity to enjoy the company of friends and family.”

The attraction extends beyond the Port. The Cruise Maryland Terminal is just 2.5 miles from Baltimore’s world-famous Inner Harbor, so visitors can spend a few hours or even an extra day taking in the sights.

The Baltimore-based terminal is the closest East Coast drive-to port to Northern Virginia, Delaware, Washington, D.C., West Virginia, Pennsylvania, Ohio, Indiana and Illinois to name a few, and is within about a three-hour drive from the New York City metro area.

Shawn Cordle advises clients in the Richmond, Va., area office for AAA Mid-Atlantic. She recommends cruising out of Baltimore because of its proximity to Interstate 95 and the convenience of getting on and off the cruise ships with easy access to their vehicles.

“It’s just a very easy cruise port to use,” Cordle said. “For my clients in Richmond, they can just drive up in one day, park their cars and get on the ship. Getting off the ship is such a breeze. It’s not stressful for them. It’s very well run, and very clean.”

Paula Dozier, Jr. is the travel consultant and agency owner of DTS Midway Vacations in Baltimore. She has clients who cruise out of Baltimore each year because of its accessibility. She said the cruise itineraries also make a Charm City departure attractive.

“A lot of times they will cruise out of Baltimore as an annual vacation for the family,” Dozier said. “Baltimore gives people an option to cruise with their families at an affordable rate and still be able to do other things throughout the year as far as their travel budget is considered.”

Scott Babus, a travel consultant at Going Places Travel at Eastpoint Mall in Baltimore, attracts clients from throughout the mid-Atlantic. Babus values his relationship with the Port and the convenience Cruise Maryland provides for his business.

“We know the Port very, very well,” Babus said. “We have that relationship with the Port that’s really important. People feel comfortable that we know the Port well and that we understand how well the Port functions because it’s really one of the easiest ports to leave out of. It’s close to I-95. People have no problem dropping others off. They’re on the ship in an hour. That doesn’t happen in many places. And the customer feedback on the Port has been in the top tier for the United States.”

The cruise industry also has a huge economic impact on Maryland. The Cruise Maryland Terminal generates about \$70 million in business revenue and creates 440 jobs. To generate even more business, Cruise Maryland Facebook ads reached an audience of 599,411 in 2016, compared to 511,593 the previous year.

The future looks bright for the cruise industry. 🌐



Photo: Kathy Smith

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Cruise Lines Dive Into Hurricane Relief Efforts



The cruise lines sailing out of the Port of Baltimore responded quickly to the victims of Hurricanes Harvey, Irma and Maria — opening their ships, their galleys and their wallets.

Carnival Cruise Lines and Royal Caribbean International deployed and rerouted ships to deliver much-needed provisions, and evacuate residents and tourists trapped by the storms in the Florida Keys, Puerto Rico, Virgin Islands and throughout the Caribbean. When they had to cancel cruises because of the weather, these cruise lines sent empty ships, as soon as it was safe, to help and evacuate those in many of the affected ports.

Royal Caribbean put its *Enchantment of the Seas*

into service evacuating its employees, their families and pets from Florida, sailing to safer waters until the danger from Hurricane Irma had passed.

One of Carnival's ships, *Fascination*, has been leased to the Federal Emergency Management Agency (FEMA) for four months to house relief workers in St. Croix, Virgin Islands.

Royal Caribbean estimates it has evacuated more than 5,500 people, 2,700 employees and 127 pets from the areas stricken by Irma and Maria, according to its website. In addition it has delivered water, milk, medical supplies, ice, batteries, garbage bags, generators and pet supplies in huge quantities and provided meals for first

responders in some ports. It also stationed ships in the Gulf of Mexico to come to the aid of Florida residents.

As late as October, the company had cancelled several cruises out of San Juan, Puerto Rico, using the ships instead to bring evacuees — from St. Thomas and St. Croix, as well — to Florida.

Carnival Lines deployed 11 ships in all for the relief effort, taking supplies to St. Kitts and Grand Turk Islands, among other locations. It is also continuing to deliver clothing, water and other provisions on a long-term basis via cruises that are carrying passengers.

The cruise lines have also pledged funds and set up donation centers.

Carnival donated \$2 million to Houston and Galveston,

Texas, after those areas were hit by torrential rains and flooding in Hurricane Harvey. Carnival is also partnering with two other entities to provide \$10 million in contributions and in-kind services for Florida and the Caribbean.

Royal Caribbean will match up to \$1 million in private contributions. Further details on these charitable efforts are available on the cruise lines' websites. 🌐



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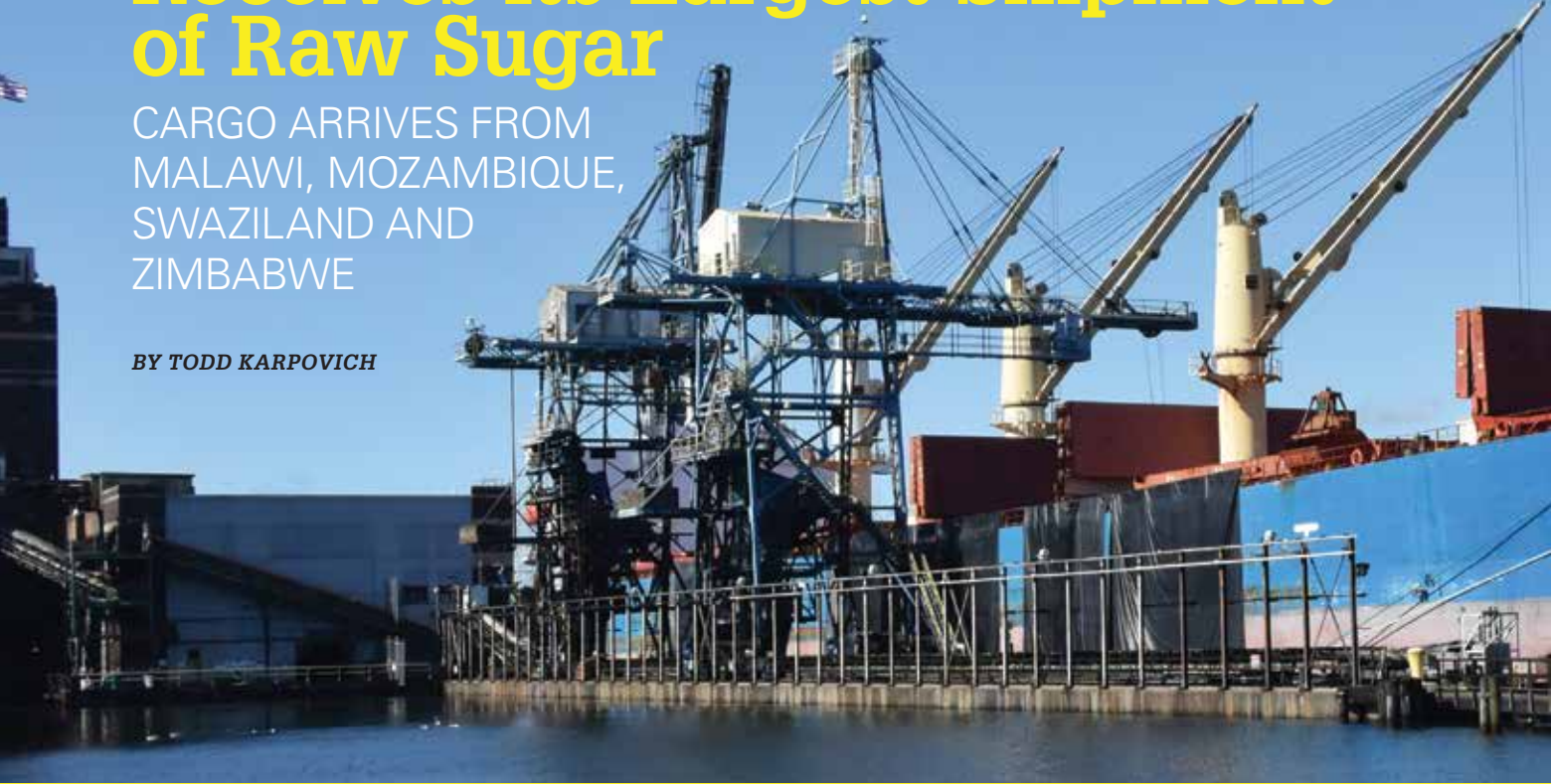
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Domino Sugar in Locust Point Receives Its Largest Shipment of Raw Sugar

CARGO ARRIVES FROM MALAWI, MOZAMBIQUE, SWAZILAND AND ZIMBABWE

BY TODD KARPOVICH



The iconic Domino Sugar sign looms over Baltimore's Inner Harbor as a beacon of the city's thriving maritime industry and rich manufacturing heritage.

The company's brand is recognized around the world as a leader in the sugar industry, which is a source of pride for the local business community.

In October, Domino's plant in Locust Point received 98 million pounds of raw sugar from Malawi, Mozambique, Swaziland and Zimbabwe — its largest-ever sugar shipment.

The company worked closely with the Port of Baltimore to successfully meet the complex logistical challenges of such a hefty load, the largest ever shipped to a port east of the Mississippi River.

"We are located in the perfect place," said Peter O'Malley, Vice President of Corporate Relations for ASR Group, the

parent company of Domino Sugar. "Thanks to the deep water of the Port of Baltimore, we are able to take large vessels like this, something our sister refineries in Yonkers and New Orleans can't do.

"We're also located less than a mile from I-95, which is a huge advantage for us, and we have access to the railroad, with four lines running into our facility. We generate 33,000 truck trips a year and ship more than 1,100 rail cars a year."

Because the 98 million pounds of raw sugar arrived from four different countries, it took longer to discharge it than smaller shipments or those from only one country. Federal regulations require the company to weigh the raw

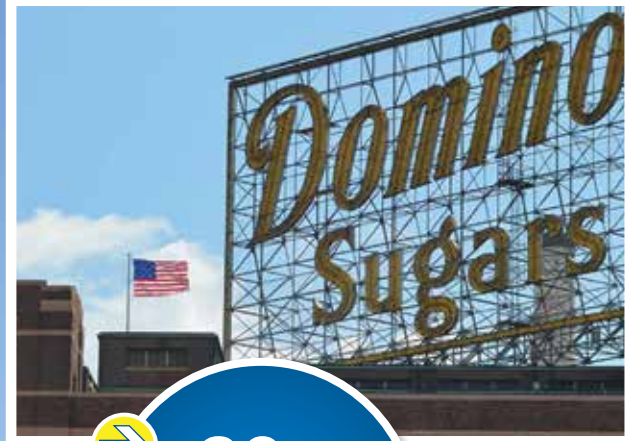
sugar separately by country to ensure that no one place exceeds its U.S. sugar-import quota — which is different for each of these countries.

Instead of "digging" a vessel with both cranes operating at the same time on whatever hatches Domino wanted, the company had to dig three of the hatches with one crane because they each contained raw sugar from a different country. Added to that, Domino only has one conveyor belt running to one scale.

What was the motivation for such a big shipment? Good timing.

"When that quantity of sugar became available on the market, there happened to be a large vessel that was also available to carry it," O'Malley said. "Given the distance, it resulted in great efficiency."

Since 1968, Domino has been able to accommodate large vessels because of its storage capacity. The raw sugar, however, is not stored long before it goes into the



COURTESY OF DOMINO SUGAR



60%

of employees have been with Domino for more than 30 years.

25%

of its employees have been with the company for 20 years



33%

of its employees live in Baltimore City

BILL MCALLEN

facility to be refined. Domino refines more than 7 million pounds of sugar a day.

Thanks to a recent capital investment, Domino increased its daily refining capacity from 6.5 million pounds per day to more than 7 million. All the sugar that is refined and packaged at Domino is consumed domestically. The company ships to cities along the East Coast, throughout the Midwest and to many other locations.

“We have 23 packaging lines that produce 40 different products,” O’Malley said. “The Baltimore Refinery supplies 14 percent of the nation’s cane sugar supply.”

Operating continuously for 95 years, Domino Sugar is the largest bulk importer in the Port of Baltimore, and the Port is #1 in sugar imports into the United States.

Domino understandably enjoys a close partnership with the Maryland Department of Transportation’s Maryland Port Administration (MDOT MPA), contributing to the success of

both parties. “The MDOT MPA is a tremendous partner in making sure we can continue to thrive as a business in a changing city,” O’Malley said. Domino works closely with Jill Lemke, Manager, Strategic Planning & Special Projects, and James M. Dwyer, Deputy Director, along with private terminals and Port-related businesses to ensure that policymakers and the community as a whole understand what an asset the Port of Baltimore is in providing jobs and other economic benefits.

“In the past, all of the Inner Harbor was surrounded by industry,” Dwyer said. “Domino Sugar is a perfect example of a wonderful city asset with great longevity, and it creates hundreds of jobs for a variety of skill levels. Domino is an active member of the industrial and Port communities. The company frequently plays a leadership role in representing the Port, protecting industrial and maritime

zoning, preserving freight corridors and engaging nearby communities.”

In addition to granulated sugar, Domino produces a variety of other sweeteners, including baking staples, such as confectioner’s sugar and brown sugar products. In recent years, the brand has expanded its portfolio of all-natural sweeteners to include Domino Organic Blue Agave Nectars and Born Sweet Zing Stevia.

ASR Group is the largest refiner of cane sugar in the world. The company is also a leading supplier of industrial sugar for food manufacturers and offers a complete line of sweeteners for the food-service industry.

Beyond Baltimore, ASR Group owns three other major U.S. refineries in Yonkers, N.Y., Chalmette, La., and Crockett, Calif., with a combined production capacity of 2.2 million metric tons of sugar per year. 🌐



Miller Environmental Group is Poised to Create Jobs at the Port

LEADING ENVIRONMENTAL SERVICES COMPANY RECENTLY MOVED TO BIGGER FACILITY

BY **TINA IRGANG** | *Photography by Kathy Bergren Smith*

In 2005, Calverton, NY-based Miller Environmental Group (MEG) opened an office in Baltimore to better support existing customers. Now, the company is undergoing a major expansion of its operations here that prompted a move to a larger facility and is creating jobs for the Port of Baltimore community.

MEG increased staffing by more than 30% as a result of a hiring event in early October, but there are still more openings available, said Katherine O'Brien, the company's Director of Human Resources. "Our hiring needs are ongoing," she said. "We have the work to support a growing workforce. We have more than 20 job openings company-wide."

MEG's new facility, near the Coast Guard Yard in Curtis Bay, will provide

much-needed room to accommodate staff and sales growth, said Business Development Manager Robert Armstrong: "It's really nice to have room to spread out, and this new facility does afford us the opportunity to grow even further. Our sales are up significantly. They're double what they were two years ago."

The warehouse space in Curtis Bay "is five times larger than what we had" at MEG's previous location in Canton, estimated Mark Lucy, the company's Delmarva Regional Manager.

In expanding its operations, MEG is looking to hire heavy-equipment operators and candidates with class A and B commercial drivers' licenses, but that's not all. Those looking to join the team also need what Armstrong calls "a firefighter mentality."

MEG specializes in environmental cleanup and remediation, and about 30% of its business involves emergency oil-spill response. So when a spill happens, everyone on the team needs to be ready.

"It is 365, 24/7, so we rotate on-call teams," said Armstrong. "Everybody's got a phone, and when they get that notification, it's their obligation and their responsibility as MEG employees and an extension of client staff to respond on time. ... We have a lot of folks on our staff that are volunteer firefighters, and we certainly have a lot of veterans, because they have that kind of mentality that we're looking for."

MEG's readiness to respond has seen it take a front seat in cleaning up several headline-making disasters, including the Exxon *Valdez*, Athos I and Deepwater Horizon oil spills.

The company was first founded in 1971 by Jim Miller, a commercial fisherman on Long Island Sound. When there was an oil spill in Port Jefferson harbor, the responsible party called in Miller and some of his workers to help contain it.

"They were using simple things like telephone poles floating in the water to contain the oil, and hay bales with pitchforks to recover oil from the water," said Armstrong. "They did their best and they got it cleaned up, and a few months later, [Miller] got a check from Lloyds of London and thought, 'Wow, what a nice business.'"

Over the years, MEG has remained family-owned. In the late 1990s, Miller sold it to his son, Mark Miller, who still runs the company today.

MEG has grown from its original location on Long Island to nine offices in the Northeast and mid-Atlantic. In addition to Baltimore, the company has branch offices in Albany, the Hudson Valley, New York, Philadelphia, Harrisburg, Smyrna, Del., and Lorton, Va.

Expansions to new markets, including the expansion to Baltimore in 2005, usually come at the request of one or several existing clients, said Armstrong: "We had been working here primarily with utility, petroleum terminal and pipeline clients.

And they said to us almost unanimously, 'If you open an office down here, we can get you some more work.'"

It's essential for MEG to find project work that will keep team members busy in between emergency responses, so that the company can remain fully staffed at all times. Some of the work MEG takes on regularly includes helping clients with industrial cleaning, hazmat response, vacuum truck service, environmental remediation, restoration from floods, fire and smoke, and waste transportation and disposal.

Currently, MEG is also working with a major utility on decommissioning a wastewater treatment plant in the Baltimore area. During the annual Sailabration events, the company has helped visiting ships dispose of lube oil and other wastes.

Emergency calls also have kept MEG's Baltimore office busy. For example, the company responded to the 2013 train crash in Rosedale and the 2016 explosion of a tanker truck on I-95. It also has helped recover oil from several sunken vessels in the harbor.

In the aftermath of the Exxon Valdez oil spill, Jim and Mark Miller played a role in shaping the Oil Pollution Act of 1990, which to this day regulates oil-spill response, said Lucy.

Following the Sept. 11, 2001, terrorist attack on the World Trade Center, MEG "manned all the decontamination stations for the vehicles and personnel coming in and out of the site," he said.

The company also assisted after the 2009 emergency landing of a US Airways Flight on the Hudson River, commonly known as "The Miracle on the Hudson."

In Baltimore, MEG is well positioned to be at the forefront of the response to any major oil spill or hazmat situation. "We serve the great majority of terminal operations in the Port," said Armstrong. "Anybody who has large oil storage tanks, or is taking product by barge, we're going to be their oil-spill removal organization." 🌐



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Family Affair

S. ALLEN BROWN, IV CARRIES ON TRADITION AT BELTS

BY MERRILL WITTY | Photograph by Kathy Bergren Smith

Allen Brown, IV is the fifth generation of his family to man the helm at the Belts Corporation. Belts is the oldest warehousing and distribution company in the mid-Atlantic region, founded in 1845 at Belt's Wharf in Fell's Point as a terminal warehouse for the shipping fleet of Baltimore merchant C. Morton Stewart.

During the next century and a half, the company added storage, fulfillment, packaging and transportation services as well.

"When my father started with the company in 1960, Belts was still a waterfront warehouse in Fell's Point, handling steamships, barges and 'lighters' of mainly canned corned beef, sugar and coffee from South America," Brown said.

"Then came 'containerization,' and my dad knew times were changing. So he began to spend more time in real estate and civic endeavors, which led to deals in the 1980s that converted the old warehouse into a condominium called Belt's Landing and to the purchase of more modern, one-story warehouses in Dundalk, Curtis Bay and Elkridge."

Belts also purchased a waterfront warehouse in Fell's Point to handle the remnants of its barge business and house its new corporate headquarters. With barges demanding less and less dock space, Belts decided to build an adjacent small boat marina called Chester Cove and another marina on Fell St. called Swann's Wharf.

"We are now primarily an import container distribution and transportation company," Brown said, "but we continue to develop warehouses, our largest one being a 650,000-sq.-ft. facility that we developed and leased to Fila USA."

Growing up, Brown naturally gravitated toward Belts by "witnessing the passion my dad had for the company and the successes he achieved," he said. "But my first real taste of his world came during a high school senior work project where I spent three weeks as a Belts employee and then wrote a research paper on it.

During the project, Belts assigned me to its trucking division for a week, made me a warehouse laborer for a week and then had me shadow a customer service clerk. From this experience, I came to realize how interesting and diverse the distribution industry was, with customers and products from all over the world."

Brown continued working for Belts every summer during his college years.

After his Randolph-Macon College graduation in 1989, he began working full time at Belts Distribution Center in Elkridge, Md., in the heart of I-95's Baltimore-Washington Corridor.

"I learned a great deal there from senior VPs Scott Hunsicker and John Redding," he recalled. "I also learned to watch out for forklifts better ... after one

ran over my foot!"

Today, some 30-plus years later, in addition to presiding over The Belts Corporation, Brown is also president of Belts Transportation Services and Belts Intermodal Corp.

"We are not a national player," he said, "but we know our own backyard and will use that advantage to deliver efficient, value-added services to our customers in areas where we have great experience, such as apparel, grocery, electronics and consumer goods. We have assembled a dynamic and talented new 3PL workforce and brought on IT expertise as well as a new generation of corporate leadership to support them."

"For over a century, Belts has provided outstanding customer service. They are a real asset to the Port of Baltimore community," said James J. White, Executive Director of the Maryland Department of Transportation's Maryland Port Administration. "Under the Brown family and their executive team, I know they will continue to be a positive contributor around the Port."

Brown knows the Port of Baltimore's future is a bright one and he's very proud to be a part of his city's most iconic industry. "But just as my father saw the inevitable end of barges, I now see the inevitable primacy of e-commerce. So I'm leading a concerted effort to help Belts embrace it, while continuously endeavoring to improve the efficiency of our legacy core business lines."

He also wants Belts to continue to be a family affair.

"Just as my sister, Lauren Knott, used to work alongside me for Belts Realty Services, I now hope that my son and/or two daughters will be interested in working with me some day as well."

Brown's father, S.A. "Skip" Brown, III is corporate chairman and "Chief Consultant," while his uncle, George Brown, and his cousin Christopher are also integral parts of the Belts team.

"We're all looking forward to the company's 200th anniversary party in 2045!" he added. 🌐

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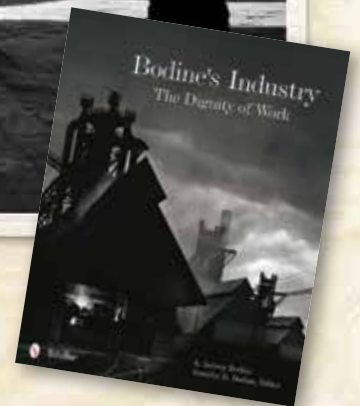
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STORY BY KATHY BERGREN SMITH



Bodine Photo of Longshoremen Gets International Acclaim

A. Aubrey Bodine

Aubrey Bodine stood inside a warehouse in Locust Point to capture longshoremen at work. In the photograph, longshoremen carry on cargo operations against the background of a cargo net draped down the side of a ship.

This photograph, which appeared in "The Face of Maryland" by A. Aubrey Bodine, has won many

international awards and is one of the photographer's most famous images.

In captioning this photo, Bodine points out that, at the time, three-fourths of the 3,400 longshoremen were African American, and he goes on to explain, "This force has an international reputation for efficiency, speed and reliability and for being free from corruption." 🌐

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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