

MD DAILY RECORD

New shipping line should increase exports to African, Russian markets

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The Port of Baltimore got a new shipping line Thursday that will increase exports to African and Russian markets that officials said are “red hot.”

Ceres Marine Terminals Inc., which this month signed a lease with the Maryland Port Administration for 9.5 acres at the North Locust Point Marine Terminal, is bringing in European Red Sea African Lines to ship roll on/roll off cargo from the terminal.

The MPA expects the agreement to increase roll on/roll off units by 20,000 per year. Doug Wolfe, port manager for Ceres, said he expects the business with ERSAL to occupy most of the land at North Locust Point, which it is leasing for what the MPA estimates at \$220,000 each year.

Wolfe said he expects to look for more land at the public terminal if it becomes available. For now, he said the business is all exports with no imports

James J. White, executive director of the MPA, said he was glad to see the company coming to the port, because it will improve Baltimore’s access to attractive markets in Africa and Russia.

North Locust Point is changing, as the MPA frees up land by moving forest product warehouses to the terminal at South Locust Point. White said there is potential to create about 180,000 square feet of additional space there.

He said the move at North Locust Point helped address a challenge from the state “to look for ways to handle cargoes that we’re not handling today through existing facilities.”

BALTIMORE SUN

Shipping line to add business at the port

August 29, 2008

The port of Baltimore will get new roll-on/roll-off business from shipping line European Red Sea African Lines, which will begin using the North Locust Point Marine Terminal to transport cars, trucks and construction equipment to West Africa and Europe, the Maryland Port Administration said yesterday. The terminal is operated by Ceres Terminals Inc., which recently signed a three-year lease with the MPA for 9.5 acres of land at North Locust Point. Under an agreement with the shipping line, Ceres is expected to handle about 20,000 roll-on/roll-off units of cargo a year, or three to four vessel calls per month at North Locust Point. The shipping line's new export service will start with two separate vessels, the Trigger and the Grand Baltimore. Ceres also handles cargo and automobiles at the port's Dundalk Marine Terminal and the Atlantic and Chesapeake terminals, as well as cruise business at the South Locust Point Terminal.

JOURNAL OF COMMERCE

Baltimore gets export call

August 28, 2008

By The JOURNAL of COMMERCE ONLINE

A new roll on/roll off export service by European Red Sea African Lines today called the Port of Baltimore's North Locust Point Terminal, operated by Ceres Marine Terminals.

The ERSAL/Ceres service will focus on transporting cars, trucks and construction equipment destined for West Africa and Europe.

Ceres recently signed a three-year lease with the Maryland Port Authority for 9.5 acres of land at the North Locust Point Marine Terminal. An agreement was signed between Ceres and ERSAL to handle the shipping line's new business in Baltimore.

The total amount of cargo is expected to be approximately 20,000 ro/ro units annually, or three to four vessel calls per month at North Locust Point.

ERSAL ships to Russia via Finland, West Africa and the Middle East. Its new export service will begin with two separate vessels, the Trigger and the Grand Baltimore. The Trigger's U.S. to West Africa service calls Boston; Wilmington, Del.; Baltimore; Jacksonville; Cotonou and Lome, Africa.

The Grand Baltimore's U.S. to Europe service calls Davisville, R.I.; Baltimore; Kotka and Hamina, Finland, and Russia.

Ceres also handles ro/ro cargo and automobiles at the Port of Baltimore's Dundalk Marine Terminal and the Atlantic and Chesapeake terminals.

NEWS CLIPS FOR WEDNESDAY, 3 SEPTEMBER 08 AMERICAN JOURNAL OF TRANSPORTATION

Baltimore, Ceres Terminals welcome new export service to West Africa & Europe

The Maryland Port Administration (MPA) and Ceres Terminals Incorporated welcomed a new roll on/roll off (Ro/Ro) export service today by European Red Sea African Lines (ERSAL) to the Port of Baltimore's North Locust Point Terminal. Ceres Marine Terminals is the stevedore and terminal operator. The ERSAL/Ceres service will focus on transporting cars, trucks and construction equipment destined for West Africa and Europe. "As the number one port for roll on/roll off cargo, we are pleased to welcome this new service to the Port of Baltimore," said Maryland Transportation Secretary John D. Porcari. "There is great demand in many African and European countries for these types of cargos. With Baltimore's experience in handling Ro/Ro, and our quality labor force, we fully expect this new service to produce a successful partnership that will continue to grow in the days ahead."

Ceres recently signed a three-year lease with the MPA for 9.5 acres of land at the North Locust Point Marine Terminal. An agreement was signed between Ceres and ERSAL to handle the shipping line's new business in Baltimore. The total amount of cargo is expected to be approximately 20,000 Ro/Ro units annually. This equates to three to four vessel calls per month at North Locust Point.

“Ceres has maintained a solid presence in the Port of Baltimore for over 30 years. We are pleased to expand our world-class stevedoring and terminal operations to the North Locust Point facility and are especially happy to see that this new business will contribute to additional man-hours and new jobs for the waterfront community. North Locust Point is Ceres’ new common use terminal for handling Ro/Ro cargo. We hope to utilize our expertise and state-of-the art technology to service ERSAL’s requirements smoothly as well as bring in new Ro/Ro business to the terminal,” commented Doug Wolfe, Port Manager, Ceres Marine Terminals, Inc.

ERSAL ships to Russia via Finland, West Africa and the Middle East. Its new export service will begin with two separate vessels, the Trigger and the Grand Baltimore. The Trigger’s US to West Africa service calls Boston; Wilmington, Delaware; Baltimore; Jacksonville, Florida; Cotonou and Lome, Africa. The Grand Baltimore’s US to Europe service calls Davisville, Rhode Island; Baltimore; Kotka and Hamina, Finland; and Russia.

Ceres also handles Ro/Ro cargo and automobiles at the Port of Baltimore’s Dundalk Marine Terminal and the Atlantic and Chesapeake terminals. Ceres also handles cruise business at the Port of Baltimore’s South Locust Point Terminal.

The Port of Baltimore employs about 16,500 workers. Out of 361 US ports, Baltimore is ranked number one for handling imported forest products, roll on/roll off cargo, trucks, exported autos, and imported gypsum, sugar and iron ore. The Port of Baltimore is ranked 13th nationally for total foreign cargo tonnage and 12th for total dollar value of cargo. In 2006, the Port was responsible for \$3.6 billion in personal wage and salary income. Activities at the Port of Baltimore generated \$388 million in state and local taxes.

As a result of its outstanding work to increase US exports, the Maryland Port Administration (MPA) which oversees the public terminals at the Port of Baltimore, was honored in 2007 with the Presidential “E” award. The award was created in 1961 to recognize persons, firms, or organizations that contribute significantly to increase US exports. The MPA was awarded this special distinction for its increased export business over the last several years. The MPA, which also won the “E” award in 1964, is only the 23rd port organization out of 361 total ports in the US to win the highly acclaimed recognition. It is only the fourth port to win the award twice.