

Baltimore Sun

Port of Baltimore makes deal with Panama Canal

June 2, 2009

The Maryland Port Administration has reached an agreement with the agency that runs the Panama Canal to work together to promote use of an all-water route between the Pacific Ocean and the Port of Baltimore. The memorandum of understanding, announced Monday, calls for the port administration and the Panama Canal to launch joint efforts on marketing and information-sharing. The Panama Canal is expected to play a more important role in trade between Asia and the East Coast after a project to expand the waterway is completed in 2014. Maryland is seeking a private partner to help finance the creation of a 50-foot berth at Seagirt Marine Terminal to accommodate the large ships that will then be able to use the canal.

Maryland Daily Record

6/3/09

Md.'s Panama Canal link

The Maryland Port Administration and the Panama Canal Authority announced they have finalized a Memorandum of Understanding agreement to increase economic growth and commercial activity between the two entities. As part of the MOU, the canal authority and the MPA will conduct joint activities and share best practices. Specific areas of focus will include marketing, research and data interchange, technical advancements and personnel training programs.

WJZ TV Ch. 13

Md. Reaches Agreement With Panama Canal

<http://wjz.com/local/port.of.baltimore.2.1028518.html>

The port of Baltimore has just made a deal that could ensure it stays busy for years to come. **Suzanne Collins** explains it has signed a novel agreement with the Panama Canal.

The biggest new markets for shipping companies are China and India. Now Maryland is poised to take full advantage. Maryland just signed a deal with the Panama Canal. When it doubles capacity in 2014, the canal will cross-promote Baltimore's port.

"Ships that are going to the west coast have to truck and rail that cargo across the country, which can add expense," said port spokesman Richard Scher.

New locks at the Panama Canal also allow much larger ships to pass. Maryland and Panama will jointly market a cheaper shipping route across the Pacific and Atlantic to Baltimore and Baltimore is closer by truck to East Coast consumer markets and the Midwest.

The Maryland port has just put out a request to private business asking to partner with the state to build a new berth at Seagirt Marine Terminal. It would have to be an extra deep one, 50-feet deep to accommodate the new megaships.

A Canadian trucker who's been driving to the West Coast to get goods to Canada says Baltimore will be better for him.

"This is the first time I came here to the Baltimore port. I'm traveling in the United States but I go to California," said Stephan Giruard.

The memorandum of understanding will also mean joint training and employee exchanges.

"It provides great cross-promotional opportunities in marketing, new business, new technologies, even as far as IT and training," Scher said.

The port has seen a downturn, especially with the auto industry slump. Those who work here like the Panama link.

"If you're going to get more merchandise coming, real good for us, for the economy. Everybody is good," said trucker William Orozzo.

Baltimore Business Journal

Maryland Port Administration inks deal with Panama Canal Authority

by Scott Dance Staff

The Panama Canal Authority has signed an agreement with the Maryland Port Administration to encourage shippers to visit Baltimore and other East Coast ports via the canal.

The deal could bring more business from Asia to Maryland ports. Meanwhile, Port of Baltimore officials are working to prepare the region's terminals for an uptick in business that could come when the canal is widened in 2014.

“With the current economic climate, it has never been more important to provide optimal customer service, and this agreement will enable us to fully cooperate and work together for continued trade between Latin America, Asia and United States,” canal authority CEO Alberto Alemán Zubieta said in a statement.

The MPA is currently shopping for a private-sector partner to enter a long-term lease at Seagirt Marine Terminal, the state's main container cargo terminal handler. MPA leaders say a public-private partnership would help boost business at the port. It's the fastest way to pay for a 50-foot berth needed to accommodate larger ships that will come through the widened canal, MPA Executive Director James J. White has said.

The Port of Baltimore is one of two East Coast ports with a 50-foot channel, according to the MPA.

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Journal of Commerce

Baltimore Inks Panama Agreement

Cooperation prepares for all-water-route expansion in 2014

Thomas L. Gallagher

The Panama Canal Authority and the Maryland Port Administration, which oversees the six public marine terminals of the Port of Baltimore, are working together to prepare for the increase in trade expected when the expansion of the Panama Canal is completed in 2014.

ACP Administrator/CEO Alberto Alemán Zubieta and MPA Executive Director James J. White on June 2 signed a Memorandum of Understanding to increase economic growth

and commercial activity. The MOU will help spur trade, facilitate information sharing and promote the use of the “all-water route” to Asia from the U.S. East Coast via the Canal.

“With the current economic climate, it has never been more important to provide optimal customer service, and this agreement will enable us to fully cooperate and work together for continued trade between Latin America, Asia and United States,” said Zubieta.

As part of the MOU, the ACP and MPA will conduct joint activities and share best practices. Specific areas of focus will include marketing, research and data interchange, technical advancements and personnel training programs, the organizations said in a statement.

The Panama Canal expansion project will build a new lane of traffic along the Panama Canal through the construction of a new set of locks, which will double capacity, allowing increased traffic and wider ships.

The Canal expansion program is expected to bring larger ships to the U.S. East Coast. The MPA is exploring the possible use of a public-private partnership to operate its Seagirt Marine Terminal and also fund a 50-foot berth ready for operation when the Panama Canal expansion project is completed. The Port of Baltimore is currently one of only two U.S. East Coast ports with a 50-foot draft. The other is the Port of Norfolk, Va.

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Cruise Industry News

Panama Canal & Maryland Port Forge Ties to Increase Economic Growth

6/2/09

Today, the Panama Canal Authority (ACP) and the Maryland Port Administration (MPA) announced a Memorandum of Understanding (MOU) agreement to increase economic growth and commercial activity between the two entities. Signed by ACP Administrator/CEO Alberto Alemán Zubieta and MPA Executive Director James J. White, the MOU will help spur trade, facilitate information sharing and promote the use of the “All-Water Route,” a shipping route to Asia from the U.S. East Coast via the Canal. The MPA oversees the six public marine terminals of the Port of Baltimore.

“The Memorandum of Understanding with the Maryland Port Administration reinforces the importance of the ‘All-Water Route’ through the Panama Canal,” said ACP Administrator/CEO Alberto Alemán Zubieta. “With the current economic climate, it has never been more important to provide optimal customer service, and this agreement will enable us to fully cooperate and work together for continued trade between Latin America, Asia and United States.”

As part of the MOU, the ACP and MPA will conduct joint activities and share best practices. Specific areas of focus will include marketing, research and data interchange, technical advancements and personnel training programs. The agreement exhibits each organization’s dedication to meeting the anticipated increased levels of international trade. The MOU will help to continue this important trade exchange.

The Canal Expansion Program is also expected to bring larger ships to the U.S. East Coast and the MPA is undertaking its own efforts to increase capacity. The MPA is exploring the possible use of a public-private partnership to operate its Seagirt Marine Terminal and also fund a 50-foot berth. The MPA’s goal is to have that berth in operation when the Panama Canal expansion project is completed in 2014. The Port of Baltimore is currently one of only two U.S. East Coast ports with a 50-foot draft.

“This MOU demonstrates our desire to have a close, productive relationship with the Panama Canal Authority as we move closer to 2014,” said MPA Executive Director White. “Ships that now travel to West Coast ports will instead transit to East Coast ports following the expansion. We will want to be ready for that business.”

The Panama Canal expansion project will build a new lane of traffic along the Panama Canal through the construction of a new set of locks, which will double capacity, allowing increased traffic and wider ships.