

The Baltimore Sun
Ceres Terminals Inc. expands operations at Baltimore port
Company leasing additional 12 acres at Dundalk Marine Terminal
By Lorraine Mirabella
June 3, 2010

Stevedoring company Ceres Terminals Inc. is expanding its cargo operations at the port of Baltimore, leasing an additional 12 acres at Dundalk Marine Terminal from the Maryland Port Administration, state officials said Thursday.

Ceres now leases 5 acres at Dundalk from the port administration. The company will be handling roll-on, roll-off cargo business — typically construction and farm equipment — for Hoegh Autoliners, which is moving its European Service vessels to the Dundalk terminal. Hoegh had previously delivered cargo to the port's Fairfield terminal.

Ceres will continue handling the so-called "ro/ro" and other cargo for "K" Lines' South America/Mid East Service vessels and NYK Line's South America/Europe/Middle East Service vessels, port officials said.

The agreement between the state and Ceres is expected to strengthen the port's U.S. market share for roll-on/roll-off cargo, said James J. White, the port administration's executive director, in a statement. The port already handles more such cargo than any other U.S. port and brought in 514,000 tons of the heavy equipment last year.

"This should be more business for the port," said Richard Scher, a port administration spokesman. "It's going to allow us to grow that [roll-on/roll-off] business and grow that market."

Port officials said it is too early to estimate how much business growth the arrangement with Ceres would generate for the port. Ceres offers both stevedoring and marine terminal operations services for ocean carriers and port authorities, and is one of the largest stevedoring and marine terminal operators in North America.

"Ceres handles many of the world's top roll-on/roll-off shipping lines, and we welcome their increased presence at the port," White said.

The land that Ceres is leasing from the state at Dundalk, one of six publicly operated terminals at the port, is a portion of the land that became available to the port administration as part of a public-private partnership announced last fall between the port and terminal operator Ports America Chesapeake.

Under that agreement, Ports America is leasing the Seagirt Marine Terminal from the port administration and operating the terminal. As part of the deal, Ports America transferred 65 acres of its land at Dundalk to the port administration.

Journal of Commerce
Ceres Expands Baltimore Ro-Ro Terminal
Jun 3, 2010

Terminal operator lures Hoegh, "K" Line, NYK to Dundalk

Ceres Terminals signed a lease for 12 additional acres at the Port of Baltimore's Dundalk Marine Terminal, the Maryland Port Administration said Thursday.

Ceres, which already leases five acres at Dundalk from the MPA, will use the new acreage to attract new roll-on, roll-off and breakbulk business. The increased acreage also will allow Ceres to offer marine terminal services to its customers under its Ceres Marine Terminal subsidiary.

With the signing of this lease, Hoegh Autoliners has moved its vessel calls in its European service to Dundalk and will have Ceres handle its ro-ro cargo. Ceres Marine Terminals also will handle ro-ro and breakbulk cargo for "K" Line's South America-Mideast service vessels and NYK Line's South America-Europe-Middle East service vessels.

"This agreement will further strengthen our top U.S. market share for roll-on, roll-off cargo," MPA Executive Director James J. White said. "Ceres handles many of the world's top roll-on, roll-off shipping lines, and we welcome their increased presence at our port."

Baltimore Business Journal
Ceres Terminals leases 12 acres in Dundalk
by Scott Dance Staff

Ceres Terminals Inc. has leased 12 acres at the Port of Baltimore's Dundalk Marine Terminal, adding to its capacity for roll-on/roll-off and breakbulk cargo.

Ports America Chesapeake previously held the land as part of a 65-acre parcel. The company shifted it back to the Maryland Port Administration as part of a deal in which the company leased nearby Seagirt Marine Terminal.

East Brunswick, N.J.-based Ceres is adding the land to five acres it already occupies at Dundalk. That gives it space for more stevedoring and cargo processing.

"This agreement will further strengthen our top U.S. market share for roll-on/roll-off cargo," MPA Executive Director James J. White said in a statement. "Ceres handles many of the world's top roll-on/roll-off shipping lines, and we welcome their increased presence at our Port."

White worked for Ceres from 2005 to 2007, in between two stints at the helm of the MPA.

Ceres handles cargo for Höegh Autoliners, "K" Lines and NYK Lines in Baltimore.

Information on leasing of the rest of the 65 acres formerly taken up by Ports America was not immediately available.

ShipID.Com

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Port officials said it is too early to estimate how much business growth the arrangement with Ceres would generate for the port. Ceres offers both stevedoring and marine terminal operations services for ocean carriers and port authorities, and is one of the largest stevedoring and marine terminal operators in North America.

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Under that agreement, Ports America is leasing the Seagirt Marine Terminal from the port administration and operating the terminal. As part of the deal, Ports America transferred 65 acres of its land at Dundalk to the port administration.

AAPA Advisory

Ceres Corporation Incorporated signs lease for additional acreage at Dundalk Marine Terminal

BALTIMORE - The Maryland Port Authority (MPA) announced June 3 it had signed an agreement to lease an additional five acres at its Dundalk Marine Terminal to Ceres Corporation Incorporated. That will give Ceres a total of ten leased acres at Dundalk, where it plans to expand its Ro/Ro and breakbulk cargo operations at the Port of Baltimore.

With the signing of this lease, Höegh Autoliners has moved its European Service vessels to Dundalk Marine Terminal and will have Ceres handle its Ro/Ro cargo. Ceres will also handle

Ro/Ro and breakbulk cargo for vessels operating in "K" Lines' South America/Mid East and NYK's South America/Europe/Middle East services.

"This new lease at Dundalk Marine Terminal allows Ceres to provide our Ro/Ro and breakbulk customers with quality terminal services as well as stevedoring," said Ceres Chief Commercial Officer Bruce Cashon. "Ceres is pleased to partner with the Maryland Port Administration to continue Baltimore's preeminence in serving these important growing markets."

Seaports Press Review

Maryland Port Administration Signs Lease for Land at Dundalk Marine Terminal

June 14, 2010

(BALTIMORE, Md.) - The Maryland Port Administration (MPA) announced that Ceres Terminals Incorporated has signed a lease for 12 additional acres at the Port of Baltimore's Dundalk Marine Terminal.

Ceres already leased five acres at Dundalk from the MPA and this new additional acreage gives Ceres the competitive advantage to attract new roll-on, roll-off (ro/ro) and breakbulk customers.

"This agreement will further strengthen our top U.S. market share for roll-on/roll-off cargo," said MPA Executive Director James J. White. "Ceres handles many of the world's top roll-on/roll-off shipping lines, and we welcome their increased presence at our Port."

As one of the largest stevedoring and marine terminal operators in North America, the increased acreage gives Ceres the opportunity to also offer marine terminal services to its customers. With the signing of this lease, Höegh Autoliners has moved its European Service vessels to Dundalk Marine Terminal and will have Ceres handle its ro/ro cargo. Ceres Marine Terminals, Inc. will also handle ro/ro and breakbulk cargo for "K"Lines' South America/Mid East Service vessels and NYK Line's South America/Europe/Middle East Service vessels.

"We are pleased to have this opportunity to expand our terminal operations in the Port of Baltimore. This new lease at Dundalk Marine Terminal allows Ceres to provide our ro/ro and breakbulk customers with quality terminal services as well as stevedoring. Ceres is pleased to partner with the Maryland Port Administration to continue Baltimore's preeminence in serving these important growing markets," commented Ceres Terminals Incorporated, Chief Commercial Officer, Bruce Cashon.

The Port of Baltimore handles more ro/ro cargo than any other U.S. port. In 2009, the Port of Baltimore handled 514,000 tons of ro/ro equipment. The Port of Baltimore generates about 16,700 direct jobs. Out of about 360 U.S. ports, Baltimore is ranked number one for handling roll on/roll off cargo; trucks; imported forest products; and imported gypsum, sugar and iron ore. The Port is responsible for about \$3.7 billion in personal wage and salary income. Activities at the Port of Baltimore generate nearly \$400 million in state and local taxes.

Ceres Terminals Incorporated is a transportation service company providing stevedoring, marine terminal and cruise operations for the world's most prestigious ocean carriers, port authorities and cruise lines. Since its inception in 1958, the company has utilized its extensive expertise and range of services to deliver the highest quality, value-added benefits to its customers. Ceres is a constant in the maritime industry with a global reach, resources, local focus, expertise and a broad customer base in twenty-two North America port locations.

World Cargo News
More land for Ceres in Baltimore
June 14, 2010

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Ceres will also handle ro-ro and breakbulk cargo for K Lines' South America/Mid East Service vessels and NYK Line's South America/Europe/Middle East Service vessels.

Ship and Offshore

Port administration signs lease for added land

The Maryland Port Administration (MPA) announced that Ceres Terminals Incorporated has signed a lease for additional appr. 4,8 ha at the Port of Baltimore's Dundalk Marine Terminal.

Ceres had already leased 2 ha at Dundalk from the MPA and with this new additional land Ceres wants to attract new roll-on, roll-off (ro/ro) and breakbulk customers.

As one of the largest stevedoring and marine terminal operators in North America, the increased area gives Ceres the opportunity to also offer marine terminal services to its customers. With the signing of this lease, Höegh Autoliners has moved its European Service vessels to Dundalk Marine Terminal and will have Ceres handle its ro/ro cargo, as MPA states. Ceres Marine Terminals, Inc. will also handle ro/ro and breakbulk cargo for "K"Lines' South America/Mid East Service vessels and NYK Line's South America/Europe/Middle East Service vessels.

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