

BALTIMORE SUN

Port of Baltimore has robust year

Cargo traffic grows by 15 percent, value up by 24 percent

By Candus Thomson, The Baltimore Sun

6:09 PM EDT, April 23, 2012

Cargo volume at the port of Baltimore grew 15 percent last year, the largest increase of any major U.S. port, state officials announced Monday.

The port's public and private terminals moved 37.8 million tons of goods from cars to coal in 2011. It all was valued at more than \$51.4 billion, a 24 percent increase over 2010.

"The port is leading the pack," said James White, executive director of the Maryland Port Administration.

Longshoremen at the six public terminals managed by the administration set volume records in processing autos, wood pulp and containers. The export coal volume at the port's private terminals surged 38.5 percent to 19.2 million tons in 2011. Those facilities also exported 20.4 million tons of other cargo, a 39 percent increase.

"The port has been able to endure tough economic times and demonstrate levels of success even greater than other ports thanks to long-term contracts with major shipping companies, unique job-creating business partnerships, and shrewd infrastructure investments," Gov. Martin O'Malley said in a statement.

Last year for the first time, Baltimore was ranked No. 1 in the nation in handling cars, a goal set in 1996 "that took us some time to get there, but we did it," White said. "We processed 551,000 autos."

In 2005, Mercedes-Benz signed a 20-year lease with the Maryland Port Administration for its waterfront vehicle-processing center. Baltimore is Mercedes' busiest U.S. port, with 125,000 vehicles imported annually. In 2010, BMW signed a five-year agreement to ship 50,000 cars through Baltimore.

In December, one of the world's largest container companies chose Baltimore over other East Coast cities as its first U.S. stop for direct shipping from Northern Europe after a long courtship by Maryland officials and private business leaders. The first ship from the Hapag-Lloyd AG fleet arrived in

February, a connection that is expected to increase the port's container traffic by roughly 10 percent.

"It's all about making contacts and following through, building trust and a relationship," White said.

In 2011, Baltimore was ranked 11th among 360 U.S. ports for dollar value of cargo and 12th for tonnage, according to U.S. Census Bureau statistics. Businesses at the port are responsible for 14,630 jobs, \$3 billion in wages and \$300 million in state and local taxes, state officials said.

White said he hopes to build on the auto and other roll-on/roll-off businesses and expects to pick up more container traffic after the expanded Panama Canal opens in 2014. The four super-sized cranes that will move cargo from the larger post-Panamax ships have left China and will be assembled at Seagirt Marine Terminal this summer.

He acknowledged that other ports will try to pry business away from here, but added that with the help of the International Longshoremen's Association and the state's business and political leaders, Baltimore will prevail.

"I don't look at other ports and wonder how we can keep them from taking away our business," White said. "I look at our business and ask myself how we can do better so they don't want to leave."

MARYLAND DAILY RECORD

Port posts 15% gain in volume

Posted: 3:52 pm Mon, April 23, 2012

By Alexander Pyles

Daily Record Business Writer

Automobiles drove a banner year for the Port of Baltimore in 2011, as the port handled a record \$51.4 billion in cargo, including a nation-leading total of cars and trucks.

According to the port's figures, it also led the nation in year-over-year increases in total cargo handled, with nearly 38 million tons passing across the docks in 2011, up from nearly 33 million tons in 2010 — a 15 percent increase. The port moved \$41.4 billion in cargo in 2010.

A port-record 19.2 million tons of coal — the second-highest total in the nation — helped account for the increase in tonnage. Baltimore was ranked 11th for the total dollar value of cargo and 12th for cargo tonnage.

It was also a record-breaking year for cruises at the port, as more than 250,000 people and more than 100 cruises left Baltimore. The port boards the fifth-most cruise passengers on the East Coast and 14th-most in the nation, according to the Maryland Port Administration.

James J. White, executive director of the port administration, said the partnerships established between Baltimore and dozens of private companies paid big dividends last year.

He said success was about “developing relationships with importers and exporters and ship owners.”

“We had a fantastic year with coal at the two private terminals,” White said. “Our automobile business just boomed. ... We’ve been working very hard.”

In a statement, Gov. Martin O’Malley called the port “one of our nations’ greatest” and credited the port’s ability to weather the recession’s economic storm.

“The port has been able to endure tough economic times and demonstrate levels of success even greater than other ports thanks to long-term contracts with major shipping companies, unique job-creating business partnerships, and shrewd infrastructure investments,” O’Malley said. “The port’s good performance last year is excellent news for the thousands of men and women who work at the port and depend on it to provide for their families.”

Baltimore processed a record 551,000 automobiles, more than any other port in the United States. Mercedes-Benz, with which the port is in the eighth year of a 20-year contract, has \$1 billion worth of cars at the port at any given time, White said.

The port also ranked first in handling farm and construction equipment, imported forest products, imported sugar, imported iron ore and imported gypsum.

Seven import and export records were set in 2011, a fact White attributed to the good work of International Longshoremen’s Association crews and the port’s reputation among shippers.

“We handle the cargo quicker on and off ships than any other port on the U.S. East Coast,” White said. “We clearly outperform them. Both labor and management recognize that’s a requirement, quite honestly, if we ask a ship owner to come all the way [up the Chesapeake Bay]. ... We try to model our

port as the most customer-friendly port in the nation. We do it their way rather than ours.”

White said Baltimore cranes move 37 containers per hour, a rate Ports America — a terminal operator with operations in every major U.S. port — called one of the “fastest and most efficient” rates on the East Coast.

Exports at the port accounted for 24 million tons and imports totaled just about 14 million tons.

The port also set records for the number of shipping containers handled at public marine terminals (402,135 total, the equivalent of 631,806 20-foot units) and their total weight (6 million tons). In addition, wood pulp handled at the public marine terminals established a record at 520,000 tons.

CRUISE INDUSTRY NEWS

Port of Baltimore Posts Major Growth in 2011

Monday, 23 April 2012

(also covered by cruise-addicts.com)

Maryland Governor Martin O’Malley today announced that the Port of Baltimore saw a 15 percent increase in the amount of cargo it handled in 2011. That marked the greatest increase of growth by any major U.S. port last year. The Port’s public and private marine terminals saw 37.8 million tons of cargo cross their docks in 2011, up from 32.8 million tons in 2010. The total dollar value amount of that cargo was more than \$51.4 billion, the Port’s highest dollar value ever and a 24 percent jump from 2010.

“The Port of Baltimore continues to demonstrate that it is one of our nation’s greatest seaports,” said Governor O’Malley. “The Port has been able to endure tough economic times and demonstrate levels of success even greater than other ports thanks to long-term contracts with major shipping companies, unique job-creating business partnerships, and shrewd infrastructure investments. The Port’s good performance last year is excellent news for the thousands of men and women who work at the Port and depend on it to provide for their families.”

Records Set in 2011

In addition to the dollar value record, the Port of Baltimore also established other records in 2011, including:

24 million tons of exported cargo

19.2 million tons of coal

551,000 auto units (highest in the U.S.)
402,135 containers at the public marine terminals
631,806 Twenty Foot Equivalent Units (TEU's)
Six million tons of containers at the public marine terminals
520,000 tons of wood pulp at the public marine terminals

Public Marine Terminals

In 2011, the amount of general cargo at the Port's public marine terminals managed by the Maryland Port Administration reached 8.8 million tons, which was up nine percent from 2010 and just short of the all-time record of nine million tons in 2008. General cargo is defined as non-bulk cargos. At the Port of Baltimore, the majority of general cargo includes containerized goods, autos, forest products, and roll on/roll off cargo (farm and construction equipment). Among specific commodities, roll on/roll off tonnage was up 51 percent; auto units increased 12 percent; containers were up four percent; pulp, which is used to produce paper towels, tissues, and other paper products was up one percent; and rolled paper, which is used to produce magazines and glossies was down seven percent due to the continued usage of e-readers.

Imported cargo headed to Baltimore's public terminals reached 5.5 million tons, a seven percent increase from 2010. Exported cargo leaving the public terminals for worldwide destinations was 3.3 million tons, a 13 percent increase.

Private Marine Terminals

Bulk cargos like sugar, salt, coal, and gypsum that are handled primarily by the private terminals reached 28 million tons, a 17 percent increase from 2010. Coal experienced the greatest jump among bulk commodities in 2011, finishing with 19.2 million tons, a 38.5 percent increase from 2010.

The private marine terminals exported 20.4 million tons of cargo in 2011, a 39 percent increase from 2010. Imported cargo at the private terminals was 8.3 million tons, a 15 percent decrease.

Current Port Rankings:

The Port of Baltimore was ranked the top port among 360 U.S. ports for handling farm and construction machinery, autos, trucks, imported forest products, imported sugar, imported iron ore and imported gypsum.

Baltimore ranked second in the U.S. for exported coal, imported salt, and imported aluminum. Overall, Baltimore is ranked 11th for the total dollar value of cargo and 12th for cargo tonnage.

Economic Impact

Business at the Port of Baltimore generates about 14,630 direct jobs, while about 108,000 jobs in Maryland are linked to port activities. The Port is responsible for \$3 billion in personal wages and salary and more than \$300 million in state and local taxes.

Cruises:

2011 was another record breaking year for cruising from the Port of Baltimore. Last year 251,889 people sailed on 105 cruises from Baltimore, both of which are all-time records. Baltimore is ranked fifth among East Coast ports and 14th in the U.S. for most cruise passengers. The total economic value to the State of Maryland of cruising from the Port of Baltimore is about \$90 million. Approximately 200 direct jobs in Maryland are generated by cruise activity.

PORT TECHNOLOGY INTERNATIONAL

Baltimore reports largest growth of all US ports

30 Apr 2012 - Cargo volumes and throughput, Containers, RoRo & Passengers

Baltimore sees year-on-year cargo throughput increase 15 percent - higher than any other US port

The Port of Baltimore saw the largest growth of any major US port last year, following a 15 percent year-on-year rise in cargo throughput during 2011.

The Maryland port handled 37.8 million tonnes last year, up from 32.8 million tonnes in 2010.

"The Port of Baltimore continues to demonstrate that it is one of our nation's greatest seaports," said Governor O'Malley.

"The port has been able to endure tough economic times and demonstrate levels of success even greater than other ports thanks to long-term

contracts with major shipping companies, unique job-creating business partnerships, and shrewd infrastructure investments," added O'Malley.

The port handled cargo worth more than \$51.4 billion, the port's highest dollar value ever and a 24 percent jump from 2010.

"The port's good performance last year is excellent news for the thousands of men and women who work at the port and depend on it to provide for their families."

In addition to the port's yearly tonnage record, Baltimore also handled record amounts of coal and exported cargo, handling 19.2 million tonnes and 24 million tonnes respectively.

Furthermore, the facility handled more auto units than any other port in the US, handling 551,000 vehicles during the twelve-month period.

Baltimore also saw container volumes surge to a record 631,806 TEU.

"We've followed a strategic plan that we put into place in the late 1990s, that has led us to diversify our cargo instead of concentrating on one particular commodity like containers," Richard Scher, Director of Communications for Maryland Port Administration, told the IFW.

"During the economic downturn, when other ports with a container-only focus were down 30-40 percent, Baltimore was only down about 15 percent."

"Baltimore is now only one of two east coast ports with a 50ft berth and 50ft channel," added Scher.

"Super-sized ships that will soon travel through the Panama Canal after its expansion will only be able to visit ports with a large enough berth and channel. This puts Baltimore in a very good competitive position."

SEAPORTS PRESS REVIEW

Port of Baltimore Saw Largest Growth Among All Major U.S. Ports in 2011
Monday, April 23, 2012

BALTIMORE, Md.- Governor Martin O'Malley on April 23 announced that the Port of Baltimore saw a 15 percent increase in the amount of cargo it handled in 2011. That marked the greatest increase of growth by any major U.S. port last year. The Port's public and private marine terminals saw 37.8 million tons of cargo cross their docks in 2011, up from 32.8 million tons in

2010. The total dollar value amount of that cargo was more than \$51.4 billion, the Port's highest dollar value ever and a 24 percent jump from 2010.

"The Port of Baltimore continues to demonstrate that it is one of our nation's greatest seaports," said Governor O'Malley. "The Port has been able to endure tough economic times and demonstrate levels of success even greater than other ports thanks to long-term contracts with major shipping companies, unique job-creating business partnerships, and shrewd infrastructure investments. The Port's good performance last year is excellent news for the thousands of men and women who work at the Port and depend on it to provide for their families."

RECORDS SET IN 2011

In addition to the dollar value record, the Port of Baltimore also established other records in 2011, including:

- 24 million tons of exported cargo
- 19.2 million tons of coal
- 551,000 auto units (highest in the U.S.)
- 402,135 containers at the public marine terminals
- 631,806 Twenty Foot Equivalent Units (TEU's)
- Six million tons of containers at the public marine terminals
- 520,000 tons of wood pulp at the public marine terminals

PUBLIC MARINE TERMINALS

In 2011, the amount of general cargo at the Port's public marine terminals managed by the Maryland Port Administration reached 8.8 million tons, which was up nine percent from 2010 and just short of the all-time record of nine million tons in 2008. General cargo is defined as non-bulk cargos. At the Port of Baltimore, the majority of general cargo includes containerized goods, autos, forest products, and roll on/roll off cargo (farm and construction equipment). Among specific commodities, roll on/roll off tonnage was up 51 percent; auto units increased 12 percent; containers were up four percent; pulp, which is used to produce paper towels, tissues, and other paper products was up one percent; and rolled paper, which is

used to produce magazines and glossies was down seven percent due to the continued usage of e-readers.

Imported cargo headed to Baltimore's public terminals reached 5.5 million tons, a seven percent increase from 2010. Exported cargo leaving the public terminals for worldwide destinations was 3.3 million tons, a 13 percent increase.

PRIVATE MARINE TERMINALS

Bulk cargos like sugar, salt, coal, and gypsum that are handled primarily by the private terminals reached 28 million tons, a 17 percent increase from 2010. Coal experienced the greatest jump among bulk commodities in 2011, finishing with 19.2 million tons, a 38.5 percent increase from 2010.

The private marine terminals exported 20.4 million tons of cargo in 2011, a 39 percent increase from 2010. Imported cargo at the private terminals was 8.3 million tons, a 15 percent decrease.

CURRENT PORT RANKINGS:

The Port of Baltimore was ranked the top port among 360 U.S. ports for handling farm and construction machinery, autos, trucks, imported forest products, imported sugar, imported iron ore and imported gypsum. Baltimore ranked second in the U.S. for exported coal, imported salt, and imported aluminum. Overall, Baltimore is ranked 11th for the total dollar value of cargo and 12th for cargo tonnage.

ECONOMIC IMPACT

Business at the Port of Baltimore generates about 14,630 direct jobs, while about 108,000 jobs in Maryland are linked to port activities. The Port is responsible for \$3 billion in personal wages and salary and more than \$300 million in state and local taxes.

CRUISES

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PORTSTRATEGY.COM

Baltimore top of the US ports for growth
27 Apr 2012

The Port of Baltimore is celebrating a 15% increase in annual cargo volumes, marking the greatest growth of any major US port last year.

The port's public and private marine terminals saw 37.8m tonnes of cargo cross their docks in 2011, up from 32.8m tonnes in 2010 and with a dollar value amount of more than \$51.4bn.

TRANSPORTWEEKLY.COM

Baltimore becomes fastest growing US port
May 5, 2012

Cargo throughout at the Port of Baltimore last year made it the fastest growing port in the US, up 15 per cent to reach a record 37.8 million tonnes year on year, reports the Shipping Gazette.

"When other ports with a container-only focus were down 30 to 40 per cent, Baltimore was only down about 15 per cent. Baltimore is currently the number one port in the US for cars, ro-ro and imported forest products," said Maryland Port Administration spokesman Richard Scher.

The value of the cargo was more than US\$51.4 billion, the port's highest total ever and a 24 per cent jump from 2010, reported London's International Freighting Weekly. Other records included the port's highest ever exports - 24 million tonnes - and 551,000 vehicles last year, the highest of any US port.

"We've followed a strategic plan that we put into place in the late 1990s, that has led us to diversify our cargo instead of concentrating on one particular commodity like containers," said Mr Scher.

He added that the port expects continued success in 2012, due in part to a 50-foot container berth constructed earlier this year, which will feature four super postpanamax cranes expected to be running by September.

"Baltimore is now only one of two east coast ports with a 50-foot berth and 50-foot channel," said Mr Scher.

"Super-sized ships that will soon transit the Panama Canal after its expansion will only be able to visit ports with a large enough berth and channel. This puts Baltimore in a very good competitive position."

FYI ~ The Port's recent news on it's 2011 final numbers was picked up by Shanghai Shipping News and Portugal News Service

AMERICAN JOURNAL OF TRANSPORTATION

Port of Baltimore saw largest growth among all major US Ports in 2011
April 24, 2012

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SHANGHAI SHIPPING NEWS

巴尔的摩港增幅大于任何美国其他港口

发布日期：2012-5-3 浏览次数：47

Port of Baltimore has largest increase of any U.S. port

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The first ship from the Hapag-Lloyd AG fleet arrived in February, a connection that is expected to increase the port's container traffic by roughly 10 percent.

PORTUGAL NEWS SERVICE

02/05/2012 - Baltimore é o porto americano que mais cresceu em 2011

O Porto de Baltimore, nos Estados Unidos, registrou um aumento recorde no rendimento de cargas em 2011: 15% de alta, o que representa o maior crescimento entre os portos americanos no ano passado.

O complexo movimentou 37,8 milhões de toneladas de cargas no ano passado. Ele havia fechado 2010 tendo movimentado 32,8 milhões de toneladas. O valor das cargas foi superior a US\$ 51,4 bilhões, maior soma já registrada pelo porto e 24% maior que a soma registrada no ano anterior.

As exportações içadas pelo porto também registraram recorde, chegando a 24 milhões de toneladas e 551 mil unidades automotivas: "Nosso plano estratégico, estabelecido no final dos anos 90, nos levou a diversificar nossas cargas em vez de nos concentrarmos em uma commodity específica", justifica Richard Scher, diretor de Comunicação da Maryland Port Administration, explicando a razão dos recordes. (Portogente)