

## **MARYLAND DAILY RECORD**

### **Maryland Port Administration in new partnership with Estonian port**

2:42 pm Wed, November 7, 2012

Posted: 2:42 pm Wed, November 7, 2012

By Alexander Pyles The Daily Record

The Maryland Port Administration announced Wednesday a partnership with the Estonian port of Tallinn in an attempt to generate new shipping business for both ports.

The ports, which have signed a Memorandum of Understanding, are expected to undertake joint marketing efforts, share some data and exchanged information on training programs.

The port administration, which oversees public terminals at the Port of Baltimore, has similar agreements with other international ports including ports in India, Japan, Poland, Italy, Egypt and Africa.

## **BIZJOURNALS.COM**

### **Maryland Port Administration inks international agreement**

Baltimore Business Journal by Jack Lambert, Reporter

Date: Wednesday, November 7, 2012, 2:34pm EST

A new agreement between the Maryland Port Administration and the Estonian Port of Tallinn could open up new markets and trade for the Port of Baltimore.

Tallinn is the capital and the largest city in Estonia, located in the Baltic Region of Northern Europe. The agreement allows the Port of Baltimore to create marketing campaigns with Tallinn to bring new shipping business to the state. It also allows the ports to share data on predicting trade flow and training programs.

Some of Estonia's largest exports include machinery and electrical equipment, wood, metals, furniture and automobiles. Those exports align well with the Port of Baltimore, said M. Kathleen Broadwater, deputy executive director of the Maryland Port Administration.

"Tallinn is the largest port in Estonia and their business profile includes some of the same focuses as ours — containers, roll on/roll off, and cruise," Broadwater said.

The partnership could also open up new markets for Baltimore, said Ain Kaljurand, CEO of the Port of Talin.

"Estonia and the Port of Tallinn's harbors are the ideal location and a potential gateway for American producers and logistics services providers whose target market is the Russian Federation, CIS countries and the Baltic Sea region," Kaljurand said.

## **JOURNAL OF COMMERCE**

### **Ports of Baltimore, Tallinn Sign Business Agreement**

JOC Staff | Nov 08, 2012 9:36AM EST

Port of Tallinn's Ain Kaljurand and MPA's M. Kathleen Broadwater sign memorandum of understanding. The Maryland Port Administration and the Estonian Port of Tallinn signed a memorandum of understanding Nov. 7 aimed at increasing maritime business opportunities for both ports.

The agreement was signed by M. Kathleen Broadwater, MPA's deputy executive director, and Ain Kaljurand, Port of Tallinn's CEO.

Under the MOU, Port of Baltimore and Port of Tallinn may elect to undertake joint marketing efforts to generate new shipping business, share data that may be helpful in forecasting future trade flows and exchange information on training programs.

The ports have similar business focuses, including cruise shipping, containers and roll-on, roll-off cargoes, Broadwater said.

## **CORRIDORINC.COM**

### **Maryland Port Administration inks international agreement**

November 9, 2012

(also covered in [congoo.com](http://congoo.com))

A new agreement between the Maryland Port Administration and the Estonian Port of Tallinn could open up new markets and trade for the Port of Baltimore.

Tallinn is the capital and the largest city in Estonia, located in the Baltic Region of Northern Europe. The agreement allows the Port of Baltimore to create marketing campaigns with Tallinn to bring new shipping business to the state. It also allows the ports to share data on predicting trade flow and training programs.

Some of Estonia's largest exports include machinery and electrical equipment, wood, metals, furniture and automobiles. Those exports align well with the Port of Baltimore, said M. Kathleen Broadwater, deputy executive director of the Maryland Port Administration.

"Tallinn is the largest port in Estonia and their business profile includes some of the same focuses as ours — containers, roll on/roll off, and cruise," Broadwater said.

The partnership could also open up new markets for Baltimore, said Ain Kaljurand, CEO of the Port of Talin.

"Estonia and the Port of Tallinn's harbors are the ideal location and a potential gateway for American producers and logistics services providers whose target market is the Russian Federation, CIS countries and the Baltic Sea region," Kaljurand said.

**BALTIC-COURSE.COM**

**Port of Tallinn and Maryland Port signed a Memorandum of Understanding**

Juhan Tere, BC, Tallinn,  
08.11.2012.

The Port of Tallinn and The Maryland Port Administration (MPA) signed a Memorandum of Understanding (MOU) on the 7th of November in Baltimore. Memorandum establishes a formal cooperation between the two ports aimed at increasing maritime business opportunities for both entities, informs BC press service of the Tallinn Port.

The MOU was signed by MPA Deputy Executive Director M. Kathleen Broadwater and Port of Tallinn CEO Ain Kaljurand.

“We are looking forward to developing mutually beneficial business opportunities as part of the newly signed agreement,” said Port of Tallinn CEO Kaljurand. “Strategic partnerships are very important to us and we see the opportunities for further cooperation with Port of Baltimore. First of all, promoting the existing ship line which links the Port of Tallinn’s Paldiski Southern Harbour with Port of Baltimore and providing roll on/roll off container and project goods shipping service. Secondly, Estonia and the Port of Tallinn’s harbours are the ideal location and a potential gateway for American producers and logistics services providers whose target market is the Russian Federation, CIS countries and the Baltic Sea region.”

“We look forward to utilizing this agreement as a way to generate new cargo opportunities and to share best practices with the Port of Tallinn,” said MPA Deputy Executive Director Broadwater. “Tallinn is the largest port in Estonia and their business profile includes some of the same focuses as ours—containers, roll on/roll off, and cruise. We look forward to the partnership.”

Under the MOU, the MPA and Port of Tallinn may elect to undertake joint marketing efforts to generate new shipping business, share data that may be helpful in forecasting future trade flows, and exchange information on training.