

## **The Washington Post**

### **Md. governor announces new 30-year contract for Port of Baltimore**

The Maryland Port Administration on Thursday announced a 30-year extension of its contract with Wallenius Wilhelmsen Logistics, one of the world's largest shipping and logistics companies.

The agreement replaces an existing 20-year contract that was due to expire in 2021. It is expected to support 1,000 jobs directly and an additional 1,500 indirectly.

Gov. Larry Hogan (R), who announced the agreement during a news conference at the port, said the contract with WWL represents a significant vote of confidence in Maryland's business climate and the port itself.

"This decision to tie their success with the Port of Baltimore for the next three decades is a ringing endorsement of the strength and importance of this relationship," Hogan said.

The announcement took place inside a warehouse with a small array of glistening new farm and construction equipment and imported automobiles. A banner inside the facility read, "WWL and the Port of Baltimore: 30 more years of jobs, partnership and excellence."

WWL is the port's top customer for roll on/roll off goods, which include cars and heavy equipment such as dump trucks and excavators.

"It's these sorts of relationships that are critical to Baltimore continuing to be a force in world trade," Maryland Transportation Secretary Peter K. Rahn said before the official announcement.

At the event, Hogan and WWL Atlantic President Raymond Fitzgerald exchanged gifts of model ships: A wooden vessel similar to the one featured on the Port of Baltimore seal and a modern steel-hulled vessel.

The WWL deal marks the second major contract the port has signed this year. Denmark-based Maersk, the world's largest container-shipping line, agreed this summer to return to the port after moving most of its business to rival locations such as New York and Norfolk, Va.

The Port of Baltimore is the nation's top shipping hub in terms of volume for autos, heavy equipment for construction and farms, and imported forest products, sugar and aluminum, according to the Maryland Department of Transportation.

Last year, its terminals handled nearly 30 million tons of international cargo valued at a combined \$53 billion, including a record 792,000 cars — more than any other U.S. port.

## **WMAR-TV**

### **Port of Baltimore strikes deal with global shipping giant**

[\(For video please click here\)](#)

This may just look like any other cargo ship, but the Norwegian-based Wallenius Wilhelmsen Logistics or WWL is the Port of Baltimore's top customer today when it comes to cars, trucks and heavy machinery.

Today's agreement guarantees its tomorrow.

"I am incredibly excited to be here with you today to announce that with today's 30-year contract extension, WWL will continue to serve our great Port of Baltimore until the year 2045," said Maryland Gov. Larry Hogan.

While the Port of Baltimore generates more than 13,000 direct jobs and indirectly contributes to almost ten times that many, there is plenty of competition to draw them elsewhere.

"It's fiercely competitive," said Maryland Port Administration Executive Director James White, "If you look at the East Coast, there's a major port every 100 miles, 150 miles and it took a lot of planning and work to make them feel comfortable in signing an agreement this long."

While the global shipping giant's vessels will visit this, its largest American port, 150 times this year, next year it will nearly double that.

"You know it's not a new company we're bringing in, but certainly when you get a commitment out of a company like this that provides so many jobs for the next 30 years, it's pretty big news," added Hogan.

Big news with a big impact on Maryland's economy, and one, which could keep paying off for decades to come.

"Although this deal takes us through 2045, we will be committed to Baltimore for far longer than the next 30 years," said Raymond Fitzgerald, WWL President-Atlantic Region.

In addition to its thousands of jobs, the Port of Baltimore generates almost \$3 billion in personal wages and salary each year and more than \$300 million in state and local taxes.

## **WBAL-TV**

### **Hogan announces new 30-year contract for Port of Baltimore**

A new 30-year contract between the Maryland Department of Transportation's Maryland Port Administration and the Helen Delich Bentley Port of Baltimore's top roll on/roll off customer,

global shipping and logistics giant Wallenius Wilhelmsen Logistics, was announced Thursday by Gov. Larry Hogan, local and state officials said.

Roll on/roll off cargo includes everything from cars to heavy farm and construction machinery such as harvesters, combines, excavators and dump trucks. The new partnership guarantees that WWL will continue serving the Port of Baltimore through 2045.

"Our entire administration is committed to making Maryland more business-friendly, and today we add WWL to our state's growing list of business success stories," Hogan said.

"This new contract, tying WWL's success to that of the Port of Baltimore for the next three decades, will support nearly 1,000 jobs here in Maryland and is a ringing endorsement of the strength and importance of this partnership."

The new contract replaces an existing 20-year deal between WWL and the Port that was due to expire in 2021. It also supports nearly 1,000 direct jobs at the Port of Baltimore and 1,500 indirect jobs that are generated by WWL business in the state.

WWL has played a large role in developing the Port of Baltimore into the No. 1 auto and ro/ro port in the nation. In 2014, the Port of Baltimore handled a record 792,000 cars, which was more than any other U.S. port. It also saw more than 861,000 tons of ro/ro equipment cross its piers.

"Baltimore is WWL's largest port of business in the Americas, and a gateway to key markets in the U.S. and around the globe," said Raymond Fitzgerald, president Atlantic at Wallenius Wilhelmsen Logistics. "WWL-operated ships call Baltimore nearly 150 times each year to accommodate the needs of our customers -- some of the largest and top vehicle, heavy machinery and roro shippers in the world."

The Port of Baltimore's public marine terminals had a record year in 2014, and overall the Port saw 29.5 million tons of international cargo cross its docks at a value of nearly \$53 billion. Baltimore is ranked as the top port among all U.S. ports for handling autos and light trucks, farm and construction machinery, imported forest products, imported sugar and imported aluminum. Overall, Baltimore is ranked ninth for the total dollar value of cargo and 13th for cargo tonnage for all U.S. ports. Earlier this year, the Port of Baltimore was named as the top U.S. port for container berth productivity by a leading industry media company.

Business at the Port of Baltimore generates about 13,650 direct jobs, while about 127,600 jobs in Maryland are linked to Port activities. The Port is responsible for nearly \$3 billion in personal wages and salary and more than \$300 million in state and local tax revenues.

## **Chronicle Daily**

### **Gov. Larry Hogan to make announcement at the Port of Baltimore**

By Elliot Roberts

Governor Larry Hogan, along with state and local elected officials, today announced a new 30-year contract between the Maryland Department of Transportation's Maryland Port Administration and the Helen Delich Bentley Port of Baltimore's top roll on/roll off customer, global shipping and logistics giant Wallenius Wilhelmsen Logistics (WWL). The new contract means that Norway-based Wallenius Wilhelmsen Logistics will continue serving the port through 2045. "Our entire administration is committed to making Maryland more business friendly and focusing on helping companies expand and create more jobs", he said. "This decision to tie their success with the Port of Baltimore for the next three decades is a ringing endorsement of the strength and importance of this relationship", Hogan said. Thanks to an existing 20-year contract with Wallenius Wilhelmsen, which would have expired in 2021, the port has become the nation's top handler of automobiles and other "roll-on, roll-off" cargo, such as harvesters, combines, excavators and dump trucks. The deal supports almost 1,000 jobs at the port and another 1,500 indirect jobs generated by the shipping company's business in Maryland. Gov. Larry Hogan (R), who announced the agreement during a news conference at the port, said the contract with WWL represents a significant vote of confidence in Maryland's business climate and the port itself. Its ships call on Baltimore almost 150 times each year. The Port is responsible for almost \$3 billion in personal wages and salary and more than \$300 million in state and local tax revenues.

## **Heavy Lift**

### **Baltimore signs WWL deal**

The Port of Baltimore has agreed a 30-year contract with shipping and logistics giant Wallenius Wilhelmsen Logistics (WWL), guaranteeing that the Scandinavian headquartered line will serve the port through until 2045.

"Our entire administration is committed to making Maryland more business friendly, and today we add WWL to our state's growing list of business success stories," said Maryland Governor, **Larry Hogan**. "This new contract, tying **WWL**'s success to that of the Port of Baltimore for the next three decades, will support nearly 1,000 jobs here in Maryland and is a ringing endorsement of the strength and importance of this partnership."

This deal replaces an existing 20-year deal between WWL and the port, which was due to expire in 2021.

"Baltimore is WWL's largest port of business in the Americas, and a gateway to key markets in the US and around the globe," said Raymond Fitzgerald, president - Atlantic at WWL. "WWL-operated ships call at Baltimore nearly 150 times each year to accommodate the needs of our customers - some of the largest and top vehicle, heavy machinery and ro-ro shippers in the world."

## **Afro American**

### **Governor Larry Hogan Announces New 30-year Contract for Port of Baltimore**

Governor Larry Hogan, along with state and local elected officials, today announced a new 30-year contract between the Maryland Department of Transportation's Maryland Port Administration and the Helen Delich Bentley Port of Baltimore's top roll on/roll off customer, global shipping and logistics giant Wallenius Wilhelmsen Logistics (WWL). Roll on/roll off cargo includes everything from cars to heavy farm and construction machinery such as harvesters, combines, excavators, and dump trucks. The new partnership guarantees that WWL will continue serving the Port of Baltimore through 2045.

"Our entire administration is committed to making Maryland more business friendly, and today we add WWL to our state's growing list of business success stories," said Governor Hogan. "This new contract, tying WWL's success to that of the Port of Baltimore for the next three decades, will support nearly 1,000 jobs here in Maryland and is a ringing endorsement of the strength and importance of this partnership."

The new contract replaces an existing 20-year deal between WWL and the Port that was due to expire in 2021. It also supports nearly 1,000 direct jobs at the Port of Baltimore and 1,500 indirect jobs that are generated by WWL business in the state.

WWL has played a large role in developing the Port of Baltimore into the number one auto and ro/ro port in the nation. In 2014, the Port of Baltimore handled a record 792,000 cars, which was more than any other U.S. port. It also saw more than 861,000 tons of ro/ro equipment cross its piers.

"Baltimore is WWL's largest port of business in the Americas, and a gateway to key markets in the U.S. and around the globe," said Raymond Fitzgerald, President – Atlantic at Wallenius Wilhelmsen Logistics. "WWL-operated ships call Baltimore nearly 150 times each year to accommodate the needs of our customers—some of the largest and top vehicle, heavy machinery and RoRo shippers in the world."

The Port of Baltimore's public marine terminals had a record year in 2014 and overall the Port saw 29.5 million tons of international cargo cross its docks at a value of nearly \$53 billion. Baltimore is ranked as the top port among all U.S. ports for handling autos and light trucks, farm and construction machinery, imported forest products, imported sugar and imported aluminum. Overall, Baltimore is ranked ninth for the total dollar value of cargo and 13th for cargo tonnage for all U.S. ports. Earlier this year the Port of Baltimore was named as the top U.S. port for container berth productivity by a leading industry media company.

Business at the Port of Baltimore generates about 13,650 direct jobs, while about 127,600 jobs in Maryland are linked to Port activities. The Port is responsible for nearly \$3 billion in personal wages and salary and more than \$300 million in state and local tax revenues.

## **Baltimore Business Journal**

### **Port of Baltimore inks deal with major auto shipper through 2045**

Dec 3, 2015, 12:30pm EST

The Port of Baltimore and Wallenius Wilhelmsen Logistics signed on Thursday a new 30-year contract, extending a deal with the key automobile and cargo shipper responsible for nearly a third of the cars moving through the port.

The new contract expiring in 2045 takes the place of a 20-year deal signed in 2001. Port and state leaders believe it will lead to increased automobile shipping as well as a boost in the amount of break bulk and "roll on/roll off" heavy-duty farm and construction equipment handled in Baltimore.

"Baltimore is WWL's largest port in the Americas," Raymond Fitzgerald, Atlantic president at the shipping and logistics company, said Thursday at a newly built cargo treatment facility at the port's Dundalk Marine Terminal. "We will be committed to Baltimore for far longer than the next 30 years."

Wallenius Wilhelmsen, based in Norway, is the largest roll on/roll off customer at the Baltimore port, shipping 431,399 tons under the category in 2014. It's also a major shipper of the general break bulk category, shipping 124,261 tons of equipment that must be individually loaded on ships.

Critically, the shipping line is a massive automobile transporter as well. It accounted for 253,794 automobiles shipped in or out of the Baltimore port last year. That's 32 percent of the 792,795 cars shipped through Baltimore in 2014.

The Port of Baltimore is the top automobile shipping port in the country. It set a record in automobiles moved last year.

"We're competing with ports across the world, but particularly in the Americas," Gov. Larry Hogan said. "We're beating everybody."

The deal announced Thursday will have Wallenius Wilhelmsen remaining at the Port of Baltimore, where it handles a number of different operations. The company is involved in vessel operations and vehicle processing — checking cars and adding items such as spoilers or audio components before they hit dealer lots.

Port officials estimate Wallenius Wilhelmsen was directly responsible for nearly 1,000 jobs in Baltimore last year. They said the company's presence led to another 1,500 indirect jobs in Maryland.

## **The Baltimore Sun**

### **Port of Baltimore announces new 30-year contract with top shipper of autos**

[\(Please click here for video\)](#)

The port of Baltimore's top customer for automobiles and other wheeled cargo such as farm and construction equipment has committed to another three decades at the port, Gov. Larry Hogan announced Thursday.

The contract between global shipping giant Wallenius Wilhelmsen Logistics and the Maryland Port Administration guarantees the shipper will serve the port through 2045. The deal supports nearly 1,000 jobs at the port and another 1,500 indirect jobs generated by the shipping company's business in Maryland.

"Wallenius Wilhelmsen is here to stay," Hogan said during an announcement of the deal at the port's Dundalk Marine Terminal.

"Our entire administration is committed to making Maryland more business-friendly and focusing on helping companies expand and create more jobs," he said. "Seeing companies choose to do business and invest in our state continues to be one of the highlights of my job."

Thanks to an existing 20-year contract with Wallenius Wilhelmsen, which would have expired in 2021, the port has become the nation's top handler of automobiles and other "roll-on, roll-off" cargo, such as harvesters, combines, excavators and dump trucks.

Last year, the port handled a record 792,000 cars, more than any other U.S. port. More than 861,000 tons of roll-on, roll-off cargo came through the port. Of that, Wallenius accounted for more than 253,700 cars and more than 431,300 tons of "ro-ro" equipment.

Baltimore has become the largest port of business in the Americas for Wallenius Wilhelmsen and is considered a gateway to key U.S. markets, said Raymond Fitzgerald, president of the Atlantic Performance Area for Wallenius Wilhelmsen, or WWL. Its ships call on Baltimore nearly 150 times each year.

Since signing the 20-year contract in 2001, the company has opened new business units, including terminal services and equipment and vehicle processing. Most recently, it opened a fumigation facility at Dundalk Marine Terminal to rid equipment and vehicles of hibernating stink bugs.

Fitzgerald called the contract a model for public-private partnerships and said the company intends to stay longer than the 30 years while continuing to expand and diversify.

"WWL wants to secure long-term positions in strategic locations," Fitzgerald said in an interview, citing a contract it signed through 2050 in Panama.

John Shade Jr., a business agent for International Longshoremen's Association Local 953, which represents 200 workers at the port, said the agreement will bring in good-paying jobs.

"This is tremendous," Shade said. "It's a commitment to the men and women I represent."

The port's public marine terminals had a record year last year, handling 29.5 million tons of international cargo. Baltimore is ranked the top port among U.S. ports in categories including autos and light trucks, farm and construction machinery, imported forest products, imported sugar and imported aluminum.

James J. White, the port administration's executive director, said it was important to cement a deal before WWL's original contract was up.

"U.S. East Coast ports are fiercely competitive," said White, adding that negotiations started nearly a year ago. "Now is the time to lock in WWL."