

The Helen Delich Bentley Port of **Baltimore**

JULY/AUGUST 2011

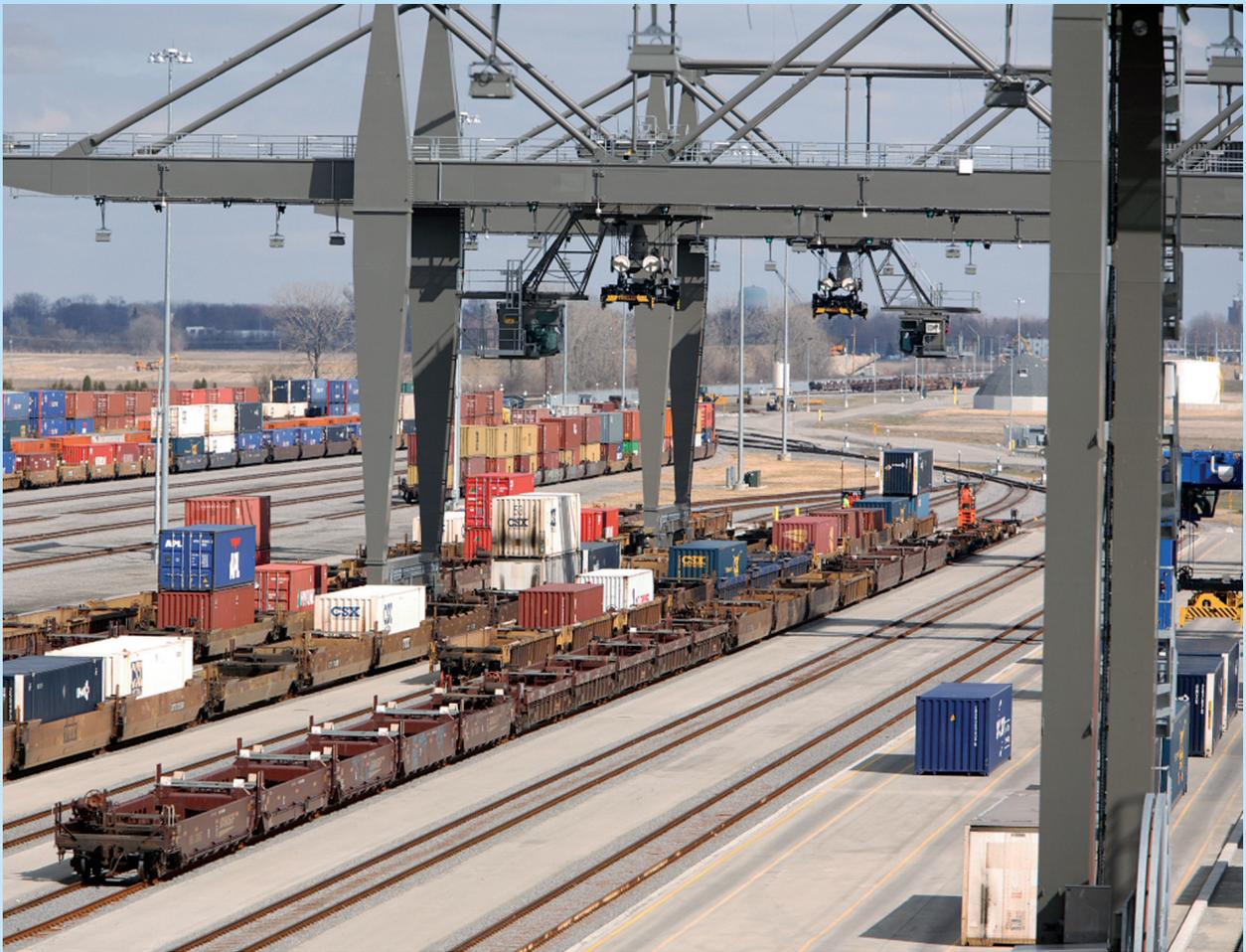


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Toll Free 1-800-638-7519

Executive Director

James J. White – 410-385-4401

Deputy Executive Director

M. Kathleen Broadwater – 410-385-4405

Director of Operations

Dave Thomas – 410-633-1043

Director of Engineering

Doug Matzke – 410-385-4806

Director of Finance

Vince Marsiglia – 410-385-4560

Director of Maritime Commercial Management

Michael Miller – 410-385-4747

Director of Security

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Director of Marketing

Richard Powers – 410-385-4731

OFFICE OF COMMUNICATIONS

410-385-4480

Director of Communications

Richard Scher

FIELD OFFICES

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Italy	Mario Mancini – 390-10-839-7621
Taiwan	Shin I. Lin – 886-2-2314-8952
Latin America/Caribbean	Ricardo Schiappacasse – 410-385-4453

PUBLISHER

Media Two | 1014 W. 36th St. | Baltimore, MD 21211
410-828-0120 | Fax: 410-825-1002

President
Jonathan Witty

Chairman
Robert F. Martinelli
Advertising Director
Steve Lassiter

Editor
Blaise Willig

Project Director
Kim Fortuna

Art Director
Darby Lassiter

Staff Writers
Nancy Menefee Jackson,
Kathy Bergren Smith, Merrill Witty

Staff Photographer
Kathy Bergren Smith

Traffic Coordinator
Chris Milton

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A Wise Step for Rukert in Canton

COVER: Coal conveyors are keeping busy thanks to the growth of exports at the Port. Photo illustration by Darby Lassiter. Primary photography by Bill McAllen.



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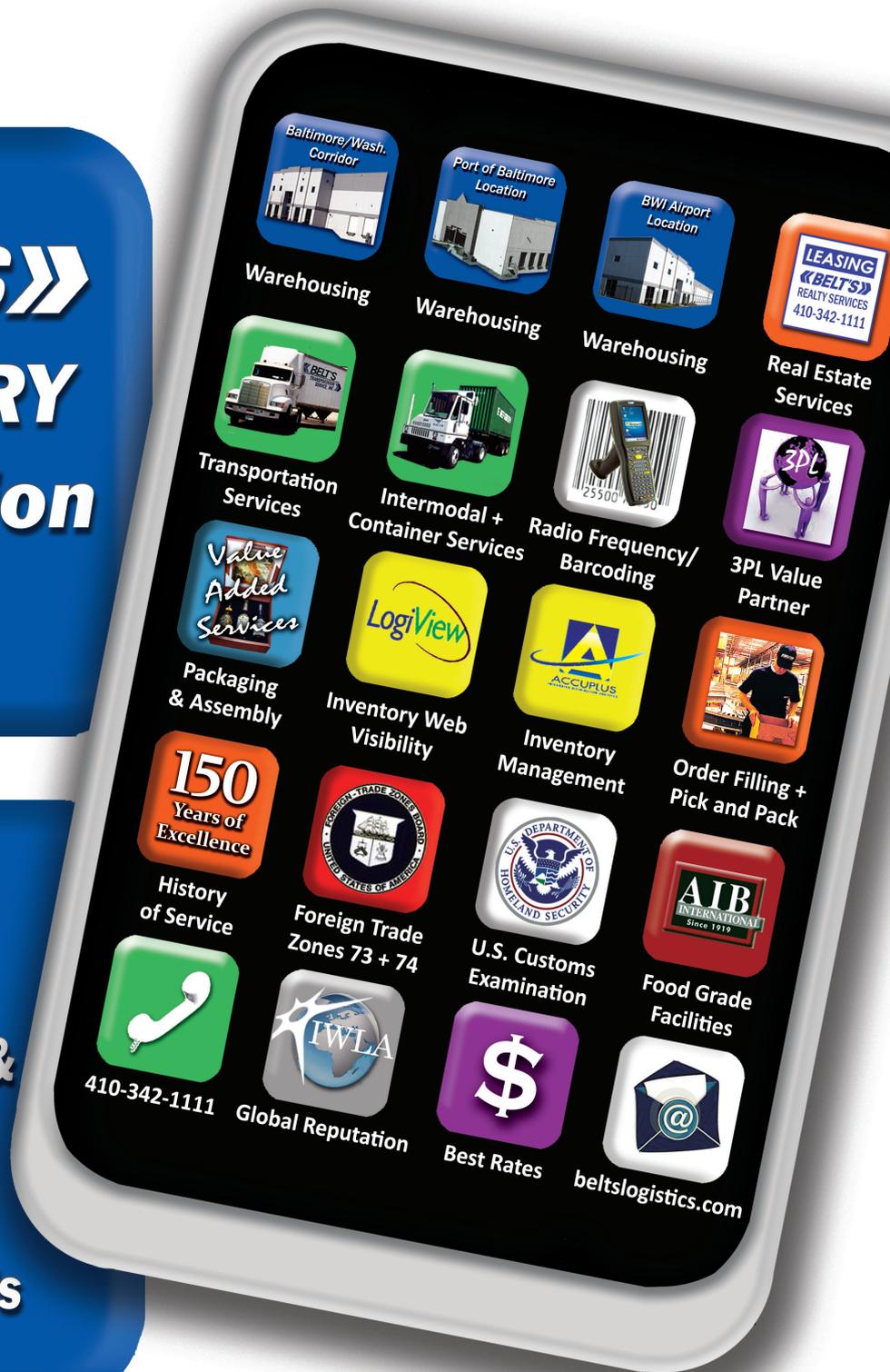
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Port's Dredge Program Helps Chesapeake Bay

Last month I announced that Maryland is 98 percent of the way toward meeting our first short-term milestone set by the Environmental Protection Agency (EPA) in 2009 for restoring the health of the Chesapeake Bay. Through its Dredged Material Management Program, the Maryland Port Administration (MPA) is a key partner in helping us restore the Bay.

Working with the EPA, our state is working to reduce the amount of nitrogen and phosphorous being released into the Bay and its tributaries. The Port Administration's new Masonville dredge containment site is the first dredge site to fall under these new nutrient requirements, as specified by the Maryland Department of the Environment. Currently, release water from the site is being monitored and investigated by the MPA. The MPA will implement ways to minimize, eliminate or offset any nutrients released from the site into the Patapsco River. The MPA will also initiate nutrient reduction practices at its other dredged material containment locations.

The Port Administration's dredging program has been internationally recognized as one of the best in the world. By using dredged material from our shipping channels to rebuild and enhance islands in the Bay's watershed that have been diminished by years

of erosion, the MPA has become the largest creator of wetlands in Maryland. The dredging program benefits from the input and involvement of citizens, scientific experts, and state and federal regulatory agencies.

These islands today have become more than just new land masses. They have become new homes for birds and other wildlife. At Hart-Miller Island in Baltimore County, the 1,140-acre site includes nearly 300 species of birds, which at times create the largest single concentration of waterfowl in the Mid-Atlantic. Poplar Island in Talbot County counts nearly 190 different bird species, including eagles, herons and pelicans.

A healthy Bay is vital to the well-being of our people, our environment, our economy and all of our living resources. Together with the MPA, we can better ensure the Bay's long-term future for generations to come.



Martin O'Malley, Governor

Private Terminals a Big Part of Port's Success

There are many privately owned marine terminals at the Port of Baltimore that handle a wide array of commodities and contribute to the Port's overall success. In this issue of *Port of Baltimore* magazine, we focus on two of these private terminals: Rukert Terminals Corporation and CNX.

Our relationship with Rukert goes back decades. Long before the Maryland Port Administration was created, Rukert was already a mover and shaker in Baltimore's maritime community. Over the years, Rukert has carved out an impressive portfolio of business that includes bulk commodities like metals, ores and fertilizers. However, Rukert is probably best known for supplying Maryland and some of our neighboring states with road salt during the winter months — and there has been a strong need for that the last couple of years!

In the coal story, you will read about CNX as one of our two main coal terminals. Through a management structure that places great importance on workplace safety, CNX has been right in the middle of a tremendous coal export boom. Today, a lot of the coal exported from CNX is heading to China as that country continues to build infrastructure and grow.

We are very fortunate at the Port of Baltimore to have the type of quality working relationship that we do between the public marine terminals managed by the Maryland Port Administration and the

private terminals. At many other U.S. ports there remains strained relationships between public and private terminals.

That is not the case here. The Port Administration regularly markets opportunities at Baltimore's private terminals. We also communicate frequently on various maritime business, security and environmental issues with our private counterparts. The Baltimore Port Alliance, which is comprised of port officials from both public and private terminals, is a group that meets on a regular basis to discuss key topics that pertain to our port. It provides an excellent forum for open communication.

The success of private terminals like Rukert and CNX further gives credence to the Port of Baltimore as a port of tremendous diversity. All of us, public and private, have contributed to the Port being ranked among the 15 best ports in the nation for the amount of cargo handled and the dollar value of that cargo. With all of us working together, we are truly ONE Port of Baltimore.



James J. White, Executive Director

SOUNDINGS

The happenings in and around the Port > > > > > > > >



OUTREACH

'Little Patriots' Provide Cookies for Troops

U.S. troops stationed abroad recently received "a little taste of home" in the form of Girl Scout cookies shipped through the Port of Baltimore.

For the fifth year, American Roll-On Roll-Off Carrier (ARC) provided no-cost ocean transport for a Mafi trailer loaded with 44 Tri-Wall containers — estimated to hold about 12,000 to 15,000 boxes of cookies. "It's the least we can do for the service [the troops] are providing," said Eric Ebeling, ARC Vice President of Government Relations. "We're happy to be able to give them a little taste of home."

Arranged by the Girl Scouts of the USA, the cookies left Valhalla, NY, and made a brief stop at Fort Dix, NJ, before arriving in Baltimore in early June. "The Port of Baltimore is the biggest port for us on the East Coast, and a great RO/RO port," said Ebeling, who added that Mid-Atlantic Terminal (MAT) loaded the precious cargo on the M/V *Freedom* bound for Kuwait.

Adorning the containers were personal messages that the Girl Scouts, who identified themselves as "Little Patriots," had written in magic marker. One read, "You are ah-MAZING! Come home in one piece!" and was accompanied by a smiley face. Another said, "Thank you for protecting us. Be safe & God bless."

Noting that ARC does a large amount of business with the U.S. government, Ebeling added that the cookie project is a "great partnership" for a "great cause." 🌐



PHOTOGRAPHY COURTESY OF WWL

SAFETY

Award Recognizes Workplace Injury Reduction

Due to a sizeable reduction in workplace injury claims, the Maryland Port Administration (MPA) recently received a special award from the State Employee Risk Management Administration (SERMA).

According to Barbara McMahon, MPA Manager, Safety, Environment & Risk Management, one reason for the 17.5 percent drop in injury claims from 2009 to 2010 was the concern for safety that runs throughout the organization. "No program would have been successful without the commitment of upper management," she said.

McMahon lauded the achievements of a Safety Committee that was instrumental in generating written health and safety procedures requiring active inspections and safety meetings. Safety programs were also developed and implemented in the areas of electrical energy, excavation safety and confined space entry. "The committee's efforts played a big role in the reduction of injuries and illnesses," said McMahon.

SERMA consultants work with state agencies to provide risk management services in an effort to reduce the potential for workplace injuries and control workers' compensation costs. The award was presented during a SERMA conference in May. 🌐

IN MEMORIAM

MPA Cruise Marketing Manager, 65, Made Year-round Impact



COURTESY OF MPA

John D. Meister, a Maryland Port Administration (MPA) cruise marketing manager who played a key role in the rise of Baltimore's cruise business, died June 18 after battling cancer. He was 65.

Meister worked with the MPA for seven years, helping to develop a year-round sailing calendar at the Cruise Maryland terminal while also building

close relationships with local travel agents, tourism agencies and cruise lines that serve Baltimore today. His marketing efforts laid the groundwork for the Port's huge increase from 27 cruises in 2008 to a record 91 cruises in 2010.

"John was a key reason for the recent success of the cruise business at the Port of Baltimore," remarked MPA Executive Director James J.

White. "In just a brief period of time, he developed close and personal relationships with many high-ranking cruise executives. One of the reasons why the Port has successfully transitioned from a seasonal cruise port to offering cruises year-round is because of John's tireless efforts and steadfast determination to promote our port, city and state as a viable home for cruise ships. He will be greatly missed."

Meister is survived by wife Barbara and son Jeffrey. 🌐

NEWSMAKERS

Former Commander of Coast Guard Sector Baltimore Retires

Capt. Brian Kelley, the former commander of U.S. Coast Guard Sector Baltimore, is retiring after 29 years. Although his retirement is technically effective Oct. 1, Kelley had enough time accrued to begin his retirement this summer; he enjoyed a sendoff on May 20.

Kelley served in Baltimore from 2006 to 2009 and was responsible for maritime safety and security during the 2009 presidential inauguration.

"I always looked forward to going to Baltimore and traveling throughout the Sector because I enjoyed being with everyone there," recalled Kelley, who commuted 70 miles from his home in Centreville, Va. "I got energy from it — the community was so fantastic. It's a great port, and I enjoyed my tour up there. We were working for the common good, which was to ensure a safe, secure port that moved commerce."

After leaving Baltimore, he served as the Deputy Commander of the Coast Guard Personnel Service Center in Arlington, Va., and was deployed to the Gulf of Mexico to respond to the *Deepwater Horizon* oil spill.

He and his family, which includes daughter Brandy and son Sean, plan on eventually moving to Nashville, Tenn., "so my wife, Lori, who is a performing songwriter, gets her shot," Kelley said.

Kelley is now celebrating his "many blessings," relaxing and enjoying some time off. He admits that his golf game needs considerable help, and that he also plans to do some traveling; he and his mother, sister and daughter are heading to Ireland to explore their roots. 🌐



COURTESY OF U.S. COAST GUARD

NEWSMAKERS

Allen Brown Replaces Father as Belt's President

S Allen Brown IV, has been elected President of The Belt's Corporation, replacing his father, S. A. "Skip" Brown III. Belt's is the oldest and one of the largest warehousing and distribution companies in Maryland.

Employed at Belt's for more than 22 years, Allen Brown formerly held the position of Vice President and Director of Operations. He has been responsible for the company's activities in multiple distribution facilities, and is also President of Belt's Transportation Services, Inc., and Belt's Intermodal Corporation.

Skip Brown has been with the company for 50 years and will continue to serve as business advisor and Chairman of the Board of Directors. 🌐



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EVENTS

National Maritime Day Ceremony is Set On Nuclear-Powered Merchant Ship

The 52-year-old N.S. *Savannah*, the world's first nuclear-powered merchant ship, was the setting May 21 for a Port of Baltimore National Maritime Day Commemoration. Officially observed on May 22 as a time to honor all mariners, Maritime Day marks the anniversary of when the original incarnation of the *Savannah* set out in 1819 to become the first steamship to cross the Atlantic Ocean.

Co-hosted by the Baltimore Port Alliance and U.S. Merchant Marine Academy Chesapeake Alumni chapter — in cooperation with the U.S. Department of Transportation Maritime Administration (MARAD) — the ceremony included a color guard, the laying of a wreath and the ringing of the ship's bell.

The guest speaker was Vice Admiral Terrance T. Etnyre (Ret.), former Commander of Naval Surface Forces. Other speakers included Capt. Mark O'Malley, Commander of Sector Baltimore for the U.S. Coast Guard, U.S. Maritime Administrator David T. Matsuda, former Sen. Paul Sarbanes, and former U.S. Rep. Helen Delich Bentley.

Bentley, a longtime Port supporter, beseeched the crowd, "Through the Korean War and the Vietnam War, to the global war on terrorism to relief operations in Haiti and Japan to the genius of containerized shipping, tell America about the contributions of merchant mariners."



A tug sprayed water at the conclusion of the National Maritime Day celebration, which included a speech by Capt. Mark O'Malley, U.S. Coast Guard Sector Baltimore.

PHOTOGRAPHY BY NANCY MENEFFEE JACKSON

Perhaps more than any words spoken, the importance of mariners was illustrated by the arrival of the MSC *Carla*, which appeared under the Francis Scott Key Bridge and then, aided by tugs, eased against the neighboring terminal, loaded with containers. 🌐

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PHOTOGRAPHY BY BILL MCALLEN

SHIPPING

Port Welcomes Next Wave of Big Vessels

At 9,178 TEUs, the Mediterranean Shipping Company (MSC) *Bruxelles* became the largest container ship to enter the Port of Baltimore when it arrived in mid-July. Flying the flag of Liberia and sailing with a service speed of 25 knots, the *Bruxelles* has an overall length of 336.67 meters and breadth of 45.6 meters. The MSC *Sindy*, another 9,200-TEU vessel, sailed into Baltimore a couple of weeks later. 🌐

Top: Rick Tippett and Greg Faherty of Maryland Line Handlers secure the ship. Inset: Wheel ceremony participants were, from left, Rick Adams of On Deck Services, MSC's Marco Di Casagrande, Capt. Adam Sikorski, MPA's Cynthia Burman and Ports America's Jim Dragos.

CARGO

Wise in the Ways of Windmills

Canton Railroad Company is paying close attention while the Port of Baltimore continues to receive additional wind-turbine windmill shipments.

Canton Railroad President & CEO John C. Magness explained, "Everybody's looking for new sources of energy, and [windmills] seem to be becoming more the way to go." But it's not just the energy efficiency of windmills that intrigues Magness — it's also the intermodal efficiency of a location that must rise to the challenge when handling such a cargo. The windmill sections, each weighing between 50 and 70 metric tons, take up a large amount of space at Rukert Terminals, leaving little room for only eight to 10 flat railcars to maneuver. As first demonstrated with a shipment that arrived in March, the terminal's 275-ton and 210-ton cranes operate in tandem to carefully move each piece onto the railcars, which then leave the yard to link up.

"It's an interesting process to watch, involving a lot of people," said Magness, who noted that two more CSX trainloads left the terminal for Ohio in mid-July. 🌐

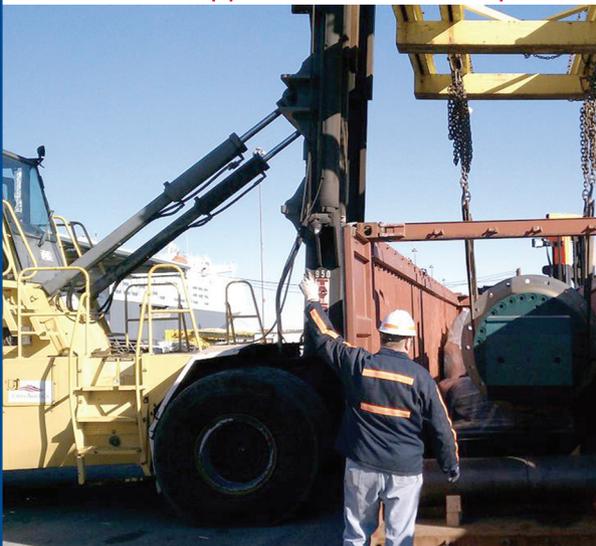
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INSET PHOTOGRAPHY COURTESY OF U.S. COAST GUARD

In May 4, as NuStar Energy L.P. loaded jet fuel onto a barge near the Baltimore Harbor Tunnel, the barge exploded, fouling the air and water in one of the worst disasters the harbor has ever seen.

Okay, not really.

NuStar graciously agreed to be the environmental bad guy as 200 city, state and federal workers participated in the Baltimore Preparedness for Response Exercise Program (PREP) conducted by the U.S. Coast Guard.

The two-day exercise was actually planned for last year, but the Coast Guard was tied up responding to the all-too-real *Deepwater Horizon* oil spill. In fact, the Baltimore PREP implemented some of the practices that had been learned in the Gulf of Mexico

The PREP is designed to evaluate the capability of the Coast Guard, state agencies and industry partners to carry out actions detailed in the Upper Chesapeake Bay Estuary Area Contingency Plan and the Facility Industrial Oil Spill Response Plan. Participants practiced a simulated closing of the Harbor Tunnel

and considered other details such as where to place booms, how Vane Brothers would salvage the barge, whether Tri-State Bird Rescue could

The PREP is designed to evaluate the capability of the Coast Guard, state agencies and industry partners to carry out actions detailed in the Upper Chesapeake Bay Estuary Area Contingency Plan and the Facility Industrial Oil Spill Response Plan.

save the waterfowl and who would handle calls from angry boaters.

The PREP revealed areas that need more work: For example, the salvage group should be elevated to the level of upper command rather than operations, the area contingency plan must be more user-friendly and a geographic response

plan is required.

David Stambaugh, General Manager of the Baltimore Maritime Exchange, said that the response exercise showed a need for more help from the Port community. "We want to make sure we have buy-in from the entire Port community to leverage their expertise," he said. 🌐



A Popular Project At Poplar Island

The National Aquarium, U.S. Army Corps of Engineers, the Maryland Environmental Service and Ports America sponsored a day of planting native marsh grasses on Poplar Island on June 10.

Poplar Island had nearly disappeared due to erosion before the Maryland Port Administration (MPA) and Corps of Engineers re-created the island's original footprint using dredged material. The island quickly became a magnet for birds and wildlife.

The native grasses add to the site's stability, reduce erosion and provide habitat for wildlife, according to Katrina Jones, MPA Outreach Coordinator for Harbor Development. The corps of volunteers planting grasses included MPA Deputy Executive Director M. Kathleen Broadwater, along with 13 representatives from the Port of Baltimore community. 🌐



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To create a multi-engine GenSet, the large single diesel engine is removed and replaced with three smaller, EPA-certified, ultra-clean diesel generators akin to truck engines. The locomotive then calls on as many of the engines necessary to produce the power needed to pull the loads. Using these engines, which are noticeably quieter, CO₂ admissions can be reduced up to 50 percent, and nitrous oxide and particulate matter emissions by 80 percent.

One of these locomotives is at work at CSX's Curtis Bay Yard, and a second one is on the way for the region. 



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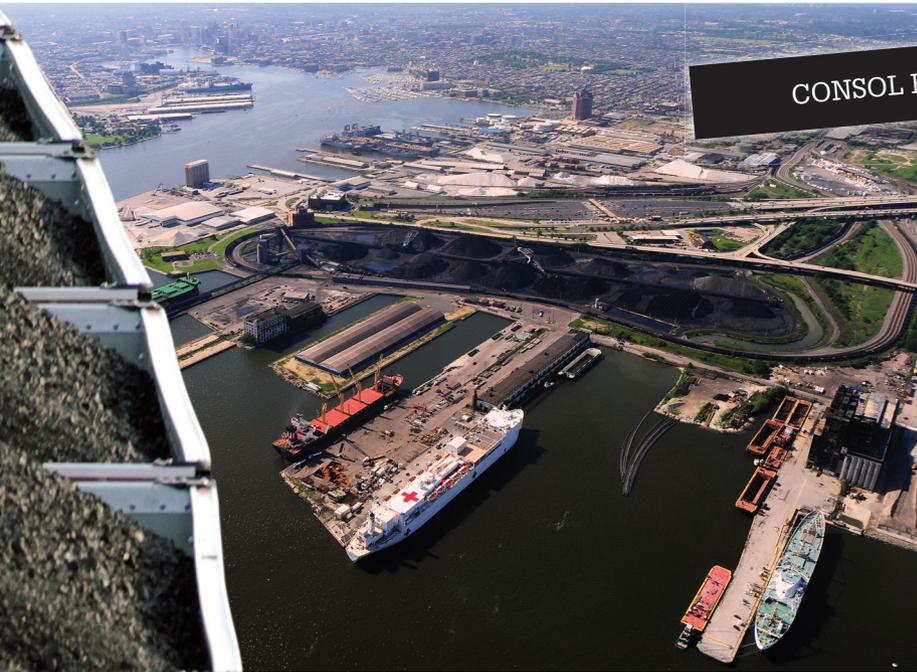
Baltimore's coal piers are buzzing. Ships are literally waiting in line at the anchorage to be loaded. The global market has developed an appetite for coal from the vast fields of Pennsylvania and Appalachia and can't get enough of it. So, 24 hours a day, seven days a week, coal is moving from the mines across the piers, to the ships and across the world.

"It is because of the professionalism of all the players that Baltimore has been able to sustain this tremendous growth in export coal," said Christopher Marsh, Vice President of CNX Terminal, one of two coal terminals in Baltimore. "In this business, you are only as strong as the weakest link in your supply chain."

The growth in coal exports has been tremendous by any measure. The first half of 2011 saw double the volume of coal through the Port compared to the same period last year. More than one million tons of coal per month leave Baltimore Harbor, and there seems to be no end in sight.

"We are clearly in a boom period for coal exports, and that is good news for the Port of Baltimore," said Maryland Port Administration (MPA) Director of Marketing Richard Powers. "Baltimore is one of the few ports on the East Coast with a deep enough draft to handle coal. Our private terminals that handle coal are very experienced and do an outstanding job. We expect the high demand for coal, especially in China, to

BY KATHY BERGREN SMITH



CONSOL Energy's Baltimore terminal.

PHOTO BY JACK HARDWAY

said David Chenowith, Managing Director of T. Parker Host of Maryland. He added that his agency has evolved to provide more and more logistics management services, utilizing items such as Sharepoint, a proprietary Internet-based customer service program tailored to individual needs.

"Using Sharepoint, as an example, a customer can securely access the documentation and location of their shipment at any time, independently and completely private," said Chenowith.

CNX is owned by CONSOL Energy, the largest coal producer east of the Mississippi. The facility is planning to increase throughput from 12 to 14 million tons annually, according to Bob Pusitari, CONSOL's Executive Vice President of Sales and Marketing. Pusitari said that another significant expansion is possible after that. "In 2009, we entered into a partnership with Xcoal, a coal marketing firm," he explained. "With them, we opened five offices in Asia to find buyers for CONSOL's metallurgical coal blends."

Xcoal, based in Latrobe, Pa., is the type of nimble, entrepreneurial small business that is a perfect partner for a large, deeply rooted company like CONSOL, according to CNX's Marsh. Xcoal has helped CONSOL market its Pittsburgh Seam #8 to Asia. The terminal in Baltimore creates blends

continue for the rest of this year."

The coalfields from Western Pennsylvania through Virginia have supplied fuel for steel making and energy since the 1800s. The earliest railroad line in America, the B&O Old Main Line, carries the very same cargo as it did in the 19th century but the distance from the mine to the marketplace has expanded significantly.

"China has been a game changer in the coal market," noted CNX's Marsh. "They have gone from being a net exporter of coal to a net importer." Additionally, production from one of the world's other major suppliers of coal, Australia, was interrupted by flooding, driving prices up. Baltimore, with its robust rail service and proximity to the mines, has stepped up to meet increasing demand from China, Japan and other Asian countries for metallurgical coal, which is used in steel production, as well as thermal coal for the domestic and European markets.

The Port has responded to this swift uptick in business with innovation and expansion. T. Parker Host, an agent specializing in coal shipments, has added six people to its documentation group to handle the increased volume and complexity of the transactions at the Port of Baltimore while also offering assistance to the port in Virginia.

"We have been in this game since 1925; we keep our finger on the pulse of this market, and indicators suggest this robust business has the ingredients and excellent product to continue on,"



KATHY BERGREN SMITH

of various grades of coal tailored to a customer's specific needs.

CNX plans to expand throughput not by increasing their footprint, but by increasing the company's "velocity," according to Marsh. He has boosted manpower from 60 to 100 workers. Rail infrastructure improvements will add a fourth



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track for outbound trains that are unloaded and returning empty to the mines.

"Our location is right next to Interstate 95 near the center of Baltimore," said Marsh, adding that safety and stewardship are both key components of the company's culture. "Some people think this type of facility is incommensurate within an urban landscape, but we have received tremendous support from the City of Baltimore and the Maryland Port Administration and we go far beyond compliance with regulations to be good neighbors."

MPA Executive Director James J. White has appreciated CNX's efforts. "Under Chris Marsh's guidance, CNX has championed safety in the workplace, which has led to a reduced number of injuries as well as operating costs," said White. "Chris is a welcome addition to the Port of Baltimore community."

Two Class One railroads serve the Port of Baltimore and both are integral partners with the coal terminals. Norfolk Southern has responded to the increase in traffic by adding 1,500 new railcars to carry coal. These cars have an increased capacity of 118 tons per car. The railroad is also deploying AC locomotives, which are ideally suited to coal transport.

Norfolk Southern's Mark Bower noted that it is essential that the railroad



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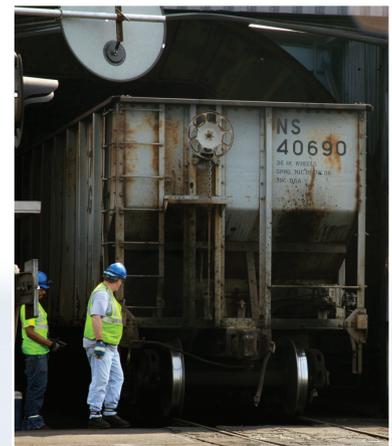
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KATHY BERGREN SMITH



“We have the deep water, two Class One railroads, facilities, terminal operators and agents with the expertise to complete the loop and keep it moving.”

maintain a "symbiotic" relationship with Xcoal, CONSOL and CNX in order to keep the cargo flowing.

CSX also delivers to CNX but has its own pier at Curtis Bay. CSX spokesman Bob Sullivan noted, "CSX has a dedicated team of employees at Curtis Bay, ... and this will continue to be an important facility for export coal used in the production of steel and to provide electricity to millions of consumers worldwide."

The strong bonds between the Port of Baltimore and the coal mines stretch back more than a century. The Curtis Bay Coal Pier was built in the 1880s by the B&O railroad and still loads ships and barges for export.

As MPA Trade Development Manager Cynthia Burman has noted, when it comes to coal, Baltimore is where it all comes together. "We have the deep water, two Class One railroads, facilities, terminal operators and agents with the expertise to complete the loop and keep it moving," she explained. 



KATHY BERGREN SMITH

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Rukert Reaching



KATHY BERGEN SMITH

BY NANCY MENEFFEE JACKSON | Photography Courtesy of Rukert



Left to right: Brown's Wharf was purchased after WWII to handle dry goods; quite the character, "Cap" Rukert also proved to be a visionary businessman; the newly opened B Berth in 1963.

Company Approaches Anniversary While Following Family Tradition

On the surface, Rukert Terminals Corp. is a company built on concrete terminals and gigantic cranes. Look a little deeper and you see a proud family tradition that has continued for four generations. Along the way, the company has been able to correctly gauge cargo trends while also capitalizing on something called "Rukert luck."

John Coulter, President of Rukert Terminals, recalls a conversation with CEO Norm Rukert Jr. prior to the opening of a new berth in 2009: "Norm said, 'Let's spend the extra money and make it a barge berth.' I argued with him, 'Why spend money

when we haven't done any barge business for 20 years?' We build the barge berth, and then Brandon Shores [power plant] comes to us because they use limestone in their scrubber to reduce coal emissions. They want to do a 10-year deal with us. ... We discharge limestone from vessels, send them the limestone in barges, and when it is filtered it becomes gypsum, and they send us barges back loaded with gypsum."

Whether or not this is a case of "Rukert luck," it was a perfect fit for a company well versed in handling bulk and breakbulk cargo.

"There's always been a sense of 'build it and

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- Services include stevedoring, warehousing and transfer to and from vessel, rail or truck.
- 160 to 175 ships a year call at five berths.
- A 130-acre facility has 23 warehouses, one million square feet of inside storage space and 60 acres of paved outside storage space.
- 165 employees.
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they will come' entrepreneurship," Coulter said.

The company's most visible cargo is seen by thousands of drivers every day on I-95 as they pass the mountains of road salt that Rukert unloads and stores. "We put a half million tons of road salt in every year," Coulter said. "When we nearly ran out in the blizzard [during the winter of 2010], ships were loaded in the Bahamas and we got it in two to three days. We literally loaded it right off the ships into dump trucks that went to the salt domes."

Rukert's 130-acre facility includes five berths, 23 warehouses providing one million square feet of inside storage space, and 60 acres of outside storage space.

While preparing to celebrate its 90th birthday, the company is well positioned for the future, thanks to a 50-foot berth and reinforced terminal with a 2,000-pounds-per-square-foot capacity. The terminal was built for a 500-ton mobile crane.

One section — called Lazaretto, which means "fever hospital," since it was once the site of a 19th-century hospital that quarantined malaria victims — has the Fort McHenry tunnel running underneath it, carrying traffic along I-95. The company had to limit operations for five years during the tunnel's construction in the late 1970s, but once again "Rukert luck" triumphed. Norm Rukert had convinced his father to spend an extra 10 percent — \$100,000 on a million-dollar berth — to reinforce Pier 5 with crane beams when it was built. The company built a high-speed bulk crane, and never looked back.

The company traces its roots to 1921, when William George "Cap" Rukert and his brother George started a storage company that evolved into a maritime company within a decade. In the 1950s and '60s, the company expanded into Canton for deeper water.

The company owns the land, unlike many terminal companies.

"We're really fortunate in that the main channel runs right along the berth," Coulter said.

Coulter joked that he is a "gap-filler" between generations. After 50 years in the company, Norm Rukert Jr. is still actively involved at the age of 70. Meanwhile, Shaun Rukert and Andy Nixon, Cap's great grandsons, are vice presidents. But they weren't automatically handed a top job — they worked their way up through a 10-year program involving hands-on labor.

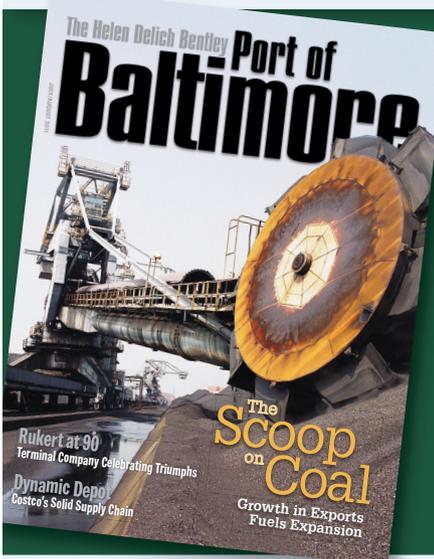
"Everybody here saw them go through that," Coulter said, adding that the next generation of potential terminal managers is just 10 years away from entering into the same program. Coulter is contributing some family tradition, too: two college-age sons work in the warehouse during summer break.

Rukert Terminals Corp. plans to celebrate its 90th birthday with a customer party in September at the Frederick Douglass-Isaac Myers Maritime Park in Fells Point; guests are expected from all over the world.

"Rukert is one of the bedrock companies at the Port of Baltimore," said Maryland Port Administration (MPA) Executive Director James J. White. "One of the reasons for their long-term success has been their consistent and steady family-owned management structure, going back to the days of Cap and George Rukert and continuing today under Norm and John Coulter. Though they handle many different bulk commodities, they're probably known best for supplying Maryland and its neighboring states with road salt that makes highways and other roads passable during the winter months. I look forward to many more years of seeing Rukert's continued growth at the Port of Baltimore." 🌐

UPCOMING ISSUE September/October

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COURTESY OF COSTCO

Costco's Dynamic Depot



Port is Part of Wholesale Club's Precise Supply Chain

BY NANCY MENEFFEE JACKSON

And you thought you were busy? At the Costco Depot, about an hour's drive west of Baltimore, more than a hundred trucks roll in on a typical day, carrying goods that are unloaded, palletized, secured and shipped right back out to 29 regional Costco warehouses, ready for purchase.

"We had 140 trucks inbound yesterday on the dry side," Depot Manager Jennifer Cerrito said on a recent June day. (Costco divides the warehouse into a 160,000-square-foot "dry" side and 134,000-square-foot "wet," or refrigerated, space.)

The depot opened in Monrovia in January 2010 and sits on 86 acres, giving the company room to expand. The location was chosen because freight costs are one of their biggest expenses, and 21 warehouses — the term the company uses for its wholesale clubs — fall within 100 air miles of the new distribution center. But the proximity to the Port of Baltimore also influenced the decision. "That was definitely a factor," Cerrito said. "Obviously, we get a lot of freight in from the Port, too."

Some 40 to 50 containers a week arrive at the depot from the Port, but those numbers jump up depending on the time of year. For example, after the Fourth of July, displays of seasonal items are replaced. Thus, two ships arrived in late June, carrying nearly 250 containers between them. That cargo — mostly furniture — was loaded onto trucks bound for the depot, where it

2,368 containers shipped through the Port of Baltimore to Costco's Monrovia Depot from January 2010 to December 2010; that is expected to increase to 2,723 in 2011.

Costco has 585 warehouse stores worldwide, including 428 in the United States, 82 in Canada, 32 in Mexico, 18 in England, and others in Japan, South Korea, Taiwan, Scotland and Australia.

was palletized, paired with other goods needed for a particular warehouse "and shipped to our locations so it was set up and ready to go on July 5," Cerrito said.

Cerrito noted that outbound loads are maximized by combining goods. "It's like a big puzzle," she said, explaining that, on a typical day in May, 125 trucks arrived on the dry side and the goods went back out in 78 trucks, leading to fuel savings.

Additionally, refrigerated trucks arrive at the warehouses later in the day and are unloaded around 8 p.m., so that the diesels can be shut down overnight instead of idling.

Though the depot's 172 employees are kept busy, their work day generally begins around 5:30 a.m. and is over by 2:30 or 3 p.m.

"The efficiencies that Costco is able to achieve at their Monrovia facility on a daily basis are impressive," said Joe Greco, Maryland Port Administration (MPA) Deputy Director of Marketing. "We are proud that the Port of Baltimore is part of this type of precise supply chain management."

Greco went on to say that Costco is more than just a valuable customer to the Port. "They have also shown they are a partner in our Port community," he said. "Jennifer has made it a point to educate some of her key staff on how the Port operates and how it affects Costco's business. We are fortunate to have a partner who sees the value in what we provide, and as we move closer to the completion of our new berth at Seagirt, our futures can grow together."

Cerrito praised the Port for its responsiveness. "The communication from the Port is just incredible — they're there for you if you have a problem and they're there for you if there's something you don't know." She added with a laugh, "Some of the other depot managers are envious of me that I have that contact." 🌐

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Rodeo

REAPS REWARDS

Training Helps Baltimore Hold Spot as Top RO/RO Port

BY BLAISE WILLIG

THE HARD WORK THAT TAKES PLACE EVERY DAY ON THE PORT OF BALTIMORE'S PIERS DOESN'T STOP JUST BECAUSE OF A FEW GRAY CLOUDS. THE EFFICIENT HANDLING OF ROLL-ON/ROLL-OFF (RO/RO) CARGO WON'T WAIT FOR WEATHER CONDITIONS TO IMPROVE.

So no one complained when the early hours of the Port of Baltimore's 15th annual RO/RO Rodeo got a little damp. For the men and women of the International Longshoremen's Association (ILA) Local 333, rain showers just added an extra touch of reality to the training exercises.

"Whatever the weather, we need to do the job and get it done safely," said Omaha Mitchell, a 10-year member of Local 333. "Foggy windows can be a problem, and it gets slippery on the ramps sometimes. You need to know what you're doing — keep your eyes open."

Joe Greco, Maryland Port Administration (MPA) Deputy Director of Marketing, noted that Baltimore is the only port

in the United States to host an annual Rodeo. "We pride ourselves on being the No. 1 RO/RO port in the country. The equipment changes on a regular basis, and the longshoremen need to drive it on or off the vessel with success every time. If we damage any equipment, the manufacturers will start taking their business elsewhere."

Greco added that Rodeo participants appreciate the importance of the event. "They take it seriously," he said. "There's not a lot of standing around."

Held May 24-25 at the Dundalk Marine Terminal, the Rodeo gave 200 members of ILA Local 333 an opportunity to operate some of the large construction and agricultural equipment rolling through the Port. Participants also practiced how to properly lash down an automobile.

"We try to make people as savvy as possible in all facets of the equipment," Greco said. "We're not promoting specialists."

Teo Masing, a member of Local 333 since 1980, noted, "I don't drive a lot — I'm mainly a lasher. But if I have a young driver who needs a hand or there's something else that comes up, I need to know what to do."

Representatives from several major equipment manufacturers were on hand to

explain new features and review operating instructions.

"Everybody's anxious to learn about the equipment and do the right thing," said JLG Training Manager Michael O. Smith. "They are genuinely interested in the machine, not just how to drive it. In the long run, there won't be as much possibility of damage because they understand the machine better and appreciate what it can do."

Among the JLG equipment on hand was a 1350 SJP telescopic boom lift, with a 135-foot boom and a price tag around \$350,000. "It's not as heavy as some other equipment," Smith explained, "but it's long, and that makes for its own challenges."

For operators training nearby on a Case CX 135 tracked excavator, Jon Hume, a Product Specialist with Case-New Holland, stressed one important point: "All of the controls are centered to neutral," he said. "So if you get into any trouble, just let go — it'll stop."

During the rainy part of the Rodeo, one longshoreman used the opportunity to find the excavator's windshield wiper control. Then, when the brief showers subsided and were replaced by Baltimore's characteristic humidity, the longshoremen quickly adapted. As Hume noted, "They started asking me where the air-conditioning is!" 🌐

PHOTOGRAPHY BY BILL MCALLEN

QCHAT

Capitalizes On Quality



Enhanced technology was a key topic of discussion during a recent meeting of the Quality Cargo Handling Action Team (QCHAT). The meeting, which was hosted by AMPORTS (APS) North Terminal and coincided with the RO/RO Rodeo, attracted about 80 participants representing manufacturers, stevedores, steamship lines, processors, terminal operators, labor and the Maryland Port Administration (MPA).

"QCHAT membership will be using technology in the future to add value to our customers and provide important information," noted Barbara Leight, Manager, MPA Quality Department. "A website is being planned to specifically focus on QCHAT."

Leight explained that QCHAT is "a collaborative team approach to prevent any type of damage to our customers' cargo. ... The team meets monthly to assess performance areas, identify problems and take immediate corrective action to prevent any recurrence."

The QCHAT initiative, which dates back to 1997, was created as a vehicle to help the Port of Baltimore accomplish its vision of "setting the standard for global quality and excellence in cargo handling."

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PAUL KELLY

Trucking VP is Important Ally for Port



BY MERRILL WITTY | Photography By Kathy Bergren Smith

IT'S NEVER BEEN PAUL KELLY'S AMBITION TO SEEK OUT SPOTS ON COMMITTEES, YET SOMEHOW HE KEEPS BEING ELECTED TO THEM. IN FACT, HE HAS SERVED ON ONE COMMITTEE OR ANOTHER FOR TWO DECADES.

According to Kelly, when he was elected chairman of the Intermodal Council of the Maryland Motor Truck Association (MMTA) in the early 1990s, it was supposed to have been a one-year term. "But I ended up doing that for 15 years," he said. "I'm a sucker!"

Now, the 70-year-old vice president of A&S Intermodal Division is the MMTA's first vice chairman — he becomes chairman in September.

Maryland Port Administration Executive Director James J. White is glad Kelly has stuck around. "Paul Kelly is very well-respected in the trucking industry," White said. "He is someone known for his hard-working approach and dedication to tackle any trucking issue head-on."

Kelly is also vice chairman of the Baltimore Port Alliance (BPA), which provides a constructive environment for sharing information and acting on issues that impact the entire Port community. He

is in line to become BPA chairman next year.

Though he makes it clear that he has "never solicited any chairmanship," Kelly is also quick to emphasize, "When I'm approached by a committee though, I take the position and give it my very, very best shot; I share any knowledge I have. But none of these committees is a one-man show."

As White has noted, "We are very fortunate to have him playing active roles in both the Maryland Motor Truck Association and Baltimore Port Alliance."

Of course, those obligations are above and beyond his day-to-day job with A&S Intermodal Division (formerly Den-El Transfer, Inc.), where he has been employed for 10 years. This mover of containers and rail boxes provides services within a 120-mile radius of the Baltimore piers. Focusing on local business gives the company an advantage over larger, national haulers. "We know how to get the job done," Kelly said.

He has been married for 52 years to Phyllis and is a father of three and grandfather of nine. A Virginia native, Kelly started his work life with a 20-year stint at a domestic trucking company, Consolidated Freightways, where he managed 15 terminals that were part of his division. Then he spent three years at Pilot Freight Carrier, managing 20 terminals. He left there to start his own company, Kelman Transportation, but closed Kelman after 13 years to come to Den-El, which is now A&S.

His heart now belongs completely to the maritime world ... and especially the Port of Baltimore.

"By far, Baltimore's is the best and most efficient port in America, bar none," Kelly said. "The handling at the Baltimore piers, by Ports America and the ILA, is extremely efficient concerning turn times — the time spent at the pier picking up and delivering. They do a fantastic job. No other port on the East Coast or West Coast has the efficiency Baltimore has."

He is also proud of the work being performed by the Baltimore Port Alliance. "I think it's the most efficient council in the maritime business," he said. "All the main players are in the BPA: brokers, stevedores, steamship lines, ILA, pilots, the Maryland Port Administration, the terminal operator — everyone is represented on it that does business at the public and private terminals."

He added, "All the partners participate to make sure our customers are our main concern. Without them, we are nowhere. And this is with minimal or no involvement on the customer's part."

There is, however, plenty of involvement on Kelly's part, working on behalf of the Port and the trucking industry. 🌐



"I think it's the most efficient council in the maritime business. All the main players are in the BPA."



KATHY BERGREN SMITH



KATHY BERGREN SMITH

From left, Caterpillar's Karan Sood and Kurt Etzenbach, WWL's Michael Derby, Karl Magnus Bergstedt, MPA's Cynthia Burman, Capt. Anders Nylander and Caterpillar's Eric Fields and Jason Bieda.

WWL's Carmen Comes to Baltimore

A pure car/truck carrier in the Wallenius Wilhelmsen Logistics fleet, the *Carmen* recently sailed into the Port of Baltimore for the first time. The Swedish-flagged vessel with a capacity of 7,934 automobiles, unloaded and loaded Roll-On/Roll-Off (RO/RO) cargo at the Dundalk and Fairfield marine terminals. The *Carmen* is 227.8 meters long by 32.26 meters wide.

Agent: Wallenius Wilhelmsen Logistics
Stevedore: Marine Terminals Corp.
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COURTESY OF NYK LINE

Wheel ceremony participants were, from left, Inchcape's Matt Lyneis, MPA's Cynthia Burman, Capt. Ioan Dan Bodea and NYK Line's Scott Senko.

Hercules Leader Arrives at Port

Hercules Leader, a pure car/truck carrier with NYK Line (North America), arrived for the first time at the Port of Baltimore. Flying the flag of Japan, the vessel moved 1,230 units through the Dundalk Marine Terminal. *Hercules Leader* measures 199.94 meters in length and 32.26 meters in width.

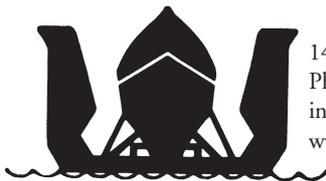
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COURTESY OF RUKERT TERMINALS CORP.

STORY BY NANCY MENEFEE JACKSON

On March 19, 1963, the S.S. *Sophie Maris* (translated as "Wisdom of the Sea") was the first vessel to call on the newly constructed "B Berth," built in Canton by Rukert Terminals Corp. The Canton complex got its start in 1937 when William George "Cap" Rukert acquired a 400-foot wooden pier and six acres from the Pennsylvania Railroad for its Pier 5 facilities at 2100 S. Clinton Street. The company had started as a warehousing operation in nearby Fells Point in 1921, but left in search of deeper water.

In the mid-1940s, Rukert purchased the Lazaretto Depot from the Western Maryland Railroad, a property that Cap was convinced would become one of the most valuable in Baltimore. There, Rukert, which specialized in bulk and breakbulk cargo, built its A and B berths. The original B Berth served ships until 2003, when it was demolished to make way for a reinforced B Berth that opened last year. The new B Berth, which is 950 feet long and 50 feet deep, can handle today's larger ships and bear a load of 2,000 pounds per square foot. 🌐

.....▶ **TO LEARN MORE ABOUT RUKERT TERMINALS CORP. AND THE COMPANY'S UPCOMING 90TH ANNIVERSARY CELEBRATION, PLEASE SEE PAGE 20.**

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