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KATHY BERGREN SMITH

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Long-Ago Longshoremen

COVER: Maryland Gov. Martin O'Malley spoke during the Seagirt Marine Terminal groundbreaking ceremony in March, touting the long-term impact of a new 50-foot berth. Photo by Bill McAllen.



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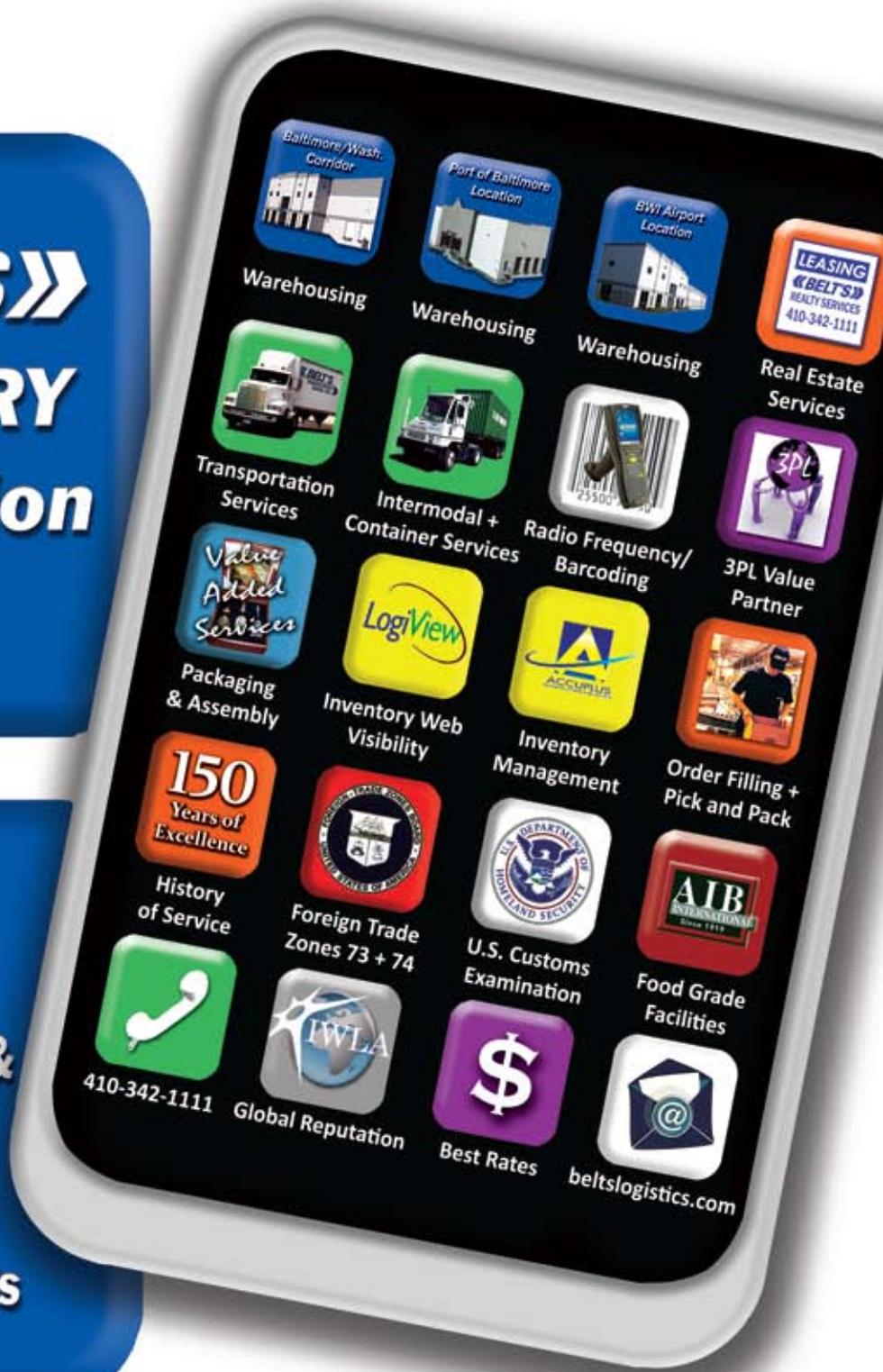
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Creating Jobs With Construction Of Berth

This March we were excited to break ground for the construction of a new 50-foot berth at the Port of Baltimore's Seagirt Marine Terminal.

The new, deeper berth benefits our state in so many ways. It will give us a competitive advantage over other East Coast ports by allowing us to accommodate newer, larger ships.

But it will also help us achieve one of our most important missions here in Maryland – creating jobs, protecting jobs and saving jobs. The new berth will bring 5,700 jobs to our state over the life of this deal.

That includes jobs to construct the new berth, which is already underway; jobs to maintain the infrastructure on our highways, bridges, tunnels and toll facilities; and jobs directly and indirectly tied to the Seagirt Marine Terminal, where we expect to see an increase in container business, thanks to the new berth and Panama Canal expansion which will be completed in 2014.

The Seagirt agreement is just one way we are delivering results to move Maryland forward. To create jobs and to help Marylanders

get off the unemployment rolls, we passed the Job Creation Tax Credit. Thanks to the American Recovery and Reinvestment Act, we have created or saved about 20,000 jobs. And soon, we'll see another 60,000 new jobs at Fort Meade and our other military installations thanks to the base realignment plan.

The recent global economic downturn has created challenges for all of us. We have witnessed some of the worst economic conditions in this country since the Great Depression. However, projects like the Seagirt agreement allow us to see a very bright light at the end of this dark economic tunnel. With construction of the new berth and other transportation improvements, Maryland is putting people back to work and creating a better tomorrow.



Martin O'Malley
Governor

executive VIEW

Business Deals Bode Well For Bright Future

It is no great surprise that the past year and a half has been an extremely challenging period for our industry. Decreases in volume and ship calls have been the norm for all ports.

However, we are now beginning to see small steps in the right direction. Containerized imports are expected to see increases this summer. Major carriers are placing orders for new ship builds, while the number of laid-up container ships has shrunk to its lowest level in more than a year. Couple these improvements with construction underway on our 50-foot berth, and our new business deal with BMW, and you can see why I am very optimistic about the future of the Port of Baltimore.

With the official groundbreaking for the 50-foot berth in motion, we eagerly look forward to its expected completion in 2012, a full two years before the Panama Canal expansion project is finished. Our public-private partnership with Ports America Chesapeake continues to get rave reviews. It is also being referenced by other U.S. ports in their attempts to determine whether a similar agreement makes good sense for them.

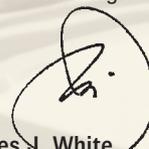
Still a few years away from welcoming larger ships carrying more cargo, the Seagirt agreement is already paying off in other ways, like the construction jobs to build the berth. The Maryland Transportation Authority, as the prior Seagirt owner, has already received in excess of \$100 million to help preserve the infrastructure of our state's highways, tunnels and bridges. And most recently, the MPA signed a lease with Ceres Terminals for 17 additional acres at Dundalk Marine

Terminal. That land became available through one of the stipulations in the Seagirt agreement which required Ports America to transfer up to 65 acres of Dundalk land back to the MPA.

While the Seagirt agreement has been a headliner, we are equally excited about our new contract with BMW. In March, the first of 50,000 BMWs arrived that will come through the Port of Baltimore annually for the next five years. This business is expected to generate about 200 new direct, indirect and induced jobs.

Under this unique arrangement, BMW is teaming up with Mercedes-Benz and using their vehicle processing facility at our Fairfield/Masonville auto terminal. BMW has said coming through Baltimore will help them with shipping logistics and will be more cost-efficient.

Maritime history would be hard challenged to have seen another period of such economically trying times as what we have recently experienced. But I know we are on the right track. Business deals like these not only increase volume and economic impact for the Port, but also create and sustain good, family-supporting jobs. Now that's something to look forward to.



James J. White
Executive Director

SOUNDINGS

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

CARGO

Subway Car Shipment is Part of Massive Federal Operation

The Port of Baltimore has participated in one of the largest rail car procurements in U.S. history, an order worth \$1.1 billion.

ALSKAW manufactured more than 1,000 stainless-steel R160 subway car shells, which were shipped to the United States from Brazil for finishing. Because the contract for the subway cars involved federal transportation funds, it was required that 50 percent of the cars be moved aboard U.S.-flagged ships. Forty of the shells, built by Alstom, came in through the Port of Baltimore in January aboard Intermarine's *Ocean Atlas*, a U.S.-flagged ship.

"That delivery represented the last and final shipment needed to comply with federal regulations," said Chuck Comer, Program Sourcing Manager for ALSKAW in New York. "By law, if you don't meet those obligations, there are some serious penalties." Noncompliance with the requirement can preclude a company from participating in other federal procurement contracts.

Mike Wetherell, representing the Federal Transit Administration (FTA), said, "The FTA recognizes the efforts of all involved in enforcing the federal regulations for U.S. cargo preference and the continued health of the U.S. cargo industry."

According to Maryland Port Administration Trade Development

Manager Cynthia Burman, "We have been successfully handling transit equipment through the Port of Baltimore for many years, and Alstom is one of the many manufacturers that have found success utilizing our public and private terminals. We are known for providing quality service to our customers."

Comer credited the Port for making a complex operation — involving corporations, federal agencies and unions — successful. "My experience with Cindy Burman and the Port of Baltimore has been nothing but satisfying," he said, praising the Port for its efforts "to try and satisfy our needs and keep us coming back."

Canton Marine Terminal received the subway cars. "We were happy to have the opportunity to provide handling services," said Rex Wheeler, President of Canton Stevedoring.

Leo Bonser, Manager of U.S. flag services for Intermarine, explained that U.S.-flagged ships are an important part of the nation's defense. Commercial transactions support the crews and ships "so we have an active, trained fleet in case of emergency," he said. Federal requirements provide commercial opportunities for the ships. Each of Intermarine's three U.S.-flagged vessels, Bonser said, represents 60 American jobs and corporate tax revenue for the United States.

Intermarine specializes in heavy lift and oversized specialty cargo. Its experience shipping locomotive engines through the Port served it well while moving the 60-foot-long subway cars.

"I thought it ran nicely," Comer said. "Everyone understood the magnitude of what we were doing and worked with us." 🌐



PHOTOGRAPHY BY BILL MCALLEN



A team that included representatives from the federal, state and private sectors was on hand as 40 subway car shells came in through the Port of Baltimore from Brazil. The shipment was part of a landmark, \$1.1 billion federal procurement.

ALLIANCE

Port Groups Pledge Service to Customers

Recognizing that cooperation among agencies and associations is vital for a well-functioning port, those same agencies and associations pledged in March to meet if a Port of Baltimore customer requests it.

The 2010 Baltimore Port-Wide Customer Service Pledge states, "As an active part of our port community and integral piece of the puzzle, in service to our mutual customers, we ... commit our local agencies and associations to meet at the request of our port customers to address specific issues, events, incidents or concerns. We fully recognize and acknowledge that our valued customers are also part of this puzzle. Together, we complete the picture."



BILL MCALLEN

Agencies and associations signing the pledge included the Maryland Port Administration, Association of Maryland Pilots, Baltimore Customs Brokers and Forwarders Association, U.S. Coast Guard and International Longshoremen's Association.

The formal signing took place at a Baltimore Port Alliance meeting. 🌐



HUMANITARIAN EFFORTS

USNS *Comfort* Helps the Healing in Haiti

After a nearly two-month tour of duty in Haiti, the USNS *Comfort* returned to her homeport, the Port of Baltimore, in March. The 1,000-bed hospital ship had left Baltimore in January to help with relief efforts necessitated by the massive Jan. 12 earthquake.

The *Comfort* reached her full operational capacity during the first few weeks of her deployment, using all 10 operating rooms. The floating facility helped 871 seriously

injured patients, nearly all of whom required surgery on board. The last patient was discharged to a Haitian facility Feb. 27.

On March 9, the ship set sail from Haiti but stopped in Norfolk, Va., to drop off 500 of her 700 crew members. Finally, on March 19 the *Comfort* arrived at the Port of Baltimore.

Built in the 1980s, the *Comfort* was once an oil tanker before being retooled as a hospital ship. 🌐



BILL MCALLEN

CARGO

Three Streetcars Shipped from Czech Republic

The first of the modern streetcars that will run on Washington, D.C.'s new light rail system arrived in December at the Port of Baltimore's Dundalk Marine Terminal. Three streetcars manufactured in the Czech Republic completed their 4,200-mile journey on board an Atlantic Container Line vessel and were received at the Port by Ports Chesapeake.

The cars are 2.46 meters wide and 20 meters long, slightly narrower and one-third the length of a light rail double-car train.

Modifications were made to the vehicles to protect them during their voyage, including the application of a wax coating over the external surfaces. Turner Trucking transported the streetcars over land from the Port of Baltimore to Metro's rail yard in Greenbelt. The District Department of Transportation is constructing a 1.5-mile streetcar line that is expected to start revenue service by the fall of 2012. 🌐



J.B. HANSON

AUTOMOBILES

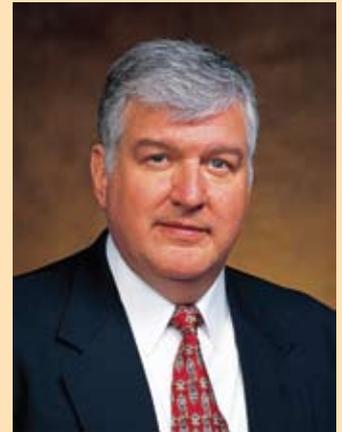
WWL and Jaguar Land Rover Extend Relationship

One of the world's leading providers of finished vehicle logistics, Wallenius Wilhelmsen Logistics (WWL) has renewed its contract with Jaguar Land Rover (JLR), extending a relationship that began in the 1980s.

WWL will ship upwards of 45,000 Jaguar and Land Rover vehicles in 2010 from Southampton, England, to Baltimore and other ports in the United States, Canada, Australia and New Zealand. Additionally, the company is using space it has chartered on ACL vessels to ship Land Rover Freelander models to Baltimore from Liverpool, close to JLR's Halewood manufacturing plant.

"This new contract is very significant for us," said John Speakman, Managing Director, WWL UK. "It further extends our relationship with two of the world's most prestigious vehicle brands, Jaguar and Land Rover, during what has been a tough economic climate for both companies."

He added that WWL expects "to see a growing cooperation between our two companies on matters such as developing leaner supply chain solutions and new environmental initiatives." 🌐



COURTESY OF VANE BROTHERS

NEWSMAKERS

Vane Brothers Appoint Senior VP

Robert P. Herre has been appointed Senior Vice President and General Counsel for The Vane Brothers Companies, an American Waterways Organization-certified provider of petroleum transportation and ship bunkering on the U.S. East Coast.

Herre's career includes 15 years in vessel operations with The Valley Line Company and 15 years in inland shipbuilding with Jeffboat. Most recently, he served for five years as the president of a group of Great Lakes shipyards owned by the Manitowoc Company and later acquired by Fincantieri.

The Vane Brothers Companies, headquartered in Baltimore, operate a total fleet of 1.6 million barrels, including two articulated tug and barge units (AT/Bs) of 140,000 barrels each.

Herre is an alumnus of the United States Merchant Marine Academy, Xavier University and the University of Louisville School of Law. 🌐

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NEWSMAKERS

Transportation Group Honors MPA's Burman

At the 97th Annual Traffic Club of Baltimore Dinner in March, members of the Port community honored Cynthia M. Burman as its "Transportation Person of the Year."

Helen Delich Bentley, a former U.S. Representative and former Chairwoman of the U.S. Maritime Commission, served as the emcee at the event, which also featured a "Las Vegas Night."

Burman, a native of Baltimore, has served the Maryland Port Administration for more than 23 years and is well known for her ability build strong relationships with Port customers. She spent the first 10 years of her career in the private sector of the maritime industry before joining the MPA in 1986, working as a Freight Pricing Analyst; Assistant Manager Intermodal Pricing & Tariffs; and a Regional Sales Representative. She held positions as Manager, Specialized Cargo & Business Developer and General Manager, Customer Information Center. Today she serves Trade Development Manager.

Burman is also active on boards, committees and trade organizations and is a Past President of the Traffic Club of Baltimore. 🌐

MPA's Cynthia Burman, inset photo, was recognized by the Traffic Club.



EVENTS

Industrialist of the Year Award Luncheon Honors Bentley

Former U.S. Rep. Helen Delich Bentley, a tireless Port of Baltimore promoter and former Chairwoman of the U.S. Maritime Commission, will be recognized for her service to the maritime industry at the Baltimore Museum of Industry's 2010 William Donald Schaefer Industrialist of the Year Award Luncheon.

The award was introduced in 2004 to celebrate Maryland's visionary business leaders distinguished by their innovative approaches to industry and dedication to the well-being of their communities. It is named for Schaefer, a founder of the Baltimore Museum of Industry and former Mayor of Baltimore.

This year's luncheon is set for June 10, from 11am-2pm. Visit www.thebmi.org for more information. 🌐



SURVEY

MPA Looking for Feedback on Magazine

As part of ongoing quality checks involving one of its key informational resources, the Maryland Port Administration (MPA) is seeking reader feedback regarding the *Port of Baltimore Magazine*. Readers are requested to visit www.marylandports.com and click on Port News, Current Issue to complete a short survey related to the types of stories being covered and the overall appearance of the magazine.

The *Port of Baltimore Magazine* is published six times a year and circulated internationally. 🌐



PHOTOGRAPHY BY KATHY BERGREN SMITH



EVENTS

Merchant Marines Host U.S. Transportation Secretary

Speaker presentations highlighting U.S. maritime education and training opportunities were key elements of a dinner reception held at the Port of Baltimore in March on board the T/V *Kings Pointer*. The event was hosted by the U.S. Merchant Marine Academy KP Alumni-Chesapeake Chapter and featured U.S. Secretary of Transportation Raymond H. LaHood as well as Maritime Administrator David T. Matsuda. Other guests were Denise Krepp and Orlando Gotay, the Maritime Administration's Chief Counsel and Senior Advisor, respectively. 🌐

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KATHY BERGEN SMITH

NEWSMAKERS

Shekells Receives Optimist Club Recognition

The Optimist Club of Dundalk has named Maryland Port Administration (MPA) Chief of Environmental Initiatives Richard L. "Rick" Shekells, Jr. its Humanitarian of the Year, an award given to someone who makes a significant contribution to the Dundalk community without living there.

Although he lives in Parkton, Shekells spent time as a child in Dundalk with his cousins and now serves on the Board of Directors of the Dundalk Renaissance Corporation, a non-profit community development corporation dedicated to revitalizing Dundalk.

Also honored as Citizen of the Year by the Optimist Club was Dennis McCartney, a Dundalk resident and business owner who is active in several organizations. 

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BY TYKIA MURRAY

GreenPort

MPA's Environmental Stewardship > > > >



PHOTOGRAPHY COURTESY OF W. R. GRACE & CO.



A Positive Chemical Reaction

W. R. Grace's Environmental Goals Within Reach

Sustainability is in the air at W. R. Grace. The chemicals and materials company recently announced a goal to reduce the energy intensity of its operations by 20 percent per pound of product by 2017 and lessen the impact of its facilities and products on the global environment.

"We know that sustainability is important to our employees and customers," said Karen Ethier, Vice President, Environment, Health & Safety. "We have a steering committee that includes employees from several departments that are collectively responsible for monitoring and reporting on our progress."

Grace knows a lot about progress. The company traces its history back to 1832 when William T. Davison founded Davison, Kettlewell & Co. in Baltimore. The company was the first in the United States to use a sulfuric acid chamber for the grinding and acidulation of old bones and oyster shells. Twenty-two years later, William Russell Grace founded W. R. Grace & Co., a merchant steamship line serving the Americas, in Peru.

In 1954, Grace acquired Davison Chemical Company and Dewey & Almy Chemical Company, leading to breakthroughs in catalysts, packaging, silicas and construction product lines.

"We have been in the business of helping our customers achieve their sustainability goals for decades," Ethier said. "For example, our catalysts used in petroleum refining help our customers meet or exceed regulatory standards for emissions of sulfur oxides (SOx) and nitrogen oxides (NOx)."

Grace began production of this type of catalyst in the 1970s, according to Nathan Carpenter, Manufacturing Director, Hydroprocessing. "They are used to improve the quality of the oil so that it produces more valuable products and burns cleaner," he noted. "A key function is removal of sulfur and nitrogen that, if left in fuels, would create sulfur and nitrogen oxides, which are critical atmospheric pollutants and contributors to acid rain."

In 2001, Grace formed a joint venture with Chevron to develop, manufacture and market hydroprocessing catalysts.

Grace is also working with its supply chain partners to install automatic air pressure systems on trucks, redesign trailers to lighten loads by as much as 600 lbs. and coordinate shipments to fill containers and trucks to capacity whenever possible — all to improve its carbon footprint.

Closer to home, the Curtis Bay facility, which is preparing to celebrate its 100th anniversary, recycles 142,000 lbs. of cardboard and 540,000 lbs. of metal annually. In addition, engineering projects implemented over the last five years have reduced natural gas consumption by 1,300,000 million BTUs per year.

"Over the past century, the site has been continuously modernized and expanded, enabling us to make environmental strides and position the company for future sustainability goals," Carpenter said.

Regarding logistics activities, Thomas Brossart, Director, Global Logistics and Trade & Compliance, said, "Grace targets

specific goals, such as improving fuel efficiency, reducing the number of miles traveled, increasing volume capacity, lowering the number of hours of transport and using rail for ground transportation whenever possible."

Grace has quite the global reach, with operations in more than 40 countries and approximately 20,000 direct and indirect suppliers.

The company has even employed "Green Teams" at many of its locations across the globe. "These teams are made of employees who work together to reduce waste and energy consumption," Ethier explained. "Our employees around the world are very engaged and doing a lot of good things for their local environment."

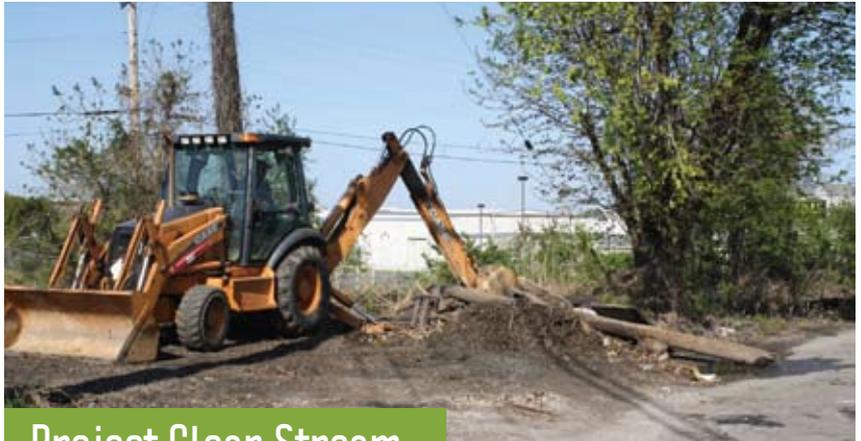
Taking into consideration the international community's environmental values, Grace is working to secure International Organization for Standardization (ISO) 14001 certifications at several of its locations.

The Port of Baltimore is a critical transportation hub for Grace and a valued partner in sustainability. "We aim to conduct our business in accordance with the highest ethical standards and share a strong commitment to regulatory compliance," Brossart said.

"The Port of Baltimore's sustainability efforts are in line with national and state goals," he added. "We have met with representatives from the Maryland Port Administration and were impressed with the Port's initiatives. It helps us meet our customer needs and sustainability strategy not only at the state level but as a component of our global operations." 🌐

What's YOUR STORY?

This is the first in a series of business profiles related to environmental initiatives that impact the Port and its surroundings. If you have a story to tell about your business, please contact Port of Baltimore Magazine GreenPort reporter Tykia Murray at tykia.murray@mediatwo.com.



Project Clean Stream

Dundalk Renaissance Corporation (DRC) partnered with the Baltimore Port Alliance Environmental Committee, St. Helena Community Association and Alliance for the Chesapeake Bay to complete Project Clean Stream on April 10 at Dundalk's St. Helena Park.



"Since 2004, the Project has sought to provide meaningful and educational volunteer experience about the local rivers and the Chesapeake Bay," said Victoria Stinson, Project Clean Stream Coordinator. "It promotes environmental stewardship and inspires conservation of natural resources."

DRC and St. Helena Community Association organized the event. "We got local businesses involved, recruited volunteers and collected donations," said Shirley Gregory, St. Helena President. "The event just grew and grew."

Port employees, friends and family showed up, work boots and bug spray in tow, to lend a hand. More than 80 volunteers picked up litter at five locations in and around St. Helena Park, an area plagued by illegal dumping. Altogether, the cleanup team filled nine Dumpsters and 16 dump trucks. 🌐



MPA Deputy Executive Director M. Kathleen Broadwater, above left, joined the St. Helena Park clean-up effort.



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Seagirt Ceremony, Held Sooner Than Expected,
Celebrates Another Step Toward the Port's Enhanced Productivity

GROUND



BREAKING for New Berth

BY BLAISE WILLIG
Photography by Bill McAllen

Government officials and port executives attending a Seagirt Marine Terminal groundbreaking ceremony on March 8 admitted that they didn't think they'd be digging their shovels into the dirt so soon. They happily acknowledged that construction of a new 50-foot berth at the Port of Baltimore is progressing ahead of schedule.

"By beginning construction now, we will have this berth up and running in 2012," said Maryland Gov. Martin O'Malley, who arrived at





the ceremony on board the tugboat *Robert E. McAllister*. "This is a full two years before the expansion of the Panama Canal is completed in 2014 — an expansion that will literally change the face of the maritime shipping business."

The Panama Canal project is significant for Baltimore because a larger number of ships, including new "mega-ships," will be able to travel to East Coast ports via the expanded waterway, allowing them to reach many customers more quickly and less expensively than via West Coast ports that are farther from prime U.S. cargo destinations. When work at Seagirt is finished, the Port of Baltimore will be only the second port on the East Coast with a 50-foot berth and 50-foot channel.

In anticipation of the increased canal business, the Maryland Port Administration (MPA) agreed in November to lease the 200-acre Seagirt container terminal to Ports America Chesapeake for the next half-century. Ports America Chesapeake wasted no time beginning construction of the 50-foot berth.

"Once the agreement was signed, it was up to Ports America Chesapeake to fulfill their obligation to make improvements at Seagirt," said MPA Executive Director James J. White. "They're not only doing it, they're doing it quicker than anyone had planned."

Completing the deepening of the Seagirt berth as much as two years before the canal expansion will have a far-reaching benefit for Baltimore. "We can actually go out and sell the berth instead of just talking about it," White said. "We'll also have four new cranes at the terminal, so shipping lines can actually come out and see the huge amounts of cargo we can handle."

Mark Montgomery, CEO of Ports America Chesapeake, added, "As ships look ahead at scheduling (port calls) when work is completed on the canal,

The media trained their cameras on the tugboat that arrived at Seagirt Murine Terminal carrying several dignitaries, including, from left, Ports America Chesapeake Chairman Christopher Lee, Gov. Martin O'Malley and Ports America Chesapeake CEO Mark Montgomery.



“When we announced our agreement with Ports America Chesapeake last November, we said it was all about jobs. Today, those jobs become reality.”

Governor Martin O'Malley





Seagirt will already be on their radar. We will not be promising to get the berth built by 2014 — it will already be built and functioning!”

As part of its public-private partnership with the MPA, Ports America Chesapeake is running daily operations at the terminal in addition to investing in the new berth, cranes and other infrastructure. The cost to develop the 50-foot berth and four cranes is approximately \$105.5 million.

The partnership agreement is also written with incentives for Ports America Chesapeake to increase productivity at Seagirt, creating more business opportunities and more jobs.

“When we announced our agreement with Ports America Chesapeake last November, we said it was all about jobs,” Gov. O’Malley noted during the groundbreaking ceremony. “Today, those jobs become reality. We are wasting no time putting people to work and getting this \$105 million project under way.”

Adding that few partnerships “hit the bulls-eye as squarely as this partnership,” the Governor went on to reiterate the new berth’s long-term benefits. “It will help keep the business we have and allow us to handle the new business that will come aboard the larger ships that are on the horizon.”

The Governor spoke of being able to “strengthen trade connections with the whole wide world,” and other officials hailed the Port of Baltimore’s global

The new agreement is expected to bring in 5,700 new jobs — 2,700 in permanent direct, indirect and induced positions together with 3,000 one-time construction jobs.





reputation for stability and productivity. Christopher Lee, Chairman of Ports America Chesapeake, noted. "With the construction of the new berth, ... the Port of Baltimore will continue its leadership role when the Panama Canal widening project is completed in 2014."

Among other participants in the Seagirt ceremony were Maryland Transportation Secretary Beverley K. Swaim-Staley, Baltimore Mayor Stephanie Rawlings-Blake and International Longshoremen's Association President Richard P. Hughes, Jr. The Mayor spoke of the new berth's positive impact on the "long-term viability" of the Port, and Hughes commented, "I know this (Seagirt partnership) is going to be a great success for the city and state."

The Port of Baltimore is ranked 12th out of about 360 U.S. ports for total dollar value of cargo and employs approximately 16,500 workers. The new agreement is expected to bring in 5,700 new jobs — 2,700 in permanent direct, indirect and induced positions together with 3,000 one-time construction jobs.

Former U.S. Rep. Helen Delich Bentley, serving as emcee at the groundbreaking, explained that a projected \$15.7 million will be generated annually in new taxes for Maryland and that the total benefit to the state over the 50-year span of the agreement could reach \$1.8 billion. Bentley added, "This is a truly historic event in the history of the Port of Baltimore!" 🌐

Facing page: Speakers during the Seagirt ceremony in March ranged from ILA President Richard P. Hughes, Jr., at top, to Baltimore Mayor Stephanie Rawlings-Blake. Serving as emcee was former U.S. Rep. Helen Delich Bentley, left.

Secretary Swaim-Staley Honored at Women in Maritime History Event

Transportation TRIUMPHS

BY KATHY BERGREN SMITH

Most of us remember exactly where we were and what we were doing on September 11, 2001. On that fateful morning, this year's honoree at the Maryland Port Administration (MPA) Women in Maritime History Event was sitting at her desk as Airport Administrator and Deputy Secretary of Transportation at the Baltimore/Washington International (BWI) Thurgood Marshall Airport.

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Preparing for the Future

The theme for the 11th Annual Women's History Month breakfast, held March 18 at the Sparrow's Point Country Club, was "Prepare for the Future."

In keeping with that theme, Heather Harlan Warnack (photo at right), an editor at the *Baltimore Business Journal*, spoke in her keynote address about the work/home balancing act that so many women face. She personalized her address by sharing with the sold-out crowd her own story as a working mother who decided to ask for a flexible schedule and got it, and how she now works very hard in order prove to her superiors that they made the right decision. She also gave concrete advice to women who are contemplating such an arrangement. The panelists then responded to questions from Mistress of Ceremonies, Linda Bryan of Ports America Chesapeake.

Beverly K. Swaim-Staley, the current Maryland Secretary of Transportation, has faced many challenges during her career, but perhaps none more daunting than running a major airport during that crisis.

"We were suddenly working within a completely new environment," she said. "That is where I honed my operational skills." Because of BWI's proximity to Washington, D.C., the airport became the testing ground for many new security procedures in those early days. Swaim-Staley said she and her team needed to walk a line between security and economic development while making sure the passengers felt safe.

Before that trial by fire, Swaim-Staley was known for her budgetary expertise. She served as an analyst at the Maryland Department of Fiscal Services, monitoring the fiscal impact of legislation and specializing in the transportation budget, and was Chief Financial Officer during a large chunk of her more than 12 years with the Maryland Department of Transportation. She also served at the Washington Transit Authority as Assistant Director for Financial Management.

In September of 2009, Maryland Governor Martin O'Malley appointed her as the Secretary of Transportation, managing 9,000 employees and a budget of \$3.8 billion. As Secretary, she brings both her fiscal acumen and her operations experience to the table.

Earlier this year, she was put to the test when back-to-back blizzards battered the whole state. "I don't think she slept for two weeks," said MPA Executive Director James J. White. "She is hard-working, fair and dedicated to the State of Maryland."

Swaim-Staley heads up the Maryland Port Commission, which oversees all Port activities. Her relationship with the Port of Baltimore goes back to her earliest days with the state. "I was a budget analyst in 1988 during the development of Seagirt Marine Terminal, and so it was with great pleasure that I was able to be part of the groundbreaking (in March 2010) for the next generation of Seagirt," she said, referring to the leasing of the terminal for 50 years to Ports America Chesapeake and their construction of a 50-foot berth at the terminal. "Also, I have had the privilege of seeing our cruise business develop over the years to where we are now, as a year-round cruise port."

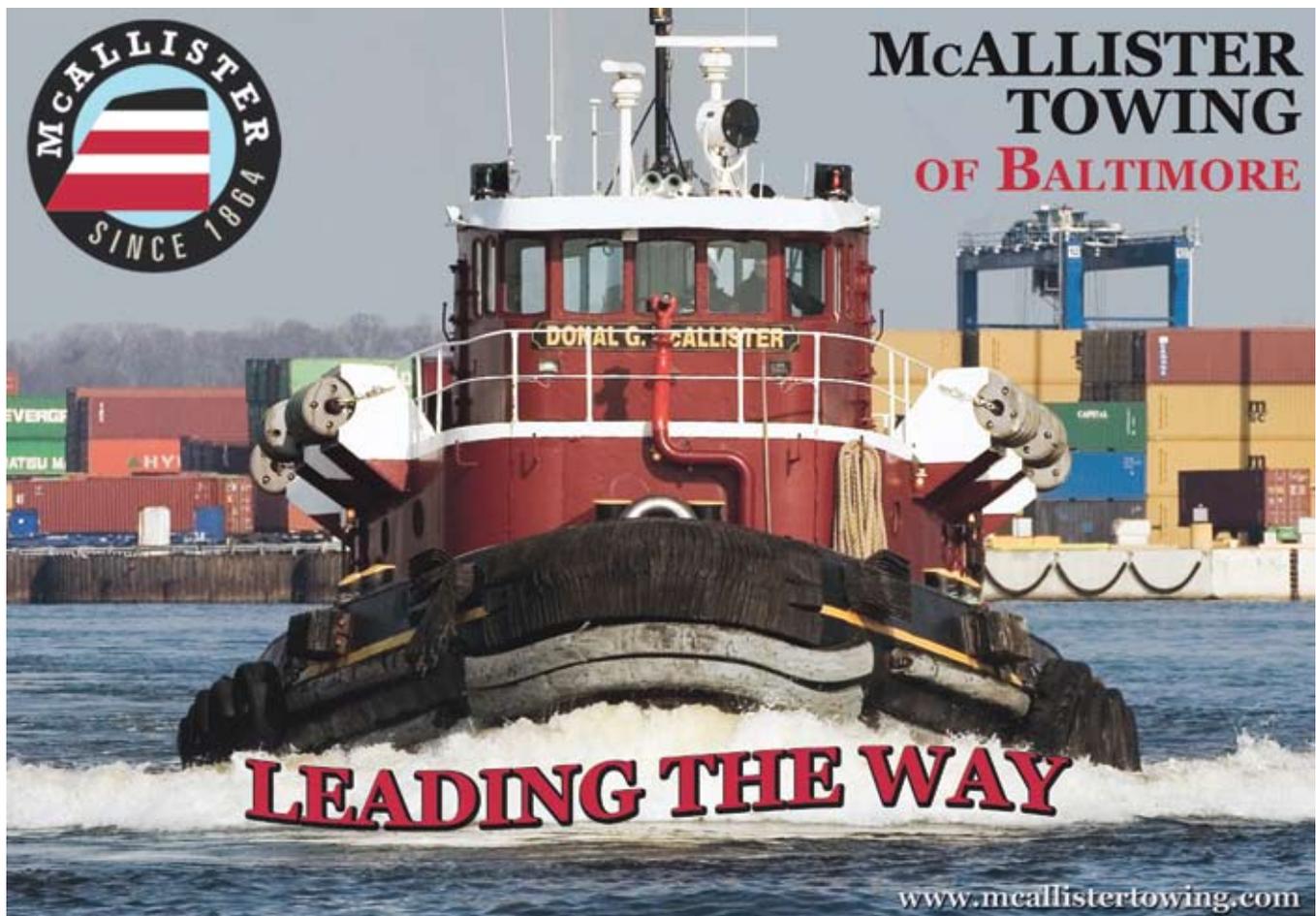
Swaim-Staley grew up in Western Maryland and attended Hood College. She and her husband now live near Annapolis. When she is not managing the state's transportation system as Maryland's first female transportation secretary, she enjoys a good non-fiction book and dinners out with friends, family and staffers.

Her advice for women as they further their careers: "Always volunteer for the hard job." 🌐

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Höegh Shifts Service



Valued RO/RO Carrier Capitalizes on Efficiency at Dundalk Terminal

BY NANCY MENEFFEE JACKSON

Höegh Autoliners Inc. has streamlined its operations by moving its European service to the Dundalk Marine Terminal.

A leading provider of Roll-On/Roll-Off (RO/RO) transportation services, Höegh made some 3,100 port calls worldwide in 2008 and carried about two million car equivalent units (CEUs). The company's current fleet of 70 pure car and truck carriers includes 47 company-owned vessels, with capacities ranging from 2,800 to 7,300 CEUs.

Höegh has exported RO/RO cargo to Europe for 15 years from the Port of Baltimore, but the company had been using two terminals: Dundalk for imports and Atlantic Terminal for exports. "We are loading vessels in Vera Cruz, Mexico, which discharge at Dundalk, and then we were shifting over to Atlantic to load exports to Europe," explained Matthew McKown, Vice President of Sales.

McKown added that working exclusively at Dundalk will increase efficiency during Höegh's twice-monthly calls in Baltimore.

Years ago, Höegh was utilizing Dundalk and Atlantic to export cargo to Europe, but they were moving such large volumes from Atlantic that they combined the operations at that terminal. "Now, with a large volume of imports from Mexico, it was a natural move for us to switch our exports to Dundalk," McKown said. "We're very pleased to be back in Dundalk. We like the efficiency we gain there."

Richard Powers, Director of Marketing for the Maryland Port Administration, noted, "One of the reasons why we have been so successful in the RO/RO market is because of Höegh. They are one of our most valued customers and a leading international RO/RO carrier. They have also made a lot of significant capital investments to improve their business and position themselves well for the future."

Powers added that the MPA anticipates "many more years of working together" with Höegh, a sentiment echoed by McKown. "Baltimore has been an excellent facility for us for many years," he said. "They are excellent at handling all types of cargo and we look forward to continuing our relationship for many years to come." 🌐

How Höegh HAPPENED

The Norwegian company started in 1927 when Leif Høegh, at the age of 31, saw the potential of the growing need to transport oil. By the outbreak of World War II, Høegh's company was managing a fleet of 13 ships. In 1970, the company formed a joint venture with Ugland to create Höegh-Ugland Auto Liners, starting a global run of RO/RO cargo. The company was renamed Höegh Autoliners in 2005.

www.hoegh.com/autoliners

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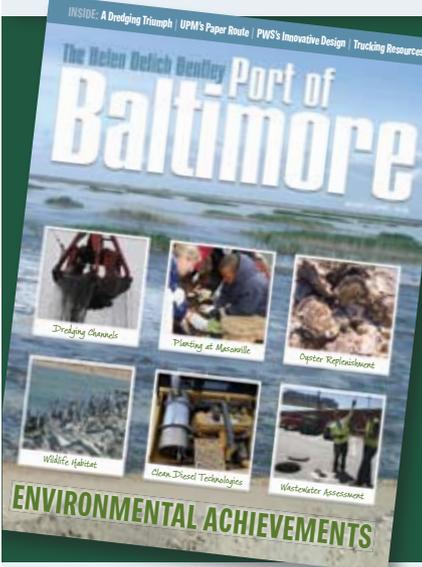


Høegh is well known for providing high-quality, efficient port-to-port services on a global scale. On March 11, 2010, General Motors honored Höegh with a "Supplier of the Year" award, placing Höegh among 76 companies recognized as world-class suppliers.

"The Supplier of the Year award is always special, but those suppliers recognized this year have risen above and beyond the call during one of the most challenging years in GM history," said Bob Socia, Vice President, Global Purchasing and Supply Chain for GM. "This is truly a world-class list of suppliers."

Along with manufacturers of new cars, Höegh's customers include manufacturers of heavy machinery and rolling equipment.

UPCOMING ISSUE July/August Ro/Ro Rodeo!



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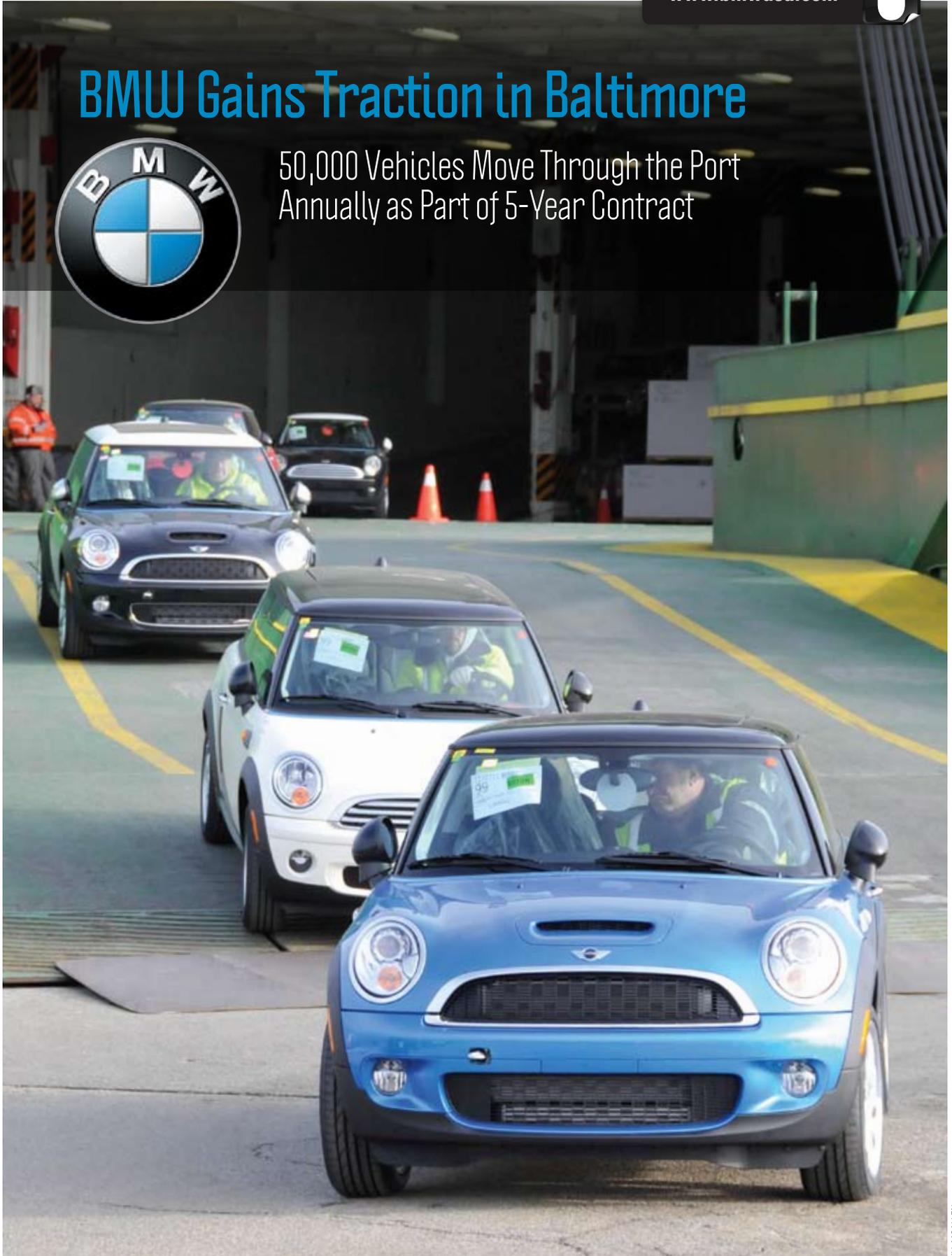
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BMW Gains Traction in Baltimore



50,000 Vehicles Move Through the Port Annually as Part of 5-Year Contract



BILL MCALLEN

When BMW sought a long-term port partner that could provide experience, cost-efficiency and convenient access to America's Midwest market, the global automaker steered toward Baltimore. As a result, a five-year contract went into effect earlier this year that means 50,000 new BMW and MINI vehicles will be moving annually through the Port of Baltimore.

"Using the Port results in a more streamlined approach, reducing logistical complexity and transportation distance to customers," explained Charlene King, Business Communications, BMW of North America, LLC (BMW NA). "Baltimore is the closest Atlantic port to the Midwest. It is located near an extensive network of interstate access and rail connections to any point in the United States, (and) Baltimore is considered to be an 'automobile friendly' city having a number of companies catering to the import of vehicles."

When the contract was announced, Maryland Gov. Martin O'Malley noted, "This very challenging economy has had a direct effect on many of the Port's key commodities, including automobiles. It is a tremendous boost to obtain 50,000 new vehicles that will be processed and handled through the Port of Baltimore."

BMW NA has teamed with Mercedes-Benz to utilize the vehicle processing center at the Maryland Port Administration's Fairfield/Masonville auto terminal. At the processing center, BMW and MINI vehicles that have arrived from manufacturing facilities in Germany, Austria, the United Kingdom and South Africa are checked for transportation damage, software updates and additional accessory installations. Features applied at the center might include special detailing, audio components, protective coatings or other items.

According to King, for the next leg of the journey BMW NA "utilizes top auto transporters in Baltimore to ensure the vehicles arrive at their final destinations quickly and in the best condition possible."

Most of the vehicles being distributed from Baltimore's port of entry are headed to dealerships in the Central Region (i.e., Michigan, Kansas and Minnesota). Such a trip is shorter from Baltimore than any other East Coast port.



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Whether the vehicle coming through the Port is a Z4 Roadster, a MINI or a BMW 7 Series model, "strong, positive working relationships" with partners ranging from Wallenius Wilhelmsen Lines (WWL) to Precision Motor Transport Group "provide quality services and align well with BMW NA's own processes," King said. The Maryland Port Administration (MPA), King added, serves as "the hub through which all of the above is possible."

Lawrence Johnson, MPA Trade Development, Automotive Sales, said that BMW's contract "adds to the prestige of the Port of Baltimore as the automotive port on the East Coast."

"They are a tremendous addition to the Port of Baltimore's list of automobile companies," Johnson added. "They have a well-deserved reputation for producing some of the finest cars in the world." 🌐



BILL MCALLEN

5 for the ENVIRONMENT

As a sector leader in the Dow Jones Sustainability Index for five consecutive years, the BMW Group enjoys a reputation for being the "world's most sustainable automotive manufacturer."

Here are just five reasons why:

- 1 "In the early stage of vehicle development, BMW Group engineers make decisions about materials and components, which determine the recyclability of a car and its parts decades later," said BMW NA's Charlene King. "Currently, 95 percent of vehicle components can be recycled at the end of its lifecycle."
- 2 In the United States, the BMW Group has delivered more fleet CO₂ reductions than any other auto manufacturer. According to the Environmental Defense Fund, average CO₂ emissions were reduced by 12.3 percent and consumption by 14 percent between 1990 and 2005.
- 3 BMW NA recently received LEED (Leadership in Energy and Environmental Design) certifications from the United States Green Building Council for Regional Distribution Centers in suburban Chicago and Eastern Pennsylvania.
- 4 Plant Spartanburg was named EPA's "Energy Partner of the Year" in 2008 for its clever use of energy – more than 60 percent of the plant's total energy needs are covered by recycled methane gas from a local landfill.
- 5 In 2009, BMW Manufacturing invested \$12 million to expand the size and efficiency of its landfill methane "Gas-to-Energy" program.





BILL MCALLEN

AT A GLANCE

While BMW's founding can be traced all the way back to World War I, BMW of North America, LLC was established in the United States in 1975. The 35-year-old subsidiary's corporate headquarters is located in Woodcliff Lake, NJ.



PHOTOGRAPHY COURTESY OF BMW



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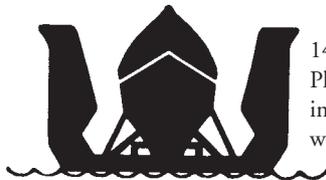
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LOUIS CAMPION

Comfortable at the Wheel of the Maryland Motor Truck Association

The Maryland Motor Truck Association (MMTA), which celebrates its 75th anniversary this year, has its roots in the Great Depression. It was formed in 1935 in response to the Motor Carrier Act, which the U.S. Congress created to give the Interstate Commerce Commission powers similar to those it had had over the railroads since 1887.

The act not only helped establish new safety and commerce regulations for the interstate trucking industry, it created the need for a collective voice in Maryland

to support and advocate for a "safe, efficient and profitable trucking industry." The MMTA is that voice.

Louis Campion, 38, recently took over the presidency of the MMTA after working for the association in other capacities for nine years. There are more than 900 members of the MMTA, making it one of the nation's largest trucking associations. The membership is diverse and includes single-truck operators all the way up to UPS — one of the biggest companies in the world.

BY MERRILL WITTY | Photography By Kathy Bergren Smith

Campion says the association is crucial to trucking companies because "there's a need for knowledge," with members wondering what impact rules and regulations will have on their businesses.

According to Campion, "We still deal with a lot of issues that were relevant in 1935: size and weight, tax issues ... It's just that the numbers are different. Trucks are bigger, there's more congestion on the roads. It's a rare opportunity to get involved in public policy issues."

Other than the 1935 turning point, a 1980 deregulation law has been the biggest change in the trucking industry, Campion said. "Trucking had been very controlled as to who could have operating authority. Now, anyone can buy or rent a truck and go into business. This works out better for consumers with the price competition so fierce." However, he acknowledges that profit margins are much slimmer now.

"At the end of the day, I can feel pretty good about working for the blue-collar businesses that are driving our economy. Individually, they don't have a voice."

Campion added that he realizes, "People often view trucks on the highway as a detriment to their quality of life. But they're an enhancement — how else would you get your food, clothing and iPods? Railroads are great, but the tracks don't run right up to the grocery store."

According to Campion, "At the end of the day, I can feel pretty good about working for the blue-collar businesses that are driving our economy. Individually, they don't have a voice. We can get them product discounts, toll discounts," as well as help with insurance, and legal and accounting services.

Mary Jane Norris, Manager, Port Operations Services at the Maryland Port Administration (MPA), sees the MMTA as "the earpiece as well as the voice for the motor carriers. They are very effective in getting the word out to the trucking



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ROLLING OUT



- The trucking industry employs 148,000 people in Maryland — one out of every 17 workers.
- Trucking pays more than \$6.9 billion annually in wages and salaries.
- More than 93 percent of all Maryland communities depend exclusively on trucks for freight service, making Maryland one of the most truck-dependent states in the country.

community on any issues that affect them and keeping their membership educated and informed. We strongly believe that an educated workforce is not only effective but creates a safe environment for all of us."

Norris thinks highly of the job Campion is doing: "Louis takes the time to hear all sides of a situation before rendering an opinion. He is very thoughtful in his deliberations."

The most recent seismic shift in the industry has been the emphasis on trucks' environmental impact. "The industry is under intense scrutiny," Campion said. "It's had to take very aggressive steps in terms of reducing emissions. As we get more and more congested, the environmental impact grows."

Despite the long hours, Campion says he loves what he does and is thankful to his "unbelievable and extremely supportive wife, Susan," who works part-time and tends to their 5-, 4- and 1-year-old children. He also credits his MMTA predecessor, Anne Ferro, with giving him expert guidance about the job.

"I can't say enough about what Anne did to further my career," he said. While at the helm of the MMTA, "she was one of the most respected people in Maryland."

Ferro left to assume a federal appointment in the Obama administration. Personally tapped by the president, she now heads the U.S. Department of Transportation's truck safety agency.

Norris noted, "Louis will be the first to say he had very big shoes to fill. And he has done a remarkable job in doing just that." 🌐

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Port Welcomes *Tomoko*

The Mediterranean Shipping Co. (MSC) *Tomoko*, a container ship sailing under the flag of Panama, recently made its first visit to the Port of Baltimore.

Built in 2006 by Daewoo Shipbuilding and Marine Engineering Co. in Korea, *Tomoko* measures 331 meters in length and 43 meters in width. She has a container capacity of 8,411 20-foot equivalent units (TEUs) and reaches a cruise speed of 24.5 knots.

Agent: Mediterranean Shipping Co., S.A.

Stevedore: Ports America

Towing: Moran Towing of Maryland



Participating in the MSC *Tomoko* wheel ceremony were, from left, First Officer Jovan Vojvodic, Capt. Tihomir Djura Andric, MPA's Cynthia Burman and MSC's Marco W. Di Casagrande, Manager, Marine Operations.

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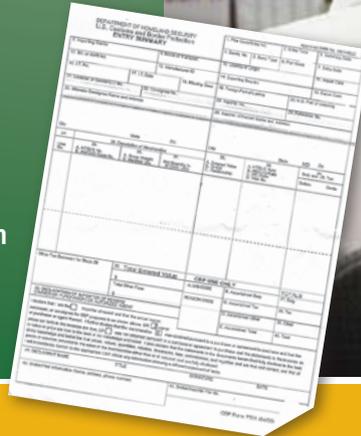
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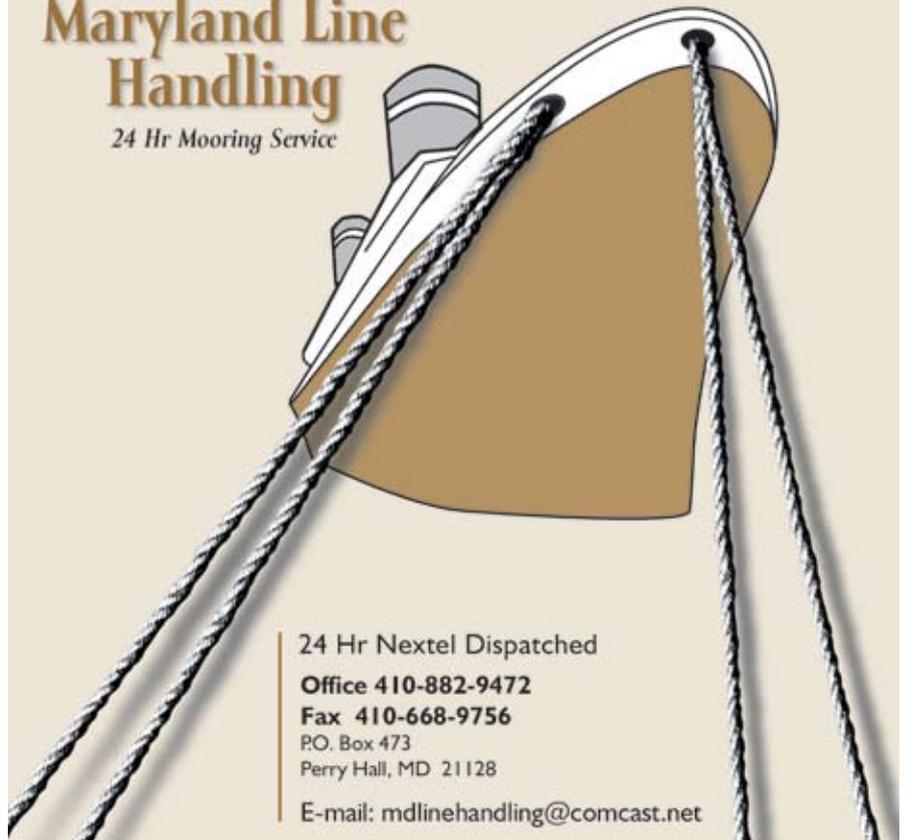
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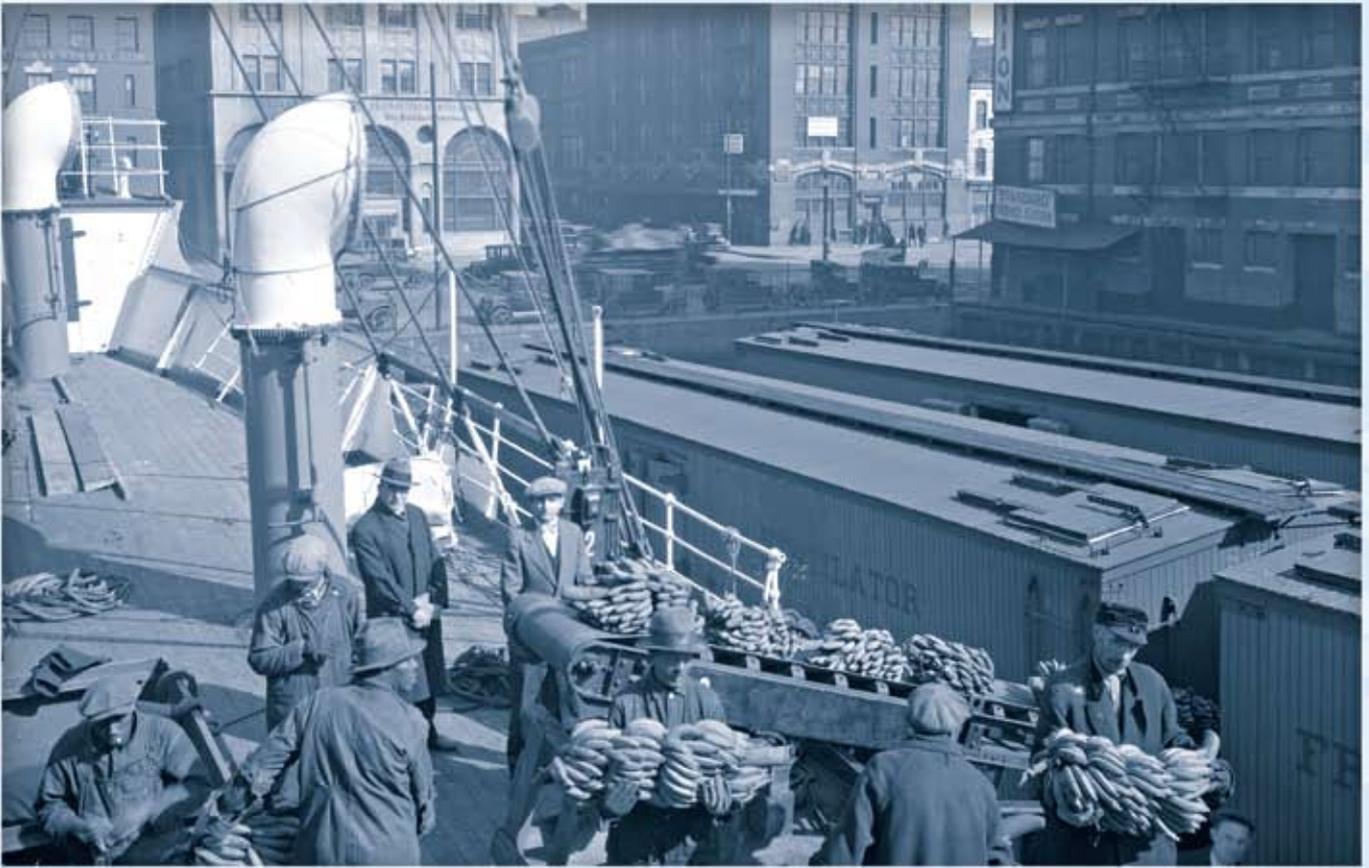
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STORY BY KATHY BERGREN SMITH

If the piers and terminal infrastructure are the backbone of a port, the longshoremen are its lifeblood. Since Colonial times, they have stood squarely between land and sea, keeping cargo flowing smoothly and safely.

Baltimore's longshoremen, in particular, have a distinctive place in this history. When the International Longshoremen's Association organized at the Port of Baltimore in 1913, it was the sixth busiest port in the nation. The newly organized workers created a system that endures today to ensure safe and efficient cargo operations.

The Baltimore longshoremen organized into "gangs" of workers under the leadership of a respected "boss." During this period, dockworkers endured some of the most dangerous working conditions of any occupation, with little government oversight. The

creation of the gang system meant that the same group of men was dispatched together and worked as a team. Gangs worked mainly for one company but, if there was no work at one pier, the group would either move together to another company or divide out among other gangs. Many gangs included family members — fathers looking out for sons, and brothers working side by side. The boss would control who was hired into the gang and thus keep a balanced and unified group. This system proved to be an important innovation that was quickly adopted by other ports and remains viable a century later.

In this 1928 photograph, a gang of longshoremen is unloading a cargo of bananas from a ship at Pier One on Pratt Street in the Inner Harbor. In 1928, Baltimore imported 3,128,504 bunches of bananas worth \$1.5 million. 🌐

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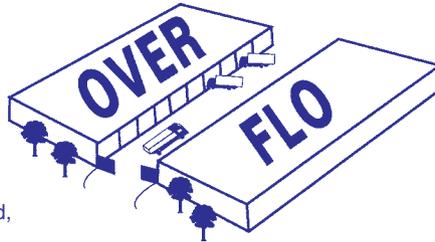
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