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NOVEMBER/DECEMBER 2010

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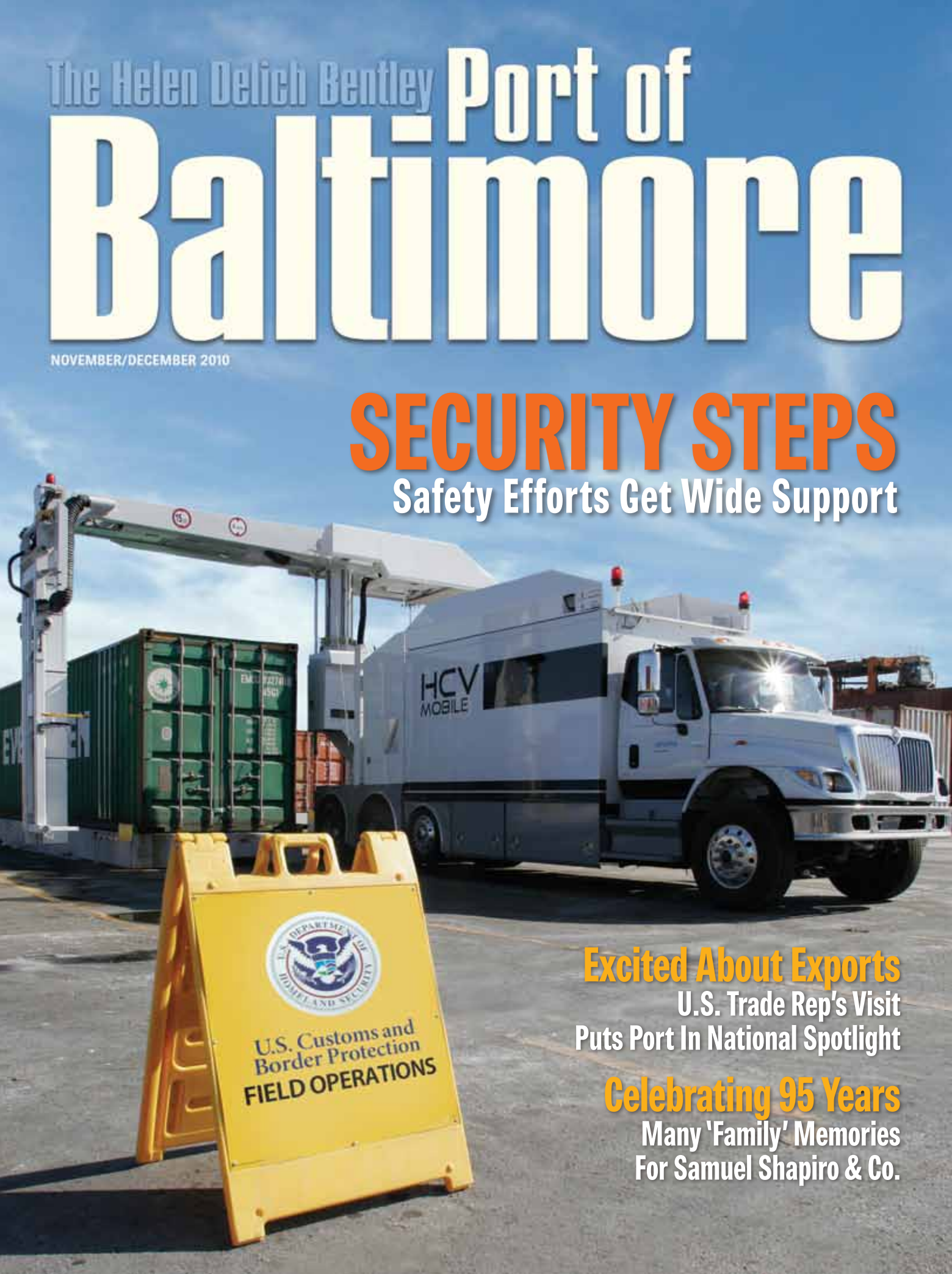

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CORRECTION

A list of "Shipping Agents & Lines" that appeared in the September/October Port of Baltimore Magazine *should have included Evergreen Line. Local contact information is as follows:*

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www.evergreen-shipping.us

The Port of Baltimore Magazine *regrets this omission.*

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COVER: This photo illustration shows one of the latest pieces of security equipment utilized by U.S. Customs and Border Protection to scan containers at the Port of Baltimore. The Smiths-Heimann Cargo Vision Mobile high-energy x-ray unit is part of CBP's non-intrusive inspection technology — one of several security steps taken at the Port. *Original Photos provided by Customs and Border Protection.*

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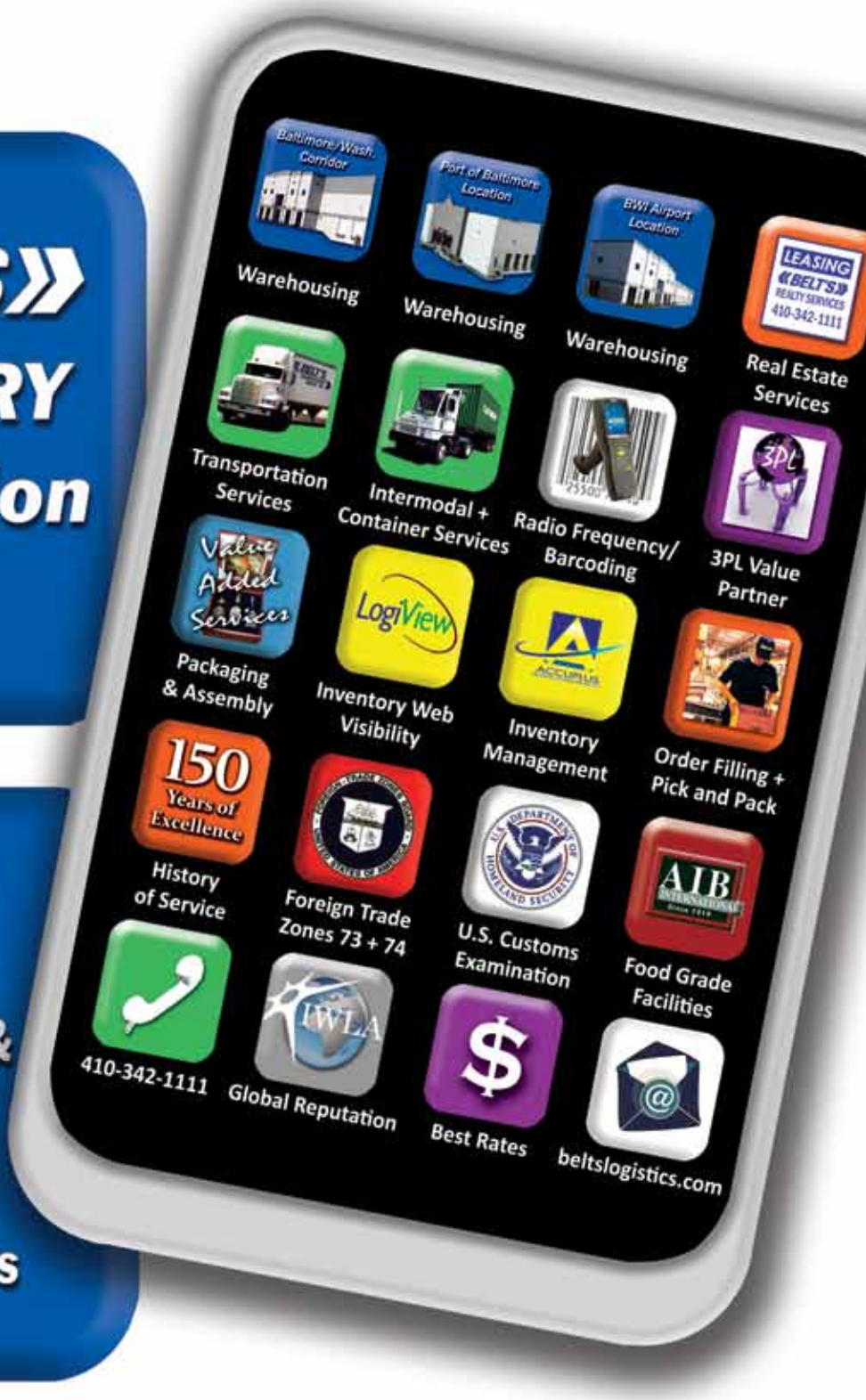

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Vital Security Steps Continue To Be Taken

Over the past nine years, the focus of port security has shifted dramatically. Prior to the September 11th attacks, port security was focused on preventing illegal contraband and theft. Today, protecting our ports is a central part of our work to keep our country safe from terrorist attacks.

To prevent terrorist attacks on our shores, we have strengthened security at one of the largest seaports in the country, the Port of Baltimore. These improvements are vital to protecting the thousands of men and women who work at the Port as well as the tens of thousands of Marylanders who live in surrounding communities.

The Port of Baltimore was one of the first Level II U.S. ports to implement the federal Transportation Workers Identification Credential (TWIC) card. Prior to implementing TWIC, we led a highly successful pre-TWIC enforcement initiative, which received recognition from other U.S. ports.

Over the last three years, we have taken a number of other steps to improve security at the Port of Baltimore, including a remote video surveillance system; improved access control at entry points; a new truck access plaza at the Dundalk Marine Terminal with state-of-the-art security features; radiation portal monitors; and high-mast lighting and enhancements to the perimeter fence line.

Securing our ports is a team effort. With the help of our congressional delegation, we secured more than $19 million in federal funds to protect our public terminals. We are also grateful for our partnership with the Coast Guard, Customs and Border Protection, and the Maryland Transportation Authority Police, who work with us every day to strengthen security at the Port of Baltimore.

Our progress has led to two consecutive outstanding Coast Guard security assessments in 2009 and 2010. We have achieved a great deal in a short time, but more work remains. By working together, we will continue to move forward toward our goal of making Baltimore one of the most secure ports in the nation.

Martin O'Malley
Governor

---

executive VIEW

Encouraging Numbers Show Port's Strong Position

Recently, we announced that cargo that comes through the public marine terminals of the Port of Baltimore had begun to rebound following one of the most difficult economic periods in our country's history. This is very good news not only for the State of Maryland and the business of the Port, but it also means more hours of work for our strong labor force.

As of this writing, our auto business is significantly improving over the same period last year. Roll-On/Roll-Off, which had been slow to recover, is now up a healthy 12 percent. Containers, aided by our long-term agreements with Mediterranean Shipping Company and Evergreen, have jumped 18 percent, while rolled paper also continues to show signs of recovery.

The Port's public terminals handled more TEUs in each month of June, July and August this summer than during any other month in history. As Gov. Martin O'Malley said, that surge means consumer demand is on the rise, more goods are being produced, and more cargo is being imported and exported.

Throughout this difficult economic environment and the challenges it produced, our Port performed well due to our cargo diversification. Although we suffered downturns in cargo tonnage like other ports, we were able to maintain market share in our key commodities. Baltimore still remains number one in the U.S. for imported forest products, imported Roll-On/Roll-Off, gypsum and sugar. We are second in the nation for exporting cars.

The Port of Baltimore remains as one of Maryland's key economic providers. About 16,700 direct jobs are generated by this Port. Our national reputation as one of the leading ports in the country is fortified by the men and women who work at our terminals. While the last couple of years have been challenging, and the climb back to pre-recession levels is a marathon and not a sprint, it is of tremendous comfort to the maritime community to know the Port of Baltimore will bounce back because of our dedicated workforce.

James J. White
Executive Director

SOUNDINGS

The happenings in and around the Port

TERMINALS

Rukert Unveils 50-Foot Berth and 500-Ton Mobile Crane

The 500-ton mobile crane, the largest on the East Coast, can discharge more than a thousand tons of bulk cargo an hour. But on Sept. 16, hanging from its block and hook, which weighs 5 tons, was a 9-liter bottle of champagne — the largest made.

The big bottle looked tiny against the mammoth crane, which rolled forward on its 80 tires and — on the first try — smashed the bottle against a bollard, formally opening Rukert Terminals' 50-foot berth.

Just a few minutes earlier, City Council President Jack Young and Maryland Port Administration (MPA) Executive Director James J. White had presented proclamations to Norman G. Rukert Jr., CEO of Rukert Terminals. The maritime community, in turn, praised the Baltimore City Council for passing the Maritime Industrial Zoning Overlay District (MIZOD), which paved the way for Rukert to build the terminal.

"I'd like to thank the City Council for making events like this possible," said White. "MIZOD was just so important to the maritime community."

The pier deck of the 950-foot wharf can bear a load of 2,000 pounds per square foot, but for the opening, it hosted a tent and tables for a celebratory lunch.

Noting that the new terminal replaced one that lasted "only" 40 years, Rukert said, "We're sticking with our motto of 'Build it and they will come,' and we've learned from the past — we designed it to last 100 years."

PHOTOGRAPHY COURTESY OF RUKERT TERMINALS / JASON PUTSCHÉ

COURTESY OF IN©

AUTOS

Port Co-stars with Jay Leno's Jaguar

In 2009, TV talk-show host, comedian and car collector Jay Leno was asked to introduce the 2011 Jaguar XJ at a car show. As a result, he custom-ordered one for himself — a slate gray sedan with tan interior, supercharged V8 engine and Orona alloy wheels.

With dramatic flair befitting a Hollywood production, the car was recently captured on film while being shipped from Southampton, England, to the Port of Baltimore on board a Wallenius Wilhelmsen Logistics vessel, and then transported to Los Angeles.

In Baltimore, Amports received the car, which was then loaded onto a truck for its 2,500-mile journey. "Normally a car being sent to the West Coast would go directly to California," noted Andy Peak of Amports. "But part of the story was the vehicle being trekked across America, going past American landmarks and through the desert."

Jaguar worked in collaboration with IN©, a freelance writing agency, to document the entire production and delivery process. Baltimore was chosen as the import site because of its ideal East Coast location, which offered a perfect starting point for the cross-country trip.

Reliable Carriers, Inc., used by Amports for special occasions such as this, drove the Jaguar through Indianapolis, St. Louis, Tulsa, Oklahoma City, Amarillo, Kingman and Palm Springs before reaching its ultimate destination: the Galpin dealership in Los Angeles.

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NEWSMAKERS

Jr. Association of Commerce Honors Lee

At the 37th Annual Port Leader of the Year Award Luncheon held on Oct. 26, the Baltimore Junior Association of Commerce bestowed the top honor on Christopher H. Lee.

Lee is the founder and managing partner of Highstar Capital, an independent, owner-operated private equity firm that makes value-added investments in infrastructure. Among Highstar's portfolio companies is Ports America Chesapeake, which was awarded a 50-year concession to upgrade and operate the Seagirt Marine Terminal in the Port of Baltimore. Improvements include a new 50-foot berth.

Lee is a pioneer in the infrastructure investment industry and has appeared on CNBC's "Street Signs." He graduated from Johns Hopkins University in 1974 and remains very active in Baltimore business and community issues.

OUTREACH

Sailors Stay Connected with New Wireless Technology

When merchant ships arrive at the Port of Baltimore, crew members are often stranded at the terminal due to security measures and other circumstances that might prevent them from leaving the area. As a result, they are often unable to access a computer or other device that would allow for effective communication with their families during their layover.

However, a high-tech remedy for this situation is now being offered by the Apostleship of the Sea (AOS), an organization that offers spiritual support and helps sailors feel as safe and comfortable as possible while in port.

MiFi, a new compact wireless router about the size of a cell phone, can connect up to five Wi-Fi capable devices at a time to points all over the world, giving sailors a new, advanced way of staying connected. "Some of these sailors spend up to 11 months at sea at a time without seeing their families," said Amy Middleton, Administrative Director of Operations for the AOS Port of Baltimore/Stella Maris International Seafarers' Center. Middleton added that, with MiFi, multiple sailors can communicate with their families and other loved ones through the Internet, via e-mail, instant messaging and even web cam and video chat.

The Rev. Msgr. John F. FitzGerald, Head of AOS Baltimore, describes MiFi as "a quantum leap forward" in technology that aids the organization's efforts to create a welcoming environment for sailors.

OUTREACH

Choptank Transport Recognized By Feeding America

COURTESY OF CHOPTANK TRANSPORT

Choptank Transport was named "Logistics Partner of the Year" by Feeding America, a charity that supplies food to more than 37 million Americans each year, including 14 million children and three million seniors. "Being recognized by Feeding America is a great honor for Choptank and our employees," said Geoff Turner, President and CEO. "Even more gratifying is the fact that our hard work and service directly affects the needs of millions of people across the country, and we are honored to be a part of it."

Based in Preston, Md., Choptank Transport is a full-service transportation provider specializing in truckload, refrigerated/frozen, van, flatbed and LTL services. It also offers intermodal and warehousing capabilities.

Feeding America announced the honor at the Food Sourcing and Operations Conference in Chicago in August. A month later, Choptank Transport received more recognition when it was awarded 14th place out of more than 100 companies vying for a place in *The Gazette of Politics & Business's* "Exceptional 53" program, recognizing Maryland companies for their organizational growth, innovation and community service. Marketing Manager Harriet G. Mills, above left, received the award on Choptank Transport's behalf.

NEWSMAKERS

Broadwater Moderates Environmental Discussion

Maryland Port Administration (MPA) Deputy Executive Director M. Kathleen Broadwater played a key role at the annual convention of the American Association of Port Authorities (AAPA), which was held in September in Nova Scotia.

Broadwater moderated a discussion on Port Environmental Initiatives and Sustainable Development. She also participated in a roundtable discussion highlighting the best practices and lessons learned from award-winning port projects; she focused on Facilities Engineering Awards.

The AAPA represents more than 160 public port authorities and includes 335 members, both firms and individuals, interested in the Western Hemisphere's deepwater ports. The AAPA enhances port management professionalism and advocates on issues critical to seaports.

OUTREACH

Ian International Goes Over the Edge for a Good Cause

Ian R. Lobas and several of the shipping experts at Ian International have posed a challenge for their fellow port-related businesses in the area: "We want to let other people in the transportation industry know that they should be getting involved to help the community," said Lobas, who recently displayed his own commitment to charitable causes by dangling from a rope 23 stories off the ground.

Lobas was among approximately 30 participants who rappelled from the top of Baltimore's Silo Point Luxury Condominiums (formerly the site of the largest and fastest grain elevator in the world) as part of Gaudenzia's "Over the Edge for Recovery" fund-raiser in September. Gaudenzia is a Baltimore-based provider of addiction treatment and recovery services; "Over the Edge" helped raise money for the nonprofit organization's Women and Children's Center.

"[Gaudenzia] is a fabulous. well-run, appreciative charity with exceptional people working for a great cause," Lobas said, adding, "We are grateful to our customers and the community to still have our doors open, and also that we are able to provide great quality shipping services to people like we have done for the past 23 years. Therefore, we want to do all we can to give back to the community. That is why, as a company, we participate in as many charity functions as we can to help raise money and awareness for those who are less fortunate."

Mary Jane Norris, Manager, Port Operations Services for the Maryland Port Administration (MPA), said, "It is heartwarming that the very busy members of our port community take the time to look beyond themselves to help people in need. Their generosity and commitment is admirable."

Ian International, headquartered in Hanover, Md., is a licensed customs broker for air and ocean freight forwarding, with full door-to-door transportation capabilities across the globe.

As MPA Trade Development Manager Cynthia Burman noted, "We are very proud to have Ian International as part of our port community and admire the work they do in and out of the international transportation industry."

TRUCKING

MMTA Names Patella As Intermodal Council Chair

Armand M. Patella Jr. of Picorp Inc. is the new chairman of the Maryland Motor Truck Association's Intermodal Council.

The Intermodal Council represents motor carrier members who provide intermodal drayage service for the Port of Baltimore, surrounding ports and the CSX and Norfolk Southern railroads.

A senior vice president with Picorp Inc., Patella brings more than 30 years of experience in the intermodal industry working for motor carriers, water carriers and terminal companies.

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LOGISTICS

Toyota Gives WWL Quality Service Award

Wallenius Wilhelmsen Logistics (WWL), which specializes in finished vehicle logistics, received the 2009 Toyota Logistics Services award for quality service and performance.

The award is in recognition of the third-party logistics provider's vehicle processing operations at the Port of Baltimore, where WWL provides processing and terminal services for Toyota's export vehicles.

SECURITY

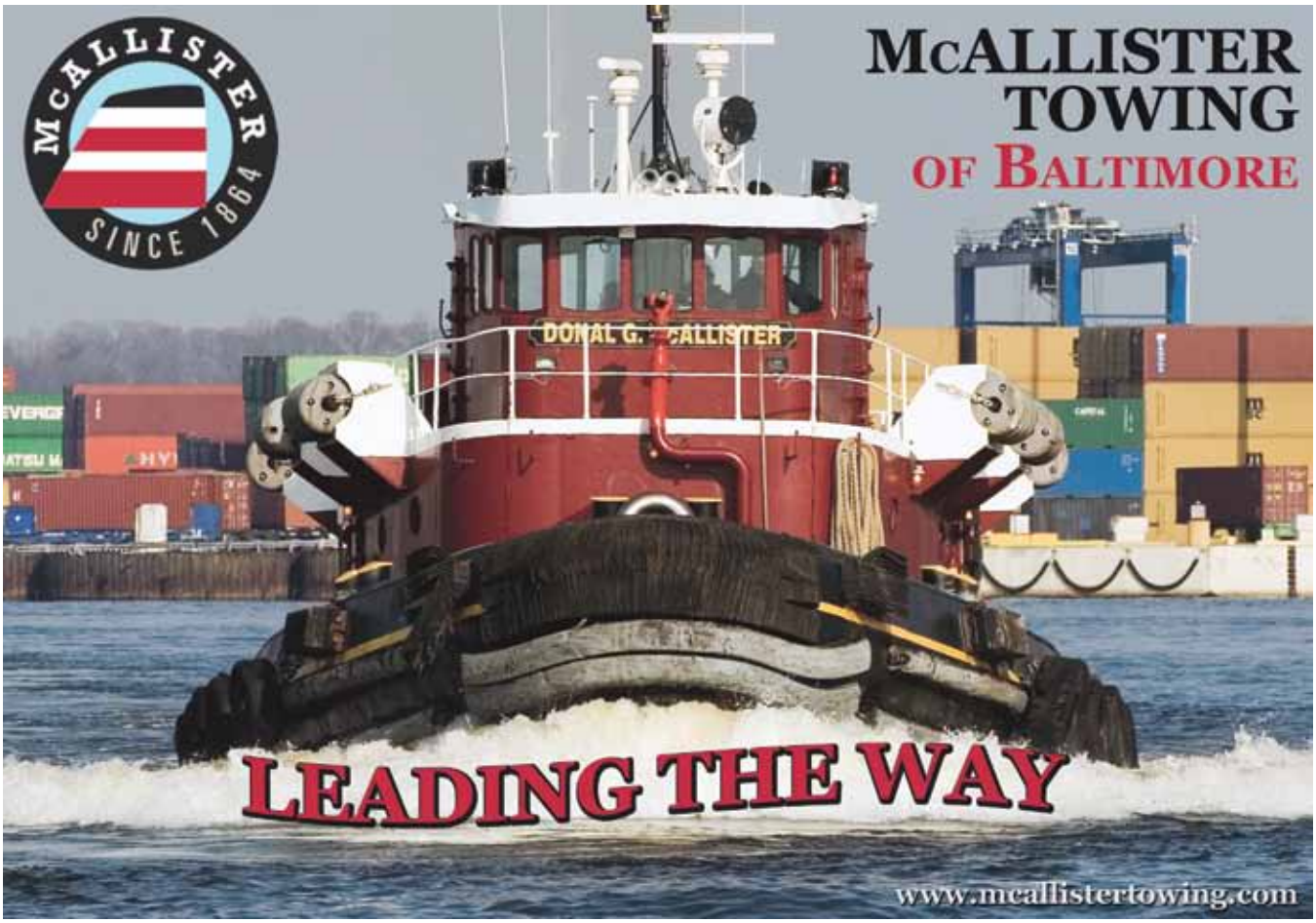
COURTESY OF SECURITAS

From left: Tony Buscemi, Area Vice President for the Maryland Area of Securitas; Nicholas Mize, Securitas Project Manager/Port of Baltimore; Robert Moore, Securitas Assistant Project Manager/Port of Baltimore; Ronnie Harris, Supervisor; and Bud Frank, MPA Director of Security.

Securitas Supervisor Completes Training

Ronnie Harris is the first Securitas Supervisor at the Port of Baltimore to complete all four modules of the company's supervisor training program. Securitas provides uniformed security to the Port.

Each program module blends four to six hours of classroom instruction with online pre-requisites; the entire program takes more than six months to complete. The modules — The Role of the Supervisor, Coaching and Counseling, Managing Performance, and Service Excellence — teach risk management, human resources issues, accident investigation and motivating employees.



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BY TYKIA MURRAY

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PHOTOGRAPHY COURTESY OF AWP

Allegheny Wood Products (AWP) is proving that logging and environmental stewardship are not mutually exclusive.

John and Patricia Crites founded the family-owned hardwood sawmill company in 1973 in Riverton, W. Va. "They formed a company that worked hard at producing high-quality lumber in a safe and environmentally sound manner from our region's most abundant renewable resource," said John Crites II, President of AWP.

Based in the heart of the Appalachian hardwood region — home to red oak, white oak, cherry, basswood, hard and soft maple, ash, and yellow poplar — AWP has grown to include five sawmills and two dry kiln concentration yards, and markets its products worldwide. "China is the largest export destination for AWP lumber," said Dean Alanko, Vice President of Sales & Marketing, "but Spain, Portugal, Italy, Germany, Egypt, Jordan, Vietnam, Japan and Mexico are also markets that AWP ships into regularly."

AWP has developed a reputation among its clients for excellence in service, product quality and sustainability. It was the first recipient of the National Hardwood Lumber Association's Forest Stewardship Award in 1996, and in November 2009, AWP became Forest Stewardship Council (FSC) certified at all of its locations. "This certification acknowledges that AWP's timber harvesting and procurement policies and practices are legal and sustainable," Alanko explained.

The entire Executive Committee at AWP became involved in the initial FSC certification process and remains involved today. The FSC committee ensures that proper training, record keeping and communications are taking place. In August, AWP successfully passed its one-year compliance audit for FSC certification.

> AWP has developed a reputation among its clients for excellence in service, product quality and sustainability.

Meanwhile, the Port of Baltimore has gained a strong footing as AWP's "Green Port of Choice." Approximately 80 percent of AWP export shipments go through Baltimore. Drying operations in Marble, Pa. and Hazelton and Petersburg, W. Va., ship almost exclusively out of the Port. "Over the years, the Port of Baltimore has been not only convenient from a location standpoint but the service we receive has kept us in the game when competing in the global market," Alanko said.

Jeanne Swain, Export Agent for Casey Overseas, an AWP partner for 20 years, noted, "Logistically, the Port of Baltimore is the sound business choice for their [AWP's] export endeavors. Over the years, their exports have grown as they have expanded their markets, and I enjoy working with them every step of the way."

Rick Schiappacasse, Director of Forest Products Trade Development for the Maryland Port Administration, said, "The Port of Baltimore appreciates AWP for its part in managing forest sustainability through its Forest Stewardship program. This will create employment and business success for generations to come."

In addition to maintaining FSC certification, AWP also employs more than 25 professional foresters who promote the principles of sustainable forest management by practicing forest regeneration, maintenance of soil productivity, protection of water resources, and the protection of threatened and endangered species on AWP timberlands.

Kelly Riddle, Vice President of Forest Resources at AWP, praised the company's foresters for their ability to "take very seriously the responsibility of managing our forests to meet our present needs, while also enhancing and ensuring the opportunity for future generations to live, work and enjoy our most renewable resource."

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BY NANCY MENEFEE JACKSON | Photography By Kathy Bergren Smith

PORT ESCORTS

Four Service Providers Take Steps Toward Increased Port Protection

After 9/11, the nation took a harder look at security issues, including how to make huge, busy, yet vulnerable ports safer. A year later, in 2002, the Maritime Transportation Security Act was passed. Then an important modification was instituted in January 2008, when the federal government started the Transportation Workers Identification Credential (TWIC).

Tamper-resistant, biometric TWIC cards are now regularly issued to workers who need access to ports and vessels. But getting a card isn't always easy — it requires a thorough background check by the FBI — and it's not always practical for people doing business with a port on an occasional basis — someone who might come once to pick up an expensive car or a company that doesn't regularly send cargo via ships.

"The balance between security and cargo can be difficult at times," said Bud Frank, Director of Security for the Maryland Port Administration (MPA). "It can be difficult to maintain a working terminal while being secure."

The Port of Baltimore's solution was to license four companies to provide escort services for those with legitimate businesses but no TWIC card. The companies are A-1 Escort Service, Americas Security Escort Service, American Ship Service and C&D Logistics Services.

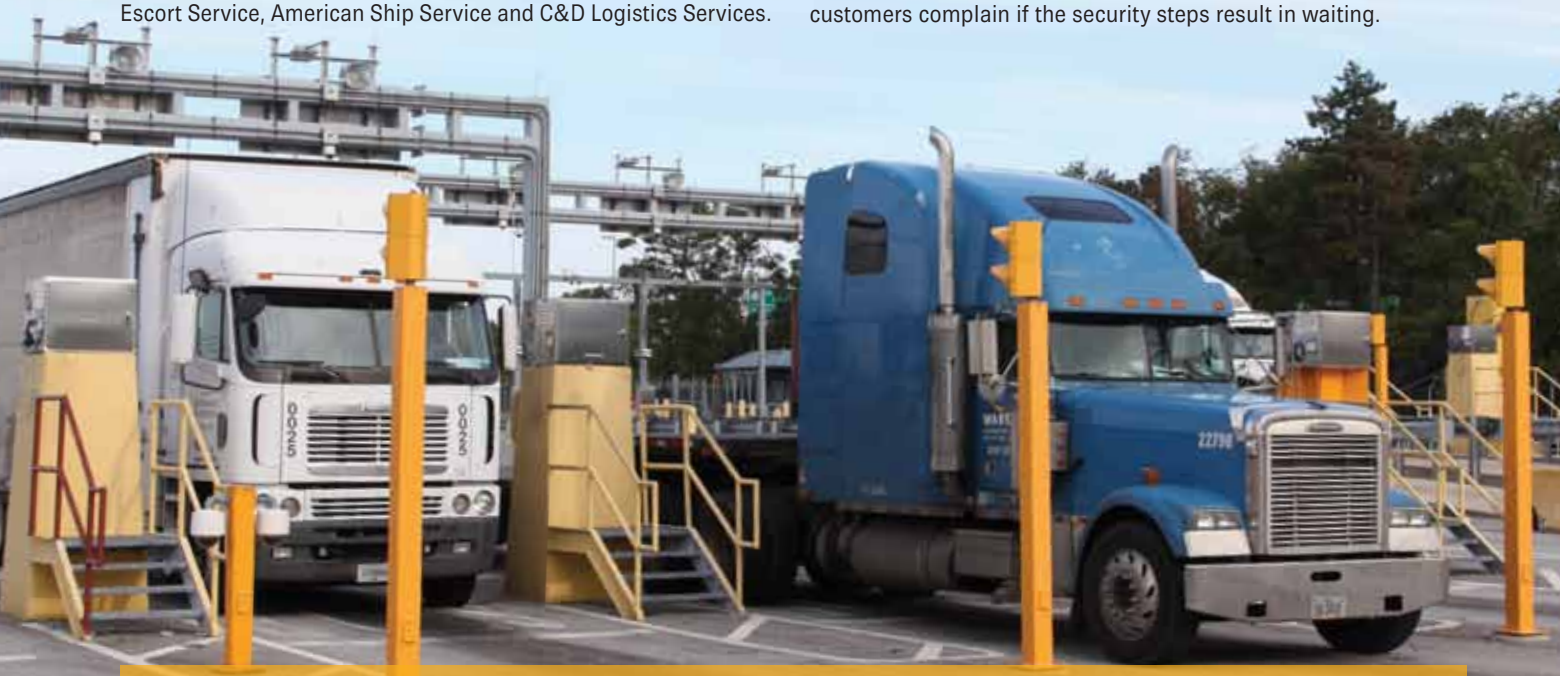
"We provide a service where we have people with TWIC cards escort people who don't have them," explained Cherise Taylor Alexander, the owner of A-1 Escort Service. "We act as an added level of security. We stay with them the entire time that they are on the Port — wherever they go, we go, even if it's to the bathroom."

Alexander started A-1 Escort Service in June 2009 along with her brothers Garret and Donovan Taylor, both of whom were previously owner-operators in the trucking industry. The company has since grown to 15 employees working with truck drivers who pull into the A-1 lot on Broening Highway.

Alexander enjoys the variety of people she meets, from corporate clients to truckers. "People in the trucking industry are very laid back, and I was very deadline-oriented," said the former manager of a Wilmington-based TV station. "I had to learn how to relax a little and take it down a couple of notches."

But her background has served her well, as she focuses on customer service and marketing her company. "Customer service is our No. 1 priority," Alexander said. "We have a lot of repeat customers and we treat them like they matter, because they do matter to us."

In a business where time is money, it's not surprising that customers complain if the security steps result in waiting.



What To KNOW BEFORE You Go

Companies, trucks and truck drivers must register with eModal **(www.eModal.com)** in order to enter the Port. Even if you have an escort, you will not be allowed to enter if you have not registered with eModal. Registering with eModal is free, but it requires a valid e-mail address.

"We make sure they get to their appointments," Alexander said. "We get them in and out, and we have very competitive pricing."

In addition to national rules, individual ports have varying standards for escorts. Some ports include the term "shoulder to shoulder" to describe where the escort should be in relation to the customer.

Donovan Taylor, Cherise Taylor Alexander and Garret Taylor started A-1 Escort Service in 2009.

But common sense usually dictates what is needed. "As long as you don't have to holler at them for them to hear you," said John "Chip" Williams, Office Manager at Americas Security Escort Service. "If they're never out of our sight, they don't have a chance to sabotage."

Chip's mother, Louise Williams, owns Americas Security, which grew indirectly out of an oil field inspection business that she operated. Truck drivers started asking about the TWIC initiative, so the Williamses began contacting ports nationwide.

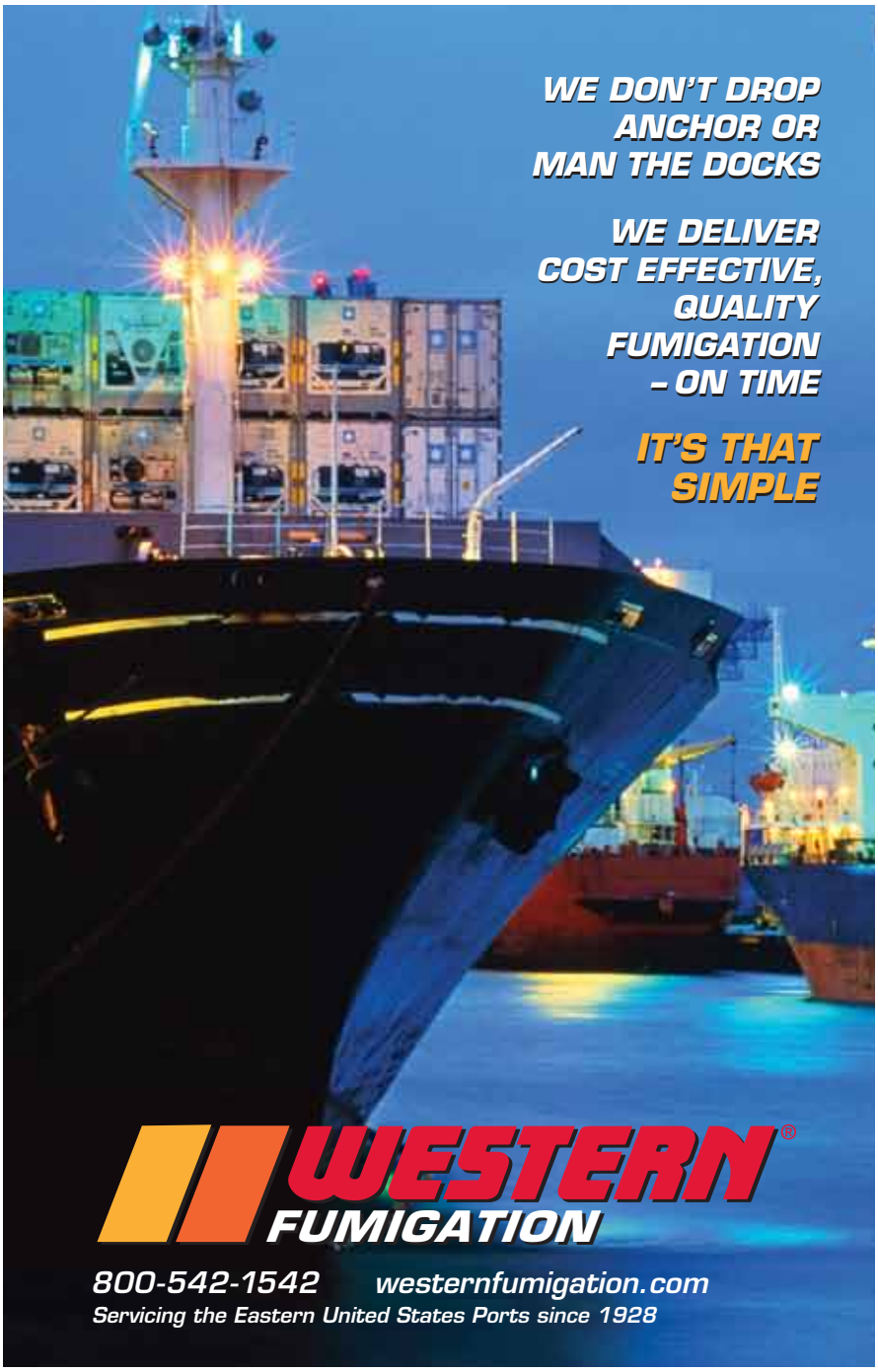
"The next thing we know, we became the first legitimate TWIC Escort Service in the U.S., according to insurance companies," Chip Williams said. Now Americas Security has 14 employees and two Baltimore locations, at the Transportation America Travel Center and on Broening Highway.

"We've got a good working relationship with the Port," Williams said.

The hours for escorts can be long. A-1's Alexander recalls escorting someone who was picking up a $100,000 car. The customer's key jammed in the lock, and the car company dispatcher told them not to leave the vehicle — so the escort stayed with the customer overnight until the car company could send someone to fix the lock.

Another customer Alexander escorted was shipping a multimillion-dollar yacht to a sheik. "It's amazing the things we see that roll onto the lot that need to be shipped overseas," she said.

A-1 employee Nicole Palmer finds the work interesting. "You learn so much about



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the terminal and how things are moved and shipped," she said. "You meet interesting people."

One of the biggest challenges faced by escort companies is making customers understand how the eModal electronic registration system works. Truckers going to Dundalk or Seagirt marine terminals must be registered with eModal even if they have an escort service.

A truck with an escort gets one complimentary visit to the Port without registering. The confusion arises because the truck must be registered on its second time through — even if it's the driver's first time. Also, some drivers think because they were allowed in once, they can go in again.

Frank explains that most terminals have two security levels: areas that are secure and areas that are restricted, with the latter having more stringent entry requirements. Because the Baltimore terminals are so large, with so many operations going on, it's simpler to treat the entire terminal as a restricted area.

"With multiple terminal areas at Dundalk, each would have to create their own restricted areas," he said. "It would be a nightmare."

Ultimately, the Port is more secure as a result of TWIC. "Not only is it protected from terrorism, but from criminal activities as well," Frank said. "I have been pleased. From a security standpoint I don't see gaps, and that was my biggest concern. If we make sure everyone who goes in the gate is properly vetted, then we can make sure what goes on at the Port are good business practices."

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EXPORTS ARE TALK OF TOUR

U.S. Trade Representative Visits Baltimore To Promote President's National Initiative

Ambassador Ron Kirk, United States Trade Representative, visited the Port of Baltimore in September to highlight the important role that exports play in economic recovery and job creation. Ambassador Kirk said that President Obama is seeking to double the nation's exports within the next five years through the National Export Initiative.

BY KATHY BERGREN SMITH | **Photography By Bill McAllen**

"Exports are a great way to grow the economy, and the Port of Baltimore is a wonderful model of how we can do it," said the Ambassador. He added that, while many people do not see the federal money spent on infrastructure in the nation's ports, it is essential because the ports are "job-creating magnets," and that businesses engaged in export hire faster. So increasing exports means speeding recovery and job creation.

"Because of our dominance in RO/RO [Roll-On/Roll-Off] and automotive exports, the Port of Baltimore was an excellent setting for the Ambassador to see the jobs created in a diversified port like ours," said James J. White, Maryland Port Administration (MPA) Executive Director.

The Ambassador toured the Port with White, U.S. Representatives C.A. "Dutch" Ruppersberger and John P. Sarbanes, Maryland Secretary of Business and Economic Development Christian S. Johansson and Port Commissioner Peta Richkus. Afterward, a business roundtable took place at the World Trade Center in Baltimore.

Congressman Ruppersberger said that Kirk, the President's principal trade representative, "gets it" when it comes to the importance of ports to economic growth. He said that in addition to the 120,000 jobs that the Port of Baltimore supports, port-related businesses contribute $3.6 billion in wages and salaries. Congressman Sarbanes praised Maryland's companion program to the federal National Export Initiative. The program, outlined by Secretary Johansson, is part of an aggressive plan to attract new businesses to Maryland.

Rather than focusing on the challenges that have resulted from the recent economic downturn, the Maryland Export Initiative has sought to capitalize on opportunities afforded by the growth in exports by partnering with small businesses and providing them with the resources to create a global footprint.

For 2009, the $9.2 billion in total Maryland exports included $1.9 billion in exports to Asia, according the U.S. Department of Commerce.

From left, Ambassador Ron Kirk with Port Commissioner Peta Richkus, U.S. Reps. John P. Sarbanes and C.A. "Dutch" Ruppersberger, MPA Executive Director James J. White and DBED Secretary Christian S. Johansson.

After the Port tour, Ambassador Kirk was involved in a trade roundtable at the World Trade Center that included WWL's Mike Derby, above, and Mark Lipschitz of Nina Company, at right.

Logistics Firm Puts Family & Customers First

Sig & Margie Shapiro.

KATHY BERGREN SMITH

Samuel Shapiro & Company Celebrates 95 Years of Success

AS THE STORY GOES, WHEN SAMUEL SHAPIRO STARTED HIS OWN BUSINESS AT THE AGE OF 20, PRETTY MUCH ALL HE HAD GOING FOR HIM WAS THREE YEARS OF EXPERIENCE AS A CUSTOMS BROKER. OH, AND A $5 ROLL-TOP DESK. ¶ THAT WAS 1915 — 95 YEARS LATER, THE BUSINESS CONTINUES TO GROW STRONGER WITHOUT LOSING SIGHT OF ITS HUMBLE BEGINNINGS.

BY BLAISE WILLIG

Fostering a close-knit family environment, Samuel Shapiro & Company, Inc. serves the importing, exporting, consulting and transportation needs for a diversified portfolio of air, ocean and domestic cargo customers. A large number of these customers have been with the company for more than a decade.

In August, Shapiro celebrated 95 years of service with a jazz-infused event at The Baltimore Museum of Art. During the gala, Michael Lovejoy, Baltimore Field Operations Director with U.S. Customs and Border Protection, awarded Samuel's son, Sig Shapiro, the prestigious U.S. Customs Ensign Award.

Another highlight of the evening for the more than 150 attendees was seeing Sig sit in with a jazz band to supply some musical entertainment. That was the route Sig's life could have taken in 1948 when he was trying to decide whether he wanted to be a jazz drummer/pianist or work in a "less glamorous arena" with his father. International trade ended up allowing him to travel while still "gigging" from time to time.

Sig took the helm at the firm in 1968 and then in 2002 handed the wheel to daughter Margie, the company's current President and CEO. "It's been a stunningly interesting evolution," Sig said, "embracing two world wars, a couple of recession/depressions, and yet, through it all, steady growth."

Maryland Port Administration (MPA) Executive Director James J. White noted, "Samuel Shapiro & Company has been a longtime presence within the Port of Baltimore community and is one of the reasons for the Port of Baltimore's overall success. Sig is a true professional and a fine gentleman, and I'm pleased that Margie has taken the helm so well from her father and led the company so skillfully."

Sig remains a strong presence in the industry, and Margie still sees him a few times each week at the company's North Charles Street headquarters. "Nothing makes me prouder than

AT A GLANCE

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to represent the third generation of this Baltimore-based family business," Margie said during the anniversary gala. "My grandfather, and my father after him, committed their heart and their lives to this company, its employees and the City of Baltimore."

The company's success, according to Margie, is based on a balance of family ideals and a forward-thinking management team. "We are modern, but we are old-fashioned," she said. "We are still grounded by the company's roots and the $5 roll-top desk of which my grandfather was so proud. We still honor its essence, its soul and its philosophy: to serve as an extension of each of our customer's businesses, providing compliant, stellar and proactive service. This will never change."

James Speitel of Pennsylvania-based Peerless Hardware has been doing business with the logistics firm for more than 17 years. "Being a small company, we rely heavily on Samuel Shapiro to not only keep us informed but handle the necessary work to keep our shipments moving on time," Speitel said.

Mary Jane Norris, Manager, MPA Port Operations Services, presented a ceremonial ship's wheel to Shapiro during the 95th anniversary event. "In this day and age, it is such an accomplishment for any company to grow and thrive," Norris said. "For a family-owned and -operated company to not only exist, but to keep growing for 95 years, is almost unheard of. And to see a daughter at the helm of the company, rather than a son, is a testament of how Shapiro keeps moving forward with the times."

The roots of the MPA run back to the 1950s, and Samuel Shapiro & Company was there. As Sig explained, "My dad was involved, as was I, in my youth, in efforts to give birth to the MPA. The whole maritime community, the state legislature and private industry were involved up to our necks. We lobbied, promoted and met with any interested parties to see it come to fruition."

As for Shapiro's success and longevity, the MPA's Norris believes it comes down to two ideas: "They are committed to the companies they represent and they change with the times." The company is particularly proud that its information technology products are designed and managed in-house, and that logistics solutions are custom-fitted to each customer's specific business.

With the company's 100th anniversary just down the road, Margie noted that an emphasis will remain on "providing tailored, stellar, sophisticated, technological and compliant solutions to our customers." She added, "Our focus now, like back in the day of my grandfather, is to grow, with our customers as our focus, serving as an extension of their businesses, and protecting and guiding them in this ever-changing industry."

Samuel Shapiro & Company TIMELINE

1915: Company founded by Samuel Shapiro (first-year profit: $50)

1918: At World War I's conclusion, Shapiro appointed by U.S. government to act as forwarding agent for grain shipments to Europe

1938: Shapiro is incorporated

1945: Post World War II, Shapiro renews European relationships, leading to decades of significant growth

1968: M. Sigmund "Sig" Shapiro succeeds father Samuel as President. Samuel remains Chairman and active in business until his death in 1987 at age 92

2002: Marjorie "Margie" Shapiro is appointed President & CEO, the family's third generation to head business

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LORENA JOHNSTON AHERN

Vane Bros. Compliance Specialist Cares for Environment

Lorena Johnston Ahern's favorite part about her job at The Vane Brothers Company is jumping onboard tugs and riding the open seas. Fortunately, she gets to do that quite often in her role as Compliance Specialist in the company's Health, Safety, and Environment department.

One or more times a week, Ahern travels up to Vane's Philadelphia site, where most of Vane's fleet is now located, to work the tugs.

At the heart of Ahern's job is "making sure we are complying with all regulations." When the U.S. Environmental Protection Agency (EPA) recently authorized a new Vessel General Permit to regulate the possible discharge of pollutants in the normal operation of vessels, Vane Brothers was quick to respond. "We were one of the few companies to volunteer to provide samples to the EPA for the Vessel General Permit and were able show them the system we had in place to comply with this new permit," said Ahern. "We have a very good relationship with the EPA — and we should!"

Ahern makes sure permits are in place and compliance is executed to the letter for such things as the Spill Prevention Control and Countermeasure (SPCC) Plan. "As a facility, we have to have that permit from the Maryland Department of the Environment," she said. "At each place where we have transfers, we have 55-barrel spill kits available. It includes spill response material, such as absorbent pads, to contain any spills that could occur, along with other countermeasures."

Ahern also conducts training, facility walk-throughs and drug testing; deals with storm water management; monitors health issues; and handles recordkeeping. She is the document control manager for the International Safety Management System. In fact, according to Ahern, "We have so many programs we're responsible for, it would be ridiculous to list them all!"

She is proud that Vane Brothers regularly tests crew hearing, and teaches them CPR. "I really enjoy

BY MERRILL WITTY | **Photography By Kathy Bergren Smith**

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educating, helping our fleet be compliant and answering any questions they have," Ahern said. "It's so rewarding."

She added, "Our guys have so much to do just operating these tugs and barges. Yet they enjoy learning and taking that information back home to their personal lives, asking 'How do you do CPR on a baby, or a child?'"

Ahern is on the Port Alliance's Environmental Committee, whose compliance workshops are held at Vane Brothers. There is a different topic for each workshop, and

> "I enjoy working for a company whose emphasis is on doing the right thing, not because it has to, but because it wants to."

the EPA is the presenter. "We invite everyone in the Port community to come and learn and ask questions directly to the regulators that are enforcing these regulations," she says.

Ahern's passion for the environment has been fueled by her exotic background. She was born in Venezuela and schooled in Egypt, Colombia, Ecuador and Argentina. "I used to mountaineer and climb in the Andes," she said, noting that she hasn't found quite the same environment locally. Nevertheless, she claims she fell in love with Baltimore at first sight, when visiting a friend in 2000.

She and husband Michael, also a Vane Brothers employee, live near Patapsco State Park and take full advantage of what it has to offer. In addition, Ahern volunteers at the TriState Bird Rescue, just over the Delaware state line. She cares for oily birds that have been involved in spills, newborn birds that have fallen out of their nests, and any other feathered fauna that comes their way in need of assistance.

She's an avid photographer — of nature, naturally — and enjoys the environmental classes to which Vane has sent her. "Vane is very generous in providing further education for the position you're in," Ahern said.

Although the Vane job, which she started in 2006, is her first experience in the maritime field, she feels it's a perfect fit. "I enjoy working for a company whose emphasis is on doing the right thing," she said. "Not because it has to, but because it wants to."

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Just Arrived: *Northern Juvenile*

Sailing under the flag of Liberia, the MSC *Northern Juvenile* arrived at the Port of Baltimore. The container carrier measures 332 meters by 43.2 meters and has a capacity of 8,400 TEUs.

Agent: On Deck Services
Stevedore: Ports America
Towing: Moran Towing of Maryland

Chief Officer Ricardo Fernando, Jr., Capt. Il Hwan Kim, MPA's Cynthia Burman, Scott Senko of NYK Line and Inchcape's Matthew Lyneis

First Visit for *Volans Leader*

The pure car/truck carrier *Volans Leader* arrived at the Dundalk Marine Terminal to load 470 units and unload 12 units. As a member of the NYK Line (North America), the vessel flies the flag of Panama and measures 199.94 meters by 32.26 meters.

Agent: Inchcape Shipping Services
Stevedore: Ceres Marine Terminal
Towing: Moran Towing of Maryland

PHOTOGRAPHY BY BILL MCALLEN

Capt. Igor Bunenkov, MPA's Cynthia Burman and Joseph Lis of Terminal Shipping Co.

First Visit for *Flevoborg*

The M/V *Flevoborg*, a 156 meter by 16 meter cargo ship built for Wagenborg and flying the flag of the Netherlands, recently made her maiden voyage to the Port of Baltimore. The vessel has a capacity of 475 TEUs.

Agent: Terminal Shipping Co.
Stevedore: Kinder Morgan Chesapeake Bulk
Towing: McAllister Towing of Baltimore

Inchcape's Matthew Lyneis, Capt. Mohammad W. Haque, MPA's Cynthia Burman, Bill Wade of Ceres and Jaimie Lacey of Subaru.

Themis Leader Arrives in Dundalk

Measuring 199.94 meters in length and 32.26 meters in width, the NYK Line's *Themis Leader* loaded Roll-On/Roll-Off cargo at the Dundalk Marine Terminal. Flying the flag of Panama, the vessel is a pure car/truck carrier with a capacity of 5,415 units.

Agent: Inchcape Shipping Services
Stevedore: Ceres Marine Terminal
Towing: Moran Towing of Maryland

THEMIS LEADER PHOTO COURTESY OF INCHCAPE

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1930

STORY BY KATHY BERGREN SMITH

This is the view from the McCormick Spice Company's upper level in 1930. Looking up Light Street, horse-drawn freight carriages share the road with automobile traffic. At the wharf, in the foreground, is one of the Old Bay Line steamers.

The Baltimore Packet Company operated an overnight steamboat service between Baltimore and Norfolk, Va., from 1840 through 1962. The Old Bay Line was renowned for its excellent service and fine appointments. The dining room featured Chesapeake Bay specialties served by white-coated waiters. The main saloon hosted bingo and card games as well as "horse races" and musical shows well into the evening. Passengers slept in upper and lower berths and arrived in Norfolk just after breakfast. Service also ran from Norfolk to Baltimore, Washington to Norfolk and Richmond.

A voyage on the Old Bay Line was a memorable experience. Best-selling author and Baltimorean Walter Lord mused, "Some magical blending of the best in the North and the South, made possible by the Company's unique role in 'bridging' the two sections. … The North contributed its tradition of mechanical proficiency, making the ships so reliable; while the South contributed its gracious ease."

Jerry Smith, of Smith Shipyard in Curtis Bay, remembers traveling with his father when he was a child on the return trip from Norfolk. "I got to blow the whistle one morning upon arrival in Baltimore," Smith said. "I was so little and the whistle was so hard to pull down that Capt. Parker had to hold me up and use my weight to pull it down."

The "night boat" service ceased in 1962 and all that remains is the name. McCormick and Company continues to produce Old Bay, the unique Chesapeake spice blend named in tribute to the Old Bay Line.

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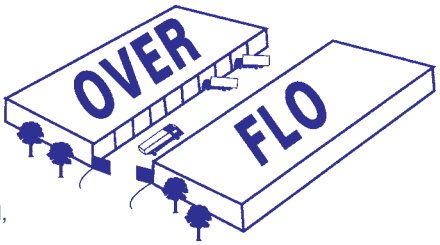

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