Roll On / Roll Off Cargo

- Strategic Location
- Achievement's
- Terminals
- Cargo Handling
- Manufacturer's
- Quality
- Service Coverage
- Environmental
- Summary
Strategic Location
Strategically located 150 miles further inland than any other Mid-Atlantic Port.

With high transportation costs, our inland location provides a tremendous cost advantage.

The Port of Baltimore’s Public and Private Marine Terminals are located just minutes from Interstate 95, the East Coast major north-south corridor, and I-70, the East-West connection.

Your cargo will reach 1/3 of the U.S. population and the industrial heartland in just an overnight drive from The Port of Baltimore.
## Truck Mileage Comparison

<table>
<thead>
<tr>
<th>To/From</th>
<th>Baltimore</th>
<th>Philadelphia</th>
<th>New York</th>
<th>Norfolk</th>
<th>Savannah</th>
<th>Houston</th>
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<td>Pittsburgh, PA</td>
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<td>292</td>
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<td>1,337</td>
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<td>Parkersburg, WV</td>
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<td>497</td>
<td>424</td>
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<td>544</td>
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</table>
Port of Baltimore Economic Impacts:
1. 33,920 jobs in Maryland (13,650 direct jobs)
2. 2.9 B in personal wages and salary
3. 310M in state and local tax revenues

Cargo Data – 2017 Maryland Port Administration:
1. MPA General Cargo : 10.7 M tons
2. POB Automobiles : 807,194 units
3. MPA Total Containers : 596,972 (962,480 TEU’s)

Port of Baltimore National Port Rankings for 2017 Int’l Cargo:
1\textsuperscript{st} in Automobiles/Light Trucks
1\textsuperscript{st} in Ro/Ro Cargo (farm & construction)
1\textsuperscript{st} in Imported Sugar and Gypsum
2\textsuperscript{nd} in Exported Coal
9\textsuperscript{th} in Overall Foreign Cargo Value (53.9 B)
14\textsuperscript{th} in Overall Foreign Cargo Tonnage (38.4 M tons)
Terminals
Dundalk Marine Terminal

**Infrastructure**
- 13 berths
- 9 container cranes
- 2 heavy lift mobile harbor cranes up to 300 MT lifts
- Direct rail access via Norfolk Southern
- Largest and most versatile general cargo handling facility in the Port of Baltimore 570-acres (230 ha)
- Just minutes from the I-95 corridor and I-695 Beltway

**Commodities**
- Automobiles
- Farm, construction and other Roll-on/Roll-off (Ro/Ro)
- Breakbulk & Project cargo.
- Containers
- If it moves on a vessel, Dundalk can handle it.

**Terminal Operators**
- Ports America
- Mid Atlantic Terminal (MAT)
- Ceres Marine Terminals
Masonville and Fairfield Terminals

**Fairfield Terminal**

- Specialized terminal for import, export and processing of automobiles. Developed land for autos consisting of 36 acres with one 832 ft berth. Trucks are loaded at a truck away area outside fenced area or within terminal. 45,000 sq ft vehicle processing buildings on site and a CSX Transportation rail spur is adjacent.

**Masonville Terminal**

- Specialized terminal for import, export and processing of automobiles consisting of 61 acres. Trucks are loaded at a truck away site inside of terminal. Masonville is adjacent to Pier 4 berth with a CSX spur on site that can receive up to 21 railcars. The facility provides 100,000 sq ft for office space and vehicle processing.
Cargo Handling
Located on Dundalk Marine Terminal “Big Red” – a Manitowoc M250T with a boom length of 33.5 meters and a lifting capacity of 174 MT. Recently fully rehabilitated with load sensor system.
Also Located on Dundalk Marine Terminal “Yellow” – a Manitowoc GROVE GMK 7550 heavy-lift crane 182.11 MTons lifting capacity with 7 meter reach boom.
Crane Locations
Dundalk Marine Terminal Rail Capabilities

- Dundalk is serviced by Norfolk Southern and CSX
- CSX can also discharge at Canton Warehouse Properties and transfer to Dundalk Marine Terminal
- Dundalk Marine Terminal accepts rail and truck service 24-hours a day
- Five miles of rail for cargo operations, specialized projects, storage...

*DMT can handle 264 x 100’ rail cars on the terminal at one time
Port of Baltimore Manufacturer's

- Agco – Challenger, Fendt, Gleaner, GSI, Massey Ferguson, FUSE Technologies, Valtra
- Astec – Dillmann,
- Case New Holland – Steyr, IVECO, Magirus, FPT, Heuliez Bus
- Caterpillar
- Claas - Lexion
- Doosan
- Grove – Manitowoc
- John Deere; Wirtgen - Vogele, Hamm, Kleenman
- JLG - Osh Kosh
- Krone
- Komatsu
- Kubota
- Mahindra & Mahindra
- McCloskey
- Ponsse
- Terex – Power Screen, Genie, Fuchs, Demag
- Volvo
Port of Baltimore Manufacturer's
Quality
Quality Cargo Handling Action Team (QCHAT)

- The Port of Baltimore (POB) is setting the standard for global quality and excellence in Ro/Ro and Automobile handling. This level of success is being achieved though the Maryland Port Administration (MPA) Quality Cargo Handling Action Team (QCHAT).
- QCHAT is a service provided by the MPA to protect the quality of maritime related cargo since 1997. QCHAT and the Port of Baltimore collaborated all elements of port industry and labor to identify and implement quality focused handling practices to prevent damage to any cargo and maintain the highest level of cargo quality.
- 45 specific quality factors are divided into six major categories; proper work attire, behavior, procedural training, vessel terminal operations, processor/terminal operations, and product needs.
- Monthly POB QCHAT meetings including representatives from steamship lines, railroads, manufacturer’s, stevedores, processors, longshoremen, and terminal operators to identify, analyze, and coordinate cargo handling practices for RoRo and automobile cargo.
- The goal for QCHAT is; (1) structured team discussions to identify indicators to measure performance quality (2) data collection to assess performance, and (3) regular team review of this data.
Ro/Ro Rodeo

- The Ro/Ro Rodeo is an annual two day event to reinforce the safe operation and handling of manufacturer's equipment
- Approximately 200 men and women of the local labor force receive instruction each year. Supported by major manufacturer’s that call the Port of Baltimore, the goal is to eliminate damage to cargo and improve safety and quality handling of the cargo
Ro/Ro Rodeo
Port of Baltimore Ocean Carriers

**Ro/Ro Breakbulk Carriers**

- American Roll-On Roll-Off Carriers
- Atlantic Container Lines
- Atlantic Ro/Ro Carriers
- Bahri (National Shipping Company Saudi Arabia)
- Grimaldi Lines
- Hoegh Autoliners
- NYK
- K-Line
- Mitsui O.S.K. Lines
- Wallenius Wilhelmsen
- Glovis

*Please Note- Additionally many charter vessels call at the Port of Baltimore on an inducement basis*
Port of Baltimore Ocean Carriers
Trade Lanes served- North Europe/Russia

- Atlantic Container Lines (ACL)
- Hoegh Autoliners
- “K” Line
- Mitsui OSK Line (MOL)
- Wallenius Wilhelmsen
Port of Baltimore Ocean Carriers

Trade Lanes served- Mediterranean

- Atlantic Container Lines (ACL)
- Hoegh Autoliners
- “K” Line
- Bahri (National Shipping Co. of Saudi Arabia NSCSA)
- NYK
Port of Baltimore Ocean Carriers

Trade Lanes served - Middle East/India Subcontinent

• Hoegh Autoliners
• "K"Line
• Bahri (National Shipping Co. of Saudi Arabia NSCSA)
• NYK
• Wallenius Wilhelmsen
Port of Baltimore Ocean Carriers

Trade Lanes served- Australia/New Zealand

- Mitsui OSK Line (MOL)
- Wallenius Wilhelmsen Logistics (WWL)
- Hoegh Autoliners
Port of Baltimore Ocean Carriers

Trade Lanes served- West Africa/South Africa

- EUKOR Car Carriers
- Gimaldi Lines
- Hoegh Autoliners
- Mitsui OSK Line (MOL)
- Safmarine
- Sallaum Lines
Port of Baltimore Ocean Carriers

Trade Lanes served- **Asia**

- EUKOR Car Carriers
- Hoegh Autoliners
- “K”Line
- Mitsui OSK Line (MOL)
- NYK
- Wallenius Wilhelmsen
Port of Baltimore Ocean Carriers
Trade Lanes served- Mexico/South America

- “K” Line
- Mitsui OSK Line (MOL)
- NYK
- Wallenius Wilhelmsen (WWL)
POB is an Environmental Leader

Committed to sustainability which includes:
  Maintaining and protecting the environment
  Community outreach and partnerships
  Fostering and maintaining successful business environment

A true Port of Baltimore effort, not just MPA
Summary

• The Port of Baltimore is always looking for innovative ways to satisfy our customers with value added services customized to the specific needs. The Port of Baltimore’s emphasis on quality ensures that cargo is handled safely and gets to its destination efficiently.

• The Port of Baltimore has the expertise in handling all types of roll on/roll off cargo and offers: the inland advantage, first class facilities, specialized ocean carriers, Two Class 1 Railroads, close proximity to major highway systems and quality service which makes the Port of Baltimore the first choice for Roll On / Roll Off cargo.

• The recently developed Fairfield terminal will have direct rail discharge access in the near future for roll on / roll off cargo.

• Baltimore’s inland advantage provides the most cost-effective and efficient supply chain routing for the Mid-Atlantic region, the Mid-West and beyond.
Questions

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