

THE HELEN DELICH BENTLEY

PORT *of* BALTIMORE



JANUARY/FEBRUARY 2019

STRENGTH IN NUMBERS

Port Report **NEW RECORDS SET**

GENERAL
CARGO
UP 1.83%

AUTOS
UP 8.69%

CONTAINERS
UP 5.05%



marylandports.com

TAYLOR NORTHEAST



TNE



Taylor Machine Works has been building material handling equipment in the USA since 1927. Taylor Northeast has been serving the bustling Mid-Atlantic ports for nearly 30 years. Together, our knowledge and equipment will help your business thrive.

888.750.7333 TAYLORNORTHEAST.COM

YARD TRUCK SPECIALISTS

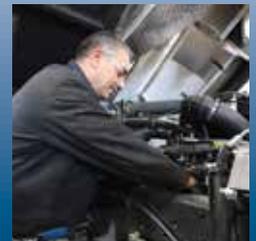
SALES

SERVICE

PARTS

RENTALS

REBUILDS



800.445.1141 YARDTRUCK.COM



Jose Romero
BalTerm employee for 8 years

One of our most important assets.

Specialized equipment and the employees who handle it. Partner with the experts who get your forest products from ship's hold to your customer's door efficiently, safely and conveniently with state-of-the-art technology and handling equipment. Expert computerized



inventory control systems with EDI capability and RF barcode scanning capability are just the beginning. Working with only the best equipment is one example of our commitment to service and long-term customer relationships. **At BalTerm, our assets are your assets.**



www.BalTerm.com

South Locust Point Marine Terminal 2001 East McComas St. Baltimore, MD 21230 410.752.9981



GOVERNOR
Larry Hogan



LIEUTENANT GOVERNOR
Boyd Rutherford



SECRETARY, MARYLAND DEPARTMENT OF TRANSPORTATION
Pete K. Rahn



EXECUTIVE DIRECTOR
James J. White

MARYLAND PORT COMMISSIONERS



Brenda Dandy



Christian Dean



Robert Huber



Rev. Dr. John A. Lunn, Sr.



David M. Richardson



Walter Tilley

THE HELEN DELICH BENTLEY

PORT of BALTIMORE



MARYLAND DEPARTMENT OF TRANSPORTATION MARYLAND PORT ADMINISTRATION

World Trade Center Baltimore, 401 E. Pratt St.
Baltimore, MD 21202 | Toll Free 1-800-638-7519

Executive Director

James J. White – 410-385-4401
jjwhite@marylandports.com

Deputy Executive Director of Logistics and Port Operations

Dave Thomas – 410-633-1043
dthomas@marylandports.com

Director of Sales and Marketing

Richard Powers – 410-385-4731
rpowers@marylandports.com

Director of Operations

Brian Miller – 410-633-1124
bmillier2@marylandports.com

Director of Maritime

Commercial Management
Michael Miller – 410-385-4747
mmiller@marylandports.com

Director of Harbor Development

Chris Correale – 410-385-4465
ccorreale@marylandports.com

Director of Security

David Espie – 410-633-1153
despie@marylandports.com

Director of Planning

Jim Dwyer – 410-385-4439
jdwyer@marylandports.com

Director of Finance

Wonza Spann-Nicholas –
410-385-4560
wspann@marylandports.com

Director of Engineering

Steve Johnson – 410-385-4822
sjohnson2@marylandports.com

General Manager of Intermodal / Trade Development

Donovan Murray – 410-385-4474
dmurray@marylandports.com

OFFICE OF COMMUNICATIONS

410-385-4480

Director of Communications

Richard Scher
rscher@marylandports.com

SALES & MARKETING BALTIMORE:

General Manager of Cruise Maryland

Cindy Burman – 410-385-4458
cburman@marylandports.com

Auto

Larry Johnson – 410-385-4472
ljohnson1@marylandports.com

Roll-On & Roll-Off Cargo

Joseph F. Marecki – 410-385-4453
jmarecki@marylandports.com

Specialized Cargo

John Timmins – 410-385-4451
jtimmins@marylandports.com

UNITED STATES:

New York / New Jersey

Charlie McGinley – 908-964-0772
cmcginley@marylandports.com

Pittsburgh / Cincinnati

Rick Pagley – 724-657-6805
rpagley@marylandports.com

INTERNATIONAL:

Taiwan

Shin-I Lin – 886-2-2314-8952
slin@marylandports.com

PUBLISHER

**TODAY MEDIA
CUSTOM COMMUNICATIONS**
1014 W. 36th St.
Baltimore, MD 21211
410-828-0120 | Fax: 410-825-1002
www.todaymediacustom.com

Chairman Robert F. Martinelli
President Jonathan Witty
General Manager Kim Fortuna
Advertising Director Steve Lassiter
Editor Todd Karpovich

Art Director Darby Lassiter
Graphic Designer Chris Boyd
Staff Writers Tina Irgang, Mary Maushard
Kathy Bergren Smith, Merrill Witty
Staff Photographers Donovan Eaton
Photography, Kathy Bergren Smith

Please address all advertising inquiries to Today Media Custom Communications, attention Steve Lassiter (steve.lassiter@todaymediacustom.com). Please address all editorial inquiries to Today Media Custom Communications, attention Todd Karpovich (todd.karpovich@todaymediacustom.com). Material in this magazine may be reproduced in whole or part with a credit line reading "Reprinted from The Helen Delich Bentley Port of Baltimore Magazine." The Maryland Department of Transportation Maryland Port Administration is an equal opportunity affirmative action agency.

Printed in U.S.A.

THE FUTURE IS NOW

Providing Deep Drafts, Large Cranes
and Intermodal Connections



Ports America Chesapeake's Seagirt Marine Terminal has a 50-foot draft berth, post-Panamax cranes to accommodate the ultra-large container vessels (ULCV) and complete intermodal services at the Seagirt Container Transfer Facility. The acquisition of the Point Breeze Business Center will provide more than 350 acres of land for the terminal's expansion.



PORTS AMERICA
CHESAPEAKE

PACHesapeake.com
Twitter: @pachesapeake

↓ CONTENTS

January/February 2019



DONOVAN EATON PHOTOGRAPHY

34

FEATURES

20 Port Report
Another Record-Setting Year

30 Port Gets Funding
for Upgrades
Money to Be Used for Berths

FOLLOW
THE PORT OF BALTIMORE
ON SOCIAL MEDIA FOR
THE LATEST INFORMATION



twitter.com/portofbalt



facebook.com/baltimoreport



instagram.com/portofbalt



COVER:
The Port of Baltimore enjoyed another strong performance in 2018 and expectations remain high for this year.

DEPARTMENTS

6
Soundings
Happenings Around the Port

- 12**
GreenPort
- Crane Mechanics Relocate Falcons' Nest
 - Port Tour Introduces Students to Maritime Careers
 - EPA Awards Port \$2.4 Million for Air Quality
 - Volunteer Retires After 14 Years
 - McMahon Leaves Legacy of Environmental Progress

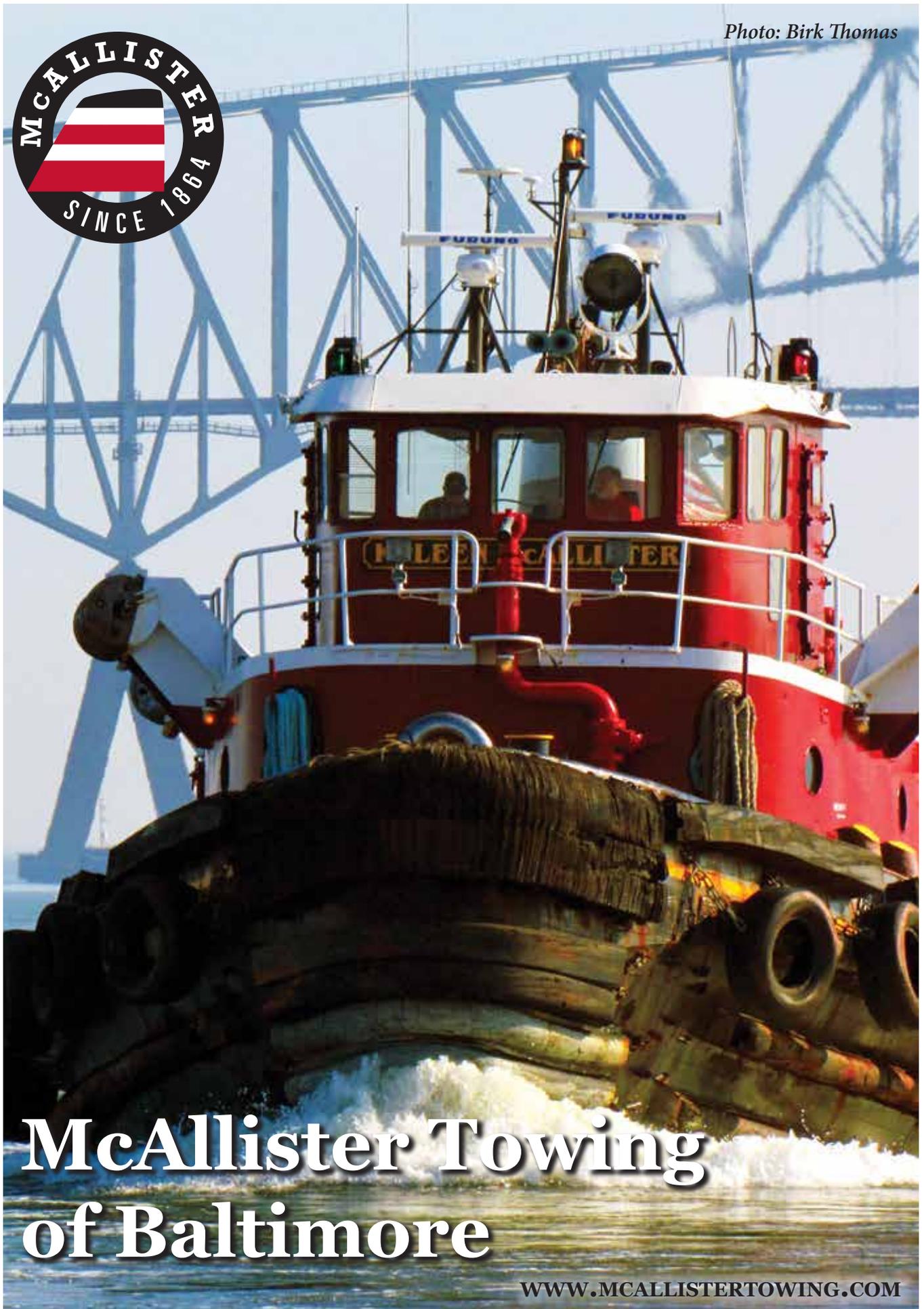
34
Port Business / CNH Industrial
Firm Thrives on Port Partnership, Amenities

38
Port Business / Baltimore Development Corp.
Foreign Trade Zones Lure New Business

42
Port Person / Paul Violante
Retires From Mercedes-Benz USA After 43 Years

44
Port View
Edwin and Maud
Well-Suited for Traveling Chesapeake

Photo: Birk Thomas



McAllister Towing of Baltimore

WWW.MCALLISTERTOWING.COM

SOUNDINGS



The Happenings In and Around the Port — Send us your news for a possible item in the Soundings section in the *Port of Baltimore* Magazine. Email todd.karpovich@todaymediacustom.com.



COURTESY OF CHOPTANK TRANSPORT

↑ Jacob Griffith (right), who will manage Choptank Transport's newly renovated Winslow Park Metal Building, is congratulated by Michael Ringgold, Inside Sales Representative at the firm.

NEWSMAKERS

Choptank Transport Boosts Baltimore Presence

Choptank Transport, a third-party logistics company headquartered in Preston, Md., is growing its presence in the Baltimore area with a new location.

As part of a \$185 billion nationwide industry that provides transportation and freight management services to shippers, Choptank's Baltimore office is the company's sixth and most recent location to open in the last decade.

Choptank's new office, located at the newly renovated Winslow Park Metal Building, will be managed by Jacob Griffith, who began his career with Choptank selling logistics and supply-chain solutions to shippers.

"I don't know many places that offer the kind of opportunity that Choptank does," said Griffith. He went on to explain that not only does the company provide employees with extensive training, but it also offers numerous opportunities for advancement and growth.

The Baltimore office currently has eight full-time sales representatives, a number the company anticipates will grow to 20 by the end of 2019. Choptank is widely regarded as an attractive place for recent college graduates who desire a fun and rewarding place to work while embarking on an upwardly mobile career path. 🌐

NEWSMAKERS

Bronson C.C. Hsieh Receives Honorary Doctorate

Bronson C.C. Hsieh, Chairman and CEO of Yang Ming Marine Transport Corp., received an honorary doctorate in business studies from National Taiwan Ocean University.

"For more than 40 years, you have been an important figure in the international maritime shipping industry,"

James J. White, Executive Director of the Maryland Department of Transportation Maryland Port Administration, wrote in a letter to Hsieh.

"Your career at both Evergreen and Yang Ming has resulted in impressive growth and significant accomplishments for both companies under your guidance and direction. You are a highly respected leader and extremely deserving of this impressive honor."

Hsieh has been Chairman of Yang Ming Marine Transport since June 23, 2016. Before joining Yang Ming, Hsieh served as Second Vice Group Chairman of Evergreen Marine Corporation (Taiwan) Ltd. 🌐



TOP SECURITY RATING

NEWSMAKERS

Port Earns 10th Consecutive Top Security Rating

The U.S. Coast Guard once again awarded the Port of Baltimore its top rating on an annual security assessment of the Port's six public marine terminals.

In fact, the Port exceeded expectations, according to a letter from Coast Guard Captain J.B. Loring to James J. White, Executive Director of the Maryland Department of Transportation Maryland Port Administration. Loring referred to the Port's risk-reduction programs and overall efforts to secure the terminals.

The Port has undertaken many security initiatives in recent years, including closed-circuit television monitoring, cybersecurity initiatives and tighter controls on Port access.

The Coast Guard Sector Maryland inspects the state-owned marine terminals — Dundalk, Seagirt, North Locust Point, South Locust Point (including the cruise terminal), Fairfield and Masonville — to ensure that they are complying with federal security regulations. The visual inspection covers access control procedures and certain physical security fixtures, such as lighting and fencing. 🌐



COURTESY OF U.S. COAST GUARD

“Congratulations to everyone who had a role in this well-deserved recognition, and to everyone who continues to make the Port one of Maryland's leading economic engines. The Port of Baltimore is one of the most productive and secure ports in the nation.” — Gov. Larry Hogan

NEWSMAKERS

Army Corps Dredges 2M Cubic Yards of Material From Baltimore Harbor

The U.S. Army Corps of Engineers, Baltimore District is overseeing the removal of 2 million cubic yards of material from shipping channels leading to the Port of Baltimore.

The work is part of the regular maintenance of the multiple channels that go from the mouth of the Chesapeake Bay in Virginia all the way into Baltimore Harbor. These channels require periodic dredging to ensure continued safe navigation for vessels going in and out of the Port of Baltimore.

This work will involve dredging material from six federal channels in Maryland waters that are associated with the Port of Baltimore, including the Curtis Bay, Craighill Entrance, Craighill Channel, Craighill Angle, Craighill Upper Range and Cutoff Angle segments.

The channels will be dredged to a depth of 51 feet, plus one to two feet of allowable overdepth. The work should be completed by early spring.

“Whether people realize it or not, the Port of Baltimore is one of the key economic engines for Baltimore, the state of Maryland and really the whole region, and maintaining shipping channels like we're doing with this work is extremely important,” said Baltimore District Commander Col. John Litz. “We're happy to be able to carry out dredging on six channels this year, coordinating closely with our partners in the Maryland Department of Transportation Maryland Port Administration to maintain the depths of these vital channels and ensure the Port of Baltimore can continue to serve the region.” 🌐

NEWSMAKERS

Thomas Jefferson-Signed Act for Port of Baltimore Fetches \$12,500 at Auction

By CHARLES SCHELLE

A piece of Port of Baltimore history recently sold at auction for \$12,500 thanks to a key signature.

The artifact is a 1791 signed act of Congress that allowed the Port of Baltimore to collect duties to fund improvements to the harbor. The document, "An Act Declaring the Consent of Congress to a Certain Act of the State of Maryland," features the signature of then-Secretary of State Thomas Jefferson.

The document is the only known privately held Jefferson-signed copy of the act, according to Sotheby's, which handled the auction. Only three public institutions have the other surviving signed copies: the Library Company of Philadelphia, the Library of Congress and the New York Public Library, according to the auction house.

At that time in the country's history, states had to seek permission from Congress to levy duties.

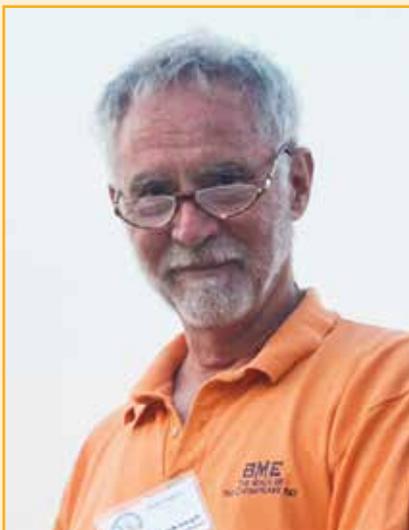
"Consistent with Alexander Hamilton's plan to fund the federal government, the Constitution forbade the states from collecting duties on imports, exports or vessel tonnage unless specifically authorized by Congress," said Selby Kiffer, International Senior Specialist in Sotheby's Books & Manuscripts Department. "However, Congress regularly



COURTESY OF SOTHEBY'S

granted such permission to states when the proposed imposts or duties were to be used for the improvement of harbors and waterways. In this document, Secretary of State Jefferson certifies a copy of the Congressional act that was constitutionally required for Maryland to levy tonnage duties to fund improvements to the Port of Baltimore."

It may be hard to imagine, but by the time this act was signed, the Port of Baltimore was already 85 years old! 🌐



NEWSMAKERS

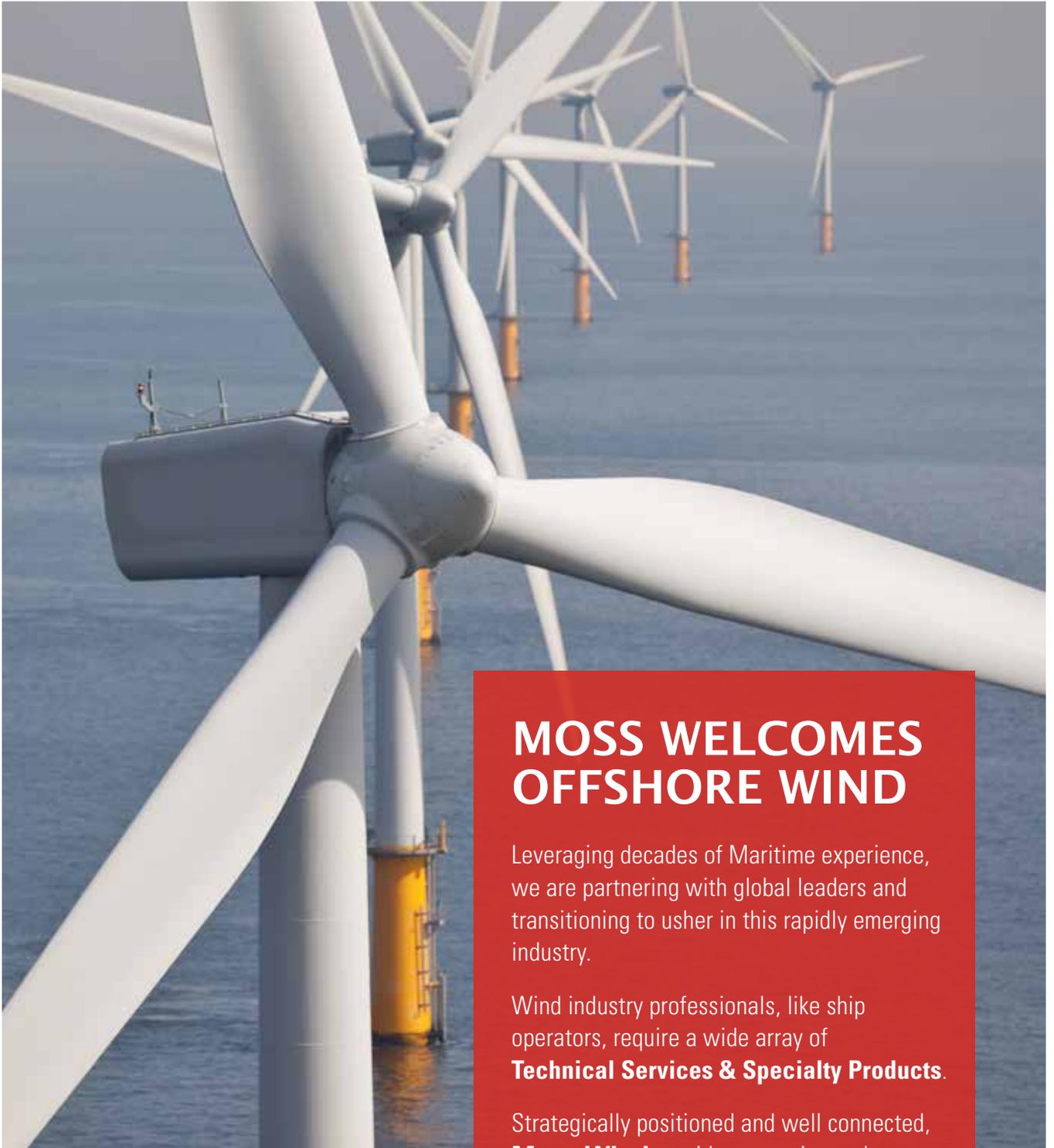
Stambaugh Says Goodbye to Baltimore Maritime Exchange

David Stambaugh officially retired as General Manager of the Baltimore Maritime Exchange (BME) on Jan. 1.

"After 45 years at the BME, I look forward to a new horizon," he said. "With gratitude and appreciation, I say 'thank you' to the BME members, friends and to the Port community. I will be transitioning to a role as a consultant to the BME, so I will continue to see you on occasion in the coming months."

Ingrid Londoño has assumed Stambaugh's role at the BME.

"She has been a valued, highly capable and innovative member of our staff for over six years and is someone with whom I know you will enjoy working going forward," Stambaugh said. 🌐



MOSS WELCOMES OFFSHORE WIND

Leveraging decades of Maritime experience, we are partnering with global leaders and transitioning to usher in this rapidly emerging industry.

Wind industry professionals, like ship operators, require a wide array of **Technical Services & Specialty Products.**

Strategically positioned and well connected, **Moss Wind** provides expertise and can deliver local, regional or international support to those seeking assistance.



Moss Marine USA
— Workshop Services & Specialty Products —
Ship & Industrial Equipment Repair

Moss Marine USA, Inc.

Phone 410.542.8775 | Email mossmarine@aol.com | PO Box 10433 | Baltimore, Maryland 21209

www.mossmarineusa.com

EVENTS

Patella to Be Honored as Transportation Person of the Year

Armand Patella will be honored as Transportation Person of the Year at the 106th Annual Dinner of the Traffic Club of Baltimore on Thursday, April 25 at 7 p.m.

Patella is Chairman of the Maryland Motor Truck Association (MMTA) Intermodal Council and Owner of Preferred Services, LLC, an executive administration, consulting and transportation services company. He has worked in the intermodal industry for over 35 years.

Previously, he was the Senior Vice President for Picorp, Inc., a Baltimore-based intermodal service provider. After joining Picorp in 1986 to oversee its terminal operations and fleet maintenance program, Patella's responsibilities grew to include managing various aspects of the company, including business development, information technology, sales and marketing, acquisition integration and government relations.

Prior to that, Patella was employed by United States Lines and held numerous management positions, including

Port Operations Manager, Divisional Equipment Manager and Marine Manager at various U.S. locations.

He also spent two years as the General Manager for Maritime Trucking Company in Miami. Patella serves on the board of the MMTA.

In addition to his chairmanship of the MMTA's Intermodal Council, he is Treasurer of its Political Action Committee, and a member of its Legislative Committee. He is a member of the Baltimore Port Alliance and serves on the Executive Steering Committee and Environmental Committee. He is currently Chairman of the Baltimore Regional Transportation Board's Freight Movement Task Force, where he has been a member for 15 years. He is also a member of the Baltimore Propeller Club and the Traffic Club of Baltimore.

The event will be held at Martin's Valley Mansion, located at 594 Cranbrook Road in Cockeysville. For reservations, contact Sue Monaghan at sue@biwt.com. 🌐



WAREHOUSING



FULFILLMENT



TRANSPORTATION



KITTING/VALUE ADDED



BRC & AIB CERTIFIED



FTZ & CES SERVICES



1820 PORTAL STREET, BALTIMORE, MARYLAND 21224

www.beltslogistics.com

410-342-1111

info@beltslogistics.com

NEWSMAKERS

Thomas Retires From Long Career at Evergreen

George Thomas retired from Evergreen after almost 40 years with the shipping firm.

Thomas joined Evergreen in Baltimore on May 16, 1983 and was promoted to Business Manager. In 1996, he was promoted again to Deputy Junior Vice President in charge of the Baltimore office.

Thomas held several positions with the Private Sector Port Committee and the Propeller Club while in Baltimore. In February 2005, he was promoted to Senior Vice President and placed in charge of Evergreen's Charleston office.

Four years later, Thomas was transferred again and promoted to

Deputy Executive Vice President in charge of the Dallas region. In 2015, he was named Executive Vice President of the company, a position he held until retiring Dec. 31, 2018.

"As far as proudest achievements, this is very hard to articulate as we always considered any successes within Evergreen a team effort," Thomas said. "Not one party could execute solely, but as a group we could be very successful. That leads to the ability to communicate timely and honestly with all parties, staff, vendors, BCOs, etc. This was much appreciated by all.

"Also, the ability to guide our staff and support them in their positions to be successful. ... Evergreen promotes within, and the better trained staff are, [the better] they can push you to other positions. It has been a successful formula within the Evergreen group. The challenges in shipping today are always changing, and a carrier needs



teamwork and clear communications to meet these challenges and continue to be successful."

Thomas is the brother of Dave Thomas, Deputy Executive Director of Logistics and Port Operations at the Maryland Department of Transportation Maryland Port Administration.

"For retirement, [I] would like to get my golf game on track," George Thomas said. "After a fall in 2016, it has taken a backseat, but always gave me relaxation and I hope to continue in the future. Also, [I] would like to travel and experience different parts of the country." 🌐

ROYAL
LOGISTICS INC

Warehousing and distribution of containerized cargo from the Port of Baltimore.

We also provide container drayage and cross-docking services.

8415 Kelso Drive #300
Baltimore, MD 21221
P: 443.596.3520 or 443.596.3522
F: 410.630.3550
www.royallogisticsinc.net

SOME SERVICES WE OFFER:

- > 144,000+ SF Class A Warehouse
- > Container Stripping
- > Quick Turnarounds on Containers
- > Minutes from the Port of Baltimore
- > Fenced-in Gated Facility
- > Flat Rate Distribution

GreenPort



Environmental Stewardship at the Port of Baltimore *BY MARY MAUSHARD*



Crane Mechanics Relocate Falcons' Nest

Crane mechanics at the Port of Baltimore often face situations that demand unusual solutions, but relocating nesting peregrine falcons presented a totally new challenge.

In 2017, a pair of peregrine falcons decided to nest on Crane No. 11 at Dundalk Marine Terminal and came to consider crane mechanics intruders. Unlike other raptors that make their nests from sticks, falcons prefer areas that have natural substrate, such as dirt, sand or fine particles of rock fragments. The falcon pair picked a bed of pea-gravel beneath a fuel tank on top of the approximately 150-foot-tall crane and settled in to raise their family.

Peregrines are large birds with wingspans from 2.5 to 4 feet and top speeds of 200 mph. They are

also known as attentive parents, protective of their nests. So, the crane mechanics were not welcome around the nest. Dave King, a crane mechanic for Ports America Chesapeake (PAC), described how the birds would divebomb the mechanics, even knocking off their hardhats.

That meant the nesting falcons were a safety issue for the crane mechanics. They needed a solution that would remove the hazard while protecting the birds. PAC turned to the U.S. Fish and Wildlife Service (USFWS) and Craig Koppie, a Raptor



Biologist in the Chesapeake Bay Field Office in Annapolis. He has spent more than 30 years working on the recovery of the peregrine falcon and annually monitors the health, safety and productivity of the Bay's falcon population.

"Baltimore was already home to four nesting pairs of peregrines," said Koppie. "The pairs occupy nest sites

on the Francis Scott Key Bridge, a factory building at Sparrows Point, and in the city. Though peregrines are migratory and prefer wide-open spaces and coastal areas, some spend winters in cities where the pigeon population matches the peregrines' appetites. They have adapted to city living, perching and nesting on tall buildings, bridges and towers."

Craig advised PAC to consider a couple of options. Long-term, he recommended building a nest box and putting it elsewhere on the terminal, preferably at a similar height to the crane. There was a good chance the pair would choose the nest box rather than building a nest of their own, Koppie advised.

Mike Harro of PAC's Packaging Division constructed the nest to USFWS specifications. Then, PAC put it on a nearby crane no longer in use. When the birds returned in 2018, they moved right into their new home. Though the pair did explore the location of their previous nest, they did not bother the crane mechanics.

Another benefit was the peregrines' appetite for pigeons. Since the arrival of the falcons, the volume of pigeons has been noticeably reduced, creating a cleaner, healthier work environment.

"We were glad to have come up with a workable solution for the birds as well as for our workers," said Bayard Hogans, PAC Vice President. "Safety is a top priority for Ports America. We are appreciative of the expertise provided by the USFWS and of the dedication to this project from our team. It was a group effort."

For falcon followers, The Chesapeake Conservancy has a peregrine falcon cam on the commercial building at 100 Light Street overlooking the Inner Harbor. From March through July, the cam shows a lot of activity, including the laying of eggs and incubating and raising three or four young falcons. Stream camera footage at chesapeakeconservancy.org/explore/wildlife-webcams/peregrine-falcon. 



One out of every four container movements in the world is moved by a Kalmar Solution.



ATLANTIC LIFT TRUCK INC.,

owned and operated in Baltimore, is proud to be appointed the Sales and Service Support dealer for Kalmar in Maryland, D.C., Delaware, and NOVA. **With 50+ years of experience, an A+ BBB rating and a 97% customer service satisfaction rating,** we know how to partner with our customers to offer a success plan to maximize productivity and minimize overall maintenance costs.

2945 Whittington Avenue | Baltimore, MD 21230 | 410.644.7777 (ask for sales)
sales@atlanticlift.com | www.atlanticlift.com

STAY SECURE. 24-HOUR MOORING SERVICE



MARYLAND
LINE HANDLING

Maryland Line Handling Co.
2200 Broening Highway | Suite 235A
Baltimore, Maryland 21224

email: mdlinehandling@comcast.net
office: 410.633.2519 | fax: 410.633.2565

Port Tour Introduces Students to Maritime Careers

A recent Port of Baltimore tour focused on more than giant cranes and cargo moving from ship to shore. It also highlighted what all this commerce and activity might mean for the careers of the young women taking the tour.

Ninth- and tenth-graders from Dunbar High School in Washington, D.C., were guests of the Port through a program of the D.C. Chapter of the Women's Transportation Society (WTS). The young women, from Dunbar's Charles Drew STEM Academy, are participating in Transportation YOU, a WTS initiative that offers girls ages 13 to 18 a hands-on, interactive introduction to a variety of transportation-related careers.

The students toured Seagirt and Dundalk Marine terminals. Katrina Jones, Outreach Coordinator for the Maryland Department of Transportation Maryland Port Administration (MDOT MPA), narrated as the students saw a yard full of vehicles, farm equipment and containers upon containers of cargo. Jones described the Port's day-to-day activities and the jobs of the onsite laborers whom the students saw bustling about the cargo, as well as the workers behind the scenes.

Following the tour, the students had lunch and then presentations and discussions with MDOT MPA staff. Jill Lemke, Manager of Strategic Planning and Special

Projects, provided an overview of new maritime technologies and described more career choices at the Port. She explained the evolution of cargo containers and the nuances of dredging to help the students better understand cargo movement.

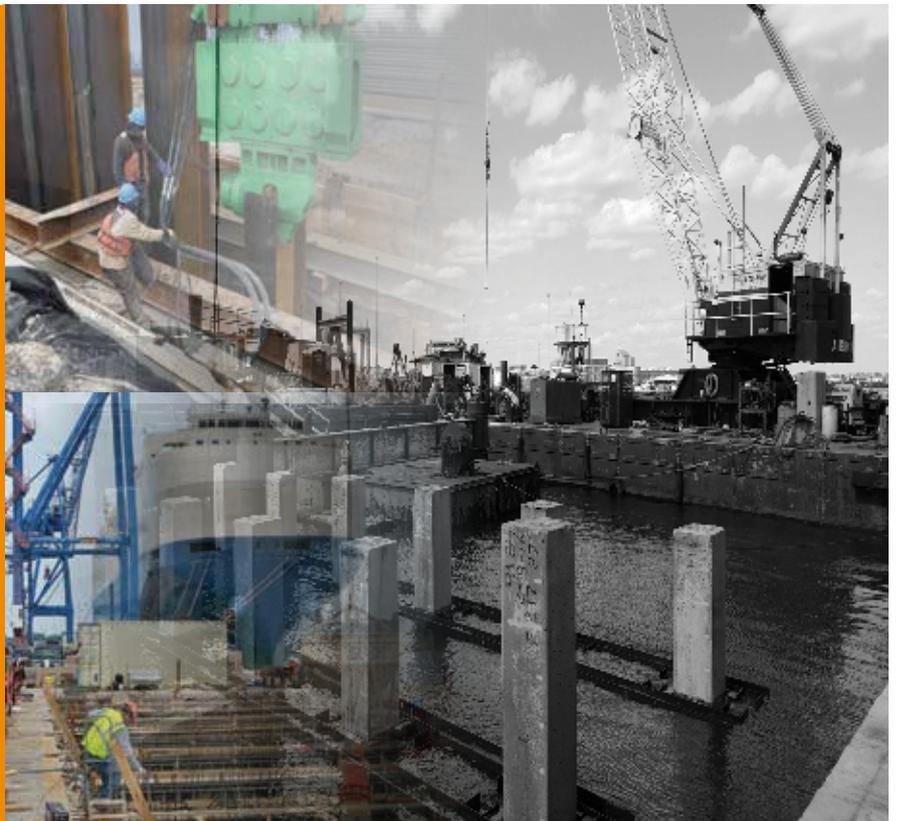
Later, Barbara McMahon, MDOT MPA's recently retired General Manager of Safety, Environment and Risk Management, shared her career path and encouraged the young women to continue their education and pursue their career goals.

The students' questions focused on the future of the Port and how technology might make the ships greener, automated or emissions-free.

WTS members Amanda Rutherford, Director of the Gateway Office of the U.S. Maritime

**DESIGN-BUILD
DREDGING
MARINE INFRASTRUCTURE
PIER | WHARF
PILE DRIVING
SHORELINE PROTECTION**

**FOR ALL YOUR
MARINE NEEDS**



CORMAN
K O K O S I N G

410.792.9400

WWW.CORMANCONSTRUCTION.COM

The students' questions focused on the future of the Port and how technology might make the ships greener, automated or emissions-free.



Administration, and Jasmy Methipara, a Research Analyst at the U.S. Department of Transportation, initiated the tour and asked the Port's help in sponsoring and organizing it.

WTS is an international organization dedicated to building the future of transportation through the global advancement of women. 🌐

MARINE TECHNOLOGIES, INC.



1.410.355.2000

24 hrs/7 days weekly - Worldwide

Full Service Marine Contractor specializing in:

- Commercial Diving (our divers are OQ Certified through OQSG, including HAZMAT and deep penetration diving)
- Heavy Marine Construction
- Ship Husbandry (ABS/DNV certified for underwater inspection and repairs)
- Crane/Barge/Tug Service
- Maintenance and Repairs
- Pile Driving
- Inspection Services

Visit our website www.marinetechologiesinc.com or call **TODAY!**

EPA Awards Port \$2.4 Million to Continue Air-Quality Improvements

The Port of Baltimore will receive \$2.4 million in federal funds to reduce diesel emissions from cargo-handling equipment, dray trucks and vessels operating at the Port of Baltimore.

The U.S. Environmental Protection Agency (EPA) has awarded the grant under the Diesel Emissions Reduction Act (DERA) to the Maryland Environmental Service on behalf of the Maryland Department of Transportation Maryland Port Administration (MDOT MPA).

The grant will enable the Port and its partners to replace existing diesel-powered cargo-handling equipment and

dray trucks with newer, cleaner models. Among the equipment to be replaced are 30 pieces of cargo-handling equipment, such as forklifts and top loaders, and 35 dray trucks, usually operated by independent owners.

The grant also provides funds to repower the *Spirit of Baltimore*, a tour boat that operates at the Inner Harbor, with two new, cleaner diesel engines.

"This is our third year working in partnership with the Port to improve air quality. Air quality around the Port and across the state has improved dramatically over that period," said

George (Tad) Aburn, Director of Air & Radiation Administration at the Maryland Department of the Environment. "This grant will support another major step to continue the progress we have made in cleaning the air."

To date, MDOT MPA has replaced more than 175 trucks through the dray truck program. The new grant will push that number over 200. Truck owners can receive half of the purchase price — up to \$30,000 — of a 2013 or newer model, replacing trucks from model years 1996 to 2006. This markedly reduces the amount of pollution that can have health and environmental impacts.

Likewise, newer cargo-handling equipment will emit fewer pollutants,

Fran Taylor Retires After 14 Years Advising Port on Dredged Material

Approximately 150 nautical miles of shipping channels run through the Chesapeake Bay to Baltimore, with more than 4.7 million cubic yards of sediment — an amount that would fill the Ravens' stadium at least twice — dredged from them annually to ensure safe passage for ships.

To decide how to use this dredged material, the Maryland Department of Transportation Maryland Port Administration (MDOT MPA) seeks help from community members, including the Citizens Advisory Committee (CAC) of the Dredged Material Management Program (DMMP). CAC members represent communities, local governments, recreational and commercial users of the Bay and environmental interests.

Fran Taylor has led this committee for the past 14 years. As Chairperson, he helped connect citizens and communities and build relationships with many different stakeholders. At the end of 2018, Taylor retired from

this voluntary position.

"It has been an honor to serve as Chair of the CAC alongside so many individuals who are dedicated to making the dredging program in Maryland such a success," said Taylor, who will remain on the committee. "The CAC will continue to encourage citizen participation and foster a spirit of partnership between MDOT MPA and communities."

To recognize Taylor's service, the DMMP Executive Committee presented him with a Governor's Citation. "On behalf of MDOT

MPA, we thank Fran for his tireless commitment to the Port of Baltimore, his steadfast engagement in the dredging program and his advocacy on behalf of citizens," said MDOT MPA Director of Harbor Development Chris Correale. "Fran serves as a model for meaningful civic involvement and tireless commitment to public service."

Adam Lindquist, Director of the Healthy Harbor Initiative for the Waterfront Partnership of Baltimore, will succeed Taylor. "I know the other members of the Citizens Advisory Committee join me in thanking Fran for his many years of service and his leadership. I truly have some big shoes to fill," Lindquist said. "I look forward

→ *Fran Taylor, center, displays the Governor's Citation he received for his years of volunteer service with Mark J. Belton, former Maryland Secretary of Natural Resources, left, and Chris Correale, MDOT MPA Director of Harbor Development, right.*



namely nitrogen oxide and particulate matter, leading to overall cleaner air for the region.

"We greatly appreciate the support provided by the EPA that enables MDOT MPA to further reduce diesel air emissions, while the tons of cargo handled by the Port continue to grow," said Shawn Kiernan, MDOT MPA's Environmental Manager.

The replacements will result in lifetime emission reductions of approximately 37 tons of particulate matter, 398 tons of nitrogen oxides, 165 tons of carbon monoxide and 724 tons of carbon dioxide. Altogether, air-quality initiatives undertaken by MDOT MPA and its partners have reduced the lifetime amount of air pollutants by more than 10,000 tons. 🌐

to working with the committee to build on Fran's many accomplishments and keep the dialogue going between citizens and the state as we all work together for our Port."

Record Number of Attendees

Environmental stewardship was a major theme at this year's DMMP Annual Meeting, which attracted a record number of attendees, including citizens, representatives from advocacy groups and businesses and government officials. From a Baltimore City school teacher to an executive of Wallenius Wilhelmsen Ocean, speakers stressed that the environment is a core focus of the Port and many of its partners.

"This was the first time that more than 100 people came to the annual meeting, and they brought a lot of energy and excitement," said Correale. "The Port of Baltimore is a leading port for many goods, but we're in a very competitive market. Maintaining the shipping channels is a key part of our continued success. We are grateful to our stakeholders who help us stay competitive through an effective DMMP program." 🌐



**Efficient
Effective
Experienced**

westernfumigation.com
800-542-1542

Servicing the Eastern United States Ports since 1928

**WESTERN
FUMIGATION**




**WARM SERVICE.
DELIVERED COLD.**

For 90 years, MTC Logistics has been providing temperature controlled logistics services. Now with more than 32,000 pallet spaces adjacent to the Port of Baltimore and max loading capabilities. To learn more visit us at www.mtccold.com

Strategically located at the Port of Baltimore



MTCLOGISTICS
www.mtccold.com
410-342-9300
Baltimore | Jessup | Wilmington

WAREHOUSING ■ TRANSPORTATION ■ TECHNOLOGY



McMahon Leaves Legacy of Environmental Progress

Barbara McMahon, one of the Port of Baltimore’s “go-to people” on safety and environmental issues and projects, retired Dec. 31 after 24 years as the General Manager of Safety, Environment and Risk Management (SERM) at the Maryland Department of Transportation Maryland Port Administration (MDOT MPA).

Coming to the Port in 1994 from the steel industry, McMahon initially headed a department that focused primarily on safety and risk management, with the Port’s environmental efforts divided among several departments. About a dozen years ago, they were consolidated under her management, creating SERM as it is today.

Throughout her tenure, McMahon was a true champion of environmental progress, working tirelessly to keep the Port growing while reducing its environmental impact on employees, vendors and the greater residential and commercial communities. The work of SERM touches most areas of the Port and the community beyond its fences. McMahon was a familiar face at weekend community-improvement activities, such as tree plantings, stream clean-ups and neighborhood outreach events.

“Barbara leaves huge shoes to fill. During her career, she helped initiate a number of projects that helped the Port of Baltimore become a leading port for environmental programs,” said James J. White, MDOT MPA Executive Director. “The MPA is a better organization today because of her efforts.”

“Throughout her career, Barbara has met every challenge with optimism, a ‘can-do’ attitude and an approach that was thoughtful and always provided the very best outcome for the Port and the environment,” said Mike Miller, MDOT MPA’s Director of Maritime Commercial Management.

McMahon is the first to say she did not do this alone.

“The Port’s executive management has always supported our efforts with the resources to meet our goals,” she said. “By resources, I mean qualified people and funding. The Port has always been committed to providing a safe and healthy place for its workers,” McMahon said shortly before leaving her position.

Early in her tenure, she hired the first Environmental Manager, Bill Richardson, who will succeed McMahon as General Manager. “Bill was brought on for his

Among the many projects McMahon’s department spearheaded are:

- Being CERTIFIED as the first state agency to receive the ISO 14001-Environmental Management System designation.
- Improving AIR QUALITY by reducing diesel emissions with federal and state grants to replace or retrofit Port dray trucks, cargo-hauling equipment, locomotives and harbor craft with newer, cleaner equipment.
- Helping the Port receive more than \$11 million of federal and state FUNDING for air emission reduction and water-quality improvement programs.
- REDUCING TRASH at the Port with the installation of “Big Belly” bins that compact garbage and an anti-litter campaign co-sponsored with logistics company Wallenius Wilhelmsen Solutions.
- BUILDING RELATIONSHIPS by engaging with more than 20,000 community members through tours, community events, speaking engagements, teacher materials and neighborhood outreach projects.
- Participating as an ACTIVE MEMBER on the American Association of Port Authorities Environmental Committee, the Baltimore Port Alliance Environmental Committee and the Baltimore City Sustainability Commission.

leadership and technical ability," said McMahon.

The SERM staff also includes Valerie Severn, McMahon's Administrative Assistant in the early days and now SERM's Safety Officer; Andrea Williams, Manager of Safety and Risk; Chandra Chitaluru, Air Quality Policy and Program Manager; and Shawn Kiernan, the Environmental Manager.

McMahon's work has not gone unnoticed. She received MDOT MPA's Environmental Hero Award last spring for her outstanding achievements in environmental awareness and practice. Also last year, Maryland Environmental Service awarded McMahon its Environmental Business Leadership Award for Environmental Excellence for her work on environmental restoration. Also among her awards is the 2009 Maritime Woman of the Year Award

“Barbara leaves huge shoes to fill. During her career, she helped initiate a number of projects that helped the Port of Baltimore become a leading port for environmental programs. The MPA is a better organization today because of her efforts.”

— James J. White, MDOT MPA Executive Director

from the Women's History Association at the Port.

Like SERM's programs, McMahon has been influential throughout the Port. Even before Kiernan moved into SERM, he knew that McMahon and Richardson were "the go-to people on anything safety and environmental. The programs that she set up are amazing and have benefits that touch

all aspects of the Port."

Richardson appreciated McMahon's fearless leadership, her commitment to mentoring others and her friendship over the past nine years. "Barbara's vision helped put us in a great position to continue the Port's mission," he said. "We will always value her take-charge attitude and her tremendous sense of humor." 🌐



Phone: (410) 342-6013 | dispatch@MDPILOTS.com

www.marylandpilots.com | 3720 Dillon Street | Baltimore, MD 21224



Port Enjoyed Another

BANNER PERFORMANCE IN

2018



The year 2018 proved to be another time that Maryland was “open for business.” Under the guidance of Governor Larry Hogan, the Port of Baltimore had a record performance at our state-owned public marine terminals.

A record 10.9 million tons of general cargo were handled at the public terminals, the third consecutive year it had vaulted the 10-million-ton plateau. One of the reasons for that record amount of tonnage was our containers. Last year, a record number of containers crossed our public piers. With our 50-foot deep channel and berth and our Neo-Panamax cranes, we can handle most of the largest container ships in the world today.

To help deal with that growth, Ports America Chesapeake, which operates our Seagirt container facility, is making significant investments in new equipment and infrastructure. Handling the increased growth has presented some challenges, but we are working closely with Ports America Chesapeake and our trucking community to address them.

Our Port once again handled more autos than any other U.S. port. Our unique quality program and geographic advantage as the closest East Coast port to the Midwest continue to be key factors in our success. Baltimore’s reputation for vehicle handling is also boosted by the presence of four on-dock vehicle processors.

Last year also saw continued growth in our high and heavy sector, comprised of farm, construction and mining machinery.

After several years of challenged Eurozone economies negatively impacting this commodity, we have seen good progress recently. **Baltimore has remained the nation’s top roll-on/roll-off port with 50 percent of the East Coast market share.**

We also continue to be a leading port for forest products. We offer our customers outstanding facilities, including state-of-the-art transit sheds. Add to that operational efficiencies, deep water, a proximity to large consumer groups and a reputation for damage-free handling, and it is apparent why we continue to be a very strong player in international trade.

Our profile as a cruise port continues to grow. Carnival and Royal Caribbean, two of the world’s largest cruise lines, sail from the Port year-round to the Bahamas, Bermuda and Caribbean. Our cruise terminal’s location, immediately off Interstate 95, has allowed for easy access for many of our passengers arriving from neighboring states. Passengers this year will notice many new improvements inside our cruise terminal that will make their experience pleasant and memorable.

The Port continues to serve as one of Maryland’s top economic engines. Our men and women, including our highly skilled labor force, are second to none. They are the reason that we will continue to grow our business and remain one of the busiest ports in the nation.



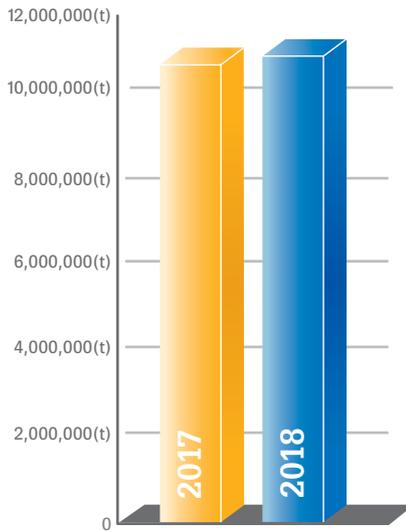
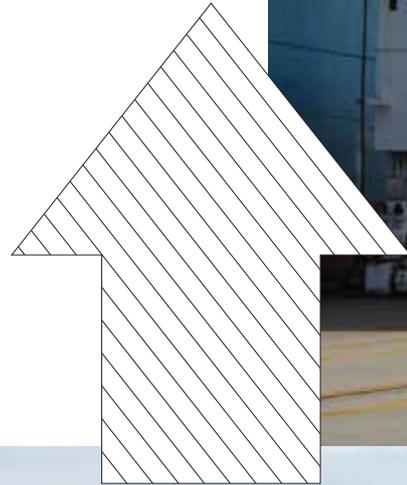
James J. White,
*Executive Director, Maryland Department of
Transportation’s Maryland Port Administration*



General Cargo

2018 WAS ANOTHER RECORD YEAR FOR GENERAL CARGO AT THE PORT OF BALTIMORE'S PUBLIC MARINE TERMINALS! The Port handled 10.9 million tons of autos and light trucks, containers, roll-on/roll-off (farm, mining and construction equipment), forest products and breakbulk cargo at the state-owned terminals.

In addition to general cargo, records were set for both containers and cars/light trucks as Baltimore continues to handle more vehicles than any other port in the nation. Roll-on/roll-off saw an increase, and overall the Port's market share for that cargo continued to lead the nation. As such, the Port remains one of Maryland's leading economic engines.

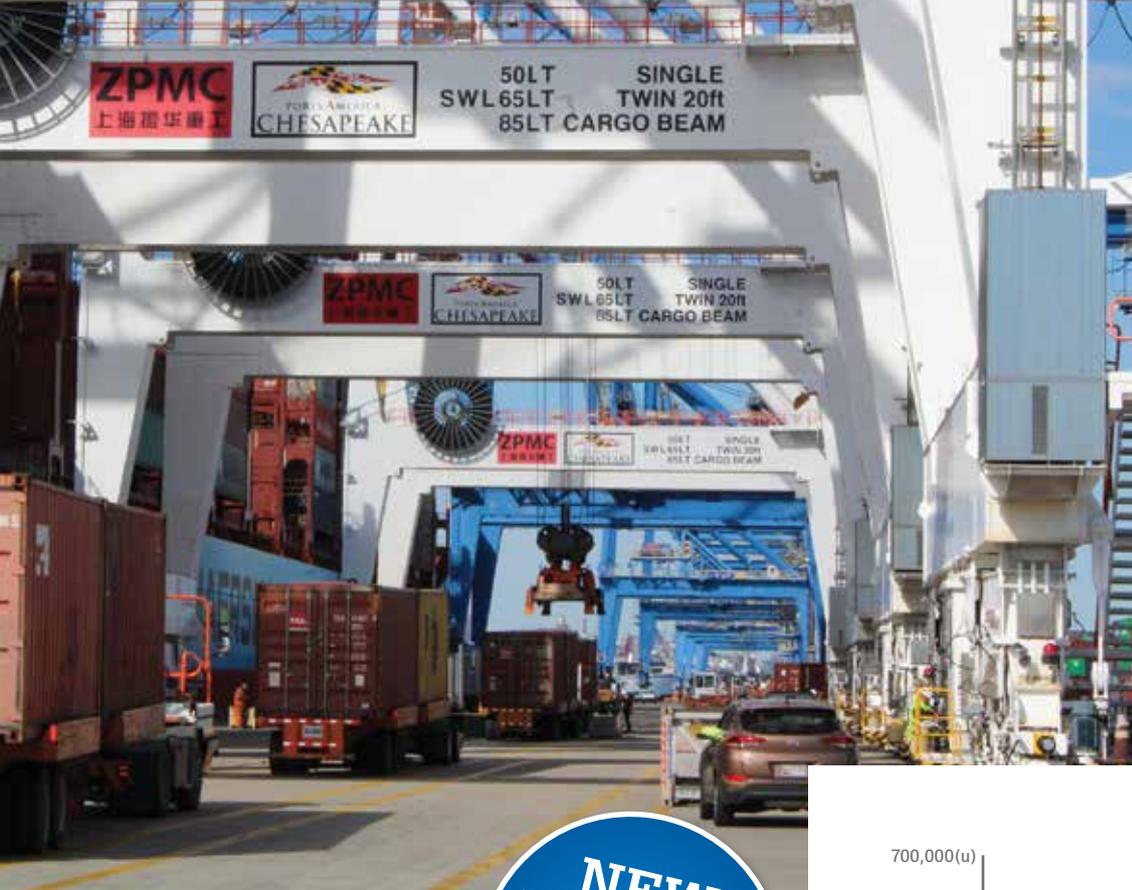


GENERAL CARGO

2018: **10,934,154 Tons** 2017: **10,737,488 Tons**

PERCENT CHANGE: **+1.83%**





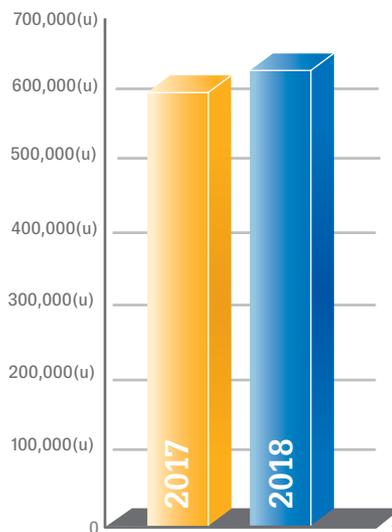
Containers

FOR THE FIRST TIME IN ITS HISTORY, THE PORT OF BALTIMORE CROSSED THE 1 MILLION TEU THRESHOLD AND EXTENDED ITS STREAK FOR CONTAINER GROWTH TO 10 YEARS. Vessels visiting the Port continued to get larger, and, in 2018, the Port welcomed the largest vessel to ever call at its Seagirt Marine Terminal, the 11,000-TEU *Gunde Maersk*. Ocean carriers have indicated their intention to continue bringing these larger class vessels to the Port, as it has the capability to handle 14,000-TEU ships.

Shippers have responded positively to the Port's advantageous location in the middle of one of the largest and wealthiest consumer groups in the nation. Potential tariff impacts have also accelerated cargo growth throughout the region.

In addition to the new gantry cranes delivered in 2018, Ports America Chesapeake has planned infrastructure investment in more container-handling equipment, which includes a commitment for another complement of Neo-Panamax ship-to-shore cranes.

Further supporting these developments, the Maryland Department of Transportation Maryland Port Administration (MDOT MPA) received a \$6.5 million



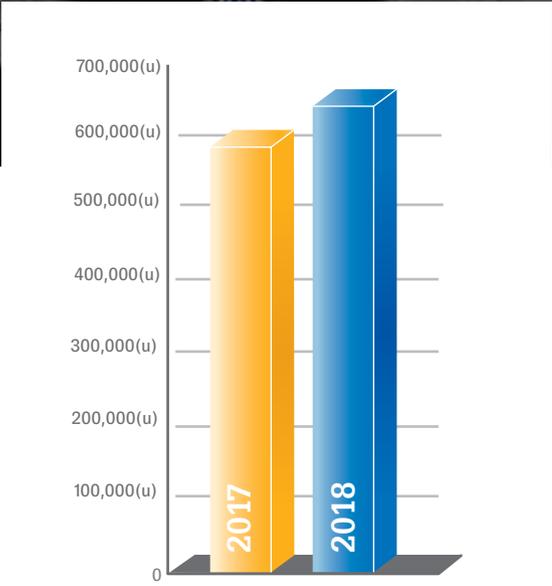
CONTAINERS

2018: **627,144 Units** 2017: **596,972 Units**

PERCENT CHANGE: **+5.05%**

federal grant to create a second deep-draft berth at Seagirt. A new near-dock chassis yard recently opened, allowing for more cargo capacity at Seagirt.

Distribution center growth also remains robust near the Port as millions of square feet of warehouse space was delivered in 2018. This trend will continue in 2019 as beneficial cargo owners and developers are expanding existing operations and building new facilities in anticipation of more Port-related volume.



Autos

FOR THE EIGHTH CONSECUTIVE YEAR, THE PORT OF BALTIMORE HANDLED MORE CARS AND LIGHT TRUCKS THAN ANY OTHER U.S. PORT, WITH **850,147 UNITS**. Concentrating more specifically on the state-owned marine terminals, a record 636,575 cars and light trucks crossed the public docks last year, including a record 442,838 imports.

Most of the Port's auto-manufacturing customers had volume increases in 2018, especially Mazda, Mitsubishi, Nissan and Subaru. Chrysler imports were also strong. The Port's exotic original equipment manufacturer customers, such as Lamborghini, McLaren and Aston Martin, all had increased volumes as well. The Port's healthy used-car export market to Africa was also strong again. Total 2018 U.S. auto sales were \$17.3 billion, with light trucks and SUVs accounting for 65 percent of the market.

Baltimore's advantages as an auto port are many. For imports, Baltimore's geographic location as the closest East Coast port to the Midwest allows cars to be shipped to inland destinations in the most cost-effective and efficient manner. The same geographic advantage also helps with export autos coming from the Midwest. The

AUTOS

2018: 636,575 Units 2017: **586,696 Units**

PERCENT CHANGE: +8.69%

(Including the private terminals, the Port of Baltimore handled a record 850,147 cars and light trucks, which was the highest in the U.S. for the eighth consecutive year.)

Port also offers auto manufacturers choices, with four on-dock auto processors, a large number of haul-away trucking companies and all major ocean carriers. With its unique quality assurance program, Quality Cargo Handling Action Team, or QCHAT, Baltimore guarantees that each auto leaving or arriving receives top-notch handling. With these benefits in its back pocket, it's easy to see why Baltimore continues to have great success with the auto industry.

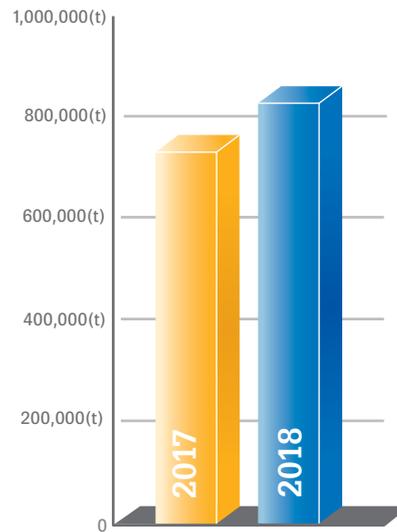
Roll-on/Roll-off

ROLL-ON/ROLL-OFF CARGO CONTINUED TO GROW AT THE PORT OF BALTIMORE IN 2018. Although international market conditions created some ups and downs in this commodity, the Port remains the top U.S. port for high and heavy farm and construction equipment. Leading manufacturers John Deere, Caterpillar and CNH Industrial all had positive 2018 campaigns. There was also some new business with Oxbo, Rapid and Morooka.

Another positive sign was the continued rebound of the mining industry. Port customers Doosan and Volvo Construction each enjoyed successful years.

While imports are expected to remain strong, the strength of the dollar and uncertainties over tariffs will likely slow exports.

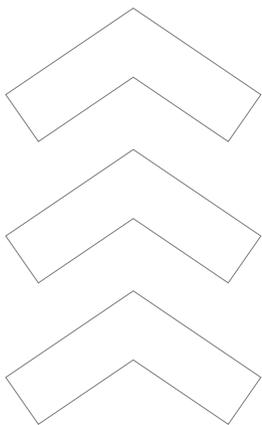
Baltimore's success in the roll-on/roll-off market stems from many factors, including its location as the closest East Coast port to the Midwest, a large and diverse group of competing ocean carriers and a unique and unrivaled quality program that brings together all the key players in the ro/ro supply chain. The Port's strong reputation for efficiency, quality and labor are all factors that encourage shippers and carriers to use Baltimore for their ro/ro cargo.



ROLL-ON/ROLL-OFF

2018: 820,445 Tons 2017: 727,946 Tons

PERCENT CHANGE: +12.71%



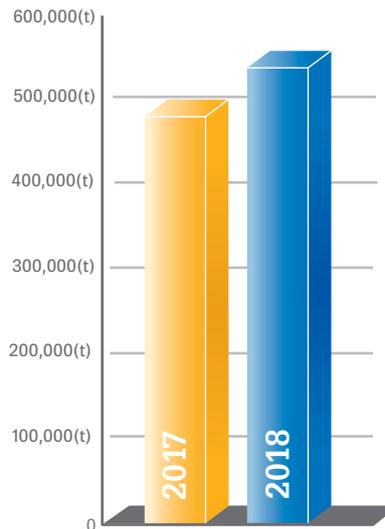
Forest Products

METSÄ BOARD OF FINLAND CONTINUED TO SHIP PAPERBOARD FOR PRODUCTS THROUGH THE PORT.

The newest mill in Sweden manufactures folding box boards for use in the food packaging industry, which was a new product line for the Port in 2017. With the increase in online shopping, there is an even a greater demand for packaging material.

The Port is fortunate to have the services of one of the top international forest product manufacturers, UPM of Finland, which is in its third year of a 10-year contract. The Brazilian eucalyptus wood pulp that had been arriving for years was shifted to a private terminal within the Port in late 2017. Some of that volume is returning to the state-owned public terminals in 2019.

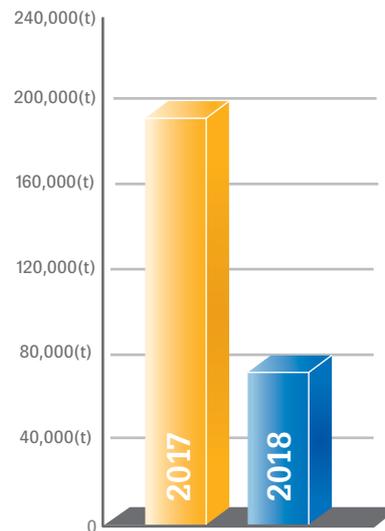
As a longtime national leader in forest products, Baltimore offers its customers outstanding facilities, including state-of-the-art warehouses. Add to that operational efficiencies, deep water, a proximity to large consumer groups and a reputation for damage-free handling and it's easy to see why Baltimore continues to be a strong player in this market.



FOREST PRODUCTS - PAPER

2018: **534,339 Tons** 2017: **477,672 Tons**

PERCENT CHANGE: **+11.86%**



FOREST PRODUCTS - PULP

2018: **70,428 Tons** 2017: **191,196 Tons**

PERCENT CHANGE: **-63.16%**

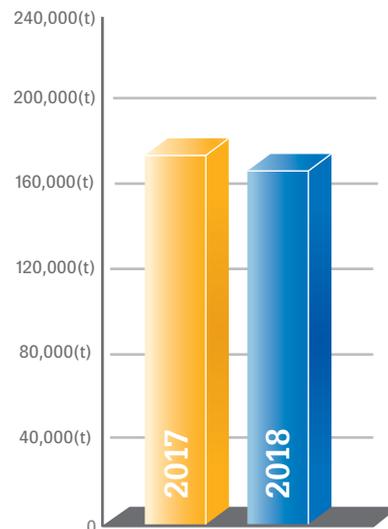


Breakbulk

WHILE BREAKBULK WAS DOWN IN 2018, MUCH OF THAT WAS DUE TO CARGO SHIFTING FROM THE PORT OF BALTIMORE'S STATE-OWNED MARINE TERMINALS TO PRIVATE TERMINALS WITHIN THE PORT. The greater Port remains a viable breakbulk port.

The Port's proximity to Pennsylvania, West Virginia and Ohio makes it an ideal port for handling cargo destined for those states. The power-generation market and the auto-press projects going to Detroit have also gone through the Port. An ongoing export business of nuclear casts, weighing up to 300,000 pounds, with accessory crates weighing up to 80,000 pounds, came through the Port on their way to Russia, South Africa and the United Kingdom.

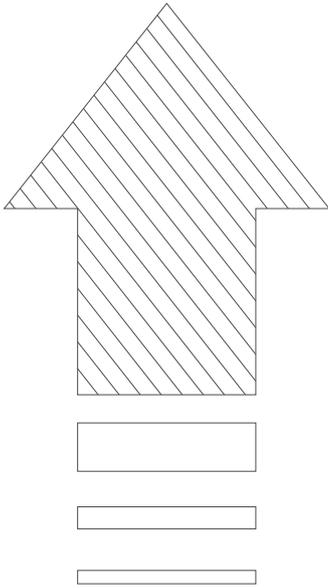
The public terminals have made significant inroads in recent years with other breakbulk cargos, including wind turbines, transformers, locomotives and refinery and energy production equipment. Two heavy-lift cranes and enhanced on-dock rail capabilities allow direct discharge on and off a ship. The Dundalk Marine Terminal sports three heavy-lift pads with a capacity of 32.5 tons per axle per pad that helps the Port with heavier loads.



BREAKBULK/BULK

2018: **165,201 Tons** 2017: **173,669 Tons**

PERCENT CHANGE: **-4.88%**



Cruise

THE PORT OF BALTIMORE CONTINUES TO BE A POPULAR CRUISE PORT. Carnival Cruise Line and Royal Caribbean, two of the world's largest cruise lines, sail year-round from Baltimore to the Bahamas, Bermuda, the Caribbean and New England/Canada. Last year, the Port offered 94 home port and four port calls.

In 2018, in addition to Carnival and Royal Caribbean, the Cruise Maryland Terminal also welcomed the *AIDA Diva*, *Hebridean Sky*, *Asuka II*, *Artania* and Korean Navy ships.

With the Cruise Maryland terminal optimally positioned immediately off Interstate 95, Baltimore regularly attracts cruisers who can drive from neighboring states

to reach their ship. In addition to being an excellent drive-to port, Baltimore also benefits from having three Class A airports and Amtrak train service in the region.

The MDOT MPA made several improvements to the Port's cruise terminal, including expanded restroom facilities, new carpeting, a new VIP lounge, a new PA system with monitors and new ticket kiosks. Passengers love the enclosed breezeway, which protects them from inclement weather from the terminal to the ship. A new passenger waiting area was also added.

With an ideal location within one of the largest U.S. consumer markets in the state with the highest median household income, the Port continues to be an attractive place to start a cruising vacation.

Your gateway to your getaway!

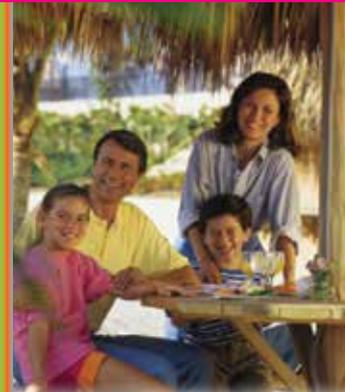




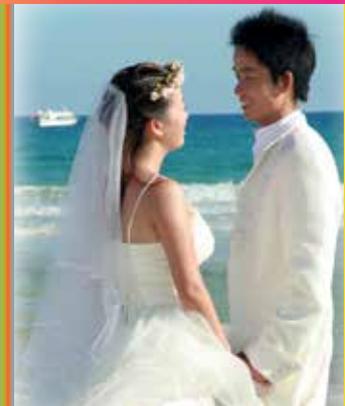
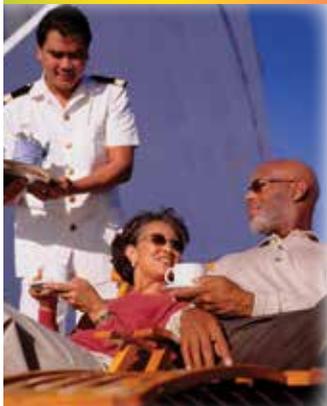
Call your
travel agent
today.

Cruise MarylandTM
from the Port of Baltimore
Gateway to your Getaway!

**Sailing Year Round from Baltimore to the
Bahamas ~ Bermuda ~ Eastern/Western/Southern
Caribbean ~ New England/Canada**



cruisemaryland.com ~ 1.866.427.8963



www.facebook.com/cruisemd



MDOT Secretary Pete K. Rahn MDOT MPA Executive Director James J. White

FEDERAL SUPP RT



BY TODD KARPOVICH

Port Gets Funding to Upgrade Berths

Federal lawmakers showed their support for the Port of Baltimore and its pivotal role within the national maritime industry by securing a \$6.6 million federal grant to build an additional 50-foot-deep berth to accommodate some of the world's largest container ships.

The federal grant, awarded through the BUILD (Better Utilizing Investments to Leverage Development) program, will be used to construct a second berth capable of handling large container ships and cargo as part of the Seagirt Marine Terminal modernization project. This will considerably increase the region's shipping and trade capacity, resulting in an added beneficial economic impact and more jobs for Maryland.

U.S. Senators Ben Cardin and Chris Van Hollen, along with Congressmen Dutch Ruppersberger, Steny H. Hoyer, Elijah E. Cummings, John P. Sarbanes, Andy P. Harris, John K. Delaney,

Anthony G. Brown and Jamie B. Raskin, made a joint announcement about the funds.

"These federal funds are an investment in Maryland and all our working families, who deserve a stable job market and a healthy local economy," the lawmakers said in their joint statement. "This grant will keep the Port of Baltimore competitive among deep-berth ports and will provide continuing economic dividends for Baltimore's workforce and across the state. We appreciate [U.S. Transportation] Secretary Chao working with us on this important issue — Team Maryland stands united to use every opportunity to ensure these kinds of investments in Maryland's economy continue through the next Congress."

The overall cost for deepening the berth will be \$32.7 million. In addition to the federal money, the state has awarded \$7.8 million toward the project, and Ports America



Chesapeake, which operates the Seagirt Marine Terminal for the Maryland Department of Transportation Maryland Port Administration (MDOT MPA), will supply another \$18.4 million.

This second 50-foot-deep container berth will allow the Port to handle two supersized container ships simultaneously. The growth should pave the way for the Port to break even more records for handling cargo. Construction is scheduled to begin in the second half of this year and take approximately one year to complete.

Under a public-private partnership agreement signed in 2010 with Ports America Chesapeake, a 50-foot-deep

draft berth was constructed at the Seagirt Marine Terminal. The Port is one of only a few East Coast ports with a channel that is deep enough to accommodate these massive container vessels that come through the Panama Canal.

Last fall, the Port welcomed the largest container ship to ever visit Maryland when the 11,000-TEU (twenty-foot equivalent unit) container ship Gunde Maersk arrived at Seagirt. The largest container ship to previously visit the Port was an MSC vessel that had a 9,700-TEU container capacity in 2017.

The Port has seen significant

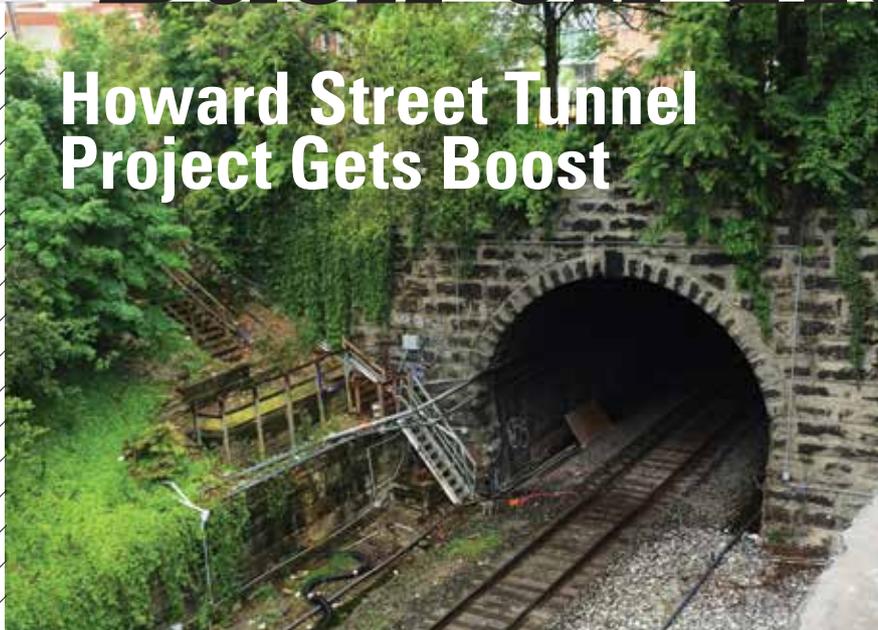
growth in its container business over the last several years. Last year, a record 596,972 containers made their way across the Port's piers. Through October 2018, containers were 5 percent ahead of last year's record.

In 2018, the Port's state-owned marine terminals established records for:

- **Best fiscal year (July 2017–June 2018) for general cargo tons:** 10,976,270 tons;
- **Best quarter for general cargo tons:** 2,797,656 tons (second quarter);

BBB Back on Track

Howard Street Tunnel Project Gets Boost



The long-awaited Howard Street Tunnel project is moving forward again after CSX returned to the table with a \$91 million commitment.

Height restrictions within CSX's Howard Street Tunnel currently prevent the shipment of double-stacked intermodal containers by rail to and from the Port. This limitation puts Baltimore at a competitive

disadvantage because all other major East Coast ports have double-stack rail capacity.

U.S. Senators Ben Cardin and Chris Van Hollen, along with Congressmen Dutch Ruppersberger, Steny H. Hoyer, Elijah E. Cummings, John P. Sarbanes, Andy P. Harris, John K. Delaney, Anthony G. Brown and Jamie B. Raskin and Baltimore Mayor Catherine E. Pugh,

met with CSX CEO Jim Foote at the U.S. Capitol to discuss a path to replace the Howard Street Tunnel, which has widely been described as "ancient."

With its supersized cranes and deep container berth, the Port of Baltimore is one of only a few East Coast ports that can accommodate the biggest ships in the world. The Port's next goal is to allow trains to carry double-stacked containers, which would expand Port business and maintain and increase jobs.

This project is estimated to create about 500 construction jobs over five years. Following completion, the project would lead to an estimated 3,000 jobs as a result of increased business through the Port, which would handle about 80,000 additional containers annually.

"We are pleased that CSX has reversed its position on the Howard Street Tunnel project and is once again supportive and willing to participate," Sen. Cardin said. "Replacement of the Howard Street Tunnel is in the economic best interest of Baltimore and the region, as well as safety for the immediate area. It's now

#1

for autos / light trucks / roll-on/roll-off heavy farm and construction machinery/ imported sugar

- **Best first six months for general cargo tons:** 5,562,954 tons; and
- **Most TEU (twenty-foot equivalent unit) containers in one month:** 90,152 units in May.

Among the nation's ports, the Port of Baltimore ranks first for autos and light trucks, roll-on/roll-off heavy farm and construction machinery and imported sugar. The Port ranks second in exported coal. Overall, the Port ranks ninth among all ports for the total dollar value of cargo and 12th in foreign cargo tonnage. 🌐

incumbent on all stakeholders — federal, state, local and others in the private sector who would benefit from this project — to come together to update the finance plan for getting this done in the most efficient and safe manner possible.”

For many years, the cost to reconstruct the Howard Street Tunnel to accommodate double-stack intermodal trains was estimated at \$1-\$3 billion. There were also overriding concerns about disruption to the surrounding communities during construction.

“The Howard Street Tunnel is central to the success of the Port of Baltimore and the region's economy,” said Sen. Van Hollen. “We were deeply concerned when CSX appeared to be walking away from the deal to expand the tunnel, and we're pleased to hear they're back at the negotiating table and are committing \$91 million to the project. We will remain in close contact with all of the partners in this critical project to ensure we are able to move goods and freight across the state to support our workers and our economy.” 🌐

Picorp Inc.
Baltimore



- ★ Container Sales & Modifications
- ★ Container Yard Services
- ★ Trucking & Logistics
- ★ Trailer Repair & Service
- ★ Mobile Repairs

FIVE STAR SERVICE

Main Office: 410-633-7800
Trailer Div.: 410-633-8120

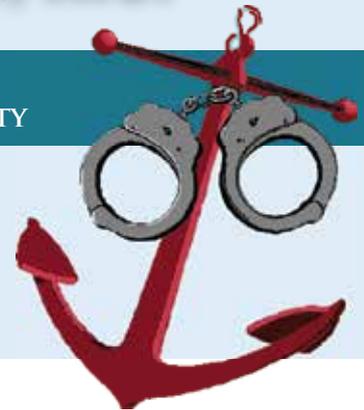
www.picorpbalt.com

6508 East Lombard Street
Baltimore, MD 21224

BATA Marine, Inc.

SECURING THE PORT...
LINE HANDLING AND SECURITY

Office: 410-808-1050
Fax: 410-569-5342
Email: batamarine@comcast.net
website: www.batamarineinc.com



**24 HOUR OPERATION
BONDED AND INSURED**



CNH Industrial

Thrives on Port Partnership, Amenities

INFRASTRUCTURE UPGRADES HAVE ENSURED SUCCESS

BY MARY MAUSHARD | Photography by Donovan Eaton Photography



→ The CNH Industrial Baltimore office is led by (from left) Sanh Nguyen, Donna McDermott and Mike Malkinski. The firm is one of the world's leading heavy-equipment manufacturers.

Since 2002, CNH Industrial, one of the world's leading heavy-equipment manufacturers, has enjoyed a profitable and deepening relationship with the Port of Baltimore and its partners and shipping lines.

The future of that relationship appears even brighter.

"The Port of Baltimore is nearly a perfect port location for our whole goods distribution, which is why a high percentage of all North American import

and export cargo arrives or departs from Baltimore," said Mike Malkinski, CNH Industrial's Supervisor in Baltimore for Port Operations, NAFTA Region. "The Port's investment in infrastructure ... allows CNH Industrial to be in one location and still import cargo using multiple vessel lines."

Initially, CNH Industrial moved about 50,000 roll-on/roll-off vehicles — or 60 percent of its cargo volume — across the Port's docks.





“ From the ILA workers to the Port partners, the people in the Port of Baltimore really contribute to the process of doing business, making it easier to move our units.”

— Mike Malkinski, CNH Industrial’s Supervisor, Port Operations, NAFTA Region

Among CNH’s 12 brands are Case IH farming equipment, CASE Construction Equipment and New Holland Equipment.

CNH Industrial has the distinction of being the only manufacturer with its own operation at the Port of Baltimore.

The Maryland Department of Transportation Maryland Port Administration (MDOT MPA) has been a strong partner in CNH’s growth, especially through its commitment to developing infrastructure, Malkinski said. “The infrastructure upgrades have ensured that our cargo arrives and is discharged or loaded safely.”

More than “just a landlord,” the Port values partnerships and the

importance of people working for all the partners. “The Port helps CNH Industrial develop solutions and mitigate roadblocks that ultimately keep our cargo moving,” Malkinski added. “From the ILA (International Longshoremen’s Association, AFL-CIO) workers to the Port partners, the people in Baltimore really contribute to the process of doing business, making it easier to move our units.”

Among the partners that help CNH keep its cargo moving, Malkinski cited Ports America Chesapeake, Mid-Atlantic Terminal, Ceres Terminals, Grimaldi Lines, AVI, Amports and Wallenius Wilhelmsen Solutions.

The Port’s strengths also include its location and transportation options, Malkinski added. Its proximity to major interstates allows CNH to “maximize our capacity for shipping by truck,” and the CSX and Norfolk Southern railroads move export cargo into Baltimore.

CNH Industrial, formerly Case New Holland, is a leading global capital goods company engaged in the design, production, marketing, sale and financing of agricultural and construction equipment, trucks, commercial vehicles, buses and specialty vehicles for firefighting and defense. CNH also manufactures engines, transmissions and axles for those vehicles and engines for marine and power-generation applications.

The firm employs 63,000 people in 66 plants and 53 research and development centers worldwide. Its headquarters are in London. The Baltimore office is at 2700 Broening Highway; the regional office is in New Holland, Pa.

Focusing on its customers and their needs is a major objective for the world leader in agricultural and construction equipment. “We use customer feedback to help develop company-wide strategies that

empower our colleagues on the front lines, those who regularly interact with customers, suppliers and vendors, to make decisions that will meet the customers' needs faster and more reliably," Malkinski said.

Throughout the firm, sustainability also motivates operations. CNH starts at home by investing in the development of its employees and then investing in the communities in which it operates. "CNH Industrial engages with local communities through many different service programs, including supporting relief efforts following natural disasters, promoting youth education and developing projects to enhance food security and help communities respond to climate change," Malkinski said.

In North America, CNH supports Habitat for Humanity, American Cancer Society, Junior Achievement, Future Farmers of America and Team Rubicon, as well as local philanthropies. At the Port, CNH participates in MDOT MPA's annual Ro/Ro Rodeo to acquaint longshore men and women with the equipment they will drive on and off ships and operate around the Port.

To keep its future in Baltimore looking bright, CNH Industrial keeps its eyes on industry trends. Among them are automation and autonomous vehicles, precision farming, telematics and open connectivity, product service and increased options for alternative fuels, with a commitment to sustainable farming. 🌐



AT-A-GLANCE

FOUNDED: 1999

HEADQUARTERS: London, England

EMPLOYEES: 63,000 employees in 180 markets globally; 9,200 in the U.S.

BALTIMORE OFFICE: Mike Malkinski, Supervisor, Port Operations, NAFTA Region

cnhindustrial.com



Baltimore International Warehousing Corporation

All Ways Transportation, Inc.

400,000 Sq. Feet
Large Modern Fleet of Tractors & Chassis

38 Dock Doors

Import and Export Consolidation

Alarm Central Station

Packing and Crating

Bonded Warehouse

Bonded Carrier

L.T.L. Deliveries

CFS

AIB Certified

**BRINGING
THE
WORLD
TO YOUR
DOOR**

7646-56 Canton Drive
Baltimore, MD 21224

410-633-3500
FAX 410-633-4147

sue@biwt.com
www.BIWT.com

FLEXI VAN®

Leasing Chassis Since 1955

Premium Intermodal Chassis

20', 40', 45', combo triaxle, extendable, and others

Dedicated Baltimore Service Center

Reliable full service maintenance and repair

Pool & Fleet Management Products

Including inspections, maintenance and repair, and road service

Short & Long Term Contracts

Customized to fit your needs

FLEXIDAY® Daily Rentals

Book your chassis online at ChassisNow.com



YOUR FLEXIVAN SALES REPRESENTATIVE

Ed Ashton
Tel.# (443) 320-4750
EAshton@FlexiVan.com

FLEXIVAN SERVICE CENTER

4901 Holabird Avenue
Baltimore, MD 21224
Tel.# (410) 633-2400

www.FlexiVan.com



A Productive Partnership

PORT OF BALTIMORE,
BDC EXPAND FOREIGN
TRADE ZONE TO LURE
NEW BUSINESS

BY TODD KARPOVICH

Photography by Donovan Eaton Photography

The Baltimore Development Corporation (BDC) works closely with the Port of Baltimore to attract new businesses to the state and help existing ones expand.

BDC administers Foreign Trade Zone (FTZ) #74 and recently received approval from the U.S. Department of Commerce's Foreign Trade Zones Board to expand its service area to include Howard and Queen Anne's counties.



“Expansion of the FTZ enables more Maryland jurisdictions to increase their participation in the global economy by providing tools to reduce individual business operation costs.”

— Susan Yum, Managing Director of Marketing and External Relations, BDC

FTZ #74's service area already includes Baltimore City and Baltimore, Harford, Cecil and Anne Arundel counties.

FTZs are designated areas where international goods can be stored and fabricated, but still be considered part of international commerce. Goods are not subject to U.S. taxes or duties until transferred to the U.S. market outside of trade zone areas. Companies are allowed to build, manufacture and manipulate components into finished products for U.S. sale or re-export.

“We collaborate with many local partners to provide quality and effective services to city businesses,” said Susan Yum, Managing Director of Marketing and External Relations for BDC. “The Port of Baltimore is integral in our discussions with companies doing business globally, whether they are existing businesses or potential prospects analyzing sites for future locations.”

Together, the Maryland Department of Transportation Maryland Port Administration (MDOT MPA) and BDC “have the capabilities to address the landside and waterside business needs,” she said. “Expansion of the FTZ enables more Maryland jurisdictions to increase their participation in the global economy by providing tools to reduce individual business operation costs.”

Yum added that the expanding trade zone would allow businesses to hold inventory close to their customer base without duty fees, thus helping cash flow. She cited Belts Logistics Services as an example of a business that has taken advantage of FTZ benefits.

BDC prepared FTZ #74's expansion request for the FTZ Board and U.S. Customs and Border Protection (CBP) in conjunction with

← Numerous professionals at the Port of Baltimore, such as Wallenius Wilhelmsen Group staff members Roderick “Rod” Pickens and Sarah Stewart, work closely with the Baltimore Development Corporation to help spark new business.



**Central
Maryland
Chamber**

The Center of Intelligent Business

8385 Piney Orchard Parkway
Odenton, MD 21113

410-672-3422
info@CentralMarylandChamber.org

*The Central Maryland Chamber of
Commerce is the primary business
resource and advocate as the area
experiences exponential growth.*

Come Grow with Us!

www.CentralMarylandChamber.org

We
**ADVOCATE
PROMOTE
INFORM &
CONNECT**



Howard and Queen Anne's counties' economic development leaders to meet the growing requests from existing industry to have access to FTZ benefits.

"The FTZ program assists companies doing business globally by deferring certain taxes until their products are ready for the U.S. markets," said William H. Cole IV, BDC President and CEO. "FTZ #74 helps increase activity at the already vibrant Port of Baltimore, which is an important economic engine for the Baltimore region as well as the State of Maryland. Howard and Queen Anne's counties are a welcome addition to Baltimore's FTZ."

Baltimore's FTZ #74 is one of four zones in the state and the most active, with 18 operators managing facilities supporting 193 warehouse/distribution companies throughout the service area. FTZ #74 directly supports more than 750 jobs.

"The FTZ program is a value-added incentive for Queen Anne's County companies that are importing goods," said Jean E. Fabi, Economic Development Manager at Queen Anne's County Department of Economic and Tourism Development. "The ability to reduce customs duties and fees will certainly help their bottom line. I look forward to working with the Baltimore Development Corporation to get businesses certified."

BDC serves as the overall economic development agency for the City of Baltimore. Its mission is to retain and expand existing businesses,



Industrial Chic Photos for Home and Office

by Kathy Bergren Smith

WWW.KBSMITHPHOTO.COM

Prints and Gifts from the Waterfront



attract new opportunities that provide jobs for city residents and increase investment in city neighborhoods.

According to a report issued by the Foreign Trade Zones Board, Maryland recently ranked eighth in FTZ merchandise received. The Port is ranked first in the number of automobiles/light trucks received and in roll-on/roll-off cargo.

"Howard County is home to a vibrant advanced manufacturing and importing industry that will directly benefit from the expansion of FTZ #74," said Lawrence Twele, CEO of the Howard County Economic Development Authority. "We are excited to provide our community with access to this valuable resource and to assist businesses with taking advantage of this unique offering." 🌐



AT-A-GLANCE

William H. Cole IV,
President and CEO

Kimberly A. Clark,
Executive Vice President

LOCATION: 36 S. Charles St.
Suite 2100, Baltimore, MD 21201
410-837-9305
info@baltimoredevelopment.com

baltimoredevelopment.com

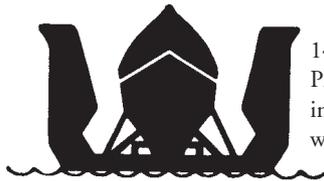


MOBILE FULL SERVICE SHIP REPAIR YARD

Emergency/Maintenance | Field & Shop Repairs | Machine Shop/Fabrications
Serving Baltimore, Wilmington & Philadelphia
Around-The-Clock Service
Floating Equipment To Service Vessels At Cargo Piers
Dry Dock & Wet Berth Services

RIDING CREWS TO SERVICE VESSELS WHILE UNDER WAY

The General Ship Repair Corp.



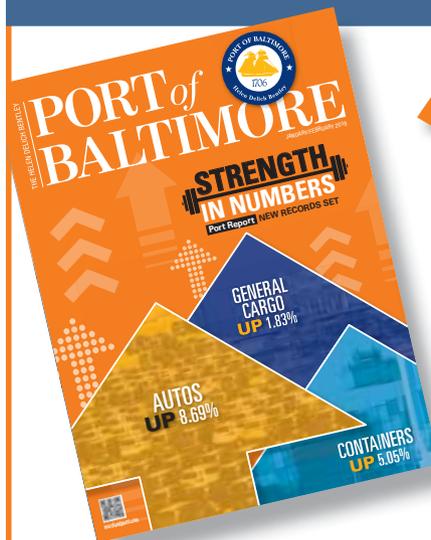
1449 Key Highway, Baltimore, Maryland 21230
Phone: 410/752-7620 | Fax: 410/752-4650
info@generalshiprepair.com
www.generalshiprepair.com



Industrial Division of The General Ship Repair Corporation
Commercial & Industrial Repairs | Structural & Mechanical
Machining & Fabrications

*"A Baltimore Tradition With Over Seventy-Five Years
In The Same Location"*

REACH TOP MARITIME INDUSTRY DECISION-MAKERS



If you are reading this, so are your potential customers! Put your message in front of them in the next issue:

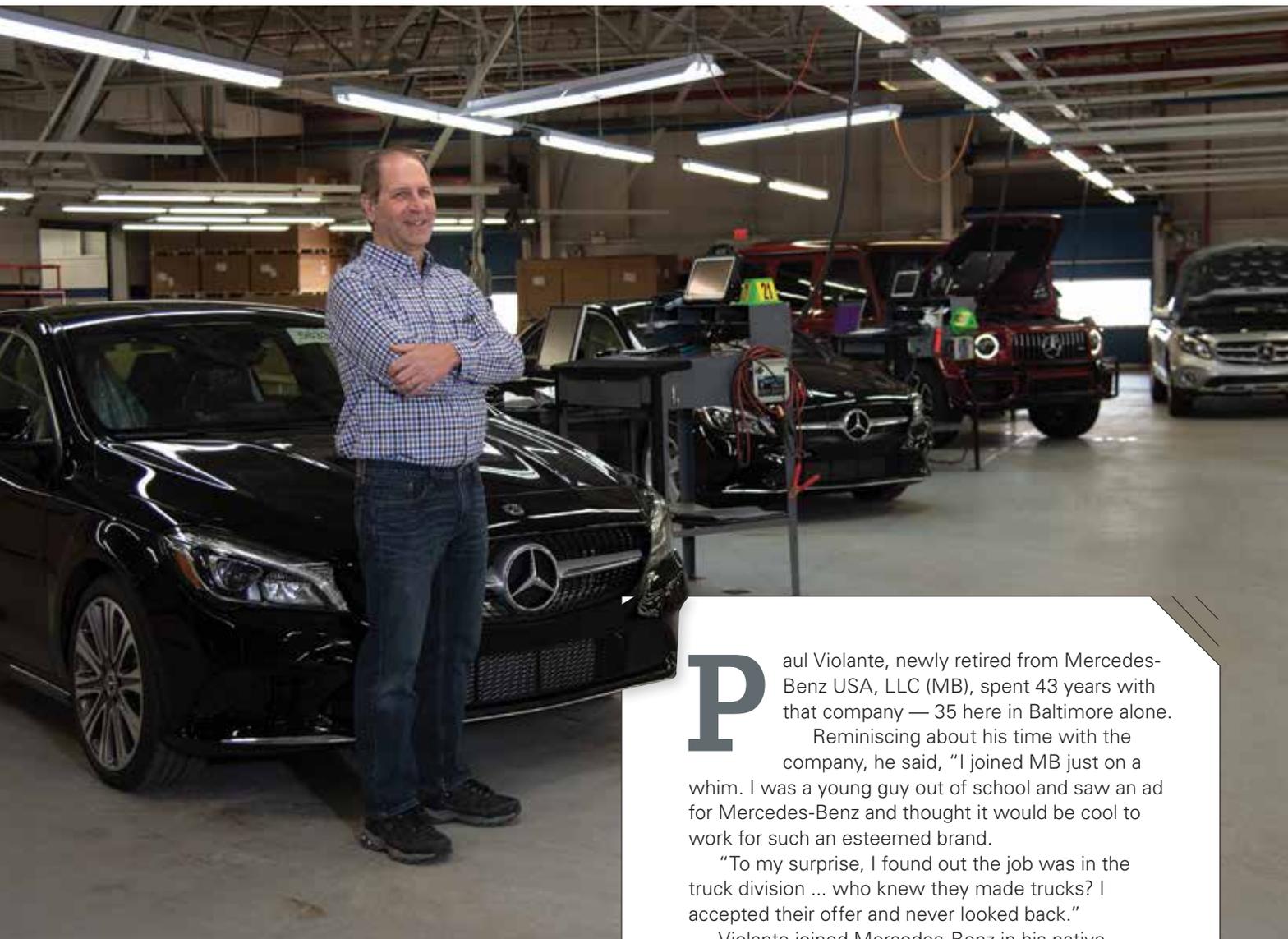
March/April

FOR MORE INFORMATION

Contact Steve Lassiter at **443.909.7828**
or steve.lassiter@todaymediacustom.com

The Best or Nothing

PAUL VIOLANTE RETIRES FROM MERCEDES-BENZ AFTER LONG CAREER IN BALTIMORE **BY MERRILL WITTY** | *Photography by Donovan Eaton Photography*



Paul Violante, newly retired from Mercedes-Benz USA, LLC (MB), spent 43 years with that company — 35 here in Baltimore alone. Reminiscing about his time with the company, he said, “I joined MB just on a whim. I was a young guy out of school and saw an ad for Mercedes-Benz and thought it would be cool to work for such an esteemed brand.

“To my surprise, I found out the job was in the truck division ... who knew they made trucks? I accepted their offer and never looked back.”

Violante joined Mercedes-Benz in his native New Jersey, but in 1980, he had the opportunity to switch to passenger cars if he were willing to move to Houston, Texas. He was. He remained there until

1983, when an opportunity came up to get back to the East Coast. That's when he came to Baltimore.

Speaking of the Baltimore Vehicle Preparation Center (VPC), from which he retired with the title of Department Manager, he said, "The VPC is a quality-control center, responsible for shipping Mercedes-Benz vehicles and Smart electric cars directly to the dealers for sale to their customers. The VPC is also responsible for processing Sprinter vans. From here, those vehicles are shipped directly to the body builders, mainly to be built into motor homes. The VPC inspects the vehicles to be sure they all meet Mercedes-Benz standards when they arrive at the dealers via one of our dedicated truck carriers.

"The VPC installs some accessories, such as the lighted grille star, spoilers and comfort boxes, just to name a few. The VPC management team works with our employees to be sure they are maintaining their training to the latest technology available."

Violante said one of the greatest accomplishments he's overseen is that "we have been able to maintain a great core of employees who are dedicated to high performance and delivering 'The Best or Nothing' to our customers. We have many employees who are long-tenured, and they work each day living that mantra with each Mercedes they inspect.

"Mercedes-Benz is a great company that recognizes the needs of its employees and works to provide them with good wages and benefits, and a safe work environment," he continued. "For me personally, I have been very fortunate to have started out working from the entry-level position at the VPC, up to becoming the manager here in 2012.

"The future is always changing,

“ We have been able to maintain a great core of employees who are dedicated to high performance and delivering ‘The Best or Nothing’ to our customers.” — *Paul Violante*

and we are fortunate that Mercedes-Benz recognizes that we must change to meet the future demands. The biggest change coming is electric vehicles and autonomous vehicles. We have people who are on the cutting edge of both of these fields, and they constantly work with our employees to be sure that they are ready for that new technology."

Violante said the Maryland Department of Transportation Maryland

Port Administration (MDOT MPA) is a great partner. "Mercedes-Benz has been in the Port of Baltimore since the mid-1960s and has recently taken the opportunity to extend our lease for many years to come here in Baltimore. From the top, with [MDOT MPA Executive Director] Jim White, all the way down the ladder to the people on the ground, they are always willing to listen and discuss any topic or issues that we have." 🌐

Moss Marine USA



Workshop Services & Specialty Products
Ship & Industrial Equipment Repair

- ★ Hull ★ Piping Systems ★ Cargo Gear ★ Ramps ★ Welding ★ Machining ★
- ★ Cranes & Rigging ★ Main Propulsion & Auxiliary Machinery ★ Underwater Services ★

mossmarine@aol.com
www.mossmarineusa.com
(410) 542-8775

YOU CAN ACCESS THE PORT OF BALTIMORE DIRECTORY ONLINE!

At **POBDirectory.com**, you'll find more than 1,000 companies indexed by hundreds of categories, including Cargo Handling and Equipment Rental, Sales & Services.

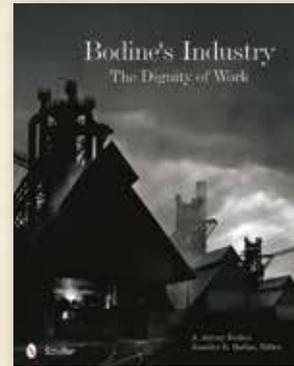




STORY BY KATHY BERGREN SMITH

Edwin and Maud Well-Suited for Traveling the Chesapeake

We often hear about the “Age of Sail” and think it refers to 18th-century swashbuckling pirates. In fact, the cargo piers at the Port of Baltimore were often occupied by sailing vessels well into the 20th century. Regional cargoes now move by tug and barge or tractor trailer, but the Chesapeake was well-suited to sailing vessels purposefully built for hauling a variety of local produce and products. The *Edwin and Maud* was one such vessel. The three-masted



A. Aubrey Bodine

“ram” schooner called at Baltimore on a regular schedule, delivering pine lumber from the Carolinas and returning laden down with fertilizer. The 125-foot ship had a shallow draft, much like a sailing barge. It was built in 1898 in Bethel, Delaware and named for the captain’s children.

This image is from 1938, when the schooner trade thrived. Gradually, as trucking made this trip shorter and less expensive, the sailing ships disappeared from the cargo lanes. But the *Edwin and Maud* adapted and endured. Renamed the *Victory Chimes*, she is the last of the ram schooners in operation, hauling passengers instead of lumber. Designated a National Historic Landmark, she is home-ported in Rockland, Maine.

Each summer, those wishing to experience the Age of Sail can spend a long weekend or a week cruising on the ship through the islands of Penobscot Bay. 🌐

This image is from the archive of A. Aubrey Bodine (1906–1970). During his nearly 50-year career as a *Baltimore Sun* photographer, Bodine captured the city with an artist’s eye. His fine art work is known worldwide. Bodine’s work is available for viewing and prints and books may be purchased at www.aubreybodine.com.

Delaware Bay Launch Service, Inc.

Serving the Mid-Atlantic Since 1973 ...



Service Up to 100nm Offshore from New York to North Carolina

- 5 U.S.C.G. Inspected Crewboats
- Stores, Spares & Personnel Transport
- Regulated Garbage Removal
- Offshore STS Lightering Support
- Dredge Support
- Offshore Wind O&M Transport
- Personnel On Duty 24/7
- Dive Support
- Soundings
- Warehousing
- 30 Ton Shore Crane
- Fresh Water Deliveries

Vessels Available for Long Term Charter

Phone: 302.422.7604 Fax: 302.422.3885

VHF Ch. 09

www.delawarebaylaunch.com

Email: info@delawarebaylaunch.com

Maryland Department of Transportation
Maryland Port Administration
The World Trade Center Baltimore
Baltimore, MD 21202

Presorted Standard
U.S. Postage
PAID
Baltimore, MD
PERMIT NO. 5415



ACE LOGISTICS

Now Serving Los Angeles, Stockton, Seattle, Charleston & Oakland

WAREHOUSING | TRANSPORTATION | CONTRACT PACKAGING | DISTRIBUTION



FOREIGN TRADE ZONE

4200 Boston Street
Baltimore, Maryland 21224
1.800.486.5996 | Cell: 410.294.4517
Email: alec@acelogisticsonline.com

- Cross-Docking
- Consolidation
- Drayage Services