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JULY/AUGUST/SEPTEMBER 2020

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Port's New Executive Director

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PORT of BALTIMORE



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BILL MCALLEN

ON THE COVER:

Bill Doyle brings a wealth of experience in the maritime industry as the new Executive Director of the MDOT MPA.
Photography by Bill McAllen.



Port of Baltimore Tweet Highlights

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Spiderman?!

No, just the Maryland Pilots who climb aboard huge vessels every day to help them navigate safe entry. Appreciate what these men and women do to bring consumer goods, cars, and many other commodities to the marketplace!
#Open4BizMD

We appreciate our #tugs

who continue to do their part in our supply chain to make certain general consumer goods, farm and construction machinery, cars, sugar, and many other commodities get to the marketplace!
#COVID19

Attention birders!

Come to Masonville Cove and passively observe two recently born eaglets! Please respect distancing guidelines and wear face coverings. Do not approach them closely, chase, or follow them.
#MDOTgreen

Ports America Chesapeake is the leading terminal operator and stevedore in the Port of Baltimore—proudly managing Seagirt Marine Terminal and servicing the largest container vessels calling the U.S. East Coast. Through our multi-commodity operations, we safely handle containers, autos, roll on, roll off, project, and break-bulk cargos—bringing the world to Maryland's door.

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GOVERNOR'S MESSAGE

Port Remains Open for Business

As we continue to make great progress in our fight against COVID-19, I would like to recognize and commend the Port of Baltimore for the incredible work they have done during this unprecedented and challenging time.

Since the beginning of the pandemic, members of the maritime community have performed their jobs with admirable dedication and commitment. The Port of Baltimore has remained open for business throughout this crisis, and has provided invaluable contributions to our state, as medical supplies and consumer goods continue to come in and out through our Port, allowing store shelves to be restocked, providing important supplies to address the crisis, and helping people provide for their families. At the same time, the Port has implemented important safety measures to protect employees, as well as everyone within the supply chain, including the end consumer, from the virus.

In July, the Port continued to serve an essential role in the recovery of global commerce, moving significantly more cargo of key commodities compared to June; and in August, the Port announced the largest number of containers moved on and off a single vessel in its 314-year history. This record container activity is a significant milestone for the Port of Baltimore and a sign that the maritime shipping

industry is fueling Maryland's economic recovery. As the global economy recovers, the Port of Baltimore will serve an essential role in ensuring smooth movement of goods through the global supply chain.

In addition to the countless acts of service from our Port community, over these last several months, I have witnessed many examples of compassion and generosity exhibited by Marylanders helping other Marylanders. It is during these tough times that we need each other the most. If we continue to do our part by wearing a mask, physical distancing, and washing our hands frequently, we will get through this together.

I'd like to once again welcome William P. (Bill) Doyle as the new Executive Director of the Maryland Department of Transportation Maryland Port Administration. Though he begins his service in challenging times, Bill is a seasoned maritime executive who I know will do a fantastic job leading the great Port of Baltimore. I am confident that under his leadership, the Port will continue to provide outstanding service and progress for the state.

Together, we are Maryland Strong and will continue to change Maryland for the better.

Larry Hogan, Governor

EXECUTIVE VIEW

Port Will Continue to Thrive Through Challenging Times

Greetings, Port of Baltimore! I value this opportunity to serve as the Executive Director of the Maryland Department of Transportation Maryland Port Administration (MDOT MPA).

Thank you to Maryland Gov. Larry Hogan and Transportation Secretary Greg Slater for your confidence. Together with both of you, our MDOT MPA employees, and the Port of Baltimore workforce, we are going to thrive! I also want to thank Jim White for his outstanding leadership, including attracting an unprecedented level of new business to the Port.

We have an incredible opportunity to grow the Port of Baltimore. I have worked and lived in and around Baltimore for the past 18 years. I know the Port of Baltimore is a huge employment anchor for the region. Taking this seat during the COVID-19 pandemic is a significant challenge.

However, we're going to thrive nonetheless!

Normally, I would want to meet as many of you as possible. Some of those meetings though are going to have to wait until it's safer to do so. Rest assured, I will still be out and about with proper face coverings and adhering to distancing guidelines. There is nothing more important to me than making sure we are all following every health and safety protocol, because your health is always my first priority.

Until we can operate in a more normal fashion, we can meet virtually. Baltimore is the best port in the world, and you have proven that you are the best team in the world! I wish you and your families good health. Be safe — onward!

William P. Doyle, Executive Director



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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.

NEWSMAKERS

Volkswagen Opens New Tradepoint Atlantic Vehicle Terminal at Port of Baltimore



Volkswagen Group of America Inc. officially opened its new vehicle terminal at the Tradepoint Atlantic terminal at the Port of Baltimore in July.

The new operations will serve about 302 dealers in the mid-Atlantic.

The terminal is part of Volkswagen's \$150-million investment in the Baltimore region that will create about 100 new jobs at the Port.

The grand opening was highlighted by the arrival of the transport vessel *Bishu Highway*, which delivered 797 vehicles from Europe. Volkswagen, Audi, Lamborghini and Bentley vehicles will be imported and processed at the Port.

The combination of a direct connection to the national rail network and easy access to major highways will lead to improved customer service and faster vehicle delivery times for dealerships throughout the mid-Atlantic region. Tradepoint Atlantic Terminal is Volkswagen's eighth port in the U.S.

The site will also help decrease the distance needed to deliver vehicles to regional dealers, which in turn helps reduce carbon emissions associated with these vehicle deliveries. This is a key building block in Volkswagen Group's global strategy to become carbon neutral across its business by 2050.

Under the terms of the 20-year lease agreement with Tradepoint Atlantic, Volkswagen's vehicle



\$150-MILLION INVESTMENT in the Baltimore Region

import and processing facility will encompass more than 4 million square feet (115 acres) at Tradepoint Atlantic's terminal, a 3,300-acre multimodal global logistics center. The Port will be responsible for the import of about 120,000 vehicles per year from European and Mexican production facilities, with increased volumes expected over time.

Tradepoint Atlantic is the largest private terminal within the Port of Baltimore. The location of Volkswagen's new processing center was formerly the site of Bethlehem Steel, which closed in 2012. The Port transported about 857,890 vehicles in 2019. 🌐

NEWSMAKERS

Choptank Transport Helps Deliver Meals to Children and Seniors

Choptank Transport, a third-party logistics company headquartered in Preston, Md., has been using its grey Ford Transit, known as "the Chopvan," as a goodwill ambassador during the pandemic, delivering meals to local children and the elderly.

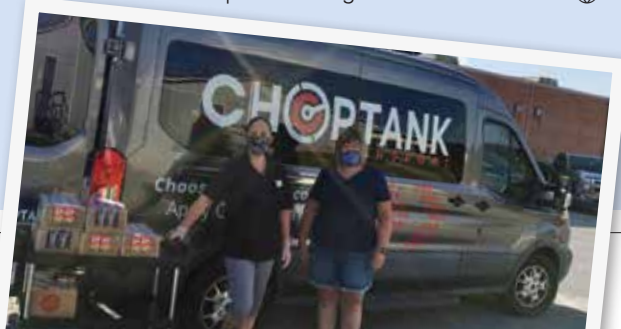
"Choptank Transport has always aspired to be a civic-minded member of its community," said Choptank

President and CEO Geoff Turner. "And since we are all about transportation, what better way to help our neighbors in these difficult times than by deploying the Chopvan to help transport meals to our Caroline County neighbors?"

The program has delivered an impressive

174,500 meals to children and 41,600 meals to seniors as of July. Four days a week, at breakfast, lunch and dinner, the food arrives at the doorsteps of those in need.

In addition, the Caroline Helping Hands weekend backpack program, funded by Food for Learning and the Caroline Foundation, has provided 15,000 backpacks during the COVID-19 crisis. 🌐



NEWSMAKERS

John S. Connor Contributes to Operation Enduring Friendship

John S. Connor Global Logistics was lauded by Maryland Gov. Larry Hogan for helping expedite the shipping of tests for the COVID-19 virus from South Korea in an initiative called "Operation Enduring Friendship."

Earlier in the spring, the state of Maryland acquired 500,000 COVID-19 tests from South Korea's LabGenomics, which was deemed an exponential game-changing step forward on a large-scale testing initiative.

"We were asked to consult on a number of issues related to the import of the test kits from Korea," said Lee Connor, President of John S. Connor. "This involved logistics details to transport the kits from Korea to their final destination at a temperature-controlled facility. This included certain aspects of the customs clearance and FDA clearance required for this product. Ultimately, we provided the services to clear customs and FDA as well as helped to facilitate the final delivery to a warehouse carried out by the State National Guard."

In addition to John S. Connor, Gov. Hogan thanked LabGenomics and Samsung SDS for the logistical support, Korean Air for the charter flight and the Korea Trade-Investment Promotion Agency for helping with the project. 🌐

"The accolade acknowledges our commitment to continuous improvement and providing outstanding logistics services."

NEWSMAKERS

Wallenius Wilhelmsen Wins Accolade from John Deere

Wallenius Wilhelmsen was named "Supplier of the Year" in the Logistics Supplier category of the John Deere Achieving Excellence Program.



This means Wallenius Wilhelmsen has achieved Partner-level supplier status for the 12th year in a row.

Suppliers who participate in the program are evaluated annually across several key performance categories, such as quality, cost management, delivery and technical support.

"The accolade acknowledges our commitment to continuous improvement and providing outstanding logistics services," Wallenius Wilhelmsen officials said in a statement.

In 2015, Wallenius Wilhelmsen signed a 30-year contract with the Maryland Department of Transportation Maryland Port Administration that guaranteed the firm would serve the Port of Baltimore through 2045.

The deal also supported nearly 1,000 jobs at the Port and another 1,500 indirect jobs generated by the shipping company's business in Maryland.

The deal has helped Baltimore secure its place as the top port in the United States for roll-on/roll-off cargo, such as harvesters, combines, excavators and dump trucks.

Last year, the Port handled a record 43.6 million tons of cargo, including more than 11 million tons of general cargo at the state-owned public terminals for the first time ever. In addition, the number of vehicles — 857,890 — ranked first among all U.S. ports in that category for the ninth consecutive year.

John Deere also has a long history of moving equipment through the Port to locations around the world. The company participates in the Port's annual Ro-Ro Rodeo in the spring, where workers learn to navigate the latest equipment. 🌐

CARGO

Port Workers Set Record for Container Moves

Longshore workers at Seagirt Marine Terminal conducted 5,536 container moves while handling the Maersk *Edinburgh* when it called at the Port in August. It was the largest number of moves for a single ship in the Port's 314-year history, surging past the previous record of 5,181 moves, set last year.

Container moves are the number of times an imported container is unloaded from a ship, as well as when an export or empty container is loaded onto a ship.

The Maersk *Edinburgh* has a capacity of 13,092 Twenty-foot Equivalent Unit (TEU) containers. Maersk Line is a member of the 2M shipping alliance with Mediterranean Shipping Co.

"We're seeing more containerized cargo coming into the Port of Baltimore because we maximize cooperation with the private sector," said William P. Doyle, Executive Director of the Maryland Department of Transportation Maryland Port Administration. "The



Port of Baltimore thrives on its growing, open-for-business focus to attract partnerships, including e-commerce-related warehousing, distribution and fulfillment centers." 🌐

CARGO

July Cargo Numbers Show Significant Increase Over June

The Port's state-owned, public marine terminals showed signs of economic recovery in July, with cargo numbers increasing significantly compared to June.

There were double-digit increases for general cargo (15.0%), as well as for autos/light trucks (55.4%), roll-on/roll-off (13.5%), and containers (11.7%).

"The positive trends we're seeing at the Port of Baltimore give us confidence that Maryland's economy is recovering in a big way," said Gov. Larry Hogan. "We're seeing new records for container moves and noteworthy cargo increases — all strong signs of consumer confidence."

Additional positive indicators include imported autos/light trucks that, after being discharged from


ships, are heading straight to dealerships instead of waiting a few days for pickup. Recently, Volkswagen began importing autos at Tradeport Atlantic's Sparrows Point facility. Ports America Chesapeake is the stevedore for the terminal's vehicle operations.

"We are seeing cargo volumes improving month over month in most sectors, including huge upticks in automobiles," said Maryland Department of Transportation Maryland Port Administration (MDOT MPA) Executive Director William P. Doyle. "We have also attracted new business, which has increased the volume of containerized cargo on recent supersized ships calls to the Port of Baltimore. These are all good



"The positive trends we're seeing at the Port of Baltimore give us confidence that Maryland's economy is recovering in a big way."

— Gov. Larry Hogan

signs, though we must recognize this still remains an unpredictable maritime trade environment." 

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EVENT

Port Suppliers Win Awards for **'World-Class' Service**

Two Port of Baltimore partners in importing agricultural equipment were recognized recently for their outstanding service by AGCO, a leading agricultural equipment manufacturer.

Ports America Chesapeake (PAC) and Atlantic Container Line (ACL) were named two of three Partner-level suppliers during AGCO's recent North American Virtual Supplier Event. These were among 13 awards given to a variety of suppliers.

"AGCO's Partner-level suppliers have surpassed

the top level of achievement in innovation, world-class service, global growth and cost savings," according to a news release from AGCO announcing the awards.

ACL and PAC work together to move AGCO products into the United States. ACL brings the equipment from Europe to the Port of Baltimore, where PAC takes over to off-load the equipment and drive it to its "first point of rest," said Joseph Marecki, Administrator of Business Development for High and Heavy Roll-on/Roll-off at the

Maryland Department of Transportation Maryland Port Administration.

"AGCO has suppliers for everything. To be named in the top 13 is a significant award," said Marecki. It is also a boost for the Port, making it more attractive to other vendors, who want to take advantage of the high-quality service in Baltimore.

"We handle a lot of AGCO's product. AGCO is important to our success," Marecki said. The Duluth, Ga.-based firm has a processing plant in Edgemere, where many of the imports go for last-minute attention before being trucked to distributors.

"These awards celebrate suppliers who have provided exceptional services in areas such as corporate sustainability, innovative solutions, quality products and effective collaboration," said Robert Crain, AGCO's Senior Vice President and General Manager, North America. "AGCO, our dealers and the world's growers are well-served by these relationships and the outstanding capabilities they deliver." 🌐

CONSTRUCT REPAIR REBUILD



GreenPort



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

Masonville Cove Reopens for Outdoor Activities

Masonville Cove urban wildlife refuge is again welcoming visitors — and there are two new eaglets to see. Born in the spring to the same pair of bald eagles that nested at Masonville last year, the young eagles can sometimes be seen flying and perching. They made their first appearance outside the nest in June.

Visitors still must observe the young birds from a distance and are asked not to chase them or follow them if they fly to another area.

"This is a very exciting development for all of our Masonville Cove partners," said Kristen Fidler, Director of Harbor Development for the Maryland Department of Transportation Maryland Port Administration (MDOT MPA). "We take a lot of pride in making sure we provide a safe and protective environment for the eaglets. We know there is a lot of interest in seeing them and other species in their environment."



➔ For hours of operation, visit www.masonvillecove.org.

Masonville Cove is reopened to the public with restrictions. The environmental education center remains closed due to COVID-19. Cove visitors must observe physical distancing guidelines and wear masks when distancing is not an option. They are also asked to register at a station outside the environmental center. 🌐

Partial VW Settlement Boosts Dray Truck Fund

The Port of Baltimore has another \$500,000 available for its Dray Truck Replacement Program, thanks to Maryland's Volkswagen (VW) Mitigation Plan and the Maryland Department of the Environment (MDE).

The Port's highly successful replacement program offers eligible dray truck owners up to \$30,000 to replace older trucks (engine model years 1996-2006) with a newer, cleaner model. This makes a truck purchase more affordable and helps to improve air quality at the Port and surrounding neighborhoods.

"The Port of Baltimore's dray truck replacement program has contributed greatly to reduced emissions and cleaner air around the Port and its surrounding communities," said Transportation Secretary Gregory Slater. "This funding

will allow even more older trucks to be replaced by newer models that are cleaner and more efficient."

The U.S. Environmental Protection Agency (EPA) established the mitigation plan to implement a 2016 settlement that determined VW had violated the Clean Air Act by installing software in its diesel cars to defeat emissions standards. Maryland was awarded \$75.7 million for specifically defined mitigation projects to remediate nitrogen oxide (NOx) emissions in the state.

This funding announcement represents the first distribution of funds from Maryland's VW settlement. The dray truck program will receive \$2 million of that award, with the remaining \$1.5 million

to be released over the next several years. This first installment will fund the replacement of up to 16 dray trucks.

"We're investing in cleaner trucks to cut pollution and clear the air for Port employees and communities," said Maryland Secretary of the Environment Ben Grumbles.

Since 2008, the Port has replaced 217 dray trucks, 110 pieces of cargo-handling equipment, 16 locomotive engines and 10 marine engines, using federal and state grants including the Diesel Emissions Reduction Act. This has resulted in emissions reductions of 3,304 tons of NOx, 922 tons of carbon monoxide, 165 tons of particulate matter and 141 tons of hydrocarbons. 🌐

➔ For more information on the program, please visit www.dieselupgrades.org/drage-truck-frequently-asked-questions.

Port Recertified for Environmental Management

The Maryland Department of Transportation Maryland Port Administration (MDOT MPA) has successfully met the stringent requirements necessary to be recertified for its ISO 14001 Environmental Management System (EMS) for the third time.

The Port's recertification assures customers and stakeholders that cargo-handling activities at the Port's state-owned terminals conform to international standards for environmental excellence. It also recognizes the many environmental initiatives and programs that have made the Port a leader in environmental stewardship and sustainability.

"Receiving this coveted recertification for the third time is especially significant because it signals that MDOT MPA once again has met the requirement for 'continuous improvement' of our environmental management system," said Bill Richardson, MDOT MPA's General Manager of Safety, Environment & Risk Management (SERM). "ISO 14001 Certification tells the world that the Port of Baltimore is an exceptional steward of its environment."

Awarded by NSF International, a third-party evaluator, the certification ensures that MDOT MPA complies with federal and state environmental and safety regulations. It also encourages continual improvement with an annual audit required between recertifications.

The extensive recertification process ensures "that the Port's individual programs and projects help implement environmental sustainability and that we successfully accomplish what we set out to do to protect and enhance the environment," said Shawn Kiernan, MDOT MPA's Environmental Manager.

The Port was the first state agency to be certified with the ISO 14001 status in 2011, with recertifications in 2014, 2017, and now again in 2020. 🌐



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**TradePoint Atlantic welcomes Mr. William Doyle to the Maryland Port Administration!
We look forward to a strong partnership and continued success as part of the Port of Baltimore.**



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A New Path



BILL MCALLEN

WILLIAM P. DOYLE TAKES OVER AS EXECUTIVE DIRECTOR OF MDOT MPA

William “Bill” P. Doyle was appointed as the Executive Director of the Maryland Department of Transportation Maryland Port Administration (MDOT MPA) by Gov. Larry Hogan on July 22.

In this position, Doyle will oversee and manage the Port of Baltimore’s six state-owned, public marine terminals. The marine terminals handle autos, breakbulk, containers, cruise, farm and construction equipment, and forest products.

Prior to his appointment to the MDOT MPA, Doyle was the CEO and Executive Director for the Dredging Contractors of America, a nonprofit trade association that represents the interests of the U.S. dredging and marine construction industry. Doyle developed the organization’s first formal continuing strategic plan and crafted legislative initiatives in conjunction with the White House and Congress that resulted in securing more than \$2 billion for harbor maintenance dredging, deepening, widening, coastal restoration and beach nourishment for the association’s membership.

In the following Q&A, Doyle shares goals for his tenure and his vision for the future of the Port of Baltimore.



Q What attracted you to this job?

The Port of Baltimore is really unique because it’s such a diverse port. Containers, ro/ro (high and heavy and autos), forest products and cruise are all handled by our state-owned public marine terminals, while coal, sugar, salt and other bulk cargos are handled by our private terminals.

One of the things that make this Port so great is the relationship between the public and private terminals. We’re all one Port of Baltimore and that’s not the case with other ports. I also appreciate how much the Port of Baltimore means to Gov. Larry Hogan and Transportation Secretary Greg Slater, and the strong support the Port receives from the state and federal legislators. These were very important considerations to me. The Port of Baltimore is great!

Q What are your immediate goals?

I am getting a full assessment from staff and stakeholders on all Port business and projects. I’m now meeting with and will be meeting with key partners like the ILA; our truckers, who are so important to the Port’s overall success; our private

↑ Pictured above: Bayard Hogans of Ports America Chesapeake as well as Joe Cook and Tonya Walker of International Longshoremen’s Association Local 333 joined Doyle on a visit to Seagirt Marine Terminal.

terminals; Ports America Chesapeake; and Tradepoint Atlantic, which is doing just a terrific job at Sparrows Point. I'll be meeting with our key customers. Relationships are critical in this business and I want our customers to know they can count on me for whatever they need.

First and foremost, however, is dealing with the COVID pandemic. Our priority is safety first — this includes not just social distancing, but social responsibility. Social responsibility lies with the individual — meaning be careful at work, stay home if you are sick, and respect new distancing guidelines. It also means to be careful during off-duty hours so that workers do not contaminate their workplace when they return. I think the ILA did a great job and got the message out early on that.

Q You are a former Federal Maritime Commissioner. Can you talk about that experience?

Those years at the Federal Maritime Commission were busy and transformative. I was involved in everything in ocean transportation and logistics. While I was there, the ocean carriers went through two major cycles of ocean carrier alliances, the Hanjin bankruptcy, and the Panama Canal was expanded to handle bigger ships. I worked with ports on congestion issues and also interacted directly with many of the ocean carrier owners and C-level executives in the supply chain. We had open and direct discussions that helped form good relationships.

That's how I want to approach my role at the Port of Baltimore. I want to have open communication with everyone in the supply chain. Baltimore is here to serve the entire maritime

transportation and logistics system — we have a great team of dedicated MDOT MPA professionals and I look forward to leading them.

Q What are your thoughts on Baltimore as a major container port?

The Port of Baltimore is open for business. Ports America Chesapeake (PAC) is a great partner. I'm a big proponent of public-private partnerships and I know how valuable they are. Just recently, I signed the BUILD grant documents to get the ball rolling on dredging Seagirt Berth 3 to 50 feet in depth. PAC expects its four new super-post Panamax cranes to arrive during the first half of 2021. With dredging complete and new cranes, this will allow PAC to work two 14,000 TEU vessels at the same time.



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↑ Doyle tours Cox Creek dredged material containment facility (DMCF) with (left to right) Kristen Fidler, Holly Miller and Kristen Keene from MDOT MPA.

BILL MCALLEN

Q When do you think we will see a rebound with cars and high and heavy ro/ro?

The Port of Baltimore is the top port in the country for handling autos and high and heavy. It's going to take time, but it will happen. There's been a steadier stream of ro/ro vessel traffic in recent weeks. Purchasing of farm equipment, heavy-duty tractors, utility vans, SUVs and cars are all subject to business and consumer confidence. COVID is not just a health crisis; it's also an economic crisis.

Nevertheless, when consumer confidence bounces back, we'll be ready. We have premier world-class auto processing service facilities on or near dock, including AMPORTS, Mercedes Benz, Wallenius Wilhelmsen Solutions and Auto Warehousing Company. We have a tremendously skilled labor force that works well with our customers. I would also like

We're partnering with PAC to build the loop channel at Seagirt. The Army Corps of Engineers recently awarded MDOT MPA funding for the loop channel in its FY 2020 work plan. The loop channel will allow for a turning basin for the big ships. The Howard Street Tunnel project is a game-changer and we need to keep that moving forward. We're working closely with PAC. I can't emphasize enough the importance of being able

to double-stack rail cars in and out of the Port to deliver goods into the Ohio Valley market.

CSX is on board and I'm really excited to work with them. More rail cars mean more cargo and that means more business and jobs. I'm also very pleased that Norfolk Southern is here on-dock at our Seagirt container terminal. I want them to grow here.

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The Port of
Baltimore
cannot succeed
without
everyone pulling
in the same
direction.

”

to point out that during this COVID pandemic, Volkswagen began its new service in July, delivering vehicles through the Port of Baltimore's partner facility in Tradepoint Atlantic. This is Volkswagen's newest facility in the U.S. and it anticipates bringing in about 120,000 vehicles per year.

Q Do you think the cruise industry will be able to come back after COVID?

Yes. Cruisers love to cruise — they're a huge consumer base. Indeed, this is a very difficult time for the cruise industry. COVID-19 is hurting business — it was unforeseen and is devastating. That said, cruising is such a great value and we're so happy to have two of the leading cruise lines in the world, Carnival and Royal Caribbean, right here in Maryland. We'll also have two new ships in 2021 to look forward to.

Our cruise terminal is perfectly located right off Interstate 95 and we get so many people who come from New York, New Jersey, Pennsylvania, Virginia, West Virginia, Ohio, North Carolina and other states to cruise. The Port of Baltimore has become a very popular cruise port. We're going to do whatever we need to make cruising happen as soon as it is safely possible.

Q How important is having distribution centers and warehousing options so close to a port?

It's critical. There are so many warehousing and distribution centers that have sprouted up in recent years around the Port of Baltimore. Locally, distribution centers and warehousing have sprung up over the past 10 years in and around Broening Highway and South Clinton, Holabird, Keith, Boston and O'Donnell streets. In addition, you can see new warehouses, distribution centers and fulfillment centers right along the highways in Maryland, up through central Pennsylvania and into West Virginia and Ohio as well through Delaware and up into New Jersey and New York.

We're forming a beneficial cargo owner and warehousing roundtable where we can regularly communicate, discuss issues and improve business practices that would benefit everyone. We're going to continue to attract new business. It doesn't matter if that new business goes to our public terminals or our private ones, as long as it comes to the Port of Baltimore. Look at Tradepoint Atlantic and what they've done at Sparrows Point: Amazon, Under Armour, Home Depot, Floor & Décor, and just recently Volkswagen. They've transformed the historic Sparrows Point shipyard and turned it into a 21st-century, huge economic driver. We want to help businesses succeed as much as possible.

Q If there is one thing you want customers and stakeholders to know about you, what is it?

I want them to know that we will do everything in our power to make sure businesses are successful and that they're appreciated. This is a very competitive industry and I'm not going to take anything for granted.

The Port of Baltimore cannot succeed without everyone pulling in the same direction. From our truckers, to our longshore workers, to our railroads, to our pilots, to our freight forwarders, to our tug operators and so on, our entire supply chain has to move as one. And we'll do it. 🌐

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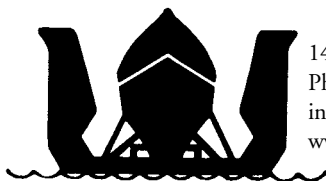
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A Life on the Water

THE EXPERIENCED **CAPTAIN BETH CHRISTMAN** NAMED VP OF ASSOCIATION OF MARYLAND PILOTS

BY TODD KARPOVICH

For Captain Beth Christman, there's nothing like a day on the water.

Over the past 24 years, Christman has traversed the region's waterways as a maritime pilot, a rare feat for a woman in such a male-dominated industry.

"I do not feel I was a trailblazer," she said. "Women came into the industry before me. At one point in my career, I worked at SUNY Maritime as an officer on the training ship, where I worked with the female cadets and helped them navigate the sometimes choppy waters of the Merchant Marine.

"As a pilot, I am starting to see more women as officers and crew on the ships arriving in Baltimore. I always take some time to speak to them when I'm piloting their ships."

Recently, Christman was elected Vice President of the group, replacing Captain John Colgan, who is retiring after four years in that position.

Christman was born and raised in Norwich, N.Y. She attended SUNY Maritime College and graduated in 1987 with a Bachelor of Science in Marine Transportation, an Unlimited Third Mate's License from the U.S. Coast Guard and a commission as an Ensign in the U.S. Naval Reserve.

She sailed on merchant vessels after graduation, working on tankers, tugboats, training ships and cruise ships. She passed her United States Coast Guard Unlimited Master's License exam in 1992.

Soon after, she returned to SUNY Maritime College to take night classes in the graduate program, while she worked on the Training Ship *Empire State VI*, ultimately graduating in 1995 with a

Master of Science in Transportation.

"I was very fortunate to work with some great individuals while I was at sea," Christman said. "They helped me as an officer with making good career decisions. There were not many women at the time sailing. Admiral Floyd Miller was the President of SUNY Maritime while I was there as a cadet and officer. I credit him with helping me make the decision to start my piloting career in Maryland.

"I went to him when I had a choice to make and he told me, 'There are two things I would have liked to have done in my life: be a pilot and run a marina.'

2010. She participates in the American Pilots' Association Navigation Technology committee and is a member of the Coast Guard's Merchant Mariner Medical Advisory Committee (MEDMAC). She also serves on the boards of the Propeller Club of Baltimore's Charitable Trust and the Dundalk Renaissance.

"I never wanted a desk job when I was looking at colleges. SUNY Maritime College fit that bill," Christman said. "I learned to be an officer in the Merchant Marine and decided to follow the traditional path, sailing on merchant vessels. After nine years at sea, I had my Unlimited Master's License.

“As a pilot, I am starting to see more women as officers and crew on the ships arriving in Baltimore. I always take some time to speak to them when I’m piloting their ships.”

That was coming from a man with a distinguished naval career, so I took that advice."

In 1996, she was selected by the Maryland State Board of Pilots and began training with the Association of Maryland Pilots on the Chesapeake Bay and C&D Canal. She completed her five years of training in 2001 and was licensed by the State Board of Pilots as an Unlimited Licensed Pilot. She was elected by the Association membership to the Board of Directors from 2006-2016.

In 2006, Maryland Gov. Robert Ehrlich appointed her to the Maryland State Board of Pilots, and she served until

"The next logical step was to go ashore or become a pilot. I applied to both shoreside jobs and pilot associations. I was offered jobs in both fields and selected the Association of Maryland Pilots. I have never regretted that decision once."

Christman has never lost her passion for being on the water. Every day presents a new opportunity and adventure.

"The sunrises and sunsets, changes in weather, wildlife, opportunity to meet people from different parts of the world, and last but not least, driving ships," Christman said. "I'm very fortunate to have a job that I love." 🌐

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