

THE HELEN DELICHT BENTLEY

PORT *of* BALTIMORE



MARCH/APRIL 2020

RISING *to the* OCCASION

Keeping the Supply Chain Going Amid COVID-19 Pandemic



INDUSTRIAL EVOLUTION

Warehousing,
Distribution Space
on the Upswing
at Port



marylandports.com

TAYLOR MACHINE WORKS X720RR



BUILT FOR RORO APPLICATIONS

The X-720RR was specifically designed for use on RORO (Roll On/Roll Off) ships. With an overall height of only 112-inches (top of cab) and an overall width of 135-inches, the X-720RR is second to none when operating within confined spaces. The offset cab features dual operating controls and a seat capable of rotating 180° degrees to allow the operator to face the direction of travel.



TNE



800.762.2500
TAYLORNORTHEAST.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
Gregory Slater



ACTING EXECUTIVE DIRECTOR
David Thomas

MARYLAND PORT COMMISSIONERS



Brenda Dandy



Christian Dean



Robert Huber



Rev. Dr. John A. Lunn, Sr.



Edward McDonald



David M. Richardson

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

Acting Executive Director

David Thomas – 410-385-4829
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

Kristen Fidler – 410-385-4563
kfidler@marylandports.com

Director of Security

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

Director of Planning

Jim Dwyer – 410-385-4469
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

General Manager Kim Fortuna

Advertising Director Steve Lassiter

Editor Todd Karpovich

Art Director Darby Lassiter

Senior Account Executive Karen Bark

Graphic Designer Courtney Fiore

Staff Writers Tina Irgang, Mary Maushard, Merrill Witty

Staff Photographer

Donovan Eaton Photography

Please address all advertising inquiries to Today Media Custom Communications, attention Karen Bark (karen.bark@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.

Here and Now

Deep Drafts, Large Cranes,
Intermodal Connections and
Expansive Supply Chain Support



Ports America Chesapeake's Seagirt Marine Terminal has a 50-foot draft berth, four super-post-Panamax cranes for ultra-large container vessels, complete intermodal services at Seagirt Container Transfer Facility, expansive terminal land area to support growing supply chains, and industry-leading vessel and terminal productivity. Please visit our website for more.



PORTS AMERICA
CHESAPEAKE

PACHesapeake.com
Twitter: @pachesapeake

↓ CONTENTS

March/April 2020



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



twitter.com/portofbalt



facebook.com/baltimoreport



instagram.com/portofbalt

BILL MCALLEN

FEATURES

18 Meeting the
Challenge
Port Doing Its Part Amid COVID-19

24 Industrial
Growth
Record Cargo Needs Extra Space

32 Environmental
Strides
MDOT MPA Fosters Good-Neighbor Policy



DONOVAN EATON

DEPARTMENTS

6
Governor's Message & Executive View

8
Soundings
Happenings Around the Port

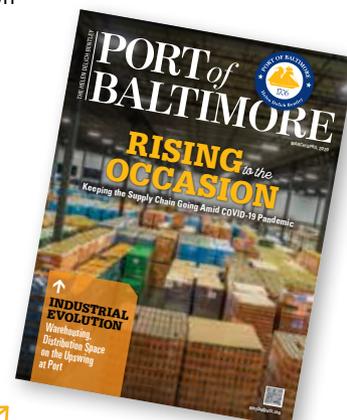
14
GreenPort

- MDOT MPA Manager Earns Climate Certification
- Cub Scouts Get Logistics Lesson
- Bald Eagles Nesting at Masonville Cove Again
- Port Project Makes Splash at Conference

COVER:
The Port of Baltimore is keeping the supply chain moving and navigating the challenges presented by COVID-19. Photograph courtesy of ACE Logistics.

40
Port Business / Overseas Shipping Inc.
Company Keeps Close Ties to Port

44
Port View
Port Covington Played Key Industrial Role





**WITH A FLEET OF MORE THAN
75 TUGS, INCLUDING 3 TRACTOR TUGS
IN BALTIMORE, McALLISTER TOWING
HAS BEEN PROVIDING UNSURPASSED
SERVICE TO THE MARITIME COMMUNITY
FOR MORE THAN 150 YEARS**



McAllister Towing of Baltimore

Capt. Mike R. Reagoso - Vice President & GM

www.mcallistertowing.com

GOVERNOR'S MESSAGE

Port Has Played Essential Role in Dealing with COVID-19

The world-wide spread of COVID-19 has led to considerable changes to our daily lives. As the situation continues to evolve and escalate, it has been essential that our administration be adaptive, innovative and inclusive in our response to this public health crisis. The health and well-being of our citizens is our top priority, and we have taken unprecedented actions to address this extraordinary situation.

As we address the spread of the virus, our administration is also cognizant of the economic impact of COVID-19 on our state's citizens and businesses. Fear and anxiety have generated growing economic uncertainty around the world, and global supply-chain disruptions have led to shortages of certain essential supplies. Our administration continues to examine and introduce initiatives, such as our recently announced economic relief package through the Maryland Department of Commerce and the Maryland Department of Labor, to assist citizens and businesses as this global pandemic is addressed.

As one of the busiest ports in the nation, the Port of Baltimore has been an important element to our efforts. Medical supplies and essential goods continue to enter through the port, providing essential resources to medical professionals and individuals. Important safety measures have been implemented and maintained to prevent contamination, and protect the safety and well-being of the dedicated labor force at the Port.

This truly is one of the most daunting challenges our state has ever faced, but sometimes the worst times have a way of bringing out the very best in people. Marylanders are a shining example of that, and we have seen so many examples of compassion and generosity in recent days. We are all in this together, and if we all do our part to rise to this challenge and to meet this moment, we will get through this together.

Larry Hogan, Governor

EXECUTIVE VIEW

Port, Governor Steadfastly Battling This Crisis

We are living and working in unprecedented times and navigating challenges that we have never experienced before. These are times of stress, anxiety, uncertainty and inconvenience. It has not been easy to adjust to many of the new norms that have come as a result of the coronavirus pandemic.

Gov. Larry Hogan's leadership has been exemplary and nationally recognized throughout this very challenging time. The aggressive measures he has mandated in Maryland are singularly focused to control the spread of the virus and protect human lives.

The health and well-being of the men and women who work at the Port of Baltimore is our top priority. We have been in constant communication with federal officials, U.S. Coast Guard, Customs and Border Protection, our customers, supply-chain partners and the general Port community since the beginning.

Even in these difficult times, the Port has remained open for business. Transportation and the movement of cargo remain essential. Times like this further substantiate how critically important the maritime industry is. It is often said that you learn the most about someone in a time of crisis. What we are going through now clearly fits that description and we are learning that our Port community is up to the challenge.

I want to thank all of you for your incredible dedication and commitment to getting your job done in this trying period. Please stay updated by following social distancing measures and general guidance issued by the Centers for Disease Control and Prevention and your health departments.

With all of us adhering to these recommendations, we will get through this together. Remain safe and be healthy.

David Thomas, Acting Executive Director



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



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

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

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.



↑ The panel of speakers for the Baltimore Council of Supply Chain Management Professionals (CSCMP) consisted of (from left): Rolando Batista, Senior Director, Supply Chain Strategy & Analytics for ASR Group; Maria Gutacker, Senior Manager of Imports for Ollie's Bargain Outlet; Ryan J. Polakoff, Vice President, Sales & Marketing for Nexterus and President of Nexterus Franchising, LLC; and Steven Phillips, General Manager for Floor & Décor.

EVENTS

Local Supply Chain Roundtable Draws Large, Diversified Audience

The Baltimore Council of Supply Chain Management Professionals (CSCMP) held a recent panel session that was attended by more than 100 members of the Port of Baltimore community.

The event addressed current and future supply chain trends, such as impacts on shipper/carrier relationships, trade tariffs, new technology for greater visibility and other significant developments that companies should be on the lookout for in 2020 and beyond.

Lydia Yodie, Senior Manager Business Development & Membership at the World Trade Center Institute, moderated the panel of four speakers:

▶ **Ryan J. Polakoff**, Vice President, Sales & Marketing for Nexterus Inc.

and President of Nexterus Franchising, LLC

▶ **Maria Gutacker**, Senior Manager of Imports for Ollie's Bargain Outlet Inc.

▶ **Rolando Batista**, Senior Director, Supply Chain Strategy & Analytics for ASR Group

▶ **Steven Phillips**, General Manager for the Baltimore site of Floor & Décor

The event was held at Jimmy's Seafood on Holabird Avenue, a short distance from the Port.

The Council of Supply Chain Management Professionals is the leading global association for supply chain management professionals, with over 9,000 members worldwide. 🌐

FUNDING

Port To Receive \$1.5 Million for Seagirt Study

The U.S. Army Corps of Engineers awarded the Port of Baltimore \$1.5 million as part of its 2020 civil works program dedicated to water-related infrastructure.

The Port's award will fund a study on navigation improvements at the Seagirt Marine Terminal to further accommodate some of the world's biggest cargo ships. The study will look specifically at the Seagirt Loop Channel, which would be deepened from 45 feet to 50 feet so that the ships could enter and leave Port berths without having to turn in the basin, as they do now.

The proposed project would cost \$33 million, with 75 percent paid by the federal government and the remaining 25 percent by the Maryland Department of Transportation Maryland Port Administration (MDOT MPA), said David Thomas, MDOT MPA Acting Executive Director.

The Seagirt award is part of \$18.2 million received by the Baltimore District of the Army Corps of Engineers for Chesapeake Bay projects, including Chesapeake Bay Oyster Recovery, the Mid-Chesapeake Bay Island design project and Baltimore Harbor and Channels. It is in addition to the district's 2020 federal budget allotment. 🌐



NEWSMAKERS

Port Receives Coast Guard Award for Security

The Port of Baltimore received a top rating for the 11th consecutive year in a security assessment performed by the U.S. Coast Guard.

The annual assessment reviewed the Port's six public marine terminals: Dundalk, Seagirt, North Locust Point, South Locust Point — including the cruise passenger terminal — Fairfield and Masonville.

"The rating is further proof that the Port of Baltimore is not only one of the most productive ports in America, but also among the most secure," said Gov. Larry Hogan. "We greatly appreciate the men and women who work hard every day to implement the practices and procedures to ensure our Port remains as safe as possible. Congratulations on this well-deserved recognition."

Each year, the Coast Guard Sector Maryland-National Capital Region conducts an inspection to ensure compliance with federal security regulations. The visual inspection includes a review of access control procedures and makes certain that physical security fixtures, such as high-mast lighting and fencing, are up to federal security standards.

In recent years, the Maryland Department of Transportation Maryland Port Administration (MDOT MPA), which oversees the Port's public marine terminals, has implemented new security initiatives and enhancements, including closed-circuit television, cybersecurity initiatives and stronger access-control technologies.

In addition to the Coast Guard rating, the Port of Baltimore also was recently recognized by *Security* magazine in its listing of the top U.S. seaports and airports for ongoing security programs and initiatives. 🌐

COURTESY OF THE U.S. COAST GUARD

IN MEMORIAM

Port Icon 'Sig' Shapiro Passes Away

M. Sigmund "Sig" Shapiro, who was active in the Port of Baltimore community throughout his life, passed away in March at the age of 92.

Shapiro's father, Samuel, founded Samuel Shapiro & Co. in 1915. The company played a key role for the U.S. after World War II, helping with recovery of European ports and shipping grain to devastated parts of the world in need of food.

Shapiro officially took over the company from his father in 1976. He led the firm for decades and grew its remarkable reputation in the industry with a keen focus on regulatory compliance, while retaining the values instilled by Samuel Shapiro.

Shapiro also served as a consultant to President Jimmy Carter in 1977 with the Torrijos-Carter Treaties involving the Panama Canal. In addition, he served as the Vice President of the National Customs House Brokers and Forwarders Association of America and was President of the Baltimore division of that chapter.

In 2002, Shapiro officially passed the torch of Shapiro & Co. to his daughter, Marjorie "Margie" Shapiro, but until 2006, he remained closely linked to the employees and the business.

"Sig was deeply engaged with the local Port community," said Angela Czajkowski, Director, Supply Chain for Shapiro. "He was regarded as a witty and knowledgeable leader of the industry. He was also well known as someone vocal with his opinions on customs matters, and on the future role of technology in the world.

"An essential part of what makes our Shapiro family so special came from Sig and from his father, Samuel. They were both tough, intelligent perfectionists with a passion for people and for this crazy business. While he will be greatly missed, his presence can be felt throughout our company."

In addition to his daughter Margie, Shapiro is survived by his wife of 63 years, the former Barbara Kloze, his son Robert Shapiro and another daughter, Rosellen Bloomberg, in addition to four grandchildren. 🌐



EVENTS

BPA Hosts Legislative Reception

The Baltimore Port Alliance (BPA) held its 23rd Annual Legislative Reception at the beginning of this year's Maryland General Assembly. Numerous federal and state agency representatives, BPA members and officials with the Port of Baltimore attended the event, held at the Graduate Annapolis Hotel.

The BPA's mission is "to improve the Port of Baltimore by creating a forum where information that impacts the Port community can be presented in a constructive environment and acted upon in support of the members and the Port as a whole."

The BPA is active each year in keeping up with proposed bills that would affect businesses and communities around the Port. The BPA also has a Legislative Committee that keeps members up to date at its monthly meetings with the latest information from state and federal lawmakers. 🌐



NEWSMAKERS

Choptank Transport Promotes Bergling to VP of Technology

Choptank Transport, a Preston, Md.-based third-party logistics provider, has promoted Josh Bergling to Vice President of Technology.

"As our business and industry evolve, so does the need for robust technology solutions," said Geoff Turner, President and CEO at Choptank Transport. "In his new role, Josh will oversee both the IT department and the business intelligence team, whose combined efforts include designing, building, maintaining and supporting the critical IT initiatives that help our employees, customers and carriers. Josh has proven to be a tremendous asset in this capacity, and I am confident in his ability to manage all aspects of Choptank's IT roadmap."

Bergling joined Choptank in 2013 after graduating from Salisbury University with a Bachelor of Science

degree in information systems. In his seven years at Choptank, Bergling and his team have moved the sales staff from a well-known CRM system to an in-house, customized and proprietary CRM that was developed from the ground up and tailored specifically to meet the company's needs.

More recently, Bergling has been immersed in a new project. He and his team have been developing a multifunctional customer portal for shippers called Orbit TI (the "TI" stands for transportation intelligence). The game-changing software platform provides full visibility into every shipment along with in-depth market intelligence, all in an easy-to-navigate interface. The go-live date for Orbit TI was earlier this spring.

Bergling says he looks forward to his new role.



"Over the past five years, we've seen unprecedented investment in technology, putting an end to antiquated processes and creating supply chain efficiency," he said. "Tracking, artificial intelligence, autonomous vehicles and blockchain are just a handful of technologies revolutionizing the industry. It's exciting to be part of such rapid change in not only how we do business, but how we think of logistics." 🌐



Port of Baltimore @portofbalt · Mar 25
 Even in these challenging times, we appreciate the efforts of our hard-working longshore men and women who continue to keep cargo moving through the Port and into the market. Thank you!
 #COVID19 #MDOTcares



FOLLOW US @portofbalt

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!**

NEWSMAKERS

Vane Brothers Takes Delivery of New Tug

Vane Brothers, a Baltimore-based marine transportation provider on the U.S. East, West and Gulf Coasts, took delivery of the *Annapolis*, the second of four 3,000-horsepower Salisbury Class push tugs being built by Chesapeake Shipbuilding, shipbuilders and naval architects in Salisbury on Maryland's Eastern Shore.

The *Annapolis* has a design that is identical to the tug *Salisbury*, delivered in 2019. With a length of 94 feet, width of 34 feet, molded depth of 10.5 feet and working draft of 8.5 feet, each vessel in the Subchapter M-compliant Salisbury Class of push tugs is especially well-suited for operations along inland waterways.

"Vane Brothers continues to invest in thoughtfully crafted tugboats and barges that operate to the highest standards demanded by our customers," Vane Brothers President C. Duff Hughes said. "These purpose-built vessels maximize efficiency in their defined markets while meeting strict, Coast Guard-enforced Subchapter M safety requirements."

To create the Salisbury Class design, Chesapeake Naval Architect John Womack worked in close collaboration

with Vane Brothers Port Captain Jim Demske, who has overseen construction of nearly 50 tugboats for Vane over the last two decades.

"The *Annapolis*, like the *Salisbury* before her, is an extremely robust inland pusher," Demske said. "With a solid and sturdy design that delivers unsurpassed performance and safety, Vane Brothers' crew-friendly Salisbury Class tugs can work efficiently and handle well in both shallow draft areas and open water environments."

The tugs are spacious and quiet, and feature eight separate heating and air-conditioning systems that operate independently throughout the vessels. This enhances crew comfort in addition to augmenting fire-containment capability in case of emergency.

The *Annapolis* runs on two Caterpillar 3512 Tier 3, 1,500-horsepower engines. A roomy and functionally enhanced pilothouse features both Simrad and Furuno electronics, as well as dual Rose Point electronic charting systems.

Vane Brothers has been headquartered in Maryland since 1898. 🌐



John S. Connor Acquires Terminal Shipping Company

Baltimore-based John S. Connor Inc. recently acquired Terminal Shipping Company Inc., a vessel agency headquartered in Pennsylvania operating in U.S. ports for more than 200 years.

Under the deal, Connor will provide expanded vessel agency services to all USEC ports from Maine to Florida. The combined team will be led by Rob Herb, Director of Vessel Agency, and Pat Connor, General Manager, effective April 1, 2020.

“Terminal Shipping’s core values and commitment to customer service are fully aligned with John S. Connor’s mission of providing the highest levels of logistics services to our customers,” said Lee Connor, President of John S. Connor.

“Our current customers and the Terminal Shipping customers will experience enhanced levels of service as we work to quickly assimilate the new team to full operation.”

This acquisition is expected to further enhance the service that John S. Connor has provided for more than a century.

“We appreciate the loyalty of our customers and hard work by our employees and important vendors. We look forward to welcoming the Terminal Shipping team to support the future success of our customers with this important acquisition,” said Connor. 🌐

NEWSMAKERS

Propeller Club Names Katrina Jones Port Person of the Year

Katrina Jones makes it her business to tell people all over Maryland how productive the Port of Baltimore is, about the many jobs and careers it provides and what it's doing to help the environment and enhance educational opportunities.

"My wish is to have every citizen in Maryland know about the Port of Baltimore," said the Outreach Coordinator for the Office of Harbor Development at the Maryland Department of Transportation Maryland Port Administration (MDOT MPA).

For being such a Port champion, Jones will be receiving the 2020 Port Person of the Year Award from the Propeller Club of Baltimore. The award recognizes Jones for her achievement, contributions, experience and commitment to the Port and the maritime industry.

"Katrina works tirelessly to connect people to the Port of Baltimore — making both better," wrote Jones' supervisor Kristen Fidler, Director of MDOT MPA's Office of Harbor Development.

Jones has the distinction of being nominated twice this year, by Fidler and by Cynthia Burman, General Manager at MDOT MPA's Cruise Maryland.

"During her tenure, she has served on numerous committees and organizations, representing MDOT MPA and the maritime community," wrote Burman. "She has demonstrated exceptional customer service and extraordinary dedication and commitment to promoting the maritime industry."

Jones is the fifth recipient of the Propeller Club's annual award. The Propeller Club is a non-profit, philanthropic organization of business individuals directly involved with the Port, including pilots, stevedores, steamship agencies and freight forwarders.

Jones has been Outreach Coordinator since 2005, a position that puts her in touch with many different audiences. In 2019, her office engaged more than 16,000 people "who learned about the Port first-hand by visiting dredged material containment facilities and participating in community events, Port tours, meetings, conferences and educational programs," said Fidler.

Jones began her career at Harbor Development more than 30 years ago as a temporary typist/clerk who became a full-time administrative assistant and advanced to her present position. Her college degree in communications was a big plus, she said.

She was at the forefront of coordinating the outreach to communities when the dredged material management program began in the early 2000s. That highly successful effort has resulted in restored islands, wetlands and environmental education areas. She also established the Port's environmental education program and manages the



“She has demonstrated exceptional customer service and extraordinary dedication and commitment to promoting the maritime industry.”

— Cynthia Burman, General Manager at MDOT MPA's Cruise Maryland

team of educators that hosts field experiences at the dredged material containment facilities, conducts classroom activities and oversees the terrapin head start program at Poplar Island.

Jones is also co-chair of the Education and Outreach Committee of the Baltimore Port Alliance (BPA), a public-private collaboration of representatives from the maritime industry, government agencies and educational organizations. In 2019, she spearheaded the BPA's first career and hiring expo, drawing more than 200 jobseekers to explore opportunities at the Port and related businesses. This successful activity will become an annual event.

Jones' recent work for the BPA focuses on the P-TECH — Pathways to Technology Early College High School — partnership with New Era Academy, a Baltimore City public high school; Baltimore City Community College and MDOT MPA; Jones is a liaison between MDOT MPA and the other partners in this model program to help students earn their high school diplomas and associate degrees in transportation and logistics with an emphasis on supply chain management — and an eye toward a job at the Port.

"I really love my work," said Jones. "I love that 'a-ha moment' when people connect the Port to the environment and when they connect the Port to their lives."

The award is scheduled to be given at the May 14 Port Person of the Year Luncheon. 🌐



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

MDOT MPA Planning Manager Earns Climate Certification

Jill Lemke is the first Certified Climate Change Professional at the Maryland Department of Transportation Maryland Port Administration (MDOT MPA).

Lemke, Manager of Strategic Planning and Special Projects at MDOT MPA, received the credential from the Association of Climate Change Officers (ACCO) after six days of coursework, self-study and four exams. The association asserts that the credential reflects the recipient's dedication to competency in the fundamentals of climate change preparedness and strategic planning.

"Particularly when planning for maritime activities and the Port, this certification means a great deal," said Lemke. "Climate change and its impacts and implications are an increasing concern to those in the Port community because of our proximity to the water and our resulting vulnerability to extreme weather-related events and flooding."

In her position at MDOT MPA, Lemke "takes the long view of what to do at the Port." Climate change is definitely in her sights.

"It's important to the future sustainability of the Port to know how to deal with changes in climate and how we can contribute to a reduction in carbon emissions to prevent the most catastrophic projections from becoming reality," Lemke added.

"I learned so much ... that it was sometimes overwhelming," she said of the certification process. "The complexity of the issues is magnified by the interconnected nature of everything we do in our modern world. The link between our energy use, food systems and water use alone was eye opening. Not only did we learn about the science of climate change, but we also learned about a full range of ways that we can, and must, do something about it."

Lemke said she is already putting some of that knowledge to work. One of the big emphases is resiliency

— the ability to be prepared for an emergency, to control or handle it and return to full operation efficiently. Sometimes this involves building farther from the water, when appropriate; other times, it means using materials that can withstand erosion so that natural disasters are not as destructive as they could be.

"Congratulations to Jill for becoming our first Certified Climate Change Professional," said David Thomas, MDOT MPA Acting Executive Director. "The issue of climate change and how it is impacting the Port of Baltimore is incredibly important. We will continue to be very active in studying it and in taking steps to incorporate resiliency planning into many of our infrastructure projects at the Port."

More than 40 other Marylanders made up the first group of professionals to be certified in the state. Lemke sees them as a "community of leaders" around the state who can support one another in grappling with long-term climate-change issues.

Gov. Larry Hogan and other state officials honored the certificate recipients earlier this year.

ACCO partners with Maryland's Climate Leadership Academy, established in 2018, to provide continuing education specifically designed for state and local government officials, infrastructure executives and business leaders. Other MDOT MPA employees are working on their certifications and will soon be joining Lemke.

"Everything that we currently do has an impact on the economy, the environment, and the people of the Port of Baltimore and our neighboring communities," she said. "By building our strategic plan in a way that will move the Port of Baltimore toward a more resilient and sustainable future, we will be fully committing to our mission." 🌐



"Everything that we currently do has an impact on the economy, the environment, and the people of the Port of Baltimore and our neighboring communities."

Cub Scouts Chip Away at Logistics Lesson

Masonville Cove welcomed a groundbreaking group of girls to a Science, Technology, Engineering and Math (STEM) night in late fall. Members of the Girl Wolf Den of Pack 577 Boy Scouts of America — one of the first packs to formally accept girls — dug into a logistics task prepared by the Masonville staff.

The special activity, called “Ship a Chip,” challenged the scouts to construct containers in which to safely transport a single potato chip. Choosing three items from a selection of six materials, such as cardboard, foam, staples and tape, each girl fashioned a “shipping container.”

To test their work, the second-graders jostled the finished packages around, pretending their cargo was aboard a ship sailing in rocky seas. Then they checked to see which chips stayed intact. All the packages “arrived” in one piece, earning each girl a certificate verifying that she had completed the challenge and constructed a seaworthy package.

The evening’s program also included a game of Nature Bingo, featuring the animals and trees found at Masonville Cove.

The Wolf Den is a girls-only unit that is part of the larger coed Boy Scout Pack 577, which admitted girls in 2018. As kindergartners in 2017, the scouts were the first all-girl Lion Cub Scout Den. This was their first visit to Masonville Cove for a den activity.

The girls attend Francis Scott Key Elementary/Middle School, Federal Hill Preparatory School, Thomas Johnson Elementary/Middle School and Archbishop Borders School. 🌐



Bald Eagles Nesting Again at Masonville Cove

The bald eagles must have liked Masonville Cove. They are back for a second year.

The pair of eagles that nested at the restored wildlife habitat along the Patapsco River in Baltimore last winter and spring are reportedly busy building their nest. Once they lay their eggs, incubation takes about 35 days. The eaglets could arrive in May.

The pair was the first to nest at Masonville Cove since before the restoration began in 2007 and their arrival created considerable excitement.

Like last year, Masonville Cove is restricting access to some areas. “While bald eagles are no longer an endangered species, we’re still required to make sure our

activities don’t bother them while they are building a nest or taking care of their babies,” according to an advisory on the Masonville Cove website.

The advisory does note that the Captain Trash Wheel trail is still open and offers great views of the eagles’ nest.

Masonville Cove is a designated Urban Wildlife Refuge. The eagles are among at least 250 other species of birds observed there in recent years. The area is also home to wildlife, waterfowl and dozens of plant species. 🌐



Port Project WET Makes Big Splash at MAEOE Conference

Thanks to the Port’s environmental education team, educators from across Maryland got their feet wet in the topic of water resource education during a recent engaging workshop in Ocean City. Soon they will be using tools from the workshop to encourage their students to jump into local and global water issues and to explore their connection to the Port of Baltimore.

The workshop, **Port Project WET (Water Education for Teachers)**, went in-depth on issues related to water resources and conservation, as well as the Port’s efforts to mitigate stormwater runoff, erosion and shoreline damage. The presentation

was part of the Maryland Association for Environmental and Outdoor Education’s (MAEOE) 35th annual conference in February.

Project WET is a hands-on, standardized curriculum used around the world that provides environmental lessons for pre-K through high school classes. “We pulled the focus back to the Port,” said Maggie Cavey, Senior Outreach and Education Specialist for Maryland Environmental Service (MES). Cavey explained that they selected Project WET lessons that helped to highlight how the Port “relates to students’ sources of water, the Maryland economy and environmental restoration projects in the Chesapeake Bay.”

Workshop attendees learned about keeping waterways free of trash, with inspiration from Baltimore’s own Captain Trash Wheel, and how to recycle properly. They also designed their own riverfront property to learn about the impacts of point source pollution (from a single source, such as a smokestack or drainpipe) and non-point source pollution (from multiple sources in the air and water).

Participants were enthusiastic about the workshop. “This was paired well with specific Maryland information that will make it so easy for teachers to implement and connect to,” commented one attendee. “It got me excited about the prospect of teaching these units,” added another. Cavey explained that MES was excited to debut Port Project WET at the conference and that they hope to teach it again soon.



In addition to Port Project WET, the MES education team also presented a mini-workshop on the beach about terrapins and mounted a creative, hands-on exhibit modeling the environmental restoration work and terrapin head-start program at Poplar Island, all on behalf of the Maryland Department of Transportation Maryland Port Administration (MDOT MPA). 🌐

- 1) Working on water workshop activities are, from left, Amy Wolff, Jillian Kane, Maggie Cavey, Wendy Doring and Sarah Veillon.
- 2) Will Rouse, Sarah Peterson, Babu George, Amy Wolff, Judi Lazo, Becky Butler, Maggie Cavey and Jennifer Hill participate in an activity.
- 3) Courtney Leard and Judi Lazo are hard at work.
- 4) Amy Wolff and Sarah Peterson compete in the recycling relay.
- 5) MES instructor Mary Chiarella presents a lesson.



PHOTOGRAPHY COURTESY OF MARYLAND ENVIRONMENTAL SERVICE



Efficient Effective Experienced

westernfumigation.com
800-542-1542

Servicing the Eastern United States Ports since 1928





WARM SERVICE. DELIVERED COLD.

For more than 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



www.mtccold.com
410-342-9300

Baltimore | Jessup | Wilmington

WAREHOUSING ■ TRANSPORTATION ■ TECHNOLOGY

“We Are All in This Challenge Together”

PORT STAYS STRONG AMID COVID-19 OUTBREAK

BY TODD KARPOVICH



he Port of Baltimore is successfully navigating through the challenges posed by the ongoing COVID-19 pandemic.

The Maryland Department of Transportation Maryland Port Administration (MDOT MPA) is also playing a critical role in protecting the safety of the public and in moving cargo so shelves can be restocked and supplies can be delivered to citizens.

“Even before Maryland received its first positive COVID-19 case, MDOT MPA was working diligently on reviewing and updating our continuity-of-operations plan, as well as looking at our current personal supplies to include personal protective equipment to ensure that our daily activities could continue during this unprecedented time,” said Andrea Williams, MDOT MPA’s Manager of Safety and Risk Management.

“Communication is key, and I cannot emphasize that enough.

We have been communicating our recommendations and preparations through employee emails, as well as e-broadcasts. In addition, we have been hosting weekly teleconferences with our tenants to share lessons learned and our preparation plans among one another,” said Williams. “It does take a village to keep things running smoothly.”

Ports America Chesapeake (PAC) operates Seagirt Marine Terminal under a 50-year public-private partnership agreement signed in 2010 with MDOT MPA. Seagirt has played a key role in helping provide goods to areas in need.

“Food, goods, medical supplies and medicine are continuing to come through Seagirt Marine Terminal each day, keeping distribution-center inventories strong,” company officials said on social media.

PAC has adjusted Seagirt’s hours because of lower international container volumes. Baltimore’s five other public marine terminals — Dundalk, Fairfield, Masonville, North Locust Point and South Locust Point — have continued to operate throughout the crisis on their regular schedules. These terminals carry

farm and construction equipment, cars/light trucks, paper products and breakbulk cargo, such as transit vehicles and yachts.

Wallenius Wilhelmsen is also keeping the supply chain moving. The firm is consistently adapting to ensure that it can quickly adjust service and costs as the supply chain and market impacts become clearer. In addition, Wallenius Wilhelmsen’s ports and terminals have strict



access and health controls in place and are all in operation. The firm applauds the perseverance of its staff.

“Risk mapping and scenario planning are a natural part of our precautionary approach, and we will continue to be in close dialogue with customers and business partners,” officials at Wallenius Wilhelmsen said. “We will be as proactive and transparent as possible in

communicating any impacts to operations.”

Some of the Port’s key clients are also doing their part to provide reinforcements to the public and to keep the waterways safe.

Officials with McCormick & Company said the top priority is the health, safety and wellbeing of the company’s employees in this “unprecedented time of crisis.” McCormick has instituted

work-from-home schedules for employees who are able to do so.

To ensure the safety of employees who continue to work onsite, McCormick has implemented travel restrictions, visitor protocols and social distancing practices within its facilities. The company has also announced plans to support employees who are physically working in locations critical to keeping operations running globally,

including increased hourly wages, extended paid leave to care for family members, and salary maintenance if operations are suspended.

McCormick has also remained committed to maintaining critical food supply across all its markets and supporting communities worldwide.

“Our focus is maintaining the continuity of our business and keeping our brands and our customers’ brands in supply. McCormick facilities remain open in areas where many other businesses are closing. We’re taking steps to safely operate our business and supply our customers,” said Meghan A. Winston, Senior Manager, Corporate Communications. “We continue to source over 14,000 raw materials from over 80 countries and the Port of Baltimore remains critical to receiving the much-needed ingredients that are processed here locally in our Spice Mill and manufacturing location in Hunt Valley.”

Another Port customer, Ace Logistics, has a simple, three-phase approach toward COVID-19:

1. Use common sense; this means following the directives of health officials.
2. We will continue to service our customers until the authorities tell us that we can’t continue.
3. We will continue to service our customers as long as our personnel remain safe and healthy, which reverts to No.1.

To streamline its processes and protect its staff, Ace Logistics has also made several operational adjustments, including locking all doors; admitting only those with appointments; equipping all of the buildings and personnel with personal safety and cleaning gear; doubling the frequency of cleaning and deep cleaning by the facilities team; and finally, constructing physical barriers limiting driver access to, and interaction with, docks and staff.

“Ace Logistics services a variety of product categories, including food, ingredients and essential supplies,” said Alec Hajimihal, who owns and operates Ace Logistics with his



The health and safety of our team members, and of our customers’ products, are primary.”

— Andrew B. Janson, President of MTC Logistics

brother, Gus Hajimihal. “We are adjusting our operating hours weekly to accommodate the inbound and outbound volume spikes. We are committed to providing a high level of customer service to the community through these trying times. As the cliché goes ... we’re all in this together.”

Baltimore-based John S. Connor Inc. has implemented a work-from-home mandate for non-essential employees. The firm has also provided personal protection equipment to agency and warehouse staff.

“We are open for business and doing our best to support the supply chains of our customers,” said President Lee Connor. “Our major issue is reduced capacity for air cargo since so many passenger flights are cancelled.

“Sea freight is much better, but still contending with blank sailings. Blank sailings from China a month ago were caused by Chinese factory shutdowns and U.S. importers were searching for someone to fill orders/take bookings. Now blank sailings are caused by U.S. importers responding to the downturn in the U.S. economy. China has resumed production, but we are not able to take prior volumes of cargo.

“I believe the next couple of months will be difficult,” Connor

added, “as the virus spreads and further business retractions take place because of U.S. consumers being locked down and a lack of consumer confidence. They could shop online, but retirement plans are dwindling.”

MTC, one of the oldest and largest temperature-controlled logistics companies on the East Coast, has 130 employees and is still hiring amid the pandemic. The company is also providing travel letters for workers, said Andrew B. Janson, President of MTC Logistics.

“The food supply chain is very fragile and dynamic,” Janson said. “There is no shortage of food. We have facilities full of [frozen] food.”

Janson said the export market is strong, with high demand. But with containers out of alignment, it is sometimes difficult to get the food out. He said inventory is backing up in many facilities. Also, the emphasis is shifting from fresh to frozen food. At first, U.S. consumers wanted fresh protein products, especially chicken, then they stocked up and now the demand for fresh chicken is down. He said MTC was in many cases flash-freezing chicken for export.

Some food imports may be running low, he said, but “we know there is food on the water.” The challenge will be aligning the ships and containers to get the product to markets.

“MDOT MPA, PAC and drayage service have all been extremely responsive,” he said. He did add that occasional closings at the PAC container terminal “create challenges.”

“At MTC, it goes without saying that the health and safety of our team members, and of our customers’ products, are primary. That’s our focus all day long, seven days a week. We have a robust preparedness plan that is ever-evolving,” Janson added.

He also said he is working with trade associations, such as the Global Cold Chain Alliance, that represent the needs of food and beverage purveyors. Janson is head of the Board of Directors for this alliance.

MTC is also taking extra steps to help employees through this challenging time.

“We have implemented \$2 an hour wage increases for all of our hourly workers,” Janson said.

On Tuesdays and Thursdays, MTC brings in lunch for onsite workers, trying to support local restaurants with this business.

“We are just working with our employees on flexible schedules. Those who can work remotely are doing so,” Janson said. “The workload is changing; we’re being flexible as much as we can.” The firm is offering extra shifts to those who want them and moving people from day shifts to night to accommodate personal schedules.

Mediterranean Shipping Co. (MSC) had pre-existing, audited business-continuity and disaster-recovery plans across its businesses, including the deployment of remote workers and shared service centers. The company has also done its part to ensure the delivery of food, medicines and other essential items.

“Our response to COVID-19 has benefited from a combination of these pre-existing plans and our reactivity to this unexpected pandemic,” company officials said. “We are maintaining our strong customer focus everywhere and we continue to ensure that across all markets we can offer a range of services and continuously engage with our customers to minimize the disruptions to their businesses.”

Belts Logistics Services has been able to maintain its capacity and capabilities in the midst of the COVID-19 threat.

“I Am Very Proud of Our Response.”



David Thomas, Acting Executive Director of MDOT MPA, shares what steps the Port has taken to meet and weather the unprecedented pandemic.

What has made COVID-19 especially unique at the Port?

This continues to be an unprecedented challenge. It’s not a major snowstorm or a hurricane that you plan for and recover from in a matter of days or a week. This has completely changed many of the ways we do business. I am very proud of our response as a port administration and equally impressed with the collaborations of the greater Port of Baltimore to slow the spread of the virus. Following CDC guidelines by enforcing teleworking, adhering to social distancing guidelines, and working in concert with our tenants to protect our Port workers have all been top priorities.

What are some of the key steps the Port of Baltimore has undertaken to ensure the safety of the maritime community and state as a whole?

Since the onset of this pandemic in early March, MDOT MPA has stayed in frequent contact with our customers, the ILA, the truckers and our Port tenants. Our goal has been to communicate information clearly and to let them know that we are all in this challenge together. We are prepared to assist in any way possible to ease the operational impacts to our customers. Following Gov. Hogan’s lead, we have recommended social distancing measures to our employees and tenants. Specific to security measures, we have eliminated the requirement for our terminal security guards to physically touch credentials at our checkpoints. We have also worked closely with the Steamship Trade Association and Ports America Chesapeake to implement temperature screening at the Seagirt Marine Terminal.

How much has COVID-19 affected daily business operations at the Port of Baltimore?

This has been much different than anything we’ve ever experienced. Gov. Hogan’s leadership has been incredible from the very beginning. There is nothing more important than the health of our workforce. The Port of Baltimore provides essential services. We have emphasized social distancing measures, teleworking, hand washing and other CDC guidelines that many of our Port companies have followed. I think we have done a tremendous job overall as a Port.

We are now beginning to see the potential impacts in terms of lower cargo volumes, but we feel strongly that volumes will stabilize and eventually recover. The advantages that the Port of Baltimore has won’t change. We are still the closest East Coast port to the Midwest; we have a 50-foot-deep channel and Neo-Panamax cranes; we are the number-one auto and ro/ro port in the nation; and we are one of the top U.S. ports for forest products. Those things don’t change.

How important is the maritime industry at this time?

The transportation sector is an essential industry. The supply chain is magnified during critical times like these. Our supply chain is responsible for and plays a large role in restocking shelves at retailers and bringing medicines and medical supplies to the health care network. Our truckers, terminal operators, tug companies, pilots, freight forwarders, and of course our longshoremen and women are needed now more than ever. As Gov. Hogan has repeatedly said, we will pull through this, but it’s going to take all of us doing our parts.

“ At Belts Logistics Services, we knew we would be an essential part of the supply chain during the COVID-19 crisis, so we were proactive in planning for, and responding to, the challenges this pandemic presents.”

— Larry Smith, Vice President of Business Development, Belts Logistics Services

“We are proud to be a vital component in America’s response to this novel virus and an ongoing partner with the Port of Baltimore,” said Larry Smith, Vice President of Business Development. “At Belts Logistics Services, we knew we would be an essential part of the supply chain during the COVID-19 crisis, so we were proactive in planning for, and responding to, the challenges this pandemic presents.”

“We immediately set up home workplaces for our employees who could work from home, and implemented heightened safety measures for the essential employees who needed to be in our warehouse to move our customers’ freight. We also transitioned to paperless processes wherever possible.”

ACL, a subsidiary of the Grimaldi Group, is operating on its normal weekly roll-on/roll-off and container

service to and from the Port of Baltimore and all destinations in Europe and North America. Empty equipment is available at all of ACL’s terminal and inland depots and there are no port shutdowns currently.

As an organization with links between North America, Northern Europe, the Mediterranean and West Africa, “the Grimaldi Group and its companies place top priority on the safety and health of our employees, customers and suppliers,” ACL officials said. “We always identify and monitor any circumstances that may affect the health and safety of our employees, customers and suppliers.”

Evergreen Line is complying with various national, state and local guidelines and mandates. The firm has reconfigured its staffing and workplace arrangement, taking required steps such as “work from home and work in alternative locations,” emphasizing

tele-communicating and online-processing where possible.

“Our primary aim is to continue performing our core functions in an efficient, responsive and effective manner,” the company said. “Under these circumstances, although it will not be business as usual, we will be able to keep our services and operations running despite existing crises, while protecting the safety of our staff and thereby the interests of yours also.”

Some of the original equipment manufacturers at the Port are also working through the challenges of COVID-19.

John Deere has continued operations because its business has been deemed essential to ensuring community and national resilience and well-being, under guidance by President Donald Trump and the U.S. Department of Homeland Security.

“Keeping farmers and those involved in infrastructure and energy production up and running is essential to food production and our ability to support critical infrastructure needs,” Deere officials said. “Our employees were identified by the Department of Homeland Security as essential critical infrastructure workers, defined as the essential workers needed to maintain the services and functions Americans depend on daily and need to be able to operate resiliently during the COVID-19 pandemic response.”

CNH Industrial, which has enjoyed a long-term relationship with the Port, extended its working-from-home

Port of Baltimore Resources for Guidance with the Coronavirus

Please check MDOT MPA’s website for further information and updates: mpa.maryland.gov

For updates on the state’s response to the coronavirus, visit: coronavirus.maryland.gov

PORTS AMERICA CHESAPEAKE (PAC) operates Seagirt Marine Terminal under a 50-year public-private partnership agreement signed in 2010 with MDOT MPA. Please visit PAC’s website for updates, turn times and schedules: www.pachesapeake.com

CRUISE MARYLAND has discontinued service until further notice under Maryland Gov. Larry Hogan’s guidance. Please check their website for an updated schedule: cruise.maryland.gov

THE CENTERS FOR DISEASE CONTROL AND PREVENTION (CDC) protect America from public health threats, both foreign and domestic. Highly skilled CDC staff work 24/7 to detect, respond to and prevent the spread of contagious diseases. For more information or stories, please visit: www.cdc.gov

QUARANTINE STATIONS: www.cdc.gov/quarantine/quarantinestationcontactlistfull.html

CONTACT INVESTIGATIONS: www.cdc.gov/quarantine/contact-investigation.html

ANIMAL IMPORTATIONS: www.cdc.gov/importation/bringing-an-animal-into-the-united-states/index.html

TRAVELING WITH PETS: www.cdc.gov/importation/traveling-with-pets.html

program, in addition to establishing spacing measures and providing protective face masks where appropriate. Those measures were in conjunction with intensive sanitization and deep cleaning of all work and rest areas, changing rooms and related facilities in all its locations.

Other firms around the Port are finding ways to help.

Preston, Md.-based Choptank Transport, along with four other local businesses, donated funds to the Mid-Shore Community Foundation's COVID-19 Response Fund.

The fund was established by the Mid-Shore Community Foundation, a nonprofit that serves Caroline, Dorchester, Kent, Queen Anne's and Talbot counties. Its purpose is to expedite relief efforts for community-based organizations and nonprofits that have been hardest hit by the pandemic. Emergency declarations and stay-at-home mandates are preventing many of the area's much-needed resources from operating and being able to help those most in need.

The Mid-Shore leadership team provided a \$100,000 initial endowment to seed the fund, with additional donations from large businesses, such as Choptank Transport, Avon-Dixon Insurance Agency, Preston Automotive Group and Shore Bancshares, providing a further boost.

"All our communities on the Eastern Shore of Maryland are feeling the effects of recent events," says Choptank Transport's President and CEO, Geoff Turner. "Business owners and individuals who were struggling before the COVID-19 crisis are finding themselves in even tougher situations now. Anything we can do to help is the right thing to do, and I implore others who have the means to follow suit. As we hear so often, we are all in this together."

The MDOT MPA continues to position itself for future success. Work is underway on a second 50-foot-deep berth, and four additional supersized cranes are expected to be in place and operational in 2021. These additions will allow the Port to handle some of the world's most massive ships simultaneously, greatly enhancing its cargo capabilities. 🌐

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**

www.FlexiVan.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



Baltimore International Warehousing Corporation

All Ways Transportation, Inc.

600,000 Sq. Feet

Large Modern Fleet of Tractors & Chassis

54 Dock Doors

Import and Export Consolidation

Alarm Central Station

Packing and Crating

Bonded Warehouse

Bonded Carrier

L.T.L. Deliveries

CFS

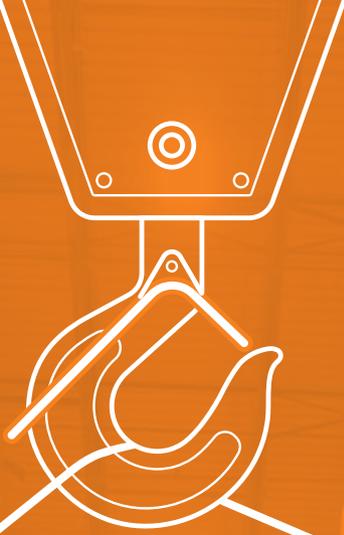
AIB Certified

**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



BY TODD KARPOVICH

City of INDUSTRY

ACTIVITY
AT PORT OF
BALTIMORE
SPARKS
GROWTH IN
INDUSTRIAL
MARKET

T

he record amount of cargo that has passed through the Port of Baltimore is having a positive effect on industrial markets throughout the metropolitan area.

Further expansion plans by the Maryland Department of Transportation Maryland Port Administration (MDOT MPA) will help meet the demand for additional space.

Baltimore is an attractive location because one-third of the U.S. population can be reached by an overnight drive from the Port.

In addition, the Port offers easier access to the Midwest than any of its East Coast competitors. As a result, the areas around the Port have a growing network of warehouses, distribution facilities and fulfillment centers ready to help companies also grow their businesses.

The Baltimore industrial market shattered the previous yearly net absorption record by 44 percent, reaching 9.5 million square feet for 2019, following 3.4 million square feet of occupancy gains during the fourth quarter, according to research by CBRE.

1/3
of the U.S.
population



**can be reached by an
overnight drive from the Port**

Industrial sales volume increased to \$524.8 million, closing out 2019 with \$1.06 billion in total sales and exceeding the billion-dollar mark for the second consecutive year.

The Baltimore City warehouse submarket excelled during 2019, with the vacancy rate falling 60 basis points during the fourth quarter and 270 basis points year-over-year to 3.2 percent, CBRE analysts reported.

Construction activity continues to reflect immense confidence in the local market, with six warehouses totaling 2.8 million square feet, delivering at 81 percent preleased, according to CBRE. There are 4.2

million square feet remaining under construction, with groundbreaking for 1 million square feet of space in 2019's fourth quarter.

Brooks Royster, Vice President for International Supply Chain Solutions, MTC Logistics, credited both the public and private sectors for the industrial growth around the Port. "Specifically, for MTC Logistics, it has been the professionalism of and the willingness to invest in Baltimore by Ports America Chesapeake," Royster said. "The MDOT MPA staff has been very helpful as well."

MTC Logistics has expanded its temperature-controlled distribution



COURTESY OF MTC LOGISTICS

↑ Taking advantage of the Port's strategic location, MTC Logistics has expanded its temperature-controlled distribution facilities to meet increased demand.



6

14,000-TEU VESSELS

called in just the last
7 months of 2019

facilities adjacent to the Port due to growth at its container terminal. The firm is always looking at additional opportunities.

“The majority of MTC Logistics’ business is international and the fact that we are located in close proximity to the Port of Baltimore is a very important component in our sales and marketing efforts,” Royster said.

The growth has continued at a remarkable pace.

The Port’s state-owned public marine terminals had another record year in 2019, exceeding 11 million tons of autos and light trucks, containers, roll on/roll off (farm, mining and construction equipment), forest products and breakbulk cargo for the second consecutive year.

Containers once again had a record year as well, as the Port welcomed its largest container ship and saw the results of key investments designed to improve efficiencies. Autos and light trucks excelled as well, once

again propelling the Port into the top spot among all U.S. ports for that commodity. Roll-on/roll-off equipment had another year of double-digit growth, continuing a positive trend. The Port remains one of Maryland’s leading economic engines.

The Port went over the 1 million Twenty-foot Equivalent Unit (TEU) container threshold for the second consecutive year. Previously made strategic investments allowed for easy vessel access and cargo fluidity through the Seagirt container terminal as the Port had six 14,000-TEU vessels call in just the last seven months of the year.

Ace Logistics uses six strategic locations near the Port to develop key partnerships within a variety of product lines. The proximity to the Port has made Ace one of Baltimore’s premier metal warehouses.

In addition to the company’s recent expansion (over 1 million square feet), Ace has focused on developing several value-added services: drayage, rail service, cross dock, transportation and kitting/packaging, among others. In addition to food imports, Ace is now one of the Mid-Atlantic’s premier

“The key is proximity to the Port and access to I-95. It’s a huge selling point since many of our clients are importers/exporters who need to be close to the Port.” – Alec Hajimihal, *Ace Logistics*

distribution hubs for metals, minerals and lumber.

“Our objective is to provide a superior level of services to our clientele and to grow with the Port for years to come,” said Alec Hajimihal, who owns and operates Ace Logistics with his brother, Gus Hajimihal. “The key is proximity to the Port and access to I-95. It’s a huge selling point since many of our clients are importers/

exporters who need to be close to the Port.”

Further expansion to help logistics firms and other companies is on the way.

Ports America Chesapeake (PAC), which operates Seagirt Marine Terminal for MDOT MPA, is developing a second 50-foot-deep berth. That work is being done through a \$6.6 million grant from the U.S. Department of Transportation’s Better Utilizing Investment to Leverage

Development (BUILD) program. Maryland contributed \$7.8 million and PAC will add \$18.4 million for a project cost of \$32.7 million.

Four additional Neo-Panamax cranes and pieces of yard-handling equipment will complement this effort. The Port also received a huge boost in its overall container-handling capabilities when final funding was secured recently for the Howard Street Tunnel railroad project. This will enable double-stacked containers to move by rail from the Port to key Midwestern markets and allow the Port to leap over a long-standing hurdle.

Baltimore is also the number-one auto port in the nation, which adds volume to the Port. The geographic location allows cars to be shipped to and

↓ **ACE has recently expanded its facilities at the Port by more than 1 million square feet, helping the company become a premier distributor for metals, minerals and lumber.**





↓ **AMPORTS** recently acquired 60 acres next to its Chesapeake Terminal and is spending an additional \$24 million on a pier extension to accommodate next-generation car carriers with a capacity of up to 8,500 vehicles and storage space.

BILL MCALLEN

857,890 CARS & LIGHT TRUCKS

handled at the Port of
Baltimore in 2019



from the middle of the country in a more cost-effective and efficient manner.

Furthermore, the Port offers auto manufacturers choices, with four on-dock auto processors, many haul-away trucking companies and all major ocean carriers. With a unique quality-control program, Baltimore guarantees each vehicle leaving or arriving is handled with top-notch care. Considering these benefits in its back pocket, it's easy to see why Baltimore continues to have great success in autos.



BILL MCALLEN

While the state-owned public marine terminals last year nearly surpassed their 2018 record for autos and light trucks, the entire Port of Baltimore, including the private terminals, did set a new record and handle more of this commodity than any other U.S. port for the ninth consecutive year. In total, the Port of Baltimore handled 857,890 cars and light trucks, surpassing its previous record of 850,147 set in 2018.

Honda, Mazda, Mitsubishi, Nissan, Subaru and Volvo all had volume increases through the Port in 2019. GM had a strong import year from Mexico, as did Ford from India. Luxury vehicle customers, such as Lamborghini, McLaren and Aston Martin, had increased volumes as well. The Port's used-vehicle market to Africa once again proved successful in 2019.

The total U.S. auto sales in 2019 were 17.1 million units, with light trucks and SUVs accounting for a rising 70 percent of the market.

In addition, construction is scheduled to begin in 2021 to renovate the Howard Street Tunnel in Baltimore to accommodate double-stack container rail cars, with completion targeted for 2024. The project will create thousands of construction jobs, plus jobs to handle the anticipated 100,000 additional containers that could come through the Port.

To further accommodate the growth, MDOT MPA purchased 70 acres at the Point Breeze Business Center, located directly behind the Seagirt Marine Terminal on Broening Highway. The new space will be used for additional cargo opportunities and other enhancements.

"This land expansion will give Seagirt Marine Terminal the necessary capacity to maintain its operational productivity to accommodate the ultra-large container vessels and related increases in cargo volumes, which is an economic win for the region," PAC



This land expansion will give Seagirt Marine Terminal the necessary capacity to maintain its operational productivity to accommodate the ultra-large container vessels and related increases in cargo volumes, which is an economic win for the region."

— Bayard Hogans, PAC

General Manager Bayard Hogans said after the acquisition.

Tradeport Atlantic is a prime destination for some of the region's biggest distribution centers because of its state-of-the-art facilities, easy access to U.S. markets and proximity to the Port. The sprawling site has 337 acres under construction, representing 3.4 million square feet. Tradeport, built at the former home of Bethlehem Steel, which once employed tens of thousands of steel workers, is carrying on that tradition of providing jobs for the local economy.

Tradeport has met environmental

commitments, prepared the site for additional development and modernized Port facilities. Tradeport has also been working to expand infrastructure for water, sewer and electrical capacity.

Some of Tradeport's tenants include an 855,000-square-foot fulfillment center for Amazon; 1.2 million square feet of space in two new distribution warehouses for Home Depot; a 1.5-million-square-foot distribution center for Floor & Décor that will create 150 full-time jobs by the end of 2023; and a 166,000-square-foot import-processing facility for Volkswagen



COURTESY OF TRADEPOINT



Tradeport Atlantic, built at the former home of Bethlehem Steel, is home to some of the region's biggest distribution centers and has an additional 337 acres under construction, representing 3.4 million square feet.



↑ *Trammell Crow is developing a 716,490-square-foot, speculative distribution facility located along the I-95 corridor north of Baltimore called North East Gateway.*

Group of America on 115 acres. It will provide 100 full-time jobs.

The expansion is also spreading to other parts of Maryland.

In Hagerstown, Dallas-based Trammell Crow Company opened a \$75-million, 1.2-million-square-foot distribution center. The firm plans to attract a wide array of tenants because of its access to the Eastern U.S., favorable labor force dynamics and 15-year property tax abatement and other incentives, courtesy of its location in a Maryland Enterprise Zone.

Trammell Crow is also developing North East Gateway, which is a 716,490-square-foot, speculative distribution facility north of Baltimore in the town of North East. Scheduled to open in May 2020, the project is also within an enterprise zone and sits only a mile from I-95, easily serving

ROYAL

LOGISTICS INC.

is now part of the

Hillebrand

Global Beverage Logistics Network

**SAME HARDWORKING TEAM.
SAME PROFESSIONAL SERVICE.
NEW POWERFUL PARTNERSHIP.**

We offer:

- 150K sf of Class A warehouse
- Secure fenced-in gated facility
- Minutes from Port of Baltimore
- Drayage
- Cross-docking
- Quick container turnarounds

8415 Kelso Drive #300
Baltimore, MD 21221
443-596-3520
baltimorewarehousing.com

the large population centers of the Eastern seaboard.

In Elkton, Trammell Crow is also planning a 2.8-million-square-foot, \$200 million distribution and logistics park with three buildings. The company will break ground on the first building, totaling 765,000 square feet, in fall 2020, with plans to open it in fall 2021.

The project will benefit from many of the same characteristics as the company's other Maryland projects — excellent access to major thoroughfares, favorable labor dynamics, local and state economic incentives and state-of-the-art design and project amenities.

Merritt Properties is developing Tower Logistics Center, an 860,000-square-foot distribution center in Perryman, about 30 miles north of the Port. It features 40-foot clear ceiling height, 60-foot speed bays, 130-foot-deep truck courts, 190 dock positions



↑ **Merritt Properties is developing the 860,000-square-foot Tower Logistics Center, which features 40-foot clear ceiling height, 60-foot speed bays, 130-foot truck court depths, 190 dock positions and some 300 trailer drops.**

and approximately 300 trailer drops. The building will also include four drive-in doors.

The Perryman area is popular among other Port clients, such as Rite Aid, Electrolux, Bob's Discount Furniture and Disney.

Chesapeake Real Estate Group (CREG) is also helping clients find needed space that is easily accessible to the Port. James P. Lighthizer, who

co-founded CREG with his partner Matthew Laraway, noted that the new cranes, deeper berths and road improvements along Holabird Avenue and Broening Highway have helped the flow of goods through the Port.

"We have recently completed 750,000 square feet [of distribution space] in White Marsh, which could serve Port users well," Lighthizer added. 🌐

CONSTRUCT REPAIR REBUILD



410.792.9400

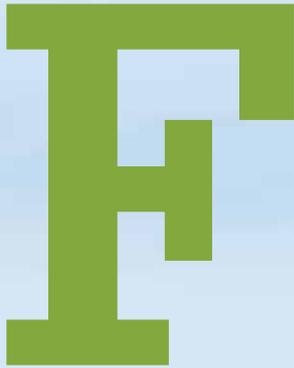
WWW.CORMANCONSTRUCTION.COM

CELEBRATING SUCCESSES,
CHAMPIONING NEW ENDEAVORS

Port Stays **GREEN**



BY MARY MAUSHARD

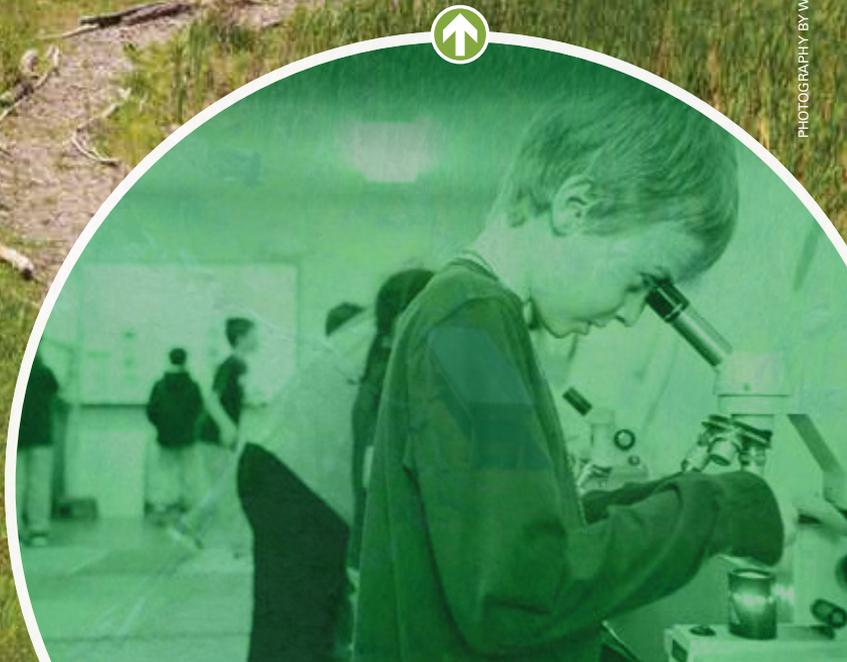


From eagles nesting in Masonville Cove to plans for restoring eroding islands off Dorchester County, from new diesel trucks with fewer emissions to Baltimore City and County neighborhoods with more trees, the Maryland Department of Transportation Maryland Port Administration (MDOT MPA) spread its wings wide in 2019 and had quite a year on the environmental front.

The Port once again racked up impressive numbers in cargo, handling 43.6 million tons and continuing to make the economic engine roar. Humming right along with it were all the environmental programs that ensure the Port's long-term sustainability and foster its good-neighbor approach.



Sediment dredged from shipping channels and placed at Poplar Island will provide more than 1,700 acres for wildlife when completed.



1,212

Acres of tidal wetlands will be restored with the Mid-Bay Island Ecosystem Restoration Project



Captain Trash Wheel uses solar and hydro power to pull trash out of the water.

Eagles

Last year, eagles landed at Masonville Cove in time to build a nest and cause quite a stir. It was the first time since the restoration of the urban wildlife reserve began in 2007 that a pair of bald eagles took up residence in Baltimore. In spring, two eaglets were born. Again this year, the adults have been observed at Masonville building and guarding the nest.

Mid-Bay Restoration

The Mid-Bay Island Ecosystem Restoration Project has been initiated, modeled after the highly successful Poplar Island Ecosystem Restoration Project. The U.S. Army Corps of

Engineers, MDOT MPA and Maryland Environmental Service have begun pre-construction engineering and design. The project will restore approximately 2,144 acres of remote island habitat, including 1,212 acres of tidal wetlands; protect the existing island remnants and habitats; and lower the impact of shoreline erosion.

Decade of Dedication

Masonville Cove had a big year all around, celebrating its 10th anniversary as a restored public space and environmental center.

Once a residential area and recreational waterfront, Masonville Cove

was abandoned as both and became a dumping ground. In 2004, MDOT MPA began to restore and preserve the area as part of the mitigation and community enhancements associated with the adjacent Masonville Dredged Material Containment Facility, used for the placement of material dredged from the harbor channels to keep shipping lanes open.

Now the area is an urban wildlife refuge with an environmental education center, trails, waterfront, birding hot spot and home to Captain Trash Wheel. Masonville Cove welcomed 561 visitors to its 14 special anniversary events, many during extended hours on first Thursdays of each month. >>>



COURTESY OF THE NATIONAL AQUARIUM



← 35,000

Students served through Masonville Cove programs

Clean Air

Improving air quality and reducing emissions from diesel-operated equipment continues to be a major priority for the Port. Initiatives such as the federal Diesel Emissions Reduction Act (DERA) grant program have been beneficial in helping the Port meet that goal.

For the second year in a row, MDOT MPA received a competitive grant from the U.S. Environmental Protection Agency (EPA) in 2019 to replace cargo-hauling equipment and upgrade the dray trucks that transport cargo to and from the terminals.

This grant provides \$1.8 million to replace up to 44 dray trucks and four pieces of cargo-hauling equipment and is anticipated to result in a lifetime emission reduction of approximately 14 tons of particulate matter (PM2.5), 290 tons of nitrogen oxides, 96 tons of carbon monoxide and 15 tons of hydrocarbons.

The federal grant complements the Port's Diesel Equipment Upgrade Program, which also focuses on retrofitting or replacing older equipment to reduce emissions. Since beginning this upgrade program in 2008, MDOT MPA has replaced more than 215 dray trucks and 110 pieces of cargo-hauling equipment, repowered 10 marine engines and retrofitted 16 locomotive engines.



Clean Water

A number of projects contributed to the Port's water quality efforts in 2019:

- ➔ An innovative underground sand filter was completed at the Fairfield Marine Terminal to absorb and treat runoff from nearly 14 acres, including 7 acres of new terminal that will help to accommodate increasing cargo shipments. The sand filter completes a multi-project \$10 million grant from the U.S. Department of Transportation's Transportation Investment Generating Economic Recovery, or TIGER, grant.
- ➔ MDOT MPA helped to construct stormwater restoration projects at the Maryland Zoo in Baltimore to stop erosion and improve the quality of water that flows into the Jones Falls and eventually the Chesapeake Bay. The project also included installing

interpretive signs that will be seen by thousands of visitors each year.

- ➔ Arlington Echo, an environmental education center operated by Anne Arundel County Public Schools, has a new living shoreline, thanks to funding from MDOT MPA. Replacing a wooden bulkhead with a soft shoreline reduces erosion and roughly 5,000 native wetland plants helped make the shoreline a welcoming habitat for small fish and other water creatures. Nearly 8,000 students will visit the living shoreline each year.
- ➔ The Trash Wheel trio — Mister, Professor and Captain — continued to be successful, picking up tons of trash from area waterways, being goodwill ambassadors for clean water and maintaining their popularity on social media.
- ➔ MDOT MPA provided a \$500,000 grant to support Fleming Park in the neighboring community of Turner Station. Improvements at Fleming Park include public recreation areas with open fields, walking trails that will allow visitors to observe birds and other wildlife, and a boardwalk providing access to the Patapsco River. The effects from rising water levels may be mitigated through the restoration of 2,600 feet of shoreline using dredged material. >>>



“We are very excited to partner with the Zoo. We hope that these projects will help educate the local community about the importance of keeping our waterways clean.”

— Bill Richardson, MDOT MPA's Manager of Safety, Environment and Risk Management





1,500

trees planted in Baltimore
since 2017 to improve the
urban tree canopy

AWARDS

Environmental projects often provide their own rewards — in clean air and water, trash-free communities and flourishing trees and gardens — but it is nice to be recognized as well.

The American Association of Port Authorities gave its **2019 Award of Distinction in Stakeholder Awareness, Education and Involvement** to MDOT MPA for its 10-year commitment to the Masonville Cove restoration project.

The Secretary of Transportation's office announced an **MDOT Environmental Excellence Sustainability Award** for MDOT MPA and MDOT Maryland Transit Administration (MTA) for a partnership to reuse surplus soil. The undertaking saved the State \$4 million, preserved landfill capacity and opened more public green space at Masonville Cove.

Tree Planting

Trees are integral to both clean water and clean air, as they help prevent erosion and intercept stormwater to prevent pollution in local waterways. They also absorb carbon dioxide to help clear the air and provide beauty and shade to local neighborhoods.

In a partnership with Blue Water Baltimore, MDOT MPA has planted 1,500 trees in Baltimore since 2017 to improve the urban tree canopy. Through this Urban Forestry Partnership, volunteers have planted trees in Cherry Hill, Brooklyn, Belair-Edison, Clifton Park, Highlandtown, along Route 40, and, most recently, along Broening Highway, one of the main thoroughfares to the Port.

Community Engagement

The Port is committed to being a good neighbor to its nearby communities. Neighborliness often starts with getting acquainted. The Port and affiliated organizations reach out often to those who live and work nearby.

MDOT MPA and its partners hosted 499 events attended by more than 18,000 people in 2019. Additionally, 2,142 people visited the south cell grounds at Hart-Miller Island for camping, boating, hiking, birding and other outdoor activities.

In addition, Port partners regularly pitch in on projects around the area. For example, when East Baltimore's C.A.R.E. Community Association needed additional storage space for its community garden supplies and equipment, the Baltimore Port Alliance (BPA) and Ports America Chesapeake arranged for a surplus 20-foot shipping container to be refurbished and moved to the Madeira Street Garden for use as a storage shed.

Volunteers also worked with St. Helena's Community on installing ceiling tiles at its community center and dug into the Filbert Street Garden

last spring to move mulch and prepare the garden for planting.

The Port participated in organizing the BPA's first Career & Hiring Expo, which attracted more than 215 job seekers and more than 30 Port-related employers. Several exhibitors were able to conduct on-site interviews with potential candidates. A second career and hiring event is currently being planned for fall 2020.

MDOT MPA is committed to outreach to Baltimore neighborhoods to talk about Port issues and learn about community interests. The Port hosted tours for stakeholders in May and November, with nearly 40 members of local communities, non-profit organizations and environmental agencies attending. The tours helped to provide valuable insight into how the marine terminals operate, and connected members of the community with knowledgeable Port personnel. 🌐



Sitting Pretty

OVERSEAS SHIPPING INC. HAS CLOSE TIES TO THE PORT OF BALTIMORE COMMUNITY

BY TODD KARPOVICH | Photography by Donovan Eaton Photography

Overseas Shipping Inc. has forged solid relationships with the Port of Baltimore and its surrounding communities.

Those interactions have also played a key role in the company's business, which continues to grow.

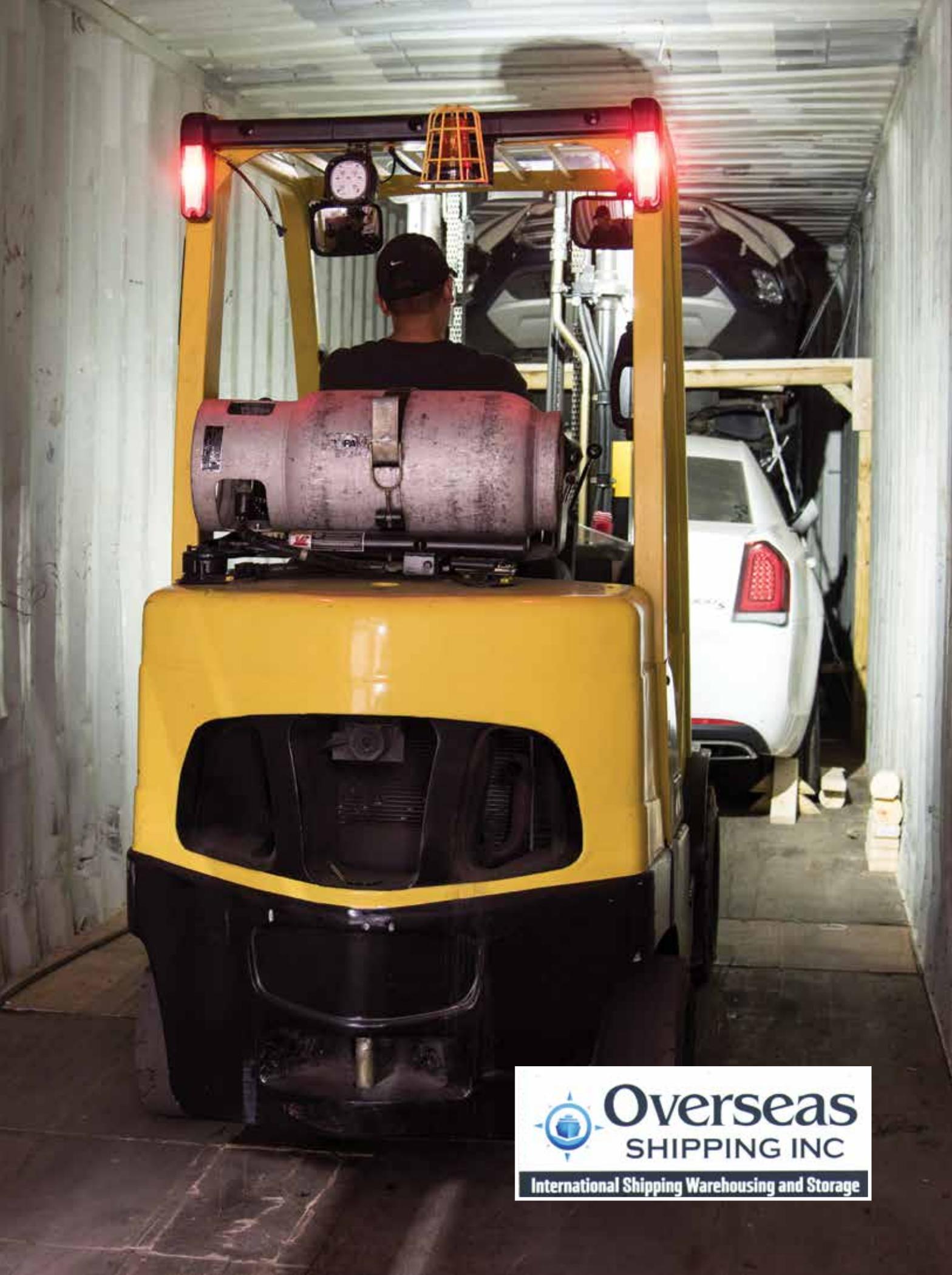
"Since Overseas Shipping has opened near the Port of Baltimore, we have been able to collect a few keys to our success," said Ahmed Hossain, the company's owner. "The first key was getting to know the city and all that it offers. Baltimore is a beautiful city once you get to know it. The second key is the people who are our neighbors. They are all very nice and always love lending a hand."

Overseas Shipping is licensed to ship bulk cargo through multi-modal transport systems — air, sea and land — across the world. The company offers personalized logistics solutions that encompass container ocean shipments, airfreight, auto shipping, roll-on/roll-off (cars, motorbikes and heavy vehicles) and inland freight. Overseas Shipping also provides project management, along with pack-and-move services with a dedicated warehouse.

"We set you up with all the paperwork necessary to export your items, including automobiles, home goods and other objects," Hossain said. "Overseas Shipping loads your containers professionally with the items you would like to ship. Then we transport



↑ The management of Overseas Shipping includes (from left) Ahmed Hossain (Owner), Edwin (Warehouse Manager), Aziz (General Manager) and Javier (Loader, Forklift Operator).



Overseas
SHIPPING INC

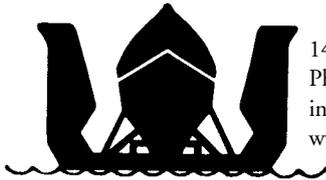
International Shipping Warehousing and Storage

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 Ninety-Five Years
In The Same Location"*

→ PORT BUSINESS



the containers to the Port of Baltimore to be taken to your desired country.

"Overseas has another line of business. We do towing and trucking for your cars across the United States. Lastly, Overseas offers warehouse and lot storage options. Our plans for expansion include looking for larger warehouses closer to the Port."

Overseas Shipping has six employees at its South Newkirk Street offices but is looking to double that number in the next six months to handle added business, Hossain said.

The company also has offices around the world and is positioned to support major industry requirements. Overseas Shipping uses smart software and mobile applications to help track, document and respond to customers' needs quickly and efficiently, matching time and budget. Hossain also uses client feedback to improve operations.

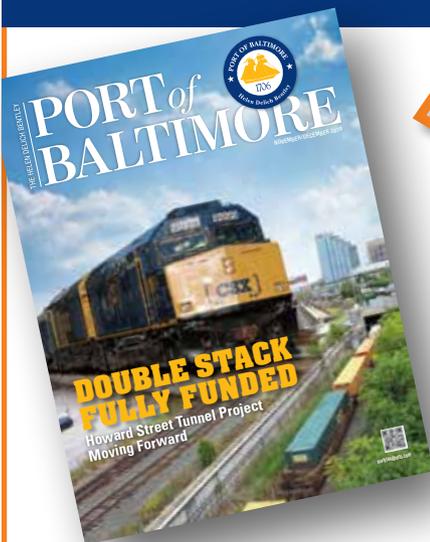
"Overseas is extremely invested in 100 percent customer satisfaction," Hossain said. "We take pride in the fact that we do not just have a business relationship with our customers, but a real friendship as well."

The customers appreciate the attention to detail.

"The representatives were kind, informative and courteous," customer Ali Wahdan of Algeria said in a testimonial. "My vehicle got to the destination in a timely fashion and in one piece. I would recommend [Overseas Shipping] highly to anyone that is looking to ship their vehicle."

Overseas Shipping also closely watches trends within the industry. One of the latest trends is cutting costs on

REACH TOP MARITIME INDUSTRY DECISION-MAKERS



Must-read Port news, business profiles and features that target key business owners, managers and executives

FOR ADVERTISING INFORMATION

Contact Karen Bark at **443.909.7824**
or **karen.bark@todaymediacustom.com**

loading automobiles into containers. Overseas Shipping prides itself on experienced employees who have been loading cars for about 10 years.

"Most companies only use chains to hang your cars in the containers," Hossain said. "We don't. Your car is loaded with extreme caution — first removing the hood of your car and securing it. Then once the car is in place, we tie it with metal cables and pad it with carpeting and sponge so no damage will occur."

Overseas Shipping has expanded its business because of the Port's strategic location. Baltimore sits in the center of the enormous Washington/Baltimore Common Market, with immediate access to 6.8 million people. The Port's inland location makes it the closest Atlantic port to major Midwestern populations and manufacturing centers and places it within a day's reach of one-third of U.S. households.

The Baltimore/Washington region is the nation's fourth largest and one of its wealthiest consumer markets. Maryland has the highest household income in the nation and that has been a boon to local businesses like Overseas Shipping.

"The Port is right in a major city, allowing us to transport containers in and out quickly and efficiently," Hossain said. 🌐



**AT A GLANCE
OVERSEAS SHIPPING**

OWNER: Ahmed Hossain

BALTIMORE HEADQUARTERS:
1200 South Newkirk St.

PHONE: 703-928-6787

www.cargo123.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: 443.506.9286 | fax: 410.633.2565

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 TODD KARPOVICH

Port Covington Played Key Role in Industrial Economy

Curtis Bay tug *C. Stewart Lee* is shown here towing a Western Maryland Railway car float to Sparrows Point Steel Mill.

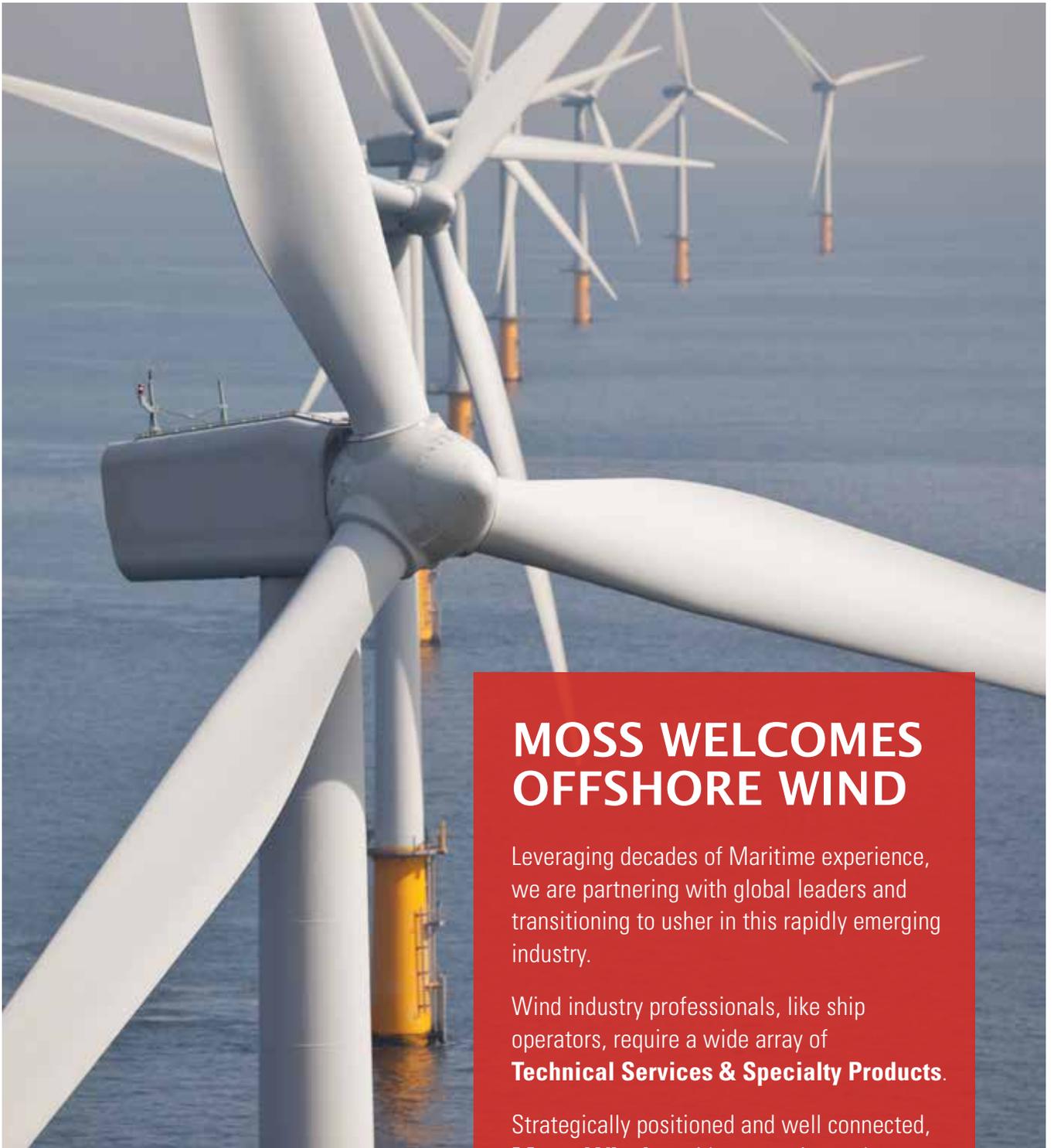
The barges were able to carry up to 20 hopper cars of limestone to Sparrows Point and return with finished products to Port Covington, which was a railroad terminal built by the Western

Maryland Railway in 1904 on the Middle Branch of the Patapsco River.

The terminal facilities included piers that handled coal, grain and other merchandise. The site also had overhead cranes, 11 rail yards, warehouses, a roundhouse, a turntable and a machine shop. In the 1920s, rotary dumpers for coal and coke were installed. A large grain elevator was also built to spur economic activity.

The Port operations ended in the 1970s and the site was abandoned in 1988.

Today, Port Covington is being redeveloped into a 235-acre project. The plan calls for up to 18 million square feet of new, mixed-use development; 2.5 miles of restored waterfront; and 40 acres of parks and green space. There is also an “Innovation Hub” that is a magnet for entrepreneurs and an incubator for local creative professionals. The facility is also used for community events and presentations. 🌐



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 mosswindusa@gmail.com | PO Box 10433 | Baltimore, Maryland 21209

www.mosswindusa.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