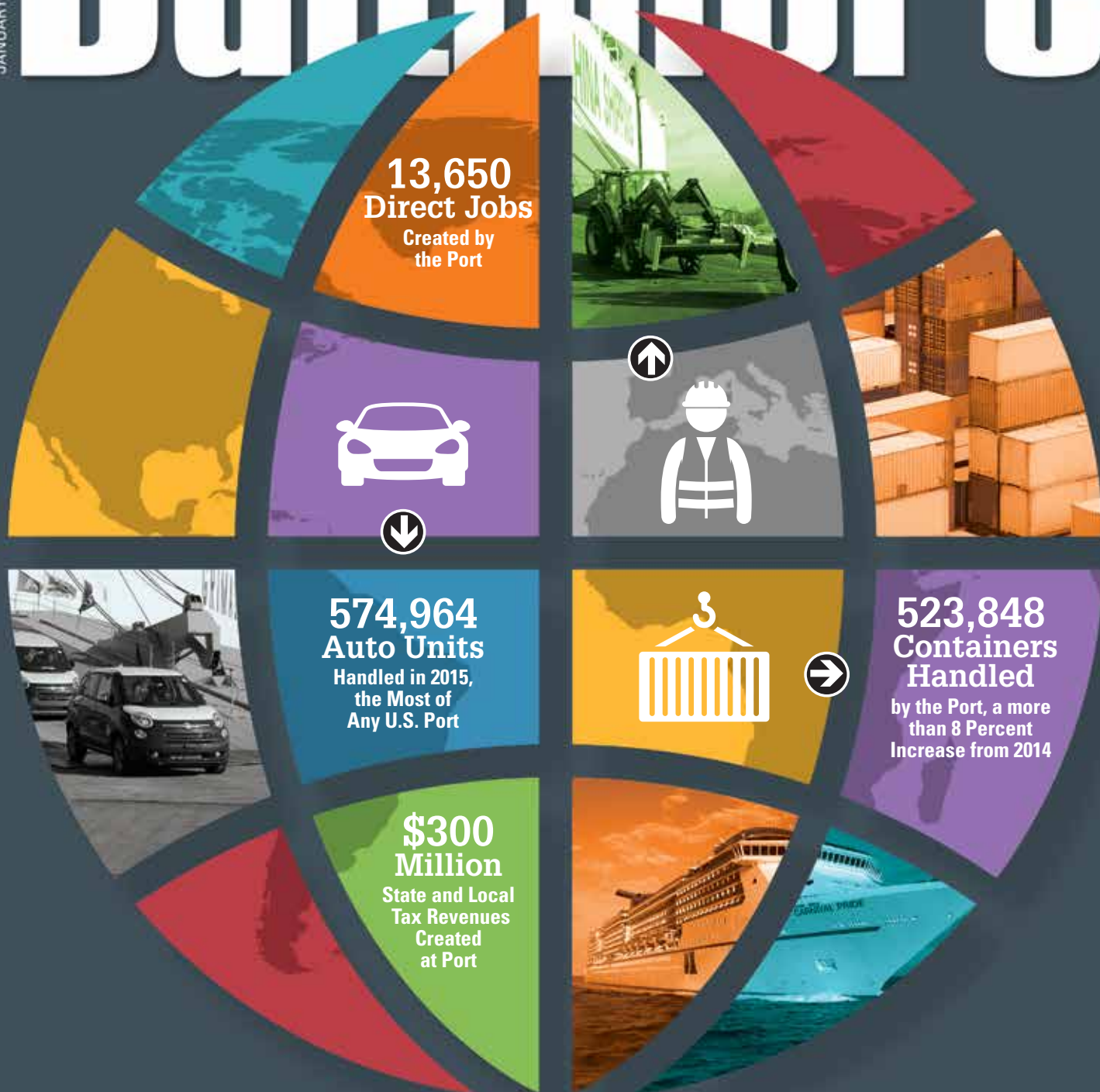


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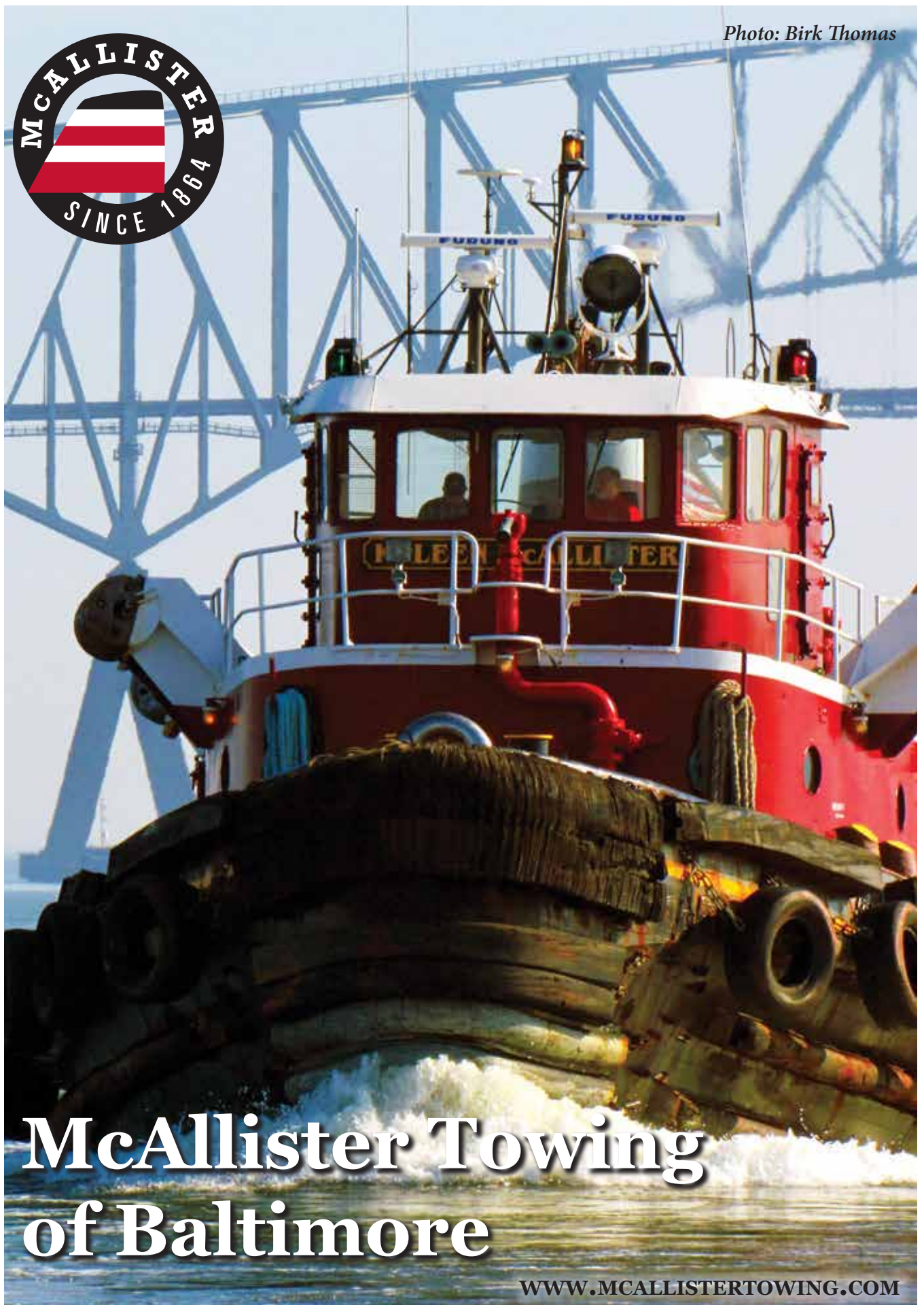
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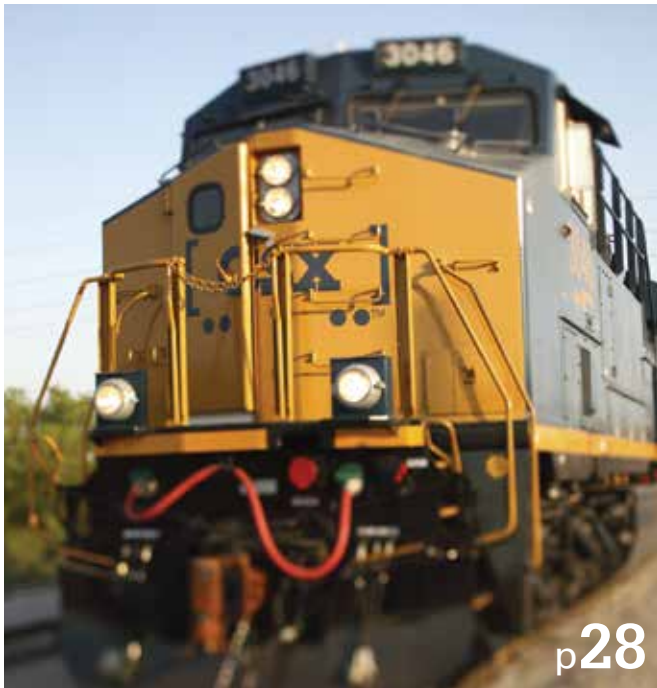


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January/February 2016



COURTESY OF CSX INTERMODAL

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KATHY BERGREN SMITH



COURTESY OF CORMAN MARINE CONSTRUCTION



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**COVER:** Port enjoys another strong year  
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# SOUNDINGS



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



↑ (From left to right): Mike Derby (Wallenius Wilhelmsen Logistics), Derick Lynch (General Ship Repair), Capt. Eric A. Nielsen (Association of Maryland Pilots)



↑ (From left to right): Scott Senko (NYK Line), Clint Maguire (Ceres Marine Terminals), Jeff Chucov (ACL)

## EVENT

### BPA Annual Bull Roast Another Success

Photography by Bill McAllen

The Baltimore Port Alliance (BPA) held its 15th annual Bull and Oyster Roast on Jan. 16 at the Baltimore Museum of Industry. Representatives from the Maryland Port Administration and officials with numerous companies that conduct business at the Port of Baltimore were among the approximately 375 attendees. Proceeds for the highly anticipated event are used to fund the annual BPA "Legislative Reception" in Annapolis as well as the work done by the three BPA committees: Environmental, Education/Outreach and Legislative.

The BPA is also a main sponsor of the National Maritime Day celebration each May at pier 13 in Canton and in conjunction with the U.S. Maritime Administration on board the N/S Savannah. 🌐



↑ (From left to right): Bud Butler (JMT), Kathleen Broadwater (Maryland Port Administration), John Ryan (JMT), John Osborn (S.A.M.E)



← (From left to right): Michael Pirisino (Maryland Line Handling Co.), David Stambaugh (Baltimore Maritime Exchange)



➔ (From left to right): Steve Duca (Booz Allen), Rick Shekells (EcoLogix Group), Tammy Banta (Maryland Environmental Service)

➔ (From left to right): Lonne P. Harrison Jr. (USCG Captain of the Port of Baltimore), David Stambaugh (Baltimore Maritime Exchange), Commander Mike Batchelder (USCG Sector Baltimore)



⬆ (From left to right): Joanne Hampson (PNC Bank), Erik Daly (PNC Bank), Sam DiPaola (SunTrust), Steve Palmer (PNC Bank)

⬆ (From left to right): Patricia Perlake (Perlake Consulting Associates), Michael Middleton (Cherry Hill Community Coalition), former U.S. Rep. Helen Delich Bentley



⬅ Captain Mike Reagoso (Baltimore Port Alliance and McAllister Towing of Baltimore), Katrina Jones (Maryland Port Administration)

⬆ Eric Costello (Baltimore City Council District 11), Joseph Wyatt (Association of Maryland Pilots), Scott Goldman (Candidate First District Baltimore City Council), Thomas McCormick (ILA 953)

➔ William Rockey (Century Engineering), James Folden (Century Engineering), Katie Miller (Century Engineering), Matt Pearce (Century Engineering)



**ANNIVERSARY**

## Trans American Trucking & Warehouse Turns 40

Trans American Trucking & Warehouse, a family-owned South Plainfield, N.J., firm that is a long-time partner with the Port of Baltimore, recently celebrated its 40th anniversary.

Established as a flatbed and van carrier in Edison, N.J., in 1976 by Ron McGraw and Jim Skow, the business grew into one of only a handful in North America with the expertise to handle the transportation of heavy, oversized equipment and machinery.

Ron McGraw and Skow had once worked together at another transportation company, but decided to join forces and go out on their own in 1976. By the early 1980s, the company evolved into hauling oversized equipment, with aircraft and industrial manufacturers among its biggest customers.

"Since my father and his associate started this company 40 years ago, our rigs have traveled close to 65 million miles, safely carrying hundreds of thousands of pieces of cargo valued in the hundreds of millions of dollars," said National Sales Director Craig McGraw.

Trans American Trucking has clocked about two million miles annually for the past two years, according to McGraw. The company boasts an excellent safety score from the Federal Motor Carrier Safety Administration and



also has a solid, on-time record, he said.

The company also provides warehousing, packaging and export services for customers throughout the United States and Canada. Trans American offers warehousing and export packaging services in a 300,000-square-foot warehouse. It also has a 40,000-square-foot auxiliary warehouse for containerization, drayage and storage.



Skow retired from the company in 2014. Jeff McGraw, Craig McGraw's brother who has more than 35 years of experience, is now vice president. 🌐

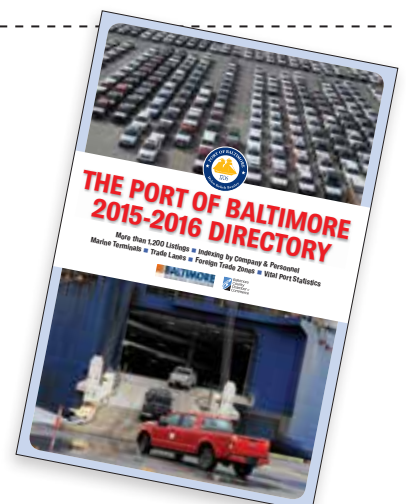
PHOTOGRAPHY COURTESY OF TRANS AMERICAN TRUCKING & WAREHOUSE

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**MAIDEN VOYAGE**

## MPA Honors *Atlantic Star*

The Maryland Port Administration presented ACL's *Atlantic Star* with a plaque on Thursday, Jan. 14, commemorating the ship's first appearance at the Port of Baltimore. The *Atlantic Star* left Europe at the end of December and is making her North American rotation.

In October, ACL officially took delivery of the *Atlantic Star*, the first of five new vessels in the G4 fleet. The *Atlantic Star* joined the company's transatlantic service in December. The remaining four G4 vessels will be delivered during the first half of this year.

The *Atlantic Star* is the largest ro/ro containership ever built. It incorporates a design that increases capacity without significantly changing the dimensions of the vessel. The G4s are bigger, greener and more efficient than their predecessors. The container capacity is more than doubled at 3800 TEUs, plus 28,900 square meters of ro/ro space and a car capacity of 1,300+ vehicles.

The ro/ro ramps are wider and shallower and the ro/ro decks are higher with fewer columns, enabling much easier loading and discharge of oversized cargo. Emissions per TEU are reduced by 65%. The fleet continues to employ cell-guides on deck, a feature that will allow ACL to extend its enviable record: ACL ships have never lost a container over the side during the last 30 years. 🌐



↑ From left: Scott Polin (ACL), Mark Montgomery (Ports America), Dave Thomas (MPA), Michael Poltrack (ACL), Captain Vladimir Mantul, Thorsten Schmittberger (ACL), Jim Pelliccio (Ports America), Bayard Hogans (Ports America)



## NEW LOWER TOLLS FOR TRUCKERS

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**EVENT**

## After A Combined 85 Years, Poremski and Azzarello Say Bon Voyage to the MPA

John Poremski, who has been with the Maryland Port Administration for 52 years, and Sam Azzarello, a 33-year veteran, have retired from their duties. A ceremony was held for the two long-time professionals on Jan. 22 at Sparrows Point Country Club. Poremski served as Manager, Cruise Operations at the MPA. Azzarello was the General Manager Logistics for the MPA.

"John Poremski and Sam Azzarello were well-respected and well-liked both at the MPA and the greater Port of Baltimore community," said James J. White, Executive Director of the MPA. "Their experience and expertise along with their abilities to help our customers and solve problems will not be easily replaced. They both worked in more than one MPA department but are probably best known for their times spent in Operations. I wish both of them a long, happy and healthy retirement." 🌐



← Sam Azzarello, who retired after 33 years from the MPA, is recognized for his loyal service by Executive Director James J. White.

↓ (From left): Dave Thomas, Director of Operations for the MPA, and Executive Director James J. White present a plaque to John Poremski, who retired after 52 years.



## SHIPPING

### Vane Brothers Takes Delivery of First 4,200-Horsepower Tugboat

The Vane Brothers Company has taken delivery of the *Elizabeth Anne*, the first in a new series of the company's 4,200-horsepower tugboats.

The Baltimore-based marine transportation provider has eight *Elizabeth Anne* Class towing vessels on order at St. Johns Ship Building in Palatka, Fla. The second in the series, the *Hudson*, is scheduled to arrive this spring.

"The 4,200-horsepower *Elizabeth Anne* Class tugboat is the ultimate workhorse, bringing exceptional power and performance to Vane's growing fleet," Vane Brothers President C. Duff Hughes said. "We are thrilled with the results coming out of St. Johns Ship Building, and we know that our crews appreciate the comfort, safety and efficiency that are built into each new towing vessel."

Designed by Frank Basile, P.E. of Entech Designs, LLC, the *Elizabeth Anne* Class tugboat is a close cousin to Vane's Basile-designed Patapsco Class tugboats, 15 of which were produced between 2004 and 2009. Measuring

100 feet long and 34 feet wide, with a hull depth of 15 feet, the model-bow *Elizabeth Anne* utilizes two Caterpillar 3516 Tier 3 engines, each generating 2,100 horsepower at 1,600 rpm.

Two John Deere PowerTech 4045, 99 kW generators deliver service

power to the boat, while a third John Deere 4045, teamed with an Allison transmission, drives the chain-driven Lintercon DD200 towing winch.

The *Elizabeth Anne* is the 27th vessel completed for Vane Brothers under the supervision of Senior Port Captain Jim Demske, who is widely known in the maritime industry for delivering superior tugboats that emphasize functionality, crew comfort and safety. 🌐



COURTESY OF VANE BROTHERS

↑ **4,200-horsepower *Elizabeth Anne* Class tugboat is the ultimate workhorse.**

The advertisement for ROYAL LOGISTICS INC. features a dark blue background with a white crown logo and the company name in large white letters. Below the name, it says 'LOGISTICS INC'. To the left, there is a faint map of Maryland with various cities and highways labeled. Below the map, there are three small, rounded rectangular images: a red semi-truck, a yellow container, and a yellow train engine.

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# GreenPort



Environmental Stewardship at the Port of Baltimore **BY JESSICA WILSON**

## Local Foundation Pairs MPA and EDF to Improve Quality of Life in Baltimore

Environmental Defense Fund (EDF), a non-profit that seeks to find solutions to today's toughest environmental problems, keeps a global perspective while going about its everyday operations.

"We think of the earth as our client," said Elena Craft, Senior Health Scientist at EDF.

In service to this client, EDF has formed a productive partnership with the Maryland Port Administration (MPA) in recent years. Their partnership has been facilitated by grants from the Abell Foundation, a local philanthropy focused on improving the quality of life in Baltimore and around the state.

"Our grant making is aimed at addressing the systemic causes and consequences of poverty — through seven program areas, including the environment," said Lynn Heller of the Abell Foundation. "We often look at what works in other cities. What kind of things are other ports doing around the country to improve local air quality? EDF already has that information so it made sense to us to support a partnership between the MPA and EDF."

"What's important about EDF," said Barbara McMahon, Manager, Safety, Environment & Risk Management at the MPA, "is that they have a rich history of working with ports. They're active in the national port initiative to reduce air emissions and to develop new sustainable technologies."

For example, EDF helped develop a program that makes replacing dray trucks easier for truck owners at the Port of Houston. The wealth of knowledge EDF has from its national work buttresses the MPA's local knowledge of the Port of Baltimore.

This double knowledge proved key during the grant writing process

The next project on the docket is a feasibility study of shore power, which involves installing power stations that would allow a ship to be run by electricity when at a berth.

for money to replace dray trucks at the Port. "We reviewed the proposal the MPA put together and tried to focus on the community health benefits in order to make the proposal more competitive and more meaningful for the local area," said Craft. The MPA won the grant.

The relationship between EDF and the MPA has yielded results, yes, but also that intangible magic that occurs when a team clicks. "We think this is really fun. It really is fun to work with Port of Baltimore on these projects. Especially replacing the trucks," said Craft. "It's very gratifying to our team to see a new truck roll up and to know that we helped to make it happen. Someone in that neighborhood is breathing healthier air because the

engine on that new truck is cleaner."

On the MPA's side, McMahon appreciates that EDF understands the Port's unique position in the economy of Baltimore.

"They know that no two ports are alike," said McMahon. "They want to cooperate. They understand business. They know how important ports are to economies locally."

The Abell Foundation has noticed the synergy the MPA and EDF have achieved. "I'm impressed with the fact that they really seem to be

working well together," said Heller.

Only after careful study does the Abell Foundation award grants, and then it monitors the funded projects closely. "While the return is not measured in dollars, our grants are investments that bring important returns to individuals and the community," explained Heller.

EDF respects how much interest the Foundation has taken in the project at the Port. "They've been terrific in terms of being very involved in understanding our work and our relationship with the Port," said Craft. "They do their due diligence in terms of verifying that this work is meaningful, significant, special."

Clearly the Abell Foundation has found EDF and the MPA's work worthwhile. "Our first proposal was



last year and they renewed us for another year. They understand the value of what we're doing," said Craft.

The next project on the docket is a feasibility study of shore power, which involves installing power stations that would allow a ship to be run by electricity when at a berth. Plugging in would allow the ship to shut off its engines, which would reduce fuel consumption, save money and reduce emissions. "It's expensive to put in the power station to do this," said Craft. The study will evaluate whether the upfront investment could yield enough savings to justify the expense.

"The Port is hiring an EDF fellow to do the study," said Craft. "The fellow is part of a graduate training program that EDF manages. EDF trains the fellows and matches them up with companies or ports."

A key ingredient to getting

projects such as the feasibility study off the ground rests in the MPA's staff. "There is a lot of institutional knowledge at the Port. There is a lot of expertise at the Port because people have been there for a long time," said Craft. "The fact that Barbara [McMahon] has been there for 20 years is pretty unique. A lot of ports don't have an environmental person. She's able to brainstorm about different ideas. This makes it a lot easier to move projects forward."

The expansion of the Panama Canal has made managing the transportation of goods in a way that doesn't compromise air quality more important than ever, Heller pointed out. "Everyone's eager to see what the Port can come up with in terms of maintaining economic benefits and reducing emissions," she said.

Sounds like EDF and the MPA are up for the challenge! 🌐

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## MTC Logistics at Cutting Edge of Reducing Carbon Footprint

When it comes to innovative environmental practices, the Maryland Port Administration's (MPA) many initiatives aren't the only game in town. MTC Logistics, which provides frozen and refrigerated services at its distribution center adjacent to Seagirt Marine Terminal, has a long history of developing forward-thinking strategies to reduce its carbon footprint. "We've always been interested in protecting the environment. We express that in how we construct the building as well as how we buy energy for the building," said Harry Halpert, chairman of MTC Logistics.

The company is in the midst of adding a substantial number of solar panels to the roof of its distribution center — the second such installation the company has undertaken at this facility since 2009.

"Electricity is this company's second largest expense next to labor. Maryland deregulated electricity around 2002," Halpert explained, "and as a result I became very active in learning about and then managing our electricity procurement as well as the dispatch of the electricity to run

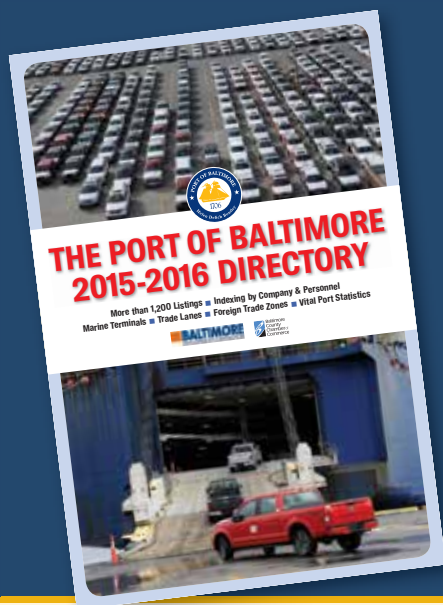
our freezers and buildings."

As MTC Logistics expanded its business during the 2000s, interest in renewable energy was growing nationwide, a trend Halpert noticed. "I studied what was happening in the power markets. As a result of the knowledge that I gained over time, I began to evaluate other electric generation sources our company could use such as on-site natural gas co-generation and solar," he said.

Toward the end of the decade, the government began to create policies to encourage companies to invest in renewable energy. "In 2009, I became aware of Maryland's solar legislation and the state's goals to encourage companies to use alternative energy sources," Halpert said.

One such policy, the establishment of the solar renewable energy credit (SREC) market in Maryland, spurred MTC Logistics to take action.

"This coincided with our then new facility construction at Baltimore by the Seagirt Marine Terminal headed up by our President, Brooks Royster," Halpert said. "Brooks and I decided at that time that we should prepare the building to receive solar panels. We increased the amount of steel that supported the roof as we thought one day we might install solar panels."



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As the company learned more about both the State and the federal governments' initiatives to make renewable energy affordable, the project became economically viable. "We contracted to install a 750,000 kilowatt system in September of 2010 and this system was activated in May 2011," Royster said.

The first solar panel installation cost the company \$3 million, for which the federal government granted a \$1 million rebate. This system eventually generated approximately 900,000 kilowatts per year, or 22% of MTC Logistics' annual energy consumption. "Based on net savings, we are in the black. It has paid for itself," Royster said.

MTC Logistics is in a unique position with respect to its solar power. "We own the system. As opposed to buying the power from a third party that would own the system," Halpert said.

Owning the system means that the company actually purchases power from itself, "at a lower price than we would have otherwise purchased that power from the electric utility," Halpert said. Controlling the company's second largest expense has allowed MTC Logistics to maintain its rates for its clients over the volatile

past few years — "which makes us more competitive," Royster said.

The company has built an addition to its distribution center adjacent to Seagirt, on which it is now installing a second solar power system. The new system, which will generate 1.1 million kilowatts annually, was to be completed in January, but has been delayed slightly because of the blizzard in Baltimore. The second system, which is larger, cost \$1.7 million, nearly half as much as the first system. However, the federal government no longer offers a rebate for solar panel installation; rather it grants an income tax credit. "We estimate that 26% of our annual energy consumption will [now] be generated from solar," Halpert said.

MTC Logistics values using solar power not only because it reduces the company's costs, but also because, "It's less harmful to the environment. As a company we have become more aware of what can be done," Halpert said. "It was a winner when we could economically justify investments that simultaneously reduce our footprint," said Halpert. "It's the right thing to do." 🌐

**"We estimate that 26% of our annual energy consumption will [now] be generated from solar."**

— **Harry Halpert**,  
chairman of MTC Logistics.



PHOTOGRAPH BY CAPTAIN WILLIAM BAND AMP

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# PORT

## Port of Baltimore Weathers Global Economic Challenges With Another Solid Year

**D**espite some challenging worldwide economic conditions, the Port of Baltimore's public marine terminals produced a strong year in 2015. New container records were set, general cargo nearly matched last year's record year and again this Port handled more automobiles than any other U.S. port.

In 2015, general cargo reached 9.62 million tons, barely missing last year's record of 9.67 million tons. Leading the pack overall for general cargo were containers which saw an eight percent jump from 2014. Through our partnership at Seagirt Marine Terminal with Ports America Chesapeake, we will continue to make the necessary infrastructure improvements to keep Seagirt the most efficient container terminal in the U.S. as recognized by the *Journal of Commerce*.

With the Panama Canal project nearing completion, the Port is in excellent position to welcome some of the largest ships in the world. Our 50-foot-

deep berth and four Super Post-Panamax cranes continue to draw attention within our industry. Baltimore is one of only a few U.S. East Coast ports ready today to handle those supersized ships. In addition, by adding Maersk in 2015 to join MSC and Evergreen, the Port now is served by three of the largest container shipping giants in the world.

The Maryland Port Administration's strategic planning for the Port's public marine terminals continues to show results. Promoting cargo diversity has greatly enhanced our overall performance in good economic times and has helped us in recessionary times of economic uncertainty. Our strategic plan recommended concentrating our efforts on four key commodities: automobiles, roll on/roll off (farm and construction machinery), containers and forest products. We have recently added cruise to that list.

In 2015, for the fifth consecutive year, the Port handled more autos than any other U.S. port. Our unique quality program and geographic

# 2015

advantage as the closest East Coast port to the Midwest continue to be key factors in our success. Baltimore's reputation for vehicle handling is also boosted by the presence of four on-dock vehicle processors.

Since beginning a year-round cruise schedule in 2009, the Port has proven to be a very popular cruise port. More than 192,000 people set sail on a cruise from our cruise terminal last year. Our location within one of the largest and most affluent U.S. consumer markets makes Baltimore an ideal cruise port. The cruise terminal itself is aided by a wonderful location immediately off Interstate 95 and an easy drive for both Maryland residents and those coming from neighboring states such as Pennsylvania, Virginia, New Jersey and Delaware. We are also making infrastructural investments in the cruise terminal that will serve us well for the near future.

Taking Maryland Governor Larry Hogan's lead that Maryland is 'Open for Business,' the Port

continues its role as one of our state's leading economic engines. More than 13,600 direct jobs are generated by the Port. These are good-paying, family-supporting jobs. Nearly 130,000 jobs throughout Maryland are linked to activities from the Port. Without a healthy, vibrant and bustling Port, many of those jobs would be lost.

As we continue into 2016, our top goal will continue to be growing our market share in our focused commodities and, more importantly, continuing to be a leader in our State for creating jobs.

**James J. White**, Executive Director  
Maryland Port Administration



## 2015 REPORT



### **RO/RO →**

Our reputation for efficiency, quality and labor encourage shippers and carriers to use the Port of Baltimore as their 1st point of entry.



### **AUTOS →**

The Port of Baltimore is ranked No. 1 for import/export of autos for the 5th consecutive year.



### **FOREST PRODUCTS →**

Proximity to large consumer groups is a key component to the Port of Baltimore's firm grip on this cargo.



### **BREAKBULK →**

Capabilities were recently enhanced at the Port of Baltimore with new heavy lift crane and rail capabilities.



### **CONTAINERS →**

Super Post-Panamax cranes have readied the Port of Baltimore to accommodate some of the largest ships in the world.

# #1

The Port of Baltimore and Seagirt Marine Terminal are ranked by the *Journal of Commerce* as the most efficient container port and terminal in the U.S.

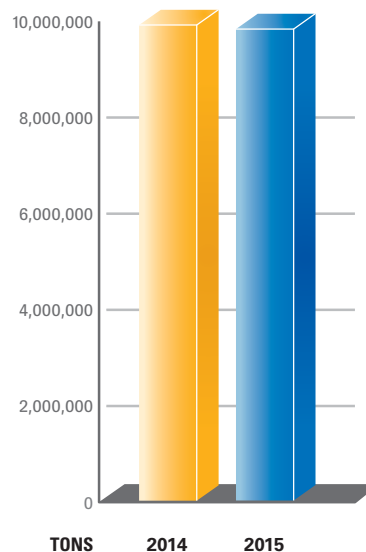


# Port Enjoys Another Banner Year for Cargo

## PUBLIC MARINE TERMINALS NEARLY MATCH LAST YEAR'S RECORD TOTALS

**T**he Port of Baltimore's public marine terminals had another strong year in 2015, virtually matching last year's record of 9.6 million tons of cargo. General cargo includes autos, container, forest products and roll on/roll off (farm and construction machinery).

Containers and autos turned in strong performances again. Finished rolled paper and wood pulp provided a mixed year for forest products. Continued economic woes in the Eurozone resulted in struggles for roll on/roll off cargo, however the Port was able to maintain its market share ranking as the number one U.S. port for that business. Breakbulk saw a small gain while the Port's cruise business continued to draw passengers from the East Coast and Midwest. ➔



### GENERAL CARGO

**2015 9,629,863 Tons**

**2014 9,676,355 Tons**

**PERCENT CHANGE -0.48%**



BILL MCALLEN

# Roll-on/Roll-off

**R**

oll on/roll off (ro/ro) exports continued to struggle in 2015 based

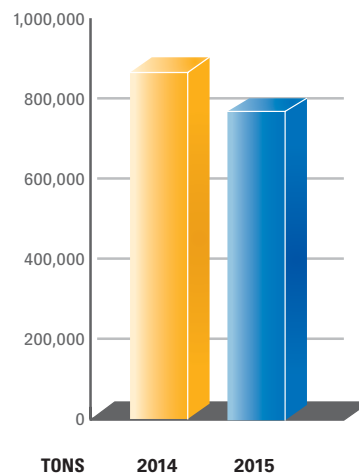
on the continued strength of the U.S. dollar. The loss of agricultural equipment that will be sourced in Germany as a part of factory utilization, layoffs, plant shutdowns and closings will greatly affect ro/ro exports.

After record years, the mining industry has had to cope with declining commodity prices and high cost pressures. To handle these challenges, miners are trying to increase efficiencies, find any cost reductions, and explore all new markets. Weak market demand paired with overcapacity in the global construction equipment market has created a difficult market environment. One challenge is to optimize the current products to improve profitability. Fluctuating and unpredictable demand is common, and the pressure is on the supply chain to deliver a flexible solution that gives short time to market at a reasonable cost. The mining "super cycle" is over.

Despite these worldwide challenges, the Port continues its excellent reputation in

handling ro/ro. The Port's reputation for efficiency, quality and labor are main factors in encouraging shippers and carriers to use Baltimore as their first point of entry.

Baltimore's large and diverse group of competing carriers speaks volumes to the Port's overall operational capabilities while the Port's geographic location to the Midwest makes it a convenient seaport for the world's leading ro/ro manufacturers. Moving forward, Baltimore will continue to place emphasis on its commitment to ro/ro, its industry recognized quality program QCHAT, and of course its unique, homegrown "Ro/Ro Rodeo." →



## ROLL-ON/ROLL-OFF

**2015 760,182 Tons**

**2014 861,876 Tons**

**PERCENT CHANGE -11.80%**



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# Autos



BILL MCALLEN

**D**espite a small drop off, the Port retained its ranking as the number one port in the U.S. for autos for a fifth consecutive year with 574,964 units handled over its public piers.

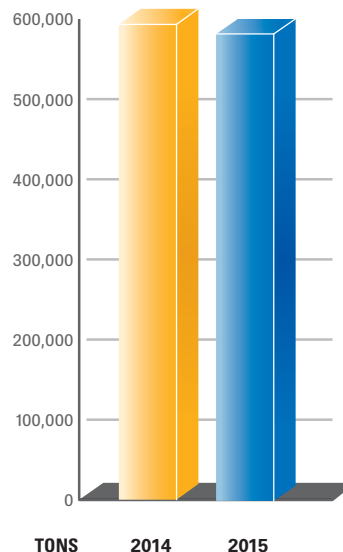
Baltimore's geographic location is a huge selling point in its success in handling autos. Being the most inland East Coast port means more cost-effective transportation of vehicles from the traditional Midwest production sites for exports. On the import side, Baltimore being located within the third largest consumer market and a close drive for tens of millions of people makes for the perfect location distribution.

Baltimore's industry-renowned quality program, QCHAT (Quality Cargo Handling Action

Team) is also a key reason for its auto-handling abilities. QCHAT brings together all key players in the auto supply chain including auto manufacturer, labor, processor, ocean carrier and the Port itself. These monthly meetings ensure open communication and confirm that each auto leaving or arriving at the Port is handled with the utmost white-glove care.

In order to create a more competitive environment on the landside for our auto customers, the Port offers four on-dock processors ready to handle anything from thorough, pinpoint inspections of vehicles to adding special-ordered features and components.

Nearly every major auto carrier in the world calls on the Port, providing unprecedented



## AUTOS

**2015 574,964 Units**

**2014 591,068 Units**

**PERCENT CHANGE -2.72%**

access to all major trade lanes. In addition, all the top auto haul away trucking companies are in Baltimore. With all of these reasons, it is easy to see why Baltimore is number one for autos! ➔





# Forest Products



**F**

or the second straight year, Baltimore's main forest product

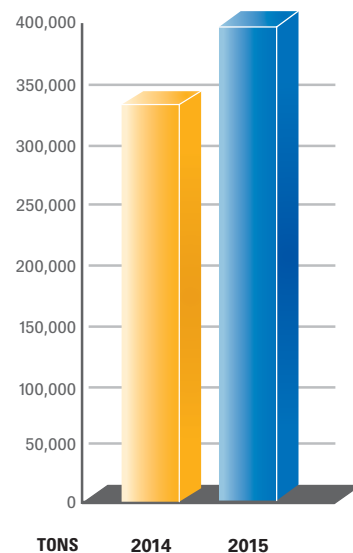
commodities — finished rolled paper and wood pulp — were two different stories.

Finished rolled paper experienced a huge 20 percent jump from 2014. The main reason for this leap was packaging material. More people today are buying goods online which has created a stronger demand for packaging materials for these products.

On the other side of the ledger, imported wood pulp

that is used to manufacture items such as napkins, bathroom tissues, toilet paper, diapers and paper towels saw a decline. This was due in part to the loss in late 2014 of a major customer.

Baltimore has been a leading forest product port for years. Baltimore's experience within this industry is one of damage-free handling and one with outstanding forest product facilities. State-of-the-art warehouses, quality rail, operational efficiencies, existing deep water drafts and the proximity to large consumer groups are all key components to the Port's abilities to handle this cargo. →

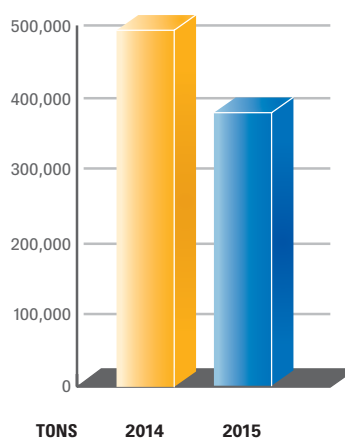


## FOREST PRODUCTS- PAPER

**2015 398,618 Tons**

**2014 331,904 Tons**

**PERCENT CHANGE +20.10%**



## FOREST PRODUCTS- WOOD PULP

**2015 266,623 Tons**

**2014 449,006 Tons**

**PERCENT CHANGE -40.62%**

## Breakbulk/Bulk

**B**

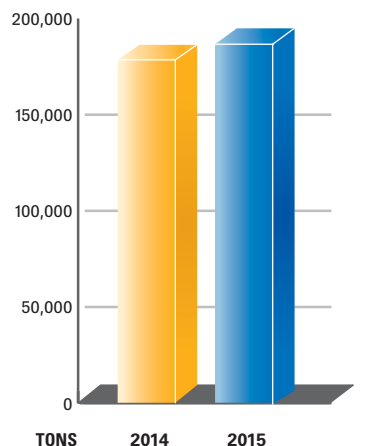
reakbulk tonnage at the Port experienced a modest

gain in 2015. One of the key reasons for this gain was an increase in the Port's project cargo volume. Three natural gas power generation plants near the Port make use of Baltimore's direct rail and heavy lift capabilities.

Baltimore's breakbulk capabilities were recently

enhanced with new heavy lift crane and rail capabilities allowing direct on/off rail to ship. Three heavy lift pads at Dundalk Marine Terminal have a capacity of 32.5 tons per axle per pad.

The Port handles breakbulk cargos such as wind energy components, transformers, locomotives, refinery and energy production. Bulk commodities handled at the public terminals include asphalt, molasses and road salt. →



### BREAKBULK/BULK

**2015 183,063 Tons**

**2014 178,576 Tons**

**PERCENT CHANGE +2.51%**



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# Containers

**F**or the third year in a row, the Port's container business reached record numbers. More than 523,000 containers were handled over the public marine terminals, a more than eight percent increase from 2014.

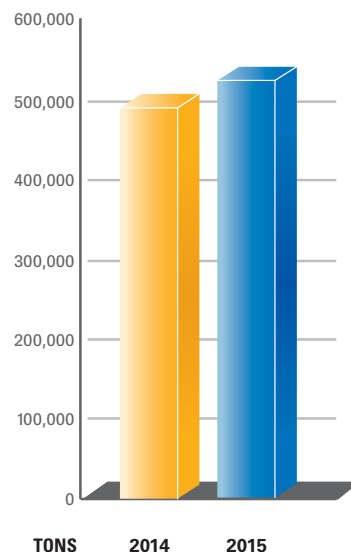
Contributing factors included labor difficulties among West Coast ports that resulted in rerouted cargo to Baltimore. In addition the new 2M service between Maersk and MSC brought the Port of Baltimore more business.

The Port and its Seagirt Marine Terminal, operated by Ports America Chesapeake, was named the most efficient container port in the U.S. by the *Journal of Commerce*. Baltimore averaged 84 container moves per hour per berth. More shippers have taken advantage of terminal and gate efficiencies, routing freight through the Port of Baltimore that had previously moved through other gateways.

Commercial real estate continues to look very positively on land near the Port of Baltimore with millions of square feet of new warehouse space being planned or under development.

Planned enhancements at Seagirt including RFID tag implementation and weigh-in-motion scales that will ensure Baltimore's industry-leading metrics stay on top. The Port averages 30 minutes for a single truck move and 50 minutes for a double truck move, both among the best rates in the industry.

The Port and Ports America Chesapeake are poised for success in anticipation of the opening of the Panama Canal. With a 50-foot-deep channel, 50-foot-deep berth, and Super Post-Panamax cranes, Baltimore is one of only a few East Coast ports ready today to accommodate some of the largest ships in the world. →



## CONTAINERS

**2015 523,848 Units**

**2014 484,410 Units**

**PERCENT CHANGE +8.15%**



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# Cruise Maryland

T

he Port continued in 2015 to be a very popular cruise port for people from up

and down the East Coast and into the Midwest. In Carnival and Royal Caribbean, Baltimore offers two of the world's best known and most successful cruise lines sailing year-round to the Bahamas, Bermuda, Caribbean and New England/ Canada. Additionally, Crystal Cruises again visited the Port of Baltimore for those with a taste for luxury.

With a cruise terminal optimally positioned immediately off Interstate 95, Baltimore regularly attracts cruisers able to drive from their homes in New Jersey,

New York, Pennsylvania, Delaware, Virginia and Ohio.

The Carnival Cruise ship *Pride* returned to the Port in 2015 after undergoing significant upgrades that provided new restaurants and entertainment venues. New environmental technologies were also added to bring it into compliance with new international emissions standards.

Royal Caribbean's *Grandeur of the Seas* was renovated a few years ago and today offers different dining options, entertainment, newer staterooms and tech upgrades. Although the ship has been based in Baltimore for several years, the renovations gave the ship an entirely different look and feel!



**192,000+  
Passengers**

The Maryland Port Administration is making several upgrades to the cruise terminal itself. Improvements include expanded bathroom facilities, new carpeting and new ticket kiosks. The breezeway leading from the cruise terminal to the ship is being enclosed to better protect passengers from inclement weather.

With an ideal geographic placement within the third largest U.S. consumer market and located in a state with the highest median household income, cruising from the Port continues to be strong. 🌐



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



# Ports America to Operate Intermodal Transfer Service At Seagirt Marine Terminal

**NEW AGREEMENT WITH CSX WILL IMPROVE EFFICIENCIES AND ENHANCE PORT OF BALTIMORE'S COMPETITIVENESS**

BY TODD KARPOVICH | Photography Courtesy of CSX Intermodal Terminals

**P**orts America Chesapeake and CSX Intermodal Terminals reached a new agreement designed to boost the competitiveness of the Port of Baltimore. The deal will better position the Port to attain additional freight business through more efficient service.

The new agreement transfers operational responsibility for the intermodal container service at the Port from CSX Intermodal

Terminals to Ports America Chesapeake, consolidating management of the operation and enhancing service through Ports America's on-dock handling and operational expertise.

"As the opening of the expanded Panama Canal approaches, the Port of Baltimore is well positioned to handle increased volumes and ultra-large container vessels," said Bayard Hogans, General Manager of Ports America Chesapeake. "Our four Super Post-Panamax



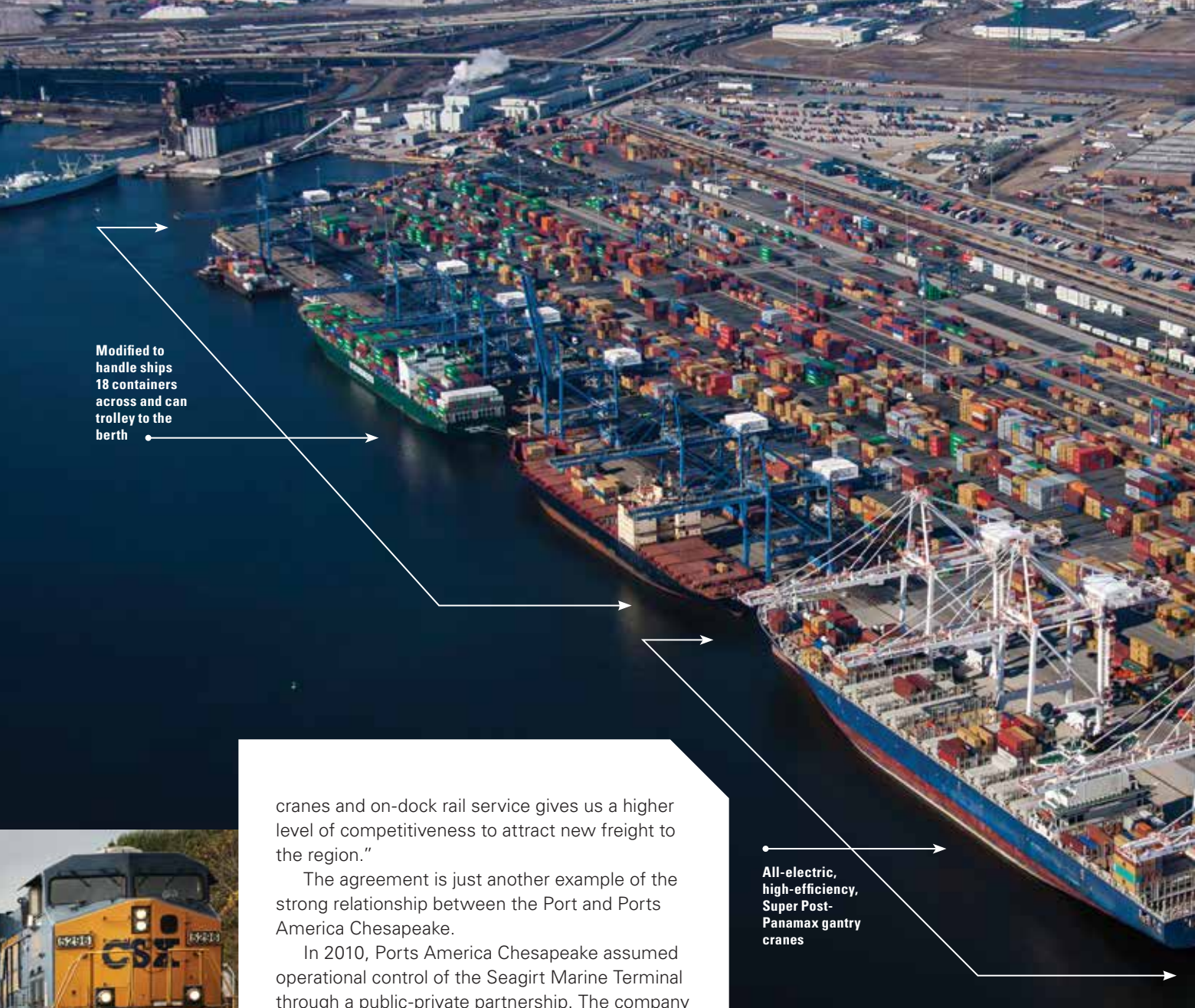


**\$500  
Million**

**Investment Ports  
America Chesapeake  
has made to the Port  
of Baltimore.**







Modified to handle ships 18 containers across and can trolley to the berth

All-electric, high-efficiency, Super Post-Panamax gantry cranes



cranes and on-dock rail service gives us a higher level of competitiveness to attract new freight to the region."

The agreement is just another example of the strong relationship between the Port and Ports America Chesapeake.

In 2010, Ports America Chesapeake assumed operational control of the Seagirt Marine Terminal through a public-private partnership. The company then began an aggressive \$500 million investment program, which has made the Port one of the most efficient East Coast ports.

Ports America's improvements allow more efficient use of the waterfront areas available at the Seagirt terminal, eliminating the requirement to move rail operations to a new, off-dock facility to create space for the hundreds of thousands of container movements that occur there each year.

"This agreement between CSX and Ports America Chesapeake is the first step in creating a business model that will work long term," Executive Director of the Maryland Port Administration Jim White said. "It provides the frequency needed and it's on-dock where it belongs. This also will help us become more competitive with attracting discretionary cargo

destined for the Midwest."

Seagirt received four new all-electric, high-efficiency, Super Post-Panamax gantry cranes in June 2012. These cranes can reach 22 containers across. The existing seven cranes at berths 1 - 3 were modified to handle ships 18 containers across and can trolley to the berth.

The following year, the new Berth 4 with a 50-foot draft, 1,200-linear-foot became fully operational ahead of schedule and under budget. The new dock can handle 14,000 - TEU vessels.

Seagirt's practical yard layout has storage areas directly behind the berths, further increasing the productivity of vessel loading and





“

“Our four Super Post-Panamax cranes and on-dock rail service gives us a higher level of competitiveness.”

— Bayard Hogans,  
General Manager of Ports  
America Chesapeake

discharge operations. Truck turn times take less than 30 minutes for single moves and 50 minutes for double moves.

From August 2012 to August 2013, Seagirt experienced a 5.8 percent increase in business and successfully executed more than \$142 million in equipment and environmental initiatives. Annual volume is 630,000 TEU and current vessel container production is 37 Net MPH, one of the highest on the U.S. East Coast.

The Seagirt Marine Terminal is a 284-acre facility featuring berthing with a 50-foot draft that is serviced by four Super Post-Panamax cranes; seven Post-Panamax cranes (including

three dual-hoist cranes); and 16 rubber-tired gantry cranes. The facility boasts an average of 38 container moves per hour at this terminal, the fastest and most efficient in the United States.

“CSX remains committed to working with the Port, the State and the city to support the continued growth of intermodal freight movements and to connect Maryland businesses and consumers to new markets in the Midwest and the south via CSX’s extensive rail network,” said CSX Intermodal Terminals President Wilby Whitt. “Our agreement with Ports America will ensure that the Port’s needs are continually met today and in the future.” 

# U.S. ARMY CORPS OF ENGINEERS EMBARKS ON **\$25.6 MILLION** BALTIMORE HARBOR MAINTENANCE

## Dredging Contract

*Improvements will ensure safe navigation in  
and out of the Port of Baltimore*

BY TODD KARPOVICH

**T**he U.S. Army Corps of Engineers, Baltimore District, has begun an aggressive project to boost shipping lanes in the Baltimore Harbor and its Chesapeake Bay channels, helping to ensure continued safe navigation in and out of the Port of Baltimore.

Work began in January to dredge approximately 2.6 million cubic yards of material via a \$25.6 million contract awarded in the fall. Crews under contract with the Corps of Engineers are performing the dredging.

"Maintaining the shipping lanes in Baltimore Harbor and its bay channels is of critical importance to both the regional and national economy," said Baltimore District Commander Col. Ed Chamberlayne, who, in that position, also formally serves as the Supervisor of the Harbor for Baltimore Harbor. "Whether it's vehicles, raw materials or other commodities, residents throughout the region and beyond benefit from the operations at the Port of Baltimore on a regular basis, and that's why we're committed to maintaining these channels."

The contract was awarded to Great Lakes Dredge and Dock of Oak Brook, Ill. Crews have mobilized in the harbor and began removing material from the channels.

**The following channels associated with the Port of Baltimore will be dredged to their respective authorized dimensions, in addition to specified allowable over-depths ranging from one to two feet:**

**Fort McHenry Channel**

to a depth of 51 feet and width of 700 feet  
(roughly 528,000 cubic yards)

**Seagirt Channel West**

to a depth of 42 feet and width of 500 feet  
(roughly 23,000 cubic yards)

**Brewerton Eastern Extension**

to a depth of 36 feet and width of 700 feet  
(roughly 1.47 million cubic yards)

**Craighill Entrance**

to a depth of 51 feet and width of 700 feet  
(roughly 610,000 cubic yards)





“Maintaining the shipping lanes in Baltimore Harbor and its bay channels is of critical importance to both the regional and national economy.”

—Baltimore District Commander  
Col. Ed Chamberlayne



About 2.63 million cubic yards of material consisting primarily of mud, silt, sand, shell and mixtures thereof is being removed from the channels as part of these maintenance operations. The roughly 2.1 million cubic yards of material dredged from channels below the Key Bridge will be beneficially reused at the Paul S. Sarbanes

Ecosystem Restoration Project at Poplar Island located on the eastern side of the Chesapeake Bay.

The roughly 550,000 cubic yards of material dredged from channels above the Key Bridge will be placed at Cox Creek Dredged Material Containment Facility.

All of the work is being done in

coordination with the State of Maryland.

The project will be done with two dredges and will begin with the channels above the Key Bridge and finish with the bay channels below the Key Bridge. Maintenance dredging is expected to conclude this spring. 🌐



# Corman Marine Helps Keep Port Moving Forward

VENERABLE FIRM IS A KEY PARTNER FOR THE PORT

BY TODD KARPOVICH | Photography Courtesy of Corman Marine Construction



KATHY BERGEN SMITH

➤ **Corman Marine's Chief Engineer Xavier McGeady and President Marty Corcoran go over plans at the company's Baltimore office. Corman Marine has a longstanding relationship with the Port of Baltimore.**

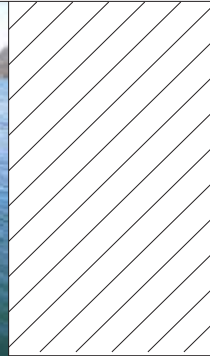
**F**ounded in 1921, Corman Marine Construction is an innovative marine construction contractor that delivers a wealth of experience, knowledge and expertise at the Port of Baltimore and beyond.

As a result, the Baltimore-based company has generated solid relationships with clients and consultants throughout the region that rely on Corman Marine to produce a quality product and get the job done right.

"One key to our long-term success is that we maintain an extensive equipment fleet, including a Manitowoc Model 4600, Series 3 240-ton pedestal crane barge, crawler cranes up to 225-ton rated capacity, floating derricks, crane, deck and sectional barges, tugboats, push boats and crew boats," said Chief Engineer Xavier McGeady. "In 2011, we expanded our operations and fleet to include equipment for mechanical dredging and hydraulically unloading dredge materials."

The Port of Baltimore is the No. 1 auto port in the country and a major







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## → PORT BUSINESS

driving force for the local maritime industry. Corman Marine has helped with the infrastructure to achieve that success. Corman Marine has serviced nearly every marine facility in the Port for the last 94 years. The company remains viable because of its longstanding history with the Maryland Port Administration (MPA) and performing quality work, including pier and bulkhead construction.

In an effort to remain the leading roll-on/roll-off cargo handler in the country, the MPA awarded Corman Marine a contract to construct a new, bigger and better berth at the Port's Masonville/Fairfield Marine Terminal in 2012.

Pier 4 was 70 years old, and while it was still in operation, its useful life was practically expended and could only support 100 pounds per square foot. The new pier is 1,175-feet long making it nearly 300 feet longer, and wider, expanding from 110 feet to 130 feet. With the increased size comes increased strength as it now can support 1,000 pounds per square foot and is designed for future rail transport.

Corman Marine has several close partners at the Port that have helped the company succeed, especially with the demolition and reconstruction of Berth 4 at the Dundalk Marine Terminal in Baltimore.

"The Maryland Port Administration's Engineering group, headed by Mark Kreafler and his onsite team of Todd Lingoski and Bob Stiegler, support our achievements by expediting design changes and day-to-day issues," said President Marty Corcoran "This in turn also positions projects to succeed."

Corman Marine has more than 75 full-time employees, coupled with affiliate Corman Construction that has more than 400 full-time workers on staff.

The company's success is the culmination of a long, venerable history.





KATHY BERGREN SMITH

## CORMAN MARINE CONSTRUCTION AT A GLANCE

**HEADQUARTERS:** Baltimore, MD

**EMPLOYEES:** 75 (Affiliate Corman Construction has more than 400 full-time workers on staff)

**KEY FACTS:** Was awarded a contract by Maryland Port Administration for the demolition and reconstruction of Berth 4 at Dundalk Marine Terminal in Baltimore.

[www.cormanmarine.com](http://www.cormanmarine.com)



Corman Marine Construction got its start almost 100 years ago as Baltimore-based Martin G. Imbach, Co., a local marine contractor. Acquired by CG Enterprises in 2002, Corman Marine has continued to be a leader and innovator in the heavy marine construction field, always developing better and faster ways to meet — and exceed — its clients' needs.

Under the CG umbrella, Corman Marine, together with Corman Construction, now constitutes one of the Mid-Atlantic's largest heavy civil construction contractors serving both commercial and government sectors throughout the Mid-Atlantic region.

The company's operations stretch from the Delaware River in New Jersey and Pennsylvania to North Carolina, with offices and yards in Baltimore, Richmond and Norfolk, Va. ☎



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# Royal Logistics: A Key Partner and Neighbor for the Port of Baltimore

BALTIMORE-BASED FIRM EXPANDED OPERATIONS WITH BIGGER WAREHOUSE FACILITY

BY **TODD KARPOVICH** | Photography by Kathy Bergren Smith

**R**oyal Logistics Inc. has more than 30 years of trucking experience at the Port of Baltimore. Over those years, the company expanded its business and has watched the Port evolve into one of the most efficient places to do business in the nation.

"Since 90 percent of our business involves import and export of freight, the Port of Baltimore plays a substantial role in our daily operations," said Sonny Sponaule, President of Operations for Royal Logistics. "It's fair to say we would not have achieved this level of success without the increased efficiency of the Port."

In 2010, Royal Logistics, which offers a wide range of transportation and logistics services, opened its first

warehouse on Patapsco Avenue. However, since the majority of its customers were importing into the Port, the company found it beneficial to be closer to the main base of operations. As a result, Royal Logistics moved to a 50,000-square-foot warehouse in Holabird Business Park.

Once again, the company quickly outgrew the space, and in order to accommodate the needs of its customers, Royal Logistics opened a second warehouse that provided an additional 50,000 square-feet of space at Chesapeake Commerce Center. Royal Logistics then combined the two locations and is now occupying 120,000 square feet in Marshfield Business Park.

"We are also trying to implement the 'lean philosophy' in our business,"



➔ **Janet Sponaule (Vice President of Operations) and Sonny Sponaule (President of Operations) have helped Royal Logistics expand operations and become a key partner of the Port of Baltimore.**





## ROYAL LOGISTICS INC. AT A GLANCE

**HEADQUARTERS:** Marshfield Business Park, Baltimore

**EMPLOYEES:** 20 in the office and warehouse, in addition to 20 Class A CDL drivers

**SERVICES:** Transportation within 300-mile radius of Baltimore; alcohol transportation and storage permits; regional overweight permits for containerized freight; warehousing; cross-docking; container stripping and stuffing; overflow space available

[royallogisticsinc.net](http://royallogisticsinc.net)



 Dana Callahan (Warehouse Operations Manager)

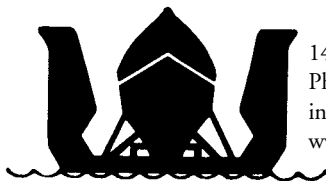


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## → PORT BUSINESS

Sponaule said. "Some call this a breakthrough in thought innovation instead of technological innovation. It's all about looking at the flow of your operation from beginning to end and incorporating the thoughts and ideas of your entire team in order to be more efficient, reduce costs and provide more excellent service."

Royal Logistics partners with Satellite Logistics Group (SLG) in Houston to provide top quality third party logistics services to their customers. Royal Logistics utilizes

**"Royal Logistics provides quality execution for our forward and reverse logistics services, as well as our material recovery services."**

— Joe Manchaca, Supply Chain Services Director for SLG

SLG's warehouse management software, which gives customers access to inventory via the Internet. This also allows clients to track and monitor their inventory in a safe and secure system that is essential in effective decision-making for the overall business.

"Royal Logistics provides quality execution for our forward and reverse logistics services, as well as our material recovery services," said Joe Manchaca, Supply Chain Services Director for SLG. "Our confidence in their team provides us with the peace of mind and assurance that our customers' needs in the Baltimore area will be met and often exceeded."

Royal Logistics also uses trucking management software that is able to provide up-to-date container availability at the Port.

Royal Logistics has nurtured a close relationship with officials at the Maryland Port Administration (MPA) that has been beneficial to both sides. MPA representatives have visited Royal Logistics' facility and have been available to answer any questions or concerns the company has about operations at the Port.

"They also make sure we are informed of any closings or temporary shut downs that may occur which helps us be better prepared to schedule transportation of freight to and from the Port," Sponaugle said. "Of course, on a daily basis our drivers must interact with TIR men, checkers, clerks and equipment operators that are helpful. We are also a member of Maryland Motor Truck Association and they are an excellent source of information regarding issues at the Port and all other news related to the trucking industry."

In addition, officials with Royal Logistics toured the Port with Cindy Burman, Manager, Cruise Marketing and Customer Service at the MPA, and one of the company's export customers, PJ Wright, who is the Transportation Manager of Allegheny Wood Products in Petersburg, W.V. Royal Logistics has provided transportation service for Allegheny Wood for more than 10 years.

"The tour was very educational and gave us a much better understanding of Port operations," Sponaugle said.

Royal Logistics also uses customer feedback to constantly improve its business. The company measures "success by its customer's success." Royal Logistics is working with SLG to apply barcodes for scanning of product for more accurate inventory tracking, using an iPad and simple scanning device. 🌐



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## Paul Swensen

### A LIFELONG COMMITMENT TO MORAN AND THE PORT

BY MERRILL WITTY | Photograph by Kathy Bergren Smith

**M**oran's red and black tugs with their distinctive white block Ms are a familiar sight at the Port of Baltimore and, indeed, up and down the East Coast. Paul Swensen is the guy in charge of Moran's operations in Baltimore; he's spent his entire career with the company.

A native of New York's Staten Island, he said, "My interest in tugboats probably began growing up in New York Harbor and riding the Staten Island Ferry to Manhattan and visiting some of

my Dad's ships that called on the Hudson River for US Gypsum, which were contracted with Moran. After reading several articles about piloting river boats on the Mississippi River I learned of a small Maritime Academy in Helena, Arkansas, and applied for their offshore program which had only just started."

After graduation he sailed on inland and oceangoing tugs until, in the spring of 1976, he put his anchor down in Baltimore. He has spent nearly four decades working in various Moran positions since then: operations, marketing, international sales and general management of assets in their Baltimore and Philadelphia ports. In 1994 he became Baltimore's Vice President & General Manager. Over the last couple of years, he's also provided managerial assistance to Moran's Philadelphia fleet.

On a day-to-day basis Moran's operations group dispatches tugs to service customers' needs in the Ports of Baltimore and Philadelphia. Five dispatchers operate in rotation 24 hours a day, 365 days a year. They also deal directly with customer questions and tugboat needs as well as with the Pilots. The three tugs in the Baltimore fleet work with five crews of four on each boat, also working in rotation.

"We in Baltimore maintain one of the best safety records in the Corp.," said Swensen, "which everyone is very proud of. Our people are what make the difference between us and our competitors. I am very fortunate to work with such a great group of people."

Swensen serves on several different boards and committees at the Port, including the Propeller Club of Baltimore Charitable Trust and Sail Baltimore Board. He also served two terms on the Maryland State Pilot Board under the Ehrlich Administration as well as on the Maritime Master Plan



Technical Advisory Committee for the last three Mayors in Baltimore.

He said that Moran's greatest challenge in Baltimore in upcoming years "is the ever-increasing size of vessels that will call at our terminals. The MPA has done an excellent job over the last few years to position itself to handle the new Super Panamax vessels that have started to call at Baltimore and Moran has done its very best to assist in that regard. Over the last two years Moran has invested more than \$15 million to build tractor tugs for the Port, and we will continue to provide the best platforms available as the Port grows. We envision more traffic coming from the newly enlarged Panama Canal when it is finally complete." 🌐

#### EXTRA

For the last three years Swensen has worked with the **PORT FEST COMMITTEE** to try and educate the next generation about the maritime world.

The weeklong series of events was created to expose middle, high school and college students to the diverse occupations and career opportunities that are available within the Port of Baltimore.



*"It was a great success," he said of this year's event, with many students looking for internships to learn more on the job. "We all recognize that we must offer opportunities to understand what goes on in the Port and unless those career opportunities are offered we are limiting the number of job applicants that will be coming into the marine transportation industry."*

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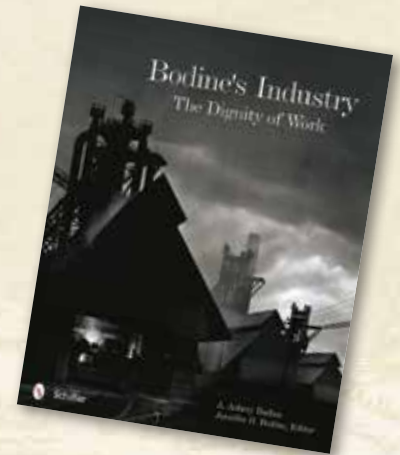
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The terminal handled **75% of Baltimore's coal exports** between 1921 and 1928.



*A. Aubrey Bodine*

STORY BY KATHY BERGREN SMITH

## Port Covington Once Bustled With Activity

**W**hen Aubrey Bodine composed this photograph in 1956, the Western Maryland Railway's Port Covington Terminal was one of the busiest on the East Coast. Covering 185 acres, the terminal housed a 2,500-car railyard, a five-million-bushel grain elevator, a 1,000' merchandise warehouse, a 1,500' ore pier and a 950' coal pier. The coal pier is what is seen in this photo. The "Coal Pier" was built in 1904, burned in 1919, and was rebuilt and expanded by Cleveland-based Wellman, Seaver, Morgan Company, later known as Dravo Wellman.

One high lift dumper for ship loading was added in 1921 and a rotary dumper for loading barges was

added in 1927, making it possible to dump a 70-ton capacity car every two minutes. This was state-of-the-art technology and it pushed Western Maryland Railway ahead of many of its competitors in coal exports. The terminal handled 75% of Baltimore's coal exports between 1921 and 1928.

This image shows a Curtis Bay Towing tugboat with a car float "hipped up." These loaded rail cars were rolled onto a barge that had railroad tracks running their entire length. This tow was bound for the great furnaces at Sparrows Point steel mill. Many barges went just a few hundred yards to the Gould St. power plant visible in the background of the photo.

Many factors led to the ultimate demise of the Coal Pier. Ships

got larger, making them more cumbersome to load as they had to be shifted multiple times. Other, more modern terminals were built in Baltimore that could mix coal into various blends from storage piles. The Port Covington facility just didn't have room to store coal on the ground.

As technologies advanced, the labor costs of operating the pier became untenable. It took 80 men to operate it in warm weather and many more when the coal froze in the rail cars. The Ida May mine, Bethlehem Steel's main source for barged coal, was exhausted in the 60s. Finally, the Western Maryland itself was sold to B&O, a competitor, who gradually phased out the pier. It was abandoned in 1988. 🌐

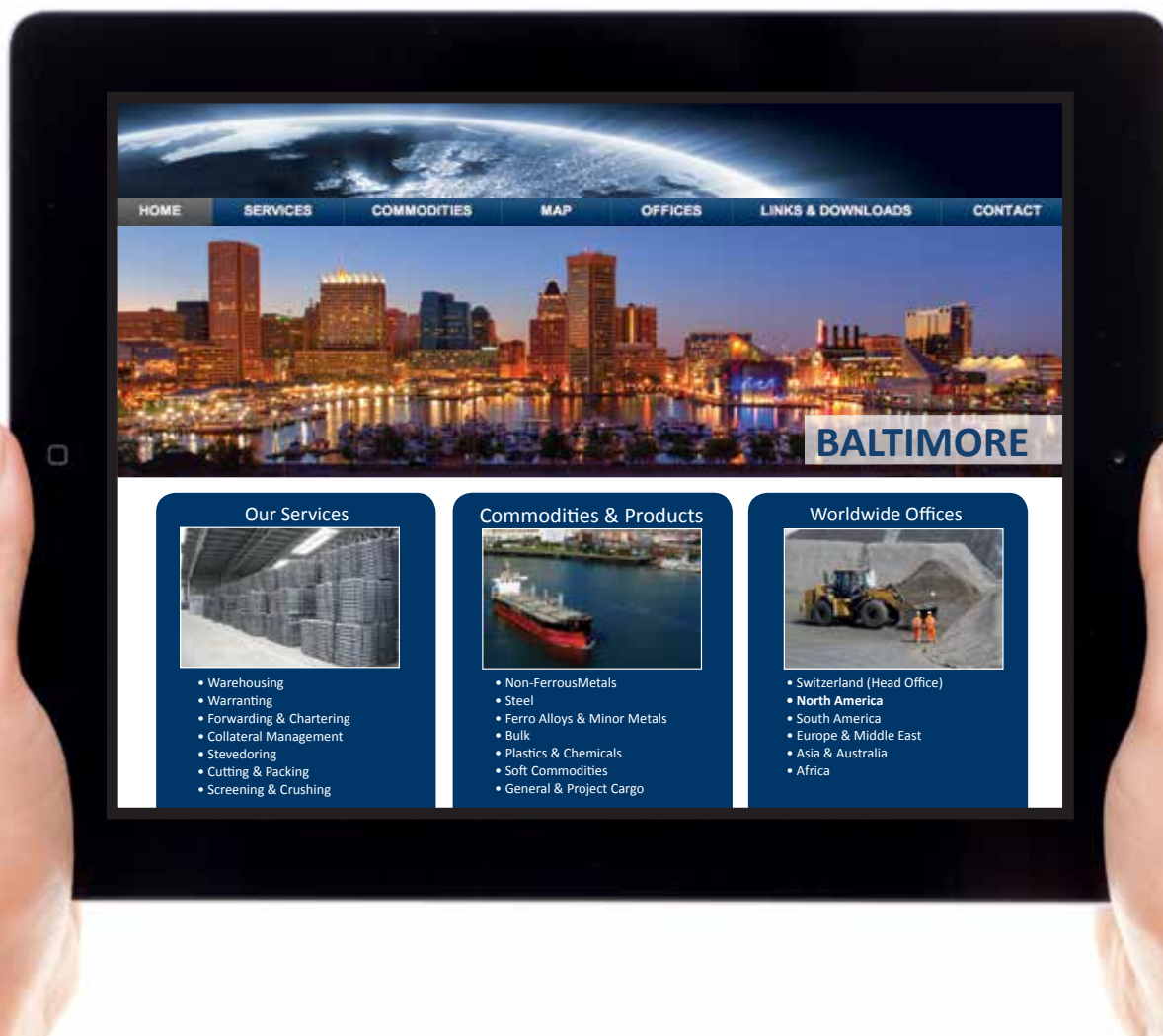
This image is from the archive of A. Aubrey Bodine (1906–1970). During his nearly 50-year career as a *Baltimore Sun* photographer, Bodine captured the city with an artist's eye. His fine art work is known worldwide. Bodine's work is available for viewing and prints and books may be purchased at [www.aubreybodine.com](http://www.aubreybodine.com).





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