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ISSUE 4 / 2022

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ON THE COVER:
The Port of Baltimore's Seagirt Marine Terminal utilizes advanced technologies and cargo-handling equipment and systems. Recent improvements at the terminal are designed to keep cargo moving even faster, reduce truck traffic and mitigate environmental impacts.
Photography by Bill McAllen.



Port of Baltimore Tweet Highlights

Our Poplar Island diamondback terrapins visited Norrisville Elementary in Harford Co for their 1st day of school!

They will visit other MD classrooms this year to help teach #PoB's enviro programs. The terps will eventually be released back on Poplar.

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ENHANCEMENTS. PARTNERSHIPS. PROGRESS.

4 NEO-PANAMAX CRANES
23 container-wide outreach

SECOND 50' BERTH

We've been busy. New Neo-Panamax cranes and a deeper berth are accommodating the largest ships that can transit the widened Panama Canal at Seagirt Marine Terminal—more of which are coming, thanks to new partnerships. Seagirt is also receiving new container handling equipment, including 15 hybrid-electric gantry cranes, as well as opening a new truck gate complex. These upgrades are projected to significantly increase the port's business, generating direct and indirect jobs for the port community. That's progress.

GOVERNOR'S MESSAGE

Growing Business While Restoring Maryland's Shoreline

Dredging is an ongoing necessity for the Port of Baltimore to accommodate the huge ships that deliver cargo, keep our supply chain open and grow our economy. With federal funding secured by our Maryland congressional delegation and in partnership with the U.S. Army Corps of Engineers, the Mid-Chesapeake Bay Island Ecosystem Restoration project is the latest example of Maryland being an international leader in the beneficial use of dredged material for coastal and island restoration.

Last month, we officially kicked off the Mid-Chesapeake Bay Island Ecosystem Restoration project, which will use dredged sediment from Maryland's Port of Baltimore shipping channels to rebuild a pair of vanishing islands off Dorchester County. Restoring James and Barren islands will boost island habitat and help protect the Dorchester County shoreline from

erosion. The island sites will eventually replace Poplar Island as Maryland's primary receiving site for channel dredged sediment from the Chesapeake Bay.

The Mid-Chesapeake Bay Island Ecosystem Restoration project will follow in the footsteps of Poplar Island — which has been completely restored to its original acreage using dredged sediment. After its expansion, Poplar will continue receiving sediment until 2032, when Mid-Bay comes online.

Over the last eight years, our administration has remained firmly committed to investing in and supporting projects that will benefit the Port of Baltimore as both a major generator of jobs and as a strong environmental partner. Achieving this effective balance will help grow the business side of the Port of Baltimore while enhancing Maryland's environment for years to come.

Larry Hogan, Governor

EXECUTIVE VIEW

Truckers Make Our Port Work

This issue of *Port of Baltimore Magazine* centers around trucking. Truckers are the backbone to every port in the United States, and Baltimore is surely and reliably served by a hard-working trucking sector. Indeed, America's trucking industry is the lifeblood of the U.S. economy. Nearly every good consumed in the U.S. is put on a truck at some point. There are more than 116,500 trucking industry jobs in Maryland — that's one in 17 jobs in the state. More than 92% of Maryland communities depend exclusively on trucks to move their goods.

That's why I'm pleased to be on the Board of Directors of Task Force Movement: Life Cycle Pathways for Veterans and Military to Trucking, associated with the White House's trucking action plan to strengthen America's trucking workforce. We were happy to recently welcome the Honorable Patrick Murphy — the 32nd Under Secretary of the Army, a Gulf War vet and Task Force Movement Chairman — to the Port for a visit. Our veterans deserve as much thanks and support as we can give them. This committee will help provide good-paying, family-supporting trucking jobs to a great but underappreciated segment of our population — our wonderful veterans.

While our industry continues to grapple with pandemic-related supply chain impacts, Baltimore has added new services, welcomed diverted ships from other ports, and has been working very closely with Ports America Chesapeake to improve overall efficiencies for our truckers at our Seagirt Marine Terminal. I detailed these plans for you in my last magazine column. Ports America is also leading a major effort to achieve Green Marine certification status for their U.S. terminals. This includes performance measures in areas such

as gas emissions, air pollutants, spill prevention and waste management. Ports America is a real environmental leader and I'm happy to say that working with them, we've already achieved that important status at the Port of Baltimore.

Our cruise business has rebounded nicely following that industry's restart last year. Both of our year-round cruising partners, Carnival and Royal Caribbean, are sailing full capacity from Baltimore to the Bahamas, Bermuda and Caribbean. We've also worked very closely with the CDC and both cruise lines to make sure our cruise terminal has the most current health and safety protocols in place.

Recently, I was happy to be joined by White House Infrastructure Coordinator Mitch Landrieu, Senators Ben Cardin and Chris Van Hollen, Congressman John Sarbanes, Army Civil Works Assistant Secretary Michael Connor, Army Corps of Engineers Major Gen. Richard Heitkamp and Col. Estee Pinchasin for the Mid-Chesapeake Bay Island kickoff announcement. This \$4 billion project will rebuild James and Barren islands using sediment dredged from Port shipping channels, creating wildlife habitat and providing shoreline protection for Dorchester County. Mid-Bay will eventually replace Poplar Island as our primary containment facility for bay material and keep our channel depths maintained for the next 35 years.

We've got a lot going on in Baltimore both commercially and environmentally. We also are working very hard to give all our customers a great Port experience. I look forward to continuing to work closely with our great supply chain partners to make that happen and make Baltimore the best port in the nation.

William P. Doyle, Executive Director

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SOUNDINGS

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

TRUCKING

New Task Force Seeks to Move Veterans into Trucking Jobs

Throughout the pandemic, Americans were reminded just how important the logistics industry is to their daily lives. Most Americans experienced these issues as they saw empty store shelves and price increases. But those working at ports saw the problem up close. As a labor shortage in trucking sent ripples across the transportation sector, port workers faced logjams in transferring cargo for shipping, truckers faced long lines for loading and unloading, and consumers were left without basic staples.

In response to the trucker shortage, **President Biden** announced an initiative to get more Americans good-paying jobs in trucking — especially veterans and transitioning service members. In April, the effort formally launched as **Patrick J. Murphy**, the 32nd Under Secretary of the US Army and first Iraq veteran elected to Congress, visited the White House to announce the launch of “Task Force Movement: Life-Cycle Pathways for Veterans and Military into Trucking.”

Since then, the task force has partnered with various organizations to create expedited programs to ensure capable, experienced veterans could get up to speed on domestic regulations and get them out on the road. The Port of Baltimore is one of the key partners of Task Force Movement (TFM).

Maryland Port Administration (MPA) Executive Director William P. Doyle sits on the TFM Board of Directors and has been a leader in identifying the needs of ports.

“We are very happy to be part of this important endeavor,” Doyle said. “Our veterans deserve as much thanks, support and assistance as possible. What those men and women mean to our country cannot



↑ **Top: Under Secretary of the Army and Task Force Movement for Trucking Chairman Patrick J. Murphy. Above: MPA Executive Director William P. Doyle hosted Murphy at the Port. Pictured during the visit are, left to right: MPA Deputy Executive Director Brian Miller, Murphy, Doyle, ILA 333 President Scott Cowan and Maryland Motor Truck Executive Vice President Armand Patella.**

SPOTTED AT THE PORT!

Maryland Port Administration Executive Director William P. Doyle ran into District 6 State Senator Johnny Ray Salling at the Port recently. Senator Salling, whose district includes the Port, was working as a roll-on/roll-off high and heavy cargo temp for Wallenius Wilhelmsen. Pictured left to right: Jessie Rainier (Wallenius Wilhelmsen), Senator Salling, Executive Director Doyle and Mike Hohman (Wallenius Wilhelmsen). Great to see the senator!



be overstated. The trucking industry provides family-sustaining wages and benefits, the chance to work your own hours, and steady employment. With labor shortages in the trucking industry, there is no better time than now to integrate veterans into trucking jobs.”

TFM already has successes to report: in only five months, hundreds of veterans, transitioning service members and their immediate family members have earned trucking certificates and are serving their country once again.

“Most people didn’t give much thought to the supply chain until their normal lives were disrupted by the pandemic,” said Murphy. “But now, these concerns have become real kitchen-table issues for the first time in recent memory. One area that has seen marked improvement, however, is in supply chain employment. Many veterans are to thank for this progress.” 🌐



The trucking industry provides family-sustaining wages and benefits, the chance to work your own hours, and steady employment. With labor shortages in the trucking industry, there is no better time than now to integrate veterans into trucking jobs.”

— William P. Doyle, Executive Director, MPA



The task force welcomes the participation of employers in the trucking sector! If you would like to participate as a formal partner with TFM, visit our website www.taskforcemovement.org/trucking and register your company.

ENVIRONMENT

Agreement, Contract Award Mark **Mid-Bay Progress**

At an October 6 event, the U.S. Army Corps of Engineers (USACE) celebrated the official commencement of the Mid-Bay Island project, following a \$43.1 million contract award to Coastal Design & Construction, a small business based in Gloucester, VA.

The event followed another key step taken in late August. At that time, **USACE Baltimore District Commander Col. Estee Pinchasin**, **Maryland Department of Transportation Secretary James F. Ports Jr.** and **Maryland Port Administration Executive Director William P. Doyle** signed a \$4 billion Project Partnership Agreement for reusing dredged sediment to restore the James and Barren islands in Dorchester County.

Officially known as The Mid-Chesapeake Bay Island Ecosystem Restoration Project, the Mid-Bay effort is integral to the Port's strategy for managing the nearly two million cubic yards of sediment that are dredged from Bay shipping channels every year. The project will create a future placement site for dredged material near what remains of James and Barren islands.



BILL MCALLEN

↑ *Left to right: Army Civil Works Assistant Secretary Hon. Michael Connor, Corps Major Gen. Richard Heitkamp, Corps Baltimore District Col. Estee Pinchasin, Congressman John Sarbanes, White House Senior Advisor Mitch Landrieu, Senator Chris Van Hollen, Senator Ben Cardin and MPA Executive Director William Doyle.*

Once complete by mid-century, Mid-Bay Island will comprise approximately 55% wetland and 45% upland habitats.

"The Mid-Bay project is the next frontier for coastal and island restoration," Doyle said. "It will give us dredged sediment placement capacity for 30 years and strengthen the shoreline of Dorchester County." 🌐

FUNDING

Federal Government Funds **Offshore Wind Apprenticeship Program**

Deputy U.S. Commerce Secretary Don Graves joined Maryland officials, including **Gov. Larry Hogan**, **Maryland Department of Labor Secretary Tiffany Robinson** and leaders from US Wind, at Tradepoint Atlantic in early August to announce the recipients of a grant funded by the federal government's Good Jobs Challenge.

The Good Jobs Challenge is part of the U.S. Economic Development Administration's American Rescue Plan and will be used to fund 32 locally led workforce programs that aim to transform communities across the country.

In Maryland, the initiative being funded is the Maryland Works for Wind project. Through this project, the Maryland Department of Labor will support the growing offshore

wind industry by implementing a new apprenticeship model. In partnership with employers such as Chesapeake Shipbuilding, Crystal Steel Fabricators, US Wind and Orsted Offshore North America as well as seven local unions, the department will build a training model that meets the needs of employers and local communities. With a focus on formerly incarcerated individuals, veterans, disconnected youth and other underserved populations, the program will train thousands of individuals to enter well-paying jobs in the industry.

Altogether, the Good Jobs Challenge has \$500 million in grant funds to give away, of which \$22.9 million are going to Maryland.

US Wind CEO Jeff Grybowski applauded the announcement.

"Building offshore wind projects off the coast of Maryland and at Sparrows Point Steel in Baltimore County will require a multi-faceted, multi-skilled workforce. The Maryland Works for Wind initiative, under the leadership of the Maryland Department of Labor, will enable our business to grow and thrive by providing the skilled workforce we need to compete in today's global economy. With the help of union labor, minority businesses and community colleges, we can train diverse workers from underserved populations for good-paying jobs that serve both US Wind's projects and the greater U.S. market. We look forward to working with these partners to support the creation of an offshore wind manufacturing hub for the region." 🌐



**MARYLAND
LINE HANDLING**

OBITUARY

Remembering Michael Pirisino of Maryland Line Handling

On August 10, Michael A. Pirisino, founder of Rosedale-based Maryland Line Handling, passed away. Born in Dundalk in 1932, Pirisino went into business for himself in 2000.

Pirisino was a proud member of the International Longshoremen's Association Local 333 for decades before he founded Maryland Line Handling. "The opportunity to have his own business just presented itself," said Pirisino's son, Michael F. Pirisino.

A treasured tradition for Pirisino was Maryland Line Handling's annual assistance in tying up ships for Fleet Week, most notably the USS *Zumwalt*, a 610-foot-long Navy guided-missile destroyer that visited Baltimore in 2016.

In addition, Pirisino was known for making charitable contributions to the community. "He gave to the International Seafarers and worked with MSC to raise money for veterans," his son said.

Michael A. Pirisino was "a loving father and grandfather," he added. In addition to his son Michael F. Pirisino, the elder Pirisino leaves behind a daughter named Maria Butta and five grandchildren. His wife Mary predeceased him. 🌐

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Community Corner

Pitching In at the Port of Baltimore — If you're involved in community events, we'd love to highlight you! Email tina.irgang@todaymediacustom.com



Knorr Brake Company Helps Local School Fund New Playground

Hampstead Elementary School in Hampstead, MD, opened a new playground this school year that will be welcoming for children of all ability levels.

It took support from local businesses and individuals to help the school realize its dream. Among those who supported the effort was the team of Westminster-based Knorr Brake Company (KBC) and its parent company's North American foundation, Knorr-Bremse Global Care North America (KBGCNA). Together, the two organizations awarded \$70,000 in funds, almost half the cost of the \$158,000 project. The organizations also contributed cooperative assistance for the project.

"We were thrilled to partner with Hampstead Elementary in acquiring and constructing an accessible playground for its students and for the greater community," said **Lindsey Franey, Marketing and Governmental Affairs Manager at KBC** and KBGCNA's project champion for the playground. "Extending this support for a project that is educational and fun, and that also eliminates barriers, is at the core of what our organizations strive to promote,

and we're happy to be a part of it."

KBGCNA is the North American philanthropic organization for Knorr-Bremse of Munich, Germany, the global market leader for braking systems and a leading supplier of other safety-critical rail and commercial vehicle systems. And Knorr-Bremse subsidiary KBC is a leader in the supply and maintenance of braking systems for U.S. passenger rail cars.

Hampstead Elementary, located in northern Carroll County, serves about 425 students, from preschool up to fifth grade. While the majority of its students live in Hampstead, the school also serves about 60 students from surrounding areas who receive special education services there.

"We have several classrooms dedicated to students with autism, and we have students with some medical conditions that warrant the use of a power wheelchair or a walker," said **Arlene Moore, Principal of Hampstead Elementary**. "It was important to us to make sure that all students, no matter their disability, were able to play on the playground with their peers." 🌐



Volunteer for a Shoreline Cleanup at MASONVILLE COVE!

Captain Trash Wheel has been removing trash and debris from the Patapsco River at Masonville Cove for more than four years, but even after collecting more than 29 tons of garbage, there's more to be done. And you can help!

The Masonville Cove Urban Wildlife Refuge Partnership, which includes the Maryland Port Administration, organizes periodic cleanups along the shoreline. At a cleanup in June, volunteers collected more than 40 pounds of trash alone. In all, more than 600 pounds of trash have been collected during cleanups, which began about 13 years ago.

FIND DATES FOR UPCOMING CLEANUPS AT www.masonvillecove.org.



↑ A project team member answers questions on design during a poster board session.

Turner Station Conservation Teams Updates Neighbors on Fleming Park Project

In May, Turner Station Conservation Teams (TSCT) and project partners the Maryland Port Administration and Chesapeake Bay Foundation hosted an open house for the Fleming Park Restoration Project at the Fleming Senior Center in the historic neighborhood of Turner Station.

Supported by design consultants Mahan Rykiel Associates and Anchor OEA, the event provided an update on the preliminary design of dredged material reuse for wetland creation and shoreline restoration planned to enhance the park's resiliency and ecologic benefits, as well as improve public access. Poster boards outlining the planning needs and design layouts were shared with the public during a Q&A session, followed by a site walk of the park to discuss specific design features and planned improvements.

TSCT Board Member Eddie Brooks remarks that "The POB has been a major contributor to this project, which will foster environmental justice and protect the community from sea level rise, continuing erosion and flooding, while promoting educational programs, boosting recreational activities and making a new connection between the community and the shoreline." 🌐



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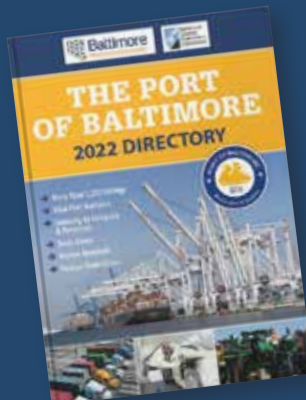
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Environmental Management at the Port of Baltimore

Mid-Bay Project Stakeholders Visit Poplar Island

On July 8 and 9, the Maryland Port Administration (MPA) successfully hosted tours at Poplar Island for 30 stakeholders of the Mid-Chesapeake Bay Island Ecosystem Restoration Project (Mid-Bay Project). Participants had the opportunity to observe a plethora of habitats and wildlife, while learning about the work being done at the Paul S. Sarbanes Ecosystem Restoration Project at Poplar Island, and how it will compare to the 2,144-acre Mid-Bay Project.

The Mid-Bay Island Project will replace Poplar Island as the main recipient of dredged material from the Chesapeake Bay federal shipping channels. Once complete, the Mid-Bay Project will be comprised of approximately 55% wetland and 45% upland habitats and provide 90-95 million cubic yards for dredged material capacity over the next 30 years.

➔ **FIND MORE INFORMATION** on the Mid-Bay Project at www.nab.usace.army.mil/Mid-Bay. 🌐



↑ *Mid-Bay Project stakeholders on a bus tour at Poplar Island*

➔ *MPA team members explain the Mid-Bay Project in detail at Poplar Island during the site visit.*



PHOTOS BY AMANDA PENAFIEL / MPA



LILLY S. / LCF

↑ *BEESMART student fishing at Masonville Cove pier*

Masonville Cove Hosts Successful STEM Summer Program

The Living Classrooms Foundation (LCF) manages the Masonville Cove Environmental Education Campus and provides under-resourced communities with environmental education, stewardship activities and academic enrichment.

With the support of external donors, including the Maryland State Department of Education's 21st Century Community Learning Centers, South Baltimore Getaway Partnership, The Harry and Jeanette Weinberg Foundation, Hinkey-Benson Family Fund, Thalheimer Foundation, and The Nora Roberts Foundation, the Living Classrooms BEESMART (Baltimore Environmental Education Summer Math and Reading Trailblazers) Summer Program serves third through fifth-graders. It uses STEM concepts to increase reading levels and ultimately prevent summer learning loss. Also, students engage in hands-on experiments and cool projects such as building underwater robots with video cameras. 🌐

Port of Baltimore Environmental Education Team Provides First Program in Spanish

The Port of Baltimore Environmental Education Team (POB EE) at the Maryland Environmental Service provided the first classroom outreach program in both English and Spanish, entitled “Diamonds in the Bay.”

In June, educators met with Rock Creek Forest Elementary School Spanish Immersion Program’s students to share more information about the Port’s operations, the beneficial use of dredged material in restoring Poplar Island, and the beloved diamondback terrapins that call Poplar Island home.

“By offering lessons in Spanish, we are working to increase accessibility within the environmental field, ensuring that every student has access to the important science education that we provide,” said POB EE educator Elana Kellner. Participants also learned about the biology and the different types of “adaptaciones” that make terrapins unique and help them survive in the wild. 🌐



EMILY SPERLING / MES

↑ POB EE educator Matias Orrego presenting in Spanish to Rock Creek Forest Elementary School students.

“ By offering lessons in Spanish, we are working to increase accessibility within the environmental field, ensuring that every student has access to the important science education that we provide.”

— Elana Kellner, POB EE Educator

Kids Had a Blast at Youth Birding Week

Ten lucky children from around the Baltimore area had the opportunity to spend a week learning the basics of birding and Maryland’s unique habitats.

The 7- to 10-year-olds learned how to use binoculars, birding guides and the eBird birding database. They started each morning at the Masonville Cove Environmental Education Center and traveled from there to learn about osprey

and bird banding on Poplar Island, how to catch fish on the beach of Cox Creek with a seine net, and how to go birding on Hart-Miller Island.

On the final day, the children celebrated by presenting posters to their parents, who also took part in activities at Masonville Cove. They enjoyed the adventurous and educational week, and one of the kids even said, “This was one of my best weeks ever.” 🌐



↑ Group photo at Poplar Island. The fun-filled week was funded in part by the Chesapeake Bay Trust. The week was made even more special as each child became an expert on a particular bird.

Above photo by Katrina Jones, MPA. Background image by Emily Sperling / MES

A white semi-truck is parked at a port, with a large red container behind it. The truck has a white cab and a red container. The background shows industrial structures and a clear blue sky. A large circular graphic is overlaid on the image, featuring a blue center with white text and a yellow and red border. The text reads "Better Than Ever" and "CHANGES COMING TO SEAGIRT SET TO SHORTEN TURNAROUND TIMES, IMPROVE EFFICIENCY".

Better Than Ever

CHANGES COMING TO
SEAGIRT SET TO SHORTEN
TURNAROUND TIMES,
IMPROVE EFFICIENCY

*BY TINA IRGANG LEADERMAN
Photography by Bill McAllen*

As ports around the world struggle with supply chain disruptions, Ports America Chesapeake (PAC), which operates Seagirt Marine Terminal under a 50-year agreement with the Maryland Port Administration (MPA), is rolling out major improvements designed to streamline the experience of Port customers.



TERMINALS

The new improvements — which include an appointment scheduling system, new entry and exit gates as well as 15 additional rubber-tired gantry (RTG) cranes that were delivered in August — join other recent upgrades at Seagirt, such as the dredging of a second 50-foot-deep berth in 2021 and the installation of four additional Neo-Panamax cranes, which became fully operational earlier this year.

“The cranes allow us to service two big vessels at the same time,” said Bayard Hogans, Vice President at PAC. “It’s good that we can get the cargo off quickly on the water side, but we need all aspects of the supply chain working together to maintain an efficient gateway. That’s where our new appointment system comes in.”

The appointment system, called Pre-Advise, was rolled out in mid-September and became mandatory for all trucking visits starting in October. To use it, truckers will need a registered license plate, a valid Standard Carrier Alpha Code and a mobile number.

For PAC, rolling out the system is important for several reasons: to increase gate throughput, to decrease truck processing time, and to gain insight into the expectations of supply chain partners, such as truckers and distribution centers.

“Right now, we don’t have visibility of their expectations,” Hogans noted. “However, if we have an exchange of information ahead of time, we can then place labor, equipment and all of our resources efficiently to match the expectations of our partners.”

In addition to providing information about workloads ahead of time, the Pre-Advise system allows PAC to better manage each day’s schedule, Hogans explained. “In order to provide an efficient level of service, the terminal needs transparency into the supply chain and a uniform flow of cargo.”

“Truckers are the lifeblood of the Port of Baltimore,” said MPA Executive Director William P. Doyle. “Our industry is currently experiencing some challenging times. Working closely with Ports America Chesapeake, we are moving forward on projects that, presently and soon, will improve efficiencies, increase capacity and reduce turn times for our truckers. We are adding an outbound truck gate, additional gantry cranes, initiating a digital appointment system and modernizing our on-dock intermodal container transfer facility. Truckers are the backbone of any port and we appreciate what they mean to the Port of Baltimore.”

PORTS AMERICA CHESAPEAKE

ANNOUNCING:
NEW APPOINTMENT
BOOKING SERVICE
AT SEAGIRT





New Gates to Streamline Arrivals, Departures

The Pre-Advise system will create a more streamlined intake procedure that will eliminate a stage in the process, Hogans said. "We are finalizing our Broening Highway Gate modernization project and moving toward a paperless environment."

This gate, which is set to be operational in October, marks an expansion from nine to 13 lanes. "It's a similar goal as the toll collection efficiency that has been implemented throughout the State of Maryland," Hogans said. "We're looking at every aspect of our process to improve the customer experience."

Meanwhile, another gate on New Vail Street will add three new outbound lanes exiting Seagirt, increasing the total number from six to nine. This gate will provide additional access to Interstate 95 in addition to Broening Highway. "We're looking at a December timeframe for that opening," Hogans said. He added that the New Vail gate will also provide access to the Intermodal Container Transfer Facility, allowing better flow of traffic to the rail facility as a way to prepare for increased business resulting from the Howard Street Tunnel expansion.



Surge in Volume Creates Industry-Wide Bottlenecks

Improvements at Seagirt come at a time where increases in cargo volume have been experienced throughout the industry as the global economy emerges from COVID.

“We’ve definitely seen an uptick in cargo over the past year,” said Hogans. “It’s not only here at the Port of Baltimore, but an uptick throughout the supply chain that affects all of our partners, from the truckers to the distribution centers — everyone is facing the challenges of increased cargo and how to manage that.”

The two biggest challenges for truckers in particular are a shortage of chassis and the container congestion due to the increased volume, according to Armand Patella, EVP of the Maryland Motor Truck Association.

Congestion is an issue “not just at Seagirt but everywhere in the container supply chain,” Patella said. “It’s also congested at destination warehouses, rail yards and truckers’ facilities as our importers struggle with issues like finding space for an avalanche of goods, labor to unload and sort it, and inland trucking capacity to move the goods to the final destination.”

That said, Patella noted that East Coast ports gained an advantage by watching the bottlenecks play out on the West Coast first, which enabled them to prepare for a similar situation. “In Baltimore, for example, we already had off-terminal storage yards and had just finished the second Post-Panamax berth. PAC selectively sent ships to anchor when they could, which helped spread out the import discharge.”

To further ease congestion, Patella said, PAC has “slightly modified their weekday gate hours and opened half days on select Saturdays. Most importantly, all of our trucks have been able to return their empties — a huge problem at other ports — which allows the chassis to be used again. At times, we’ve hit snags with import availability due to heavy congestion, but at least we’re not waiting two to three hours just to enter the gate like some other ports.”





Working Together During Challenging Times

As for whether the latest improvements will help shorten processing times, “I think the jury’s still out,” Patella said. “We’re hopeful the new RTGs will be in operation soon. The New Vail gate has reduced the load at the Broening Gate during its modification, but we haven’t seen the additional functionality to a full-service gate yet.”

But once all the improvements come to fruition, Patella said, “we’ve been told to expect significant improvements in transaction times.”

According to Hogans, PAC appreciates how its partners at the Port of Baltimore are pulling together during this challenging surge. “We have such great supply chain partners, and due to the fact that everybody works together — between the Maryland Port Administration (MPA), our ILA workforce and supply chain partners —all of us are going to get better at what we do. I can’t say enough about our P3 partnership with the State of Maryland, the leadership of [MPA Executive Director] Bill Doyle and what our ILA workforce goes through to get the work done.” 🌐

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Moving in the Right Direction

TOM HUESMAN OF TERMINAL CORPORATION LOOKS BACK ON A DISTINGUISHED LOGISTICS CAREER

BY **TINA IRGANG LEADERMAN**

Tom Huesman's love of the Port of Baltimore dates back decades. He grew up in Baltimore, and his older brother "was the chief clerk on the waterfront for the ILA local," he said. "He used to help me get extra work as a clerical person or laborer so I could earn some extra money for college. That's what got me into the business."

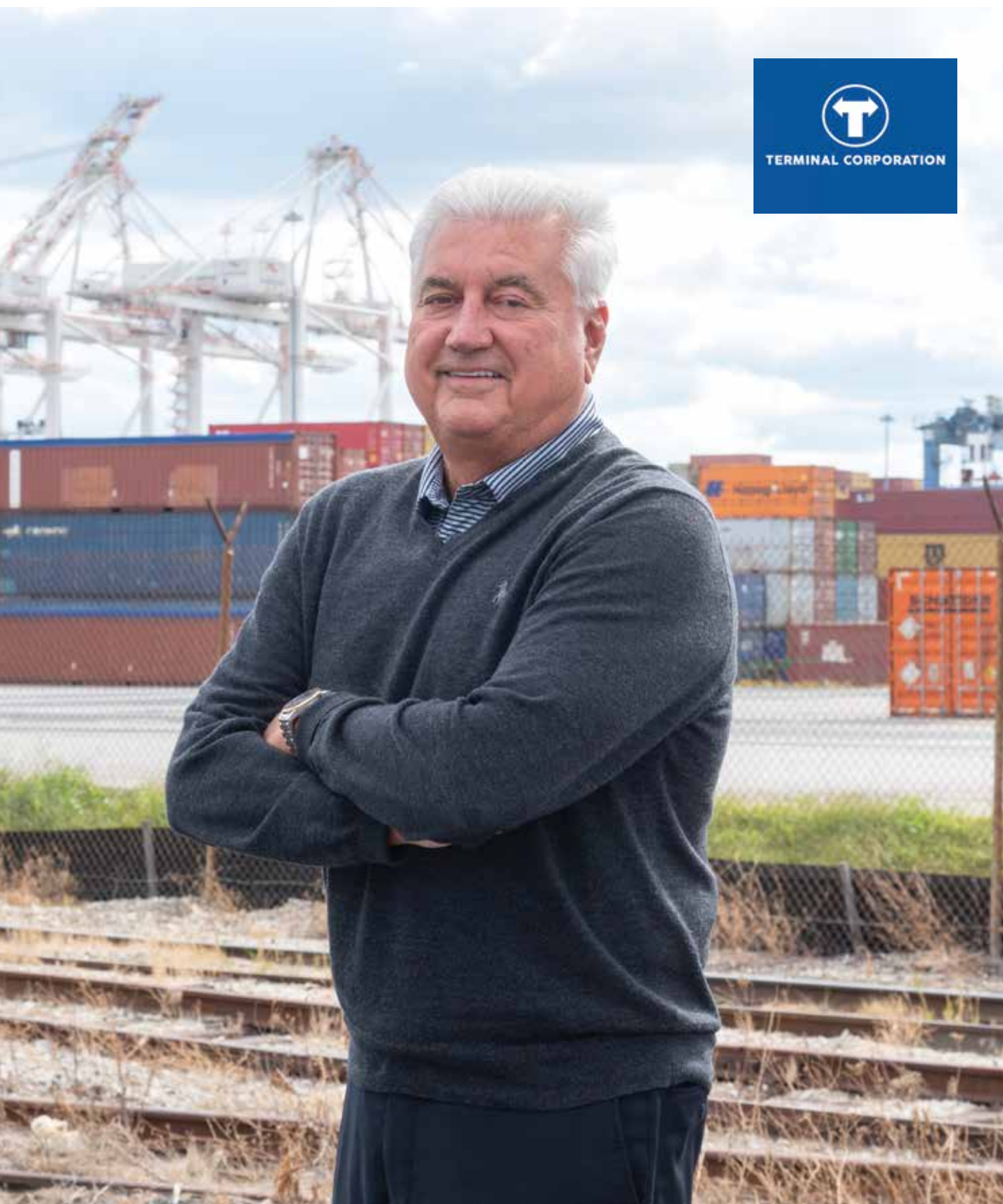
In 1979, Huesman landed his first full-time job in the industry, with a company called United States Lines that had recently come under new ownership and was looking to start over with an all-new staff.

The position at United States Lines lasted six years before the company folded, and Huesman gained valuable experience from it. "I was in charge of a whole division and had seven terminals reporting to me," he said. "So when the company went under, CSX actually came to me and wanted me to work for them." As an International Development Manager for CSX, Huesman worked on strategies for outreach to international ocean carriers.

Not long after that, in 1987, another employer knocked on Huesman's door: the Maryland Port Administration (MPA). Huesman worked for the MPA through 1988 as General Manager of International Marketing, in which position he was responsible for increasing cargo tonnage through the Port by negotiating agreements with ocean carriers.

"At the time, I was part of probably the first conversations that took place about double-stack trains in Baltimore," Huesman said. "And now I might be around when it actually happens" once the Howard Street Tunnel expansion is completed.





DONOVAN EATON PHOTOGRAPHY



A Pivot to Trucking

Later on in his career, Huesman added to his intermodal expertise by starting his own trucking company. "When I owned that company, I spent a lot of time in Houston," he said. "I sold it a few years ago and came back here to work for The Terminal Corporation," which has been in business since 1893.

That was 2007. Today, Huesman remains with the company, as President of its Terminal Transportation Services division. "I'm responsible for the financial viability of the company as well as management of the staff and all our drivers who help us move cargo every day," he said. "We're the second or third largest user of the Port of Baltimore as far as moving containers in and out of the Port. We probably handle in the neighborhood of 36,000 containers a year."

Outside the offices of The Terminal Corporation, Huesman also has been a prominent presence in the logistics industry. "I was a board member of the Maryland Motor Truck Association and also served as Chairman," he said. "I presently head up the Intermodal Executive Committee, where we work with the Port and Ports America Chesapeake to deal with the changes that are taking place."

Those changes, he said, "are all good

in the long term, but obviously change is always hard for the companies that work here. But having been in Philadelphia and New York, in California and down south, the thing about Baltimore is that we have a great labor force and a great community that services the area. We truly get along."

Huesman's appreciation of the Port community is mutual. "Terminal Corporation is a cornerstone trucking, warehouse and logistics partner in the Port of Baltimore," said MPA Executive Director William P. Doyle. "Tom Huesman is an important person in the industry and he's doing a terrific job leading the company. I personally appreciate Terminal Corporation's historic, unwavering support and commitment to the Port of Baltimore."

Looking Forward to New Challenges

Reflecting on his career, Huesman said what he appreciated most was "the constant growth, and always being able to find another challenge. I sometimes say that I'm not sure I know what I'm going to be when I grow up, because I

always wonder what the next challenge is going to be."

As an example, Huesman cited his time with the Maryland Motor Truck Association. "I didn't think leading an organization that has over 1,000 members was something I would ever do, but I took the challenge, and it turned out great."

From a trucking industry standpoint, one of the major challenges are advances in tech, specifically related to electric or hybrid vehicles. "All that's kind of exciting to be involved in," he said. "It's the next phase of development in our industry, and I want to continue to be a part of it."

As far as the future of the Port, Huesman is optimistic. "I think we're moving in the right direction," he said. "We certainly do a better job than a lot of the other ports around the country that are suffering. We have our challenges, but we're making progress in correcting things and getting things to be better for everybody, including all the customers of the Port of Baltimore."

Baltimore itself, Huesman said, "has just always been in my blood. When I left Baltimore and got a chance to come back, it was definitely a good thing." 🌐



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Picking Up the Phone

ACE LOGISTICS PRIDES ITSELF ON RESPONSIVENESS TO CUSTOMERS

BY TINA IRGANG LEADERMAN

Photography Courtesy of Christian Jenkins / Ace Logistics

When brothers Alec and Gus Hajimihalís started Ace Logistics in 2001, they were, as Alec put it, “hardworking and aggressive” — but they were not by any means inexperienced.

“We started as children in the Greek and Italian delicatessen bakery business,” Gus said. “Then came the pizza shops. We expanded to a wholesale produce distribution company, then evolved into our current warehousing business.”

At the time of Ace Logistics’ founding, “other companies in the industry were larger and already established. But we felt that we could provide a higher level

of personalized service. One of the things that has been a big part of our success is that people can reach us,” Gus said. “We answer our phones.” (“To a fault,” Alec added.)

Ace Logistics also prides itself on its good working relationship with the Port of Baltimore, including Ports America Chesapeake and the Maryland Port Administration.

“We think that the Port of Baltimore has assembled the finest, most talented people in the industry,” Alec said. “They’re very responsive, very supportive, and they have been very honest with the distribution and transportation community. That is a huge asset in our business.”



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“ We offer our customers full service from start to finish. We can pick up their container, strip it, store it, ship it and get it to its final destination. We become their direct source, saving time and money and delivering product to the end user faster.”

— Alec Hajimihal, Owner, Ace Logistics



Full Service from Start to Finish

Over the two decades that Ace Logistics has been in business, it has grown into a sizeable operation that stretches over eight buildings and six additional drop yards. Ace offers complete warehousing and logistical services. This includes cross-docking, USDA inspections, bonded (FTZ) storage, contract packaging, rail service, port container services, port drayage and outbound freight service.

“Since the inception of Ace Logistics, we have grown our product lines and added to the services offered,” Alec said. “We started in food warehousing. Since then, our company has matured and currently handles full-line port services for lumber, metals, refined metals, minerals, material handling equipment, consumer goods, ingredients and food products. We offer breakbulk service as well, utilizing the very capable stevedore services that the Baltimore Port community offers.”

Under normal circumstances, a customer would have to contract several service providers to fulfill their needs. But Ace is vertically integrated. “We offer our customers full service from start to finish,” Alec said. “We can pick up their container, strip it, store it, ship it and get it to its final destination. We become their direct source, saving time and money and delivering product to the end user faster.”





Quick Solutions, Shorter Turnaround Times

While Ace Logistics' product lines have expanded, the initial vision of being responsive to clients has remained constant.

"We take care of the problems at hand as quickly as possible," Gus said. This has been an asset for the company especially in recent years, when supply-chain disruptions have caused customers to bulk up their inventories.

"Importers are trying to keep a comfortable level of stock in the U.S.," Alec said. "As a result, there is a shortage of space for port-related warehousing nationwide."

To ease this shortage, Ace Logistics has grown to the current eight buildings and six drop yards and will expand again in the very near future. "Since our most recent acquisition, we are currently operating 1.8 million square feet," Gus said.

At the same time, location has been key to Ace Logistics' value proposition. "All of our drop yards are within two miles of the Port," Alec said. "The drop yards enable us to extract a higher volume of containers from the Port at any given time and redistribute them to our facilities, avoiding backlogs."

In addition, Port proximity helps Ace Logistics in its goal to react quickly to customers' challenges. A few years ago, "we secured a large block of space very close to the Port," Gus said. "It was a very risky move, but it paid off. We are so close to the Port that we can take our resources and shift them very quickly day to day to be able to accommodate a variety of customers and their needs. When one customer has an overabundant amount of containers, we can move them quickly to a drop yard and help avoid detention charges at the Port."

Alec and Gus are very excited as they look towards the future. "We can't wait for the next adventure." 🌐



AT-A-GLANCE

YEAR FOUNDED: 2001

OWNERS: Alec and
Gus Hajimihalis

LOCATIONS: 14
(8 buildings, 6 drop yards)

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'A Very Close Relationship': Customers Reflect on Their History with the Port

“ ROADONE HAS BEEN DOING BUSINESS WITH THE PORT SINCE ITS INCEPTION, WHICH WAS 10 YEARS AGO.

Prior to that, the company was called RoadLink, and we probably have another 15 years of business with that name. Right now, our business is primarily port drayage. We drive and handle a lot of consumer goods. We also do some container yard work, and we're doing an electric truck pilot with the MPA, IKEA and Nikola, which is a truck manufacturer. Our relationship with the Port is very strong. We're Boston-headquartered and [MPA Executive Director] Bill Doyle is from Boston, so my family has known and admired him for a very long time. My father and I have had a very close relationship with the Port, just due to the longevity of our business dealings. Baltimore has been a very strong port for us.”

Kendall Kellaway III, CCO
RoadOne IntermodaLogistics



Left to right: RoadOne Senior VP Andy Blanchard, MPA Executive Director William Doyle, RoadOne President and CEO Ken Kellaway, MPA Director of Sales and Marketing Rick Powers.

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WILHELMSSEN UMBRELLA. When Keen was acquired by Wallenius Wilhelmsen, it was a natural marriage because we have our ships, and we have our terminals, such as Mid-Atlantic Terminal in Baltimore. We operate strategic equipment processing facilities, where we take heavy equipment and work with the original equipment manufacturer to configure it with attachments, special installations and quality preparation for the dealer or the end user. And then we offer and provide transportation for those heavy equipment customers and many others. Our relationship with the Port from the Keen side goes back about 48 years. We have a longstanding relationship of transporting cargo in and out of the Port of Baltimore, and we have a very special working relationship with the Maryland Port Administration.”

Michael Rye, SVP High and Heavy Americas / Keen Transport
Wallenius Wilhelmsen Solutions

“ WE'VE BEEN DOING BUSINESS AT THE PORT SINCE 1971. THIS IS A FAMILY-OWNED BUSINESS THAT MY DAD STARTED, AND BALTIMORE HAS ALWAYS BEEN A KEY PIECE OF OUR SUCCESS.

We provide maintenance and repair of chassis, containers and reefers, and as of late in Baltimore, we are the off-port chassis yard for the MPA. We've always considered ourselves good partners with the Port, but Mr. Doyle and his team have taken that partnership to the next level. We couldn't ask for a better group of people to work with.”

Vincent J. Marino, President and CEO

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