

# The Helen Delich Bentley Port of Baltimore

JANUARY/FEBRUARY 2012

**RO/RO's Global Reach**  
**Baltimore Builds BIG BUSINESS**

**Shipping Lines:** K'K LINE, MOL, W&W, ACL, NYK LINE, HÖEGH AUTO LINERS, NORDANA, CSAV, LGL, BaltiCarrier, GRIMALDI GROUP, AMERICAN ROLL-OFF CARRIER, ARC.

**Equipment Manufacturers:** JLG, CAT, New Holland.

**Other Logos:** EUKOR Car Carriers Inc., LARRC.





## Northwest Ohio

CSX's new intermodal hub located in Northwest Ohio will make you more competitive from coast to coast and throughout the Midwest. As part of the National Gateway initiative, it provides faster and more reliable service – while its unique terminal operating system with five wide span ultra-efficient cranes sets new standards in productivity and environmental stewardship.

Contact your Intermodal Sales Representative or  
e-mail [Intermodal\\_Sales@csx.com](mailto:Intermodal_Sales@csx.com) for more information.



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



*Dwayne Williams*

**Dwayne Williams**  
*BalTerm employee for 15 years*

## One of our most important assets.

**Our facilities and the employees who run them.** Partner with a company that redefines the term warehousing with over 1.5 million square feet of modern warehousing space specifically engineered for forest products handling. And there's more on the horizon. From ample ceiling height and a network of truck



and rail docks to RF barcode scanning and expert materials handling, at BalTerm every detail is a major detail. Our customers rest easy knowing our comprehensive security system ensures a hassle-free, damage-free, worry-free experience. **At BalTerm, our assets are your assets.**



**www.BalTerm.com**

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

# The Helen Delich Bentley Port of Baltimore

## MARYLAND PORT ADMINISTRATION

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

### **Executive Director**

James J. White – 410-385-4401

### **Deputy Executive Director**

M. Kathleen Broadwater – 410-385-4405

### **Director of Operations**

Dave Thomas – 410-633-1043

### **Director of Engineering**

Doug Matzke – 410-385-4806

### **Director of Finance**

Vince Marsiglia – 410-385-4560

### **Director of Maritime Commercial Management**

Michael Miller – 410-385-4747

### **Director of Security**

David Espie – 410-633-1153

### **Director of Marketing**

Richard Powers – 410-385-4731

## OFFICE OF COMMUNICATIONS

410-385-4480

### **Director of Communications**

Richard Scher

## FIELD OFFICES

*Chicago, Midwest* Lewis Vrinios – 708-408-5337  
*New York/New Jersey* Charles McGinley – 908-964-0772  
*Pittsburgh* Richard Pagley – 724-657-6805  
*Europe* Bram van der Velden – 44-20-7387-7300  
*Italy* Mario Mancini – 390-10-839-7621  
*Taiwan* Shin I. Lin – 886-2-2314-8952  
*Latin America/Caribbean* Ricardo Schiappacasse – 410-385-4453

## PUBLISHER

### **Media Two**

*The Custom Communications Division of Today Media*

1014 W. 36th St., Baltimore, MD 21211  
410-828-0120 | Fax: 410-825-1002

### **President**

Jonathan Witty

### **Chairman**

Robert F. Martinelli

### **Advertising Director**

Steve Lassiter

### **Editor**

Blaise Willig

### **Project Director**

Kim Fortuna

### **Art Director**

Darby Lassiter

### **Graphic Designer**

Chris Boyd, Brian Young

### **Staff Writers**

Giulia Fiora, Nancy Menefee Jackson,  
Kathy Bergren Smith, Merrill Witty

### **Staff Photographer**

Kathy Bergren Smith

### **Traffic Coordinator**

Chris Milton

Please address all advertising inquiries to Media Two, attention Steve Lassiter. Please address all editorial inquiries to Media Two, attention Blaise Willig. Material in this magazine may be reproduced in whole or part with a credit line reading "Reprinted from The Helen Delich Bentley Port of Baltimore Magazine." The Maryland Port Administration is an equal opportunity affirmative action agency.



**Maryland Department of Transportation**

Printed in U.S.A.



### **GOVERNOR**

Martin O'Malley



### **LIEUTENANT GOVERNOR**

Anthony G. Brown



### **SECRETARY, MARYLAND DEPARTMENT OF TRANSPORTATION**

Beverley K. Swaim-Staley



### **EXECUTIVE DIRECTOR**

James J. White

## MARYLAND PORT COMMISSIONERS



William Dockser



Donald C. Fry



Peta Richkus



Theodore G. Venetoulis



Charles H. White Jr.





# ALL EYES ON THE FAR EAST



*Mediterranean Shipping Company has their keen eyes on your Far East container business. Sailing with regional expertise through new and established Pacific routes, MSC handles your cargo with speed, experience and precision.*

*When moving cargo east or west . . .  
ship with MSC.*

**MEDITERRANEAN SHIPPING COMPANY (USA), Inc.**

as agents for MSC Mediterranean Shipping Company S.A.

(212) 764-4800, NEW YORK

[www.ms cgva.ch](http://www.ms cgva.ch)



WE BRING  
THE WORLD  
CLOSER

ATLANTA 770-953-0037	BALTIMORE 410-631-7567	BOSTON 978-531-3981	CHARLESTON 843-971-4100	CHARLOTTE 704-357-8000	CHICAGO 847-296-5151	CLEVELAND 440-871-6335	DETROIT 734-955-6350	HOUSTON 713-681-8880
LONG BEACH 714-708-3584	MIAMI 305-477-9277	NEW ORLEANS 504-837-9396	NORFOLK 757-625-0132	WILMINGTON, N.C. 910-392-8200	BAHAMAS, FREEPORT/NASSAU 242-351-1158	MONTREAL, CAN 514-844-3711	TORONTO, CAN 416-231-6434	VANCOUVER, CAN 604-685-0131



KATHY BERGREN SMITH

# CONTENTS

## January/February

### FEATURES

- 15** Port Report  
Baltimore Bound To Build On Big Gains From 2011
- 24** Doubling Up  
Transfer Facility To Support Double-stacked Rail Freight
- 28** Autos Accelerate  
Record-setting Numbers Roll On And Off Ships
- 32** Well-Suited Partners  
JoS. A. Bank Dressed For Success In Baltimore
- 34** Culinary Cargo  
Eastland Eating Up Port's Exceptional Service
- 39** Resource List  
Find Customs Brokers And Freight Forwarders

**COVER:** Roll-On/Roll-Off activity at the Port of Baltimore's public terminals experienced a 43 percent jump in FY 2011, the highest increase among key commodities. Photo illustration by Darby Lassiter.



The latest news about the Port of Baltimore can be found on Twitter. Users should go online to [twitter.com/portofbalt](https://twitter.com/portofbalt).

### DEPARTMENTS

- 6** Soundings  
Infrastructure / Newsmakers /  
Online / Outreach / Security
- 8** GreenPort  
Energy-Efficiency Gets A Big Lift
- 16** Executive View  
Expanding On  
Significant Accomplishments
- 36** Port Person  
NYK's Senko Develops  
Picture-Perfect Operations
- 38** Maiden Voyages  
Vessels Make First Calls  
At Baltimore Terminals
- 44** Port View  
Cargo Ships Cut Through The Cold



**8 ACRES OF PAVED OUTSIDE STORAGE AVAILABLE**



**FEATURED PROPERTY**

8 +/- Acres of Paved Storage  
Fenced with Automatic Gates  
Easy Access to Marine Terminals  
Auto, RORO, Trailers & more!

**SEAGIRT INDUSTRIAL  
CENTER**

2950 Dundalk Avenue  
Baltimore, Maryland 21222

***STRIVING TO SET THE STANDARD FOR EXCELLENCE AND SERVICE***



Brokerage  
Development  
Construction  
Property Management

One Texas Station Ct., Suite 200 • Timonium, Maryland 21093 • Tel 443.689.8000 • Fax 443.689.8008



# SOUNDINGS

The happenings in and around the Port > > > > > > > > >

## OUTREACH

### STA Charitable Legacy Benefits Maritime Industries Academy

**T**he Steamship Trade Association of Baltimore (STA) Charitable Legacy donated \$10,000 to the Maritime Industries Academy High School. The money was raised at the Guy Fernandez Memorial Golf Tournament, which took place last June.

The tournament is held in memory of the late husband of JoAnne Zawitoski, a principal at Semmes, Bowen and Semmes. The event raises money to help prevent heart disease and sponsor local organizations that help kids in the community, including the Maritime Industries Academy.

The STA Charitable Legacy was founded by Ports America Chesapeake's Mark Montgomery and Michael Angelos with the Steamship Trade Association. Ports America Chesapeake is the main sponsor for the event, but during the last five years, the event has grown to include sponsors such as Atlantic Container Line, Semmes and The Propeller Club of Baltimore. 🌐

## NEWSMAKERS

### MPA Garneres Communications AWARDS

**T**he Maryland Port Administration (MPA) earned seven 2011 Marcom Awards, which recognize excellence in marketing and communications. The competition includes Fortune 500 companies, advertising and public relations agencies, hospitals and universities.

The MPA received the awards for its website, [www.marylandports.com](http://www.marylandports.com), as well as two ads produced in-house for the Port of Baltimore, a trade show exhibit, *Port of Baltimore Magazine*, a marketing kit and the 2012 cruise schedule rack card. 🌐



## INFRASTRUCTURE

### HIGHWAY IMPROVEMENTS On the Way

**B**roening Highway, the main artery to the Port of Baltimore's Seagirt and Dundalk marine terminals, is scheduled to undergo major resurfacing and repairs starting this spring.

The work will involve the section of Broening Highway from Holabird Avenue to the Colgate Creek bridge. The road will be resurfaced with reinforced concrete from the Colgate Creek bridge to Keith Avenue, and an asphalt paving overlay will be used from Keith Avenue to Holabird Avenue.

The project, estimated to cost between \$15 million and \$20 million, also includes redeveloping the Keith Avenue ramp to allow for two-way traffic to and from Keith Avenue. Construction is expected to start in March and should take about 22 months. 🌐



KATHY BERGEN SMITH



## SECURITY

### 'See Something Say Something' to Battle Terrorism

What does it mean if you see a vessel at night with no running lights?

A boat communicating with the shore by using a light? Someone filming near a bridge? Someone who offers to buy or charter a boat with a large cash payment? Unusual diving activity around a vessel, wharf, bridge or dam?

It might mean nothing — or it could be a sign of terrorist activity.

The Maryland Natural Resources Police (NRP) and the U.S. Coast Guard are urging the public to report suspicious activity with the "See Something Say Something" campaign. A Homeland Security initiative, the program trains citizens

to recognize potential threats.

After participating in the program, citizens take information back to their maritime-related jobs and educate their colleagues about what to report and how.

"The program's goal is to reach, educate and motivate the public to report suspicious maritime activity," said NRP Superintendent Col. George F. Johnson IV. "This heightened awareness will enhance Maryland's ability to monitor areas not currently addressed through regular patrol and monitoring activities."

Suspicious activity can be reported to 800-628-9944 or by using VHF Channel 16 to contact the Maryland NRP. 🌐

## NEWSMAKERS

### Transportation Secretary's Support Goes a Long Way

The efforts of Maryland Department of Transportation Secretary Beverley Swaim-Staley on behalf of the Port of Baltimore have made a significant impact on the Port's continued success.

Since Governor Martin O'Malley appointed Swaim-Staley as Maryland's first female transportation secretary, the Port has been able to maintain market share in several key commodities and is now seeing significant tonnage growth. (*For more information, see the Port Report beginning on page 15.*) In addition, she has been a strong advocate of Maryland's cruise business and a key promoter of the Port as one of the state's main job generators. "The Port of Baltimore would not be experiencing its current successes without her unwavering support," said Maryland Port Administration (MPA) Executive Director James J. White.

Activities at the Port generate about 14,630 direct jobs, while about 108,000 jobs in Maryland are linked to Port-related activities. 🌐



## NEWSMAKERS

### NOAA Benefits from MPA Expertise

Maryland Port Administration (MPA) Deputy Executive

Director M. Kathleen Broadwater is serving on the National Oceanic and Atmospheric Administration (NOAA) Science Advisory Board. The board advises the Undersecretary of Congress for Oceans and Atmosphere on research, education and the application of science to operations and information services. 🌐



### Port Directory Updates Sought

Companies and organizations involved with activities at the Port of Baltimore should go online to either create or update their free listing on the *Port of Baltimore Directory* website (POBdirectory.com). Updates received by the end of March will also be available for the printed version of the 2012-13 *Port of Baltimore Directory*. 🌐

# GreenPort

Environmental Stewardship at the Port of Baltimore >>>



## Working Harder ON LESS FUEL

**'It is Becoming Our  
Conscious Way of Operating'**



Photography By Kathy Bergren Smith

Just as families might check how many miles per gallon a car gets before they buy one, the Port of Baltimore considers energy consumption when it shops for equipment.

Of course, the vehicles the Port buys are a little bigger, but concern for the environmental impact infuses every purchase.

"Obviously we want to be productive, so we establish the need, and then look to see what options are out there," said Joe Nickoles, Maryland Port Administration (MPA) Assistant General Manager for Facility Maintenance. "It is becoming our conscious way of operating — we evaluate all of the different technology options, whether it is for electric or flex-fuel-type vehicles. As a business model, we consider the 'green' technologies and, when



*A hybrid-powered aerial lift, top, and a sweeper equipped with a certified clean-idle diesel engine help with greener Port operations.*





# McAllister Towing of Baltimore

*LEADING THE WAY SINCE 1980*



**WE ARE PROUD TO INTRODUCE  
INTO BALTIMORE HARBOR  
THE NEWLY REPOWERED - TIER TWO COMPLIANT  
TRACTOR TUG KALEEN MCALLISTER**

*Photo: K.B. Smith*





*The MPA's "Big Red" crane has a repowered engine that significantly reduces smog-creating emissions.*

PHOTOGRAPHY COURTESY OF MPA

appropriate, we purchase."

The MPA recently purchased a hybrid 2011 aerial lift truck that pairs a 2011 International cab and chassis with an Altec 206-TA45M telescopic articulating aerial lift. The truck features a hybrid unit powered by an Eaton Fuller EH-8E406A-UP six-speed automatic hybrid drive unit. Backup power is supplied by a Maxxforce DT230 diesel-powered engine that meets all current U.S. Environmental Protection Agency (EPA) diesel emission regulations. And the Port uses ultra-low sulfur biodiesel to fuel all of its diesel engines.

Another recent acquisition, a 2011 Elgin Broom Bear four-wheel mechanical sweeper with a Freightliner M2106 business class cab and chassis, uses a Cummins diesel-powered engine, which is a certified clean-idle engine.

It's a double win for the environment, since this sweeper operates at a higher efficiency while reducing the trash, debris

## WETLAND in the WORKS at Masonville Cove

Volunteers recently spent three days digging in the sandy soil at Masonville Cove, the Maryland Port Administration (MPA) dredged materials containment facility. They planted 2,100 shrubs to help create a two-acre wetland.

Masonville Cove began receiving dredged materials in 2010, and the MPA has partnered with several organizations to restore the shoreline and its ecosystem.

The National Aquarium, Baltimore organized 135 youth and adult volunteers who took up trowels and shovels from Sept. 29 to Oct. 1. The Canton Kayak Club sent 12 volunteers, who paddled to the site. Groups came from W.R. Grace, Curtis Bay Elementary/Middle School, Maree G. Farring Elementary/Middle School and Benjamin Franklin High School.

More plantings are in the works for the area along the outside slope of the dike.

This spring, grasses will be added to the wetland, which, when finished, will provide critical wildlife habitat.

"The creation of this wetland is greatly beneficial to the harbor area because it increased the wildlife habitat within the city," said the Aquarium's conservation director, Laura Bankey. "The nearby Fort McHenry wetland has had over 200 bird species documented there over the years, which demonstrates that wildlife can and does exist within highly urbanized areas."

Masonville Cove, a 141-acre tract of old industrial land that contains contaminants, will be capped, and, with the help of dredged materials, the shoreline will be restored. Eventually, the site will have a pier that can accommodate groups such as the Living Classroom Foundation. 🌱






and sediment that could enter the storm drain system.

Bill Richardson, MPA Environmental Manager, noted that cost isn't the only consideration when the Port purchases equipment. Fuel savings, carbon footprint and emissions reduction are major factors.

In addition to new purchases, older equipment is being retooled to reduce energy consumption. The MPA's "Big Red" crane recently had its engine repowered, significantly reducing emissions of the materials that create smog. Carbon monoxide emissions are being reduced by 0.343 tons a year, which over the expected life of the crane will reduce CO emissions by 4.46 tons. Particulate matter — the black soot — will be reduced by 0.192 tons per year, for a lifetime reduction of 2.49 tons.

"We put a value on green technology and equipment," Richardson said. "Because of our location, we are committed to improving water and air quality, and purchasing 'green' technologies is one of our tools for being good stewards of the environment." 



PHOTOGRAPHY COURTESY OF MPA

*Volunteers help the wetland take shape at Masonville Cove, an MPA dredged materials containment facility that eventually will include a pier.*



US Customs Bonded CHL #2192 • ICC-MC #478416 • Insured



Import/Export Trucking • Container Drayage • Container Storage  
Serving the Tri-State area to any destination within a 500 mile radius

## ***US Customs Bonded Container Yard Located in the Port Newark Area***

**"Your Transportation Partner"**

Steamship Lines Welcome  
4-Acre Storage Facility • 24 Hour Gate Activity & Security  
Firms Code #F449

187-189 Foundry Street • Newark, NJ 07105

TEL: **973.690.5363** FAX: **973.690.5364**

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

Contact Us: [solutions@vmtrucking.com](mailto:solutions@vmtrucking.com)

**A warm welcome and a pleasant surprise is only the beginning.**



What's it like to Be Our Guest? It's business or leisure travel, with all the comforts of home. It's feeling free to borrow a book from our library, or relax in our indoor pool. It's a breakfast that's always free, and a friendly staff that's always ready to help. But most of all, it's feeling like you're a guest in our home.

- Meeting room up to 40 with free LCD/HSIA/Wi-fi
- Club Bowflex® • Laundry room
- All guest rooms and suites feature microwave and mini-fridge
- Easy access from Exit 64 at Northeast I-95 & I-695
- Free business center and HSIA/Wi-Fi throughout hotel



**443-772-5000**

BALTIMORE NORTH

8825 Yellow Brick Road • Baltimore, Maryland 21237

Reservations: 800-456-4000 • [www.countryinns.com/hotels/mdbalnor](http://www.countryinns.com/hotels/mdbalnor)



PHOTOGRAPHY COURTESY OF DANIEL SPACK

## CLEANUP EFFORTS in Port's Proximity

Parts of Farring-Baybrook Park are overgrown and attract illegal dumping, and a tract of land just outside the entrance gate to Turner Station Park also seems to attract more than its fair share of trash.

One of these areas recently got the

cleanup it needed, while the other could soon be receiving a similar helping hand.

Participants in a three-day cleanup of Farring-Baybrook Park, which is located within the Masonville Cove watershed, included the Maryland Port Administration, Maryland Environmental

Service, Baltimore City Parks and Recreation, Baybrook Coalition, Living Classrooms Foundation and the National Aquarium, Baltimore. Area residents and students removed debris and invasive plants and planted native trees. Volunteer groups included employees from Host Hotels, Inc. and students from Benjamin Franklin High School. The Parks and People Foundation provided financial support.

Together, the volunteers removed 4,740 pounds of trash that included mattresses, furniture and tires. The tires were taken to the Benjamin Franklin High School to be recycled for use in an urban garden. Volunteers also removed three tons of organic debris and cleared invasive plant species from 2,000 overgrown square feet, which was then mulched.

At Turner Station Park, the community would like to see an area that contains a nontidal tributary to Bear Creek cleaned up. The area could also be re-landscaped to incorporate a proposed pedestrian



## THE TERMINAL CORPORATION

### Logistic Services

- Warehousing
- Trucking
- Intermodal Drayage
- Inventory Management
- Value Added Services
- Real Time Online Visibility
- Form, Fill, Seal Packaging
- Multiple Facilities near Port of Baltimore
- Transload

### Industries

- Beer, Wine, Spirits
- Grocery
- Forest Products
- Consumer Products
- Retail Suppliers
- Import/Export



## Integrating Your Supply Chain Since 1893

### *Full Service Logistics Management*

*Our expert staff and state of the art information technology systems coupled with extensive physical assets sets us apart from common third party logistics providers*

Contact us today to learn how The Terminal Corporation can help gear up your logistics operations

**The Terminal Corporation**  
1657A South Highland Ave.  
Baltimore, MD 21224

**Web:** [www.TermCorp.com](http://www.TermCorp.com)  
**Email:** [Info@TermCorp.com](mailto:Info@TermCorp.com)  
**Phone:** 800-560-7207



trail that would lead to the new Sollers Point Multi-Purpose Center, said Daniel Spack, Principal Consultant for EcoLogix Group Inc.

The Baltimore Port Alliance's Environmental Committee has been working with Edie Brooks of the Turner Station

Conservation Team and Terri Kingeter from Baltimore County's Division of Neighborhood Improvement to facilitate a cleanup of the land, which is owned by an apartment complex. BPA members would help clear the area; a tentative date of Saturday, April 21, has been set. 🌐



## what's YOUR story

*If you have environmentally oriented information to share with the Port of Baltimore community, please contact Senior Editor Blaise Willig at [blaise.willig@mediatwo.com](mailto:blaise.willig@mediatwo.com).*



## POINT BREEZE BUSINESS CENTER

2200, 2400 & 2500 BROENING HIGHWAY  
BALTIMORE, MD

FOREIGN TRADE ZONE

Strategically located in the heart of the Baltimore Metro area, Point Breeze Business Center is adjacent to the Port of Baltimore and has Foreign Trade Zone status. The property provides easy access to I-95, I-895, and I-83.

### AVAILABILITY

Office Suites Available – 800 SF and Above

### AMENITIES

- On-site landlord and management office
- Conference facilities available
- Enterprise Zone, allowing for possible tax advantages
- Public transportation available via #20 bus
- Ample, free surface parking



### LEASING INFORMATION – CONTACT:

**GAIL CHRZAN**  
CBRE  
410.244.3129  
[gail.chrzan@cbre.com](mailto:gail.chrzan@cbre.com)

### OWNED BY:



CBRE | 250 West Pratt St. | Suite 1700 | Baltimore, MD, 21201 | [www.cbre.com/baltimore](http://www.cbre.com/baltimore)

## Baltimore, Maryland, Deep-Water Berth for New Super Panamax-sized Vessels



## Wharf Completed...Cranes are Coming



**Baltimore's Seagirt Marine Terminal  
is planning for the future NOW.**

Ports America Chesapeake has  
completed the new 50-foot berth  
and will be fully operational with  
four super-post-Panamax cranes  
by August 2012.

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





# Port Report:

★ ★ ★ ★ ★ ★ ★ Off a Strong 2011, Port Looks Ahead to 2012



## EXECUTIVE VIEW

T

he year 2011 was a remarkable one in many ways for the Port of

Baltimore. As our nation continued to climb out of the worst economic period since the Great Depression, the Port continued in its role as a key economic generator for Maryland by making some significant accomplishments in the areas of cargo, cruise, environment and security.

The most significant news for our cargo business in 2011 was also our most recent news, when in December Hapag-Lloyd AG, the fifth-largest container company in the world, announced it would make Baltimore its first U.S. port of call on a service from North Europe. It was a true team effort of Ports America Chesapeake, CSX and the Maryland Port Administration (MPA) that staved off intense competition from other ports and brought this business to Maryland. We expect to handle about 30,000 containers annually from Hapag.

Last year was also a very successful year for autos. The public terminals surpassed their monthly record for most cars in October ... and then exceeded that record in November when more than 51,000 cars (including a record of nearly 22,000 exports) came across Baltimore's docks. By the end of November, the public terminals had already seen more cars through 11 months than during any previous full calendar year. The Port's astounding year for cars included handling more non-containerized auto tonnage than any other U.S. port for the first 10

months of the year.

Baltimore's container business also had a memorable year. With final numbers being tallied as of this writing, our public terminals were expected to break their record for most containers in a year. The year also included a visit of the largest container ships ever to call Baltimore, the 9,200-TEU sister-ships MSC *Bruxelles* and *Sindy*. In preparation for the Port's new 50-foot container berth, the MPA hosted a business opportunity seminar with Ports America Chesapeake and CSX that was attended by Governor O'Malley, Highstar Capital Managing Director Christopher Lee, CSX Vice President for Emerging Markets Fredrik Eliasson and more than 120 companies.

Maryland's cruise business continued to make waves. For the third straight year, we saw a record amount of passengers (more than 251,000) and number of scheduled cruises (105). The higher passenger traffic catapulted Baltimore to fifth on the East Coast and 12th nationally for passengers. Last year we also began using a state-of-the-art, temperature-controlled, mobile passenger boarding bridge. Our two year-round cruise providers, Carnival and Royal Caribbean, also committed to extending their stays in Baltimore and continuing to serve one of the largest and wealthiest markets in the United States.

In addition to our business side, the MPA became greener in 2011. Our evolving Environmental Management System led the way for us to receive the nationally renowned ISO 14001 Certification. We also earned an

Environmental Achievement Award from the EPA for several ongoing initiatives, including dredged material management, installing clean diesel engines in port equipment and a program that greens local schoolyards. Additionally, the MPA began an energy performance contract with Pepco Energy Services that will provide improved efficiency and greater cost savings.

Making certain that the people who work at the Port of Baltimore as well as the cargo that we handle are done so in a safe and secure manner is a challenging job in our current times. We are fortunate to have an outstanding security team that includes the U.S. Coast Guard, Customs and Border Protection, the MPA Security Department, the Maryland Transportation Authority Police and Securitas.

Our public-private partnership with Ports America Chesapeake continues to greatly benefit not only the Port of Baltimore but also the state of Maryland. About 5,700 new jobs are and will continue to be created as a result of this partnership. As we look ahead into 2012, I am eagerly anticipating the August opening of the new 50-foot container berth. The berth will allow for some of the largest container ships in the world to come to Baltimore and will open up new opportunities for us to increase business, grow jobs and further entrench ourselves as an economic stalwart for our state. ★

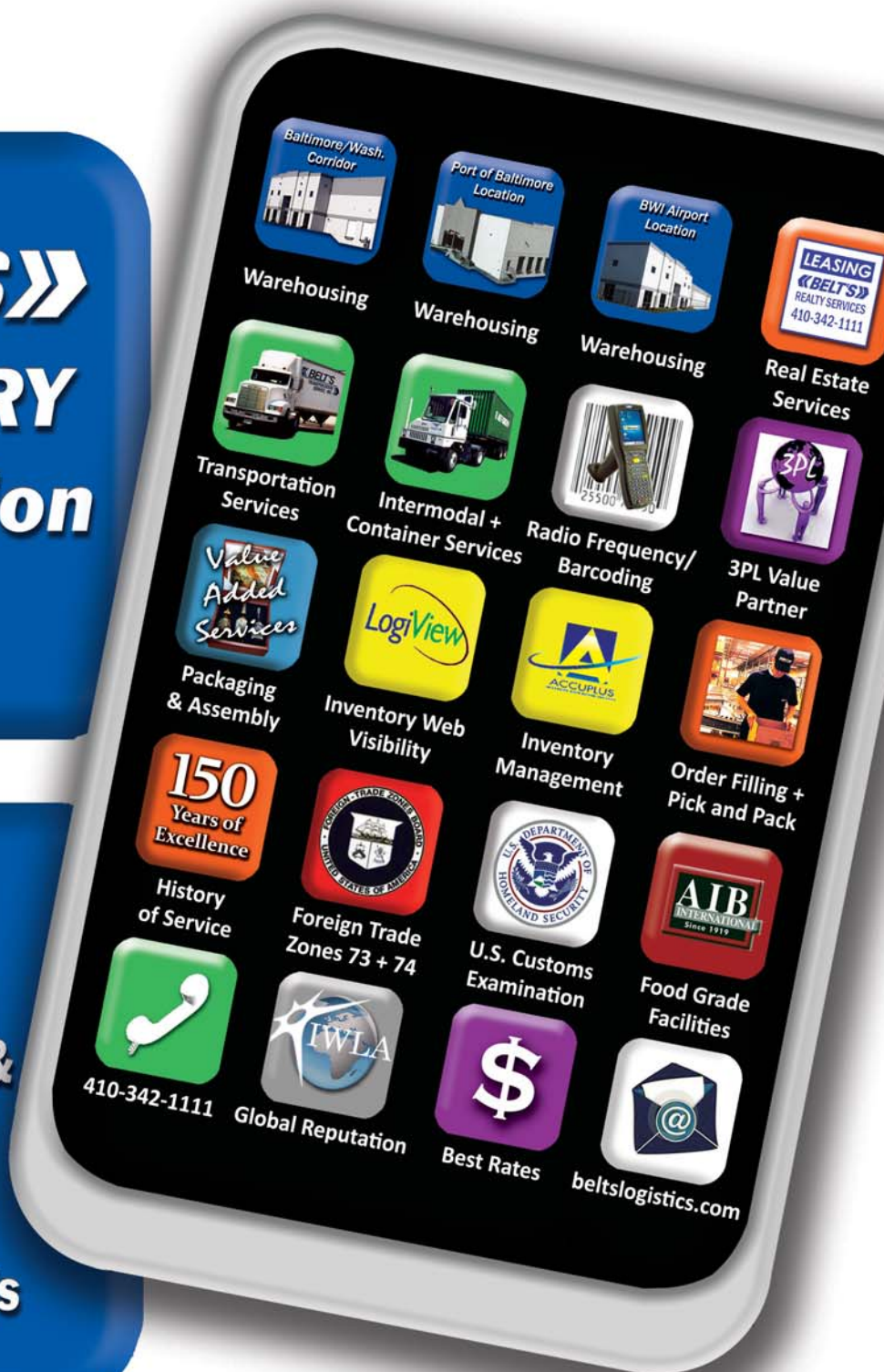


James J. White, Executive Director



# «BELT'S» has EVERY Distribution App

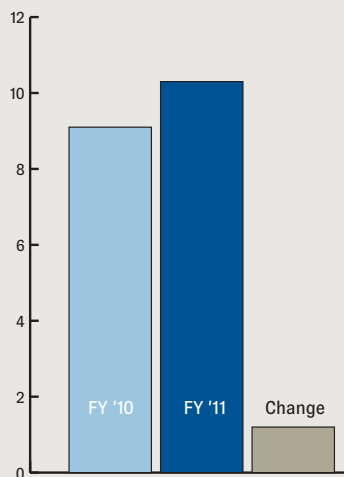
We provide a  
diverse variety  
of distribution &  
warehousing  
applications to  
meet your needs



## «BELT'S»

Visit [www.beltslogistics.com](http://www.beltslogistics.com)

The Belt's Corporation ♦ 949 Fell Street, Baltimore, Maryland 21231



### GENERAL CARGO

**FISCAL YEAR 2011**  
10.3 Million Tons

**FISCAL YEAR 2010**  
9.1 Million Tons

**PERCENT CHANGE**  
+14%

## GENERAL CARGO

**T**he Port of Baltimore's public marine terminals had a very good fiscal year. General cargo tonnage was up 14 percent in FY 2011 over FY 2010. More than 10.3 million tons of general cargo passed over Baltimore's piers in FY 2011. These gains were all the more remarkable when considering that the global economic climate, while improved, is still not back to pre-recession levels.

Throughout these challenging economic times, the public

terminals have been able to meet their top goal — maintaining market share. As cargo tonnage totals continue to inch back to levels last seen four and five years ago, Baltimore remained number one for farm and construction machinery and imported forest products. It also handled more auto tonnage than any other U.S. port during the first half of 2011.

Heading into FY 2012, the Port of Baltimore is poised to continue this positive trend and grow its business even more. ★



## CONTAINERS



Y 2011 proved to be a good year for containers at

the Port of Baltimore. Container volumes continued an uptick as the Port handled 7.3 million tons of containers, an 11 percent increase over FY 2010.

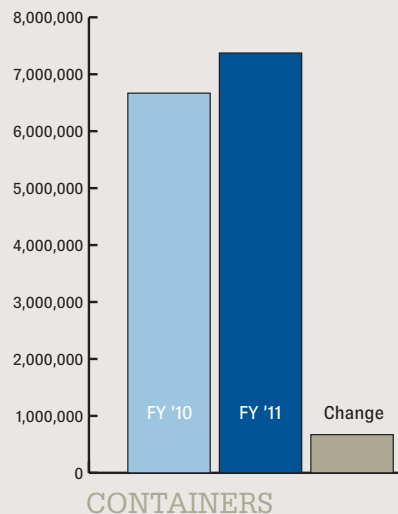
Part of Baltimore's success in containers during FY 2011 was due to MSC's Golden Gate and Evergreen's AUE services from Asia. The Port of Baltimore is benefiting from existing long-term contracts with the two container shipping giants. Baltimore's container business was also boosted when Hapag-Lloyd AG announced it would begin using the Port of Baltimore as its first U.S. port of call for a North Europe-Gulf of Mexico service in 2012.

The Port of Baltimore had its best 12-month period ever for containers as it handled more than 632,000 TEUs from April 2010 through March 2011. In addition, the Maryland Port Administration, along with Ports America Chesapeake and CSX, hosted a seminar in May on container business opportunities at the Port of Baltimore. The seminar was attended by Maryland Governor Martin O'Malley and more than 120 current and prospective container, logistics, manufacturing, retail and other container supply chain companies.

The Maryland Port Administration and the Panama

Canal Authority renewed their Memorandum of Understanding for five additional years. This was particularly critical while the Panama Canal expansion project continues. The goal of the agreement is to generate new business opportunities between Asia and the Port of Baltimore through the Panama Canal and exchange best practices between the two organizations.

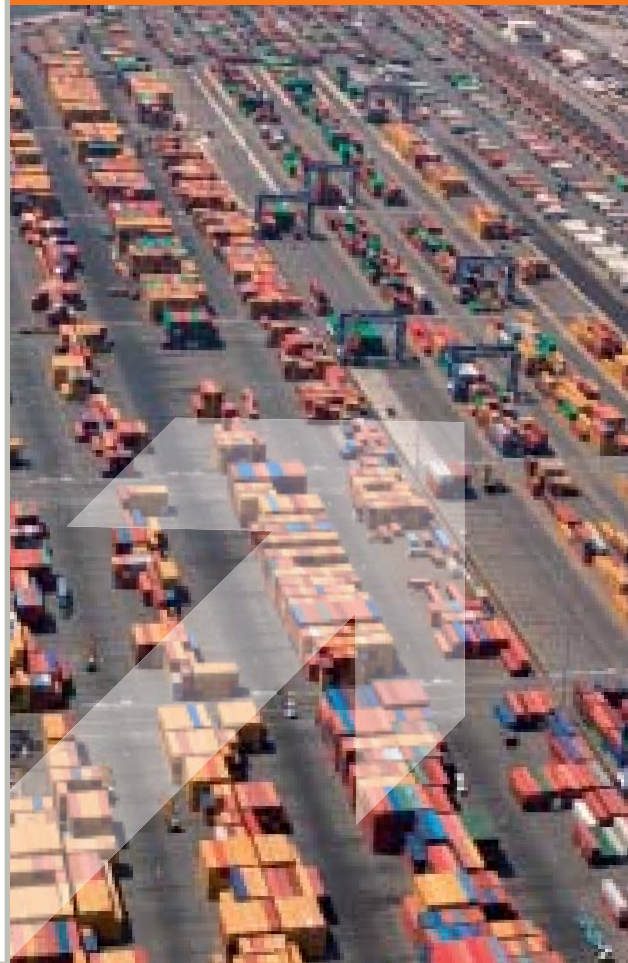
Construction on the Port of Baltimore's 50-foot container berth at Seagirt Marine Terminal continued to progress at a brisk pace. Besides the new berth, the project also includes four new super Post-Panamax cranes capable of handling some of the largest container ships in the world. Project completion is scheduled for August 2012, a full two years before the completion of the Panama Canal expansion. ★



FISCAL YEAR 2011  
7,373,137 Tons

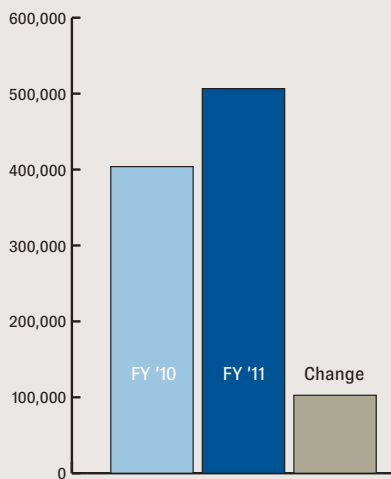
FISCAL YEAR 2010  
6,668,087 Tons

PERCENT CHANGE  
+11%



## BREAKBULK/ BULK

**T**he Port of Baltimore saw a healthy 25 percent gain in both breakbulk and bulk in FY 2011. Power generation using wind technologies helped increase breakbulk tonnages. Bulk commodities like asphalt and molasses saw marked increases as well. Both breakbulk and bulk are aided by Baltimore's strong local market, closest inland port to the Midwest, and superior rail and highway connections. ★



### BREAKBULK/BULK

FISCAL YEAR 2011

506,533 Tons

FISCAL YEAR 2010

403,833 Tons

PERCENT CHANGE

+25%

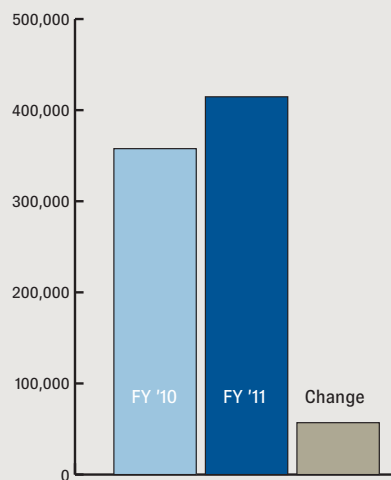
## AUTOS

**S**tronger demands for autos helped the Port of Baltimore achieve a successful FY 2011 for autos. More than 414,000 cars moved over Baltimore's public marine terminals, a 16 percent increase from FY 2010.

Many auto companies that brought their vehicles through Baltimore experienced solid rebounds from previous fiscal years affected by the economic downturn. Baltimore set a record in October 2010 by handling 42,830 cars, a record for one month. It was the second time in 2010 that this record was surpassed, which was very good news for the 1,150 direct

jobs at the Port that are generated by the auto business.

Baltimore's reputation as an auto port is greatly aided by its nationally renowned quality program, QCHAT (Quality Cargo Handling Action Team). This unique program brings together all the key players in the auto supply chain, including manufacturer, processor, labor and Port. QCHAT includes monthly meetings with all of the above participants to verify that each auto that comes across Baltimore's piers is handled with white-glove care. ★



### AUTOS

FISCAL YEAR 2011

414,674 Tons

FISCAL YEAR 2010

357,731 Tons

PERCENT CHANGE

+16%



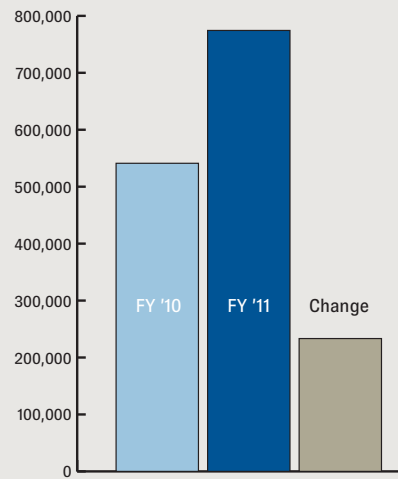
## ROLL-ON/ ROLL-OFF

**R**oll-On/Roll-Off (RO/RO) at the Port of Baltimore's public marine terminals experienced a 43 percent jump in FY 2011, the highest increase from FY 2010 among the key commodities. Strong demand from the economic recession, growth from developing countries and a favorable exchange rate were all contributing factors for this impressive performance.

FY 2011 was also successful in Baltimore as it welcomed its largest RO/RO ship ever: the 869-foot-long Wallenius Wilhelmsen Logistics vessel, *Tonsberg*, with its 4.87 million

cubic feet of space and deadweight of more than 74,600 gross tons.

Baltimore's success in RO/RO starts with its ideal geographic location as the closest East Coast port to the Midwest, where many key RO/RO customers are headquartered. Its RO/RO reputation is further cemented by the presence of a RO/RO quality program like that with autos. Complementing the industry-leading quality program, the Port of Baltimore's annual RO/RO Rodeo is the only one of its kind in the RO/RO industry. It provides a unique hands-on setting to teach newly hired longshore workers how to correctly operate massive pieces of equipment like excavators and harvesters. ★

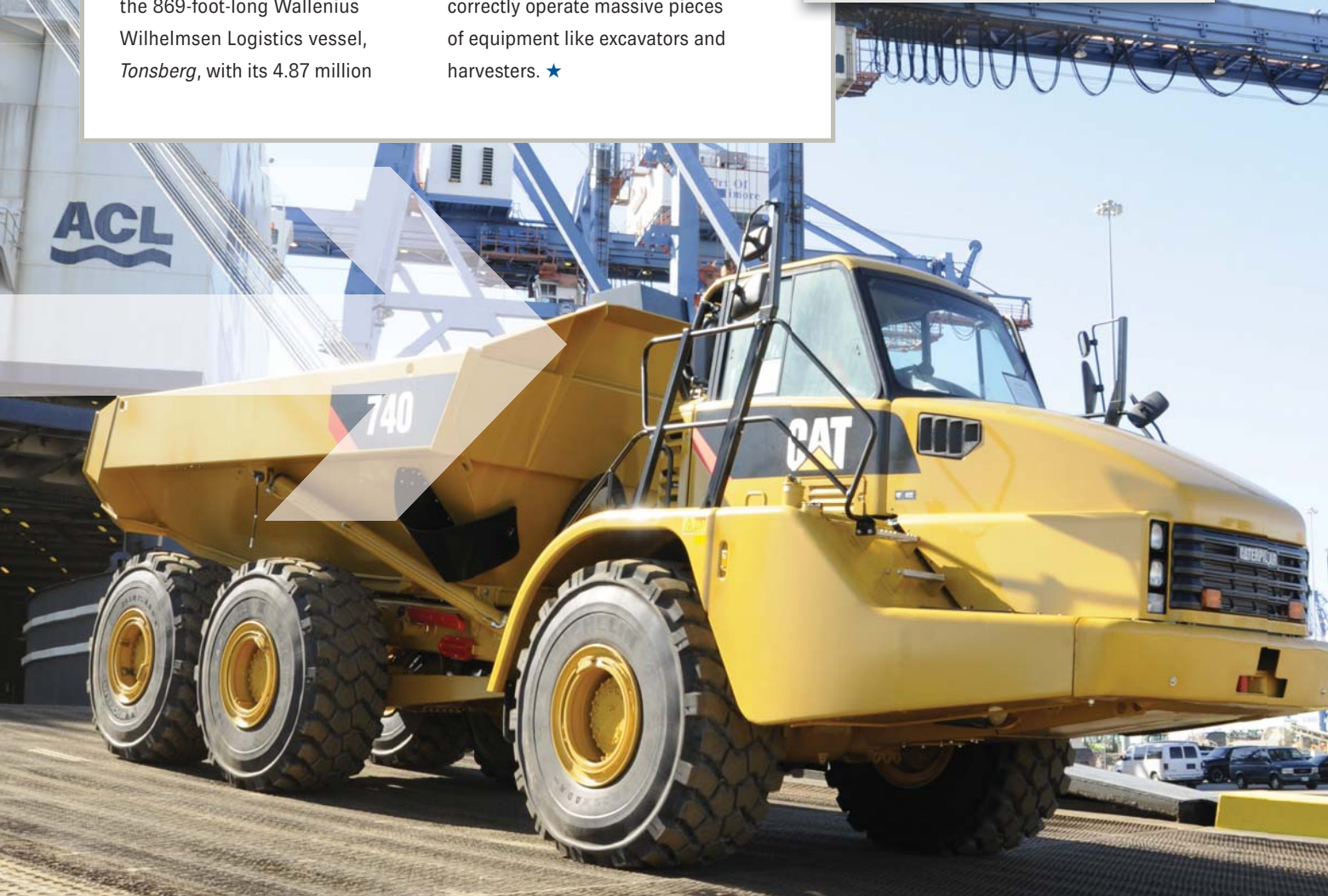


### ROLL-ON/ROLL-OFF

**FISCAL YEAR 2011**  
**774,416 Tons**

**FISCAL YEAR 2010**  
**541,115 Tons**

**PERCENT CHANGE**  
**+43%**



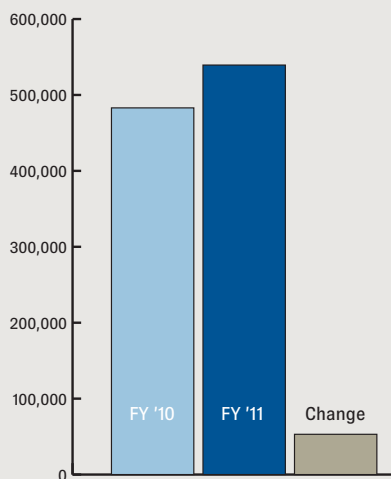
## FOREST PRODUCTS

**T**he Port of Baltimore handles more imported forest products than any other U.S. port. Both rolled paper and pulp, the prime forest product commodities, experienced double digit growth in FY 2011.

The success of UPM Kymmene, Baltimore's largest finished paper importer, led to a good year for paper. The aggressive sales and marketing strategies of UPM are the primary reasons Baltimore saw a 12 percent improvement in paper.

Domestic demand for pulp was also strong for Baltimore in FY 2011 with an 11 percent increase. Pulp is used to produce goods such as paper towels, facial and toilet tissue, and diapers. The Port of Baltimore's operational efficiencies along with its deep-water drafts are appealing to the pulp industry, while Baltimore's

proximity to large consumer groups with the capability to be served by rail has helped the Port see continued growth. ★

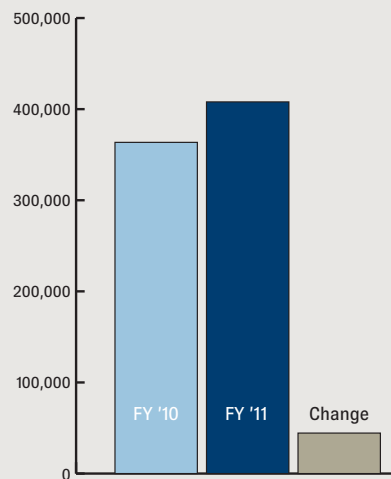


### FOREST PRODUCTS-PULP

**FISCAL YEAR 2011**  
536,378 Tons

**FISCAL YEAR 2010**  
482,977 Tons

**PERCENT CHANGE**  
+11%



### FOREST PRODUCTS-PAPER

**FISCAL YEAR 2011**  
407,966 Tons

**FISCAL YEAR 2010**  
363,533 Tons

**PERCENT CHANGE**  
+12%

## CRUISE

**W**hen the Port of Baltimore converted a former forest product warehouse into a dedicated cruise terminal in 2006, little did anyone imagine that it would lead to the level of success it has: 2011 marked the third consecutive year that Baltimore established new records for the number of cruises and passengers.

Baltimore offered a record 105 cruises to the Bahamas, Bermuda, Caribbean and New England/Canada in 2011. That marked the

third straight year setting a record for most cruises following 90 cruises in 2010, and 81 in 2009. A third consecutive passenger record was also established with 251,889 passengers boarding a cruise from Baltimore in 2011. The passenger record helped propel Baltimore to fifth among East Coast cruise ports and 12th nationally for most U.S. cruise passengers.

Along with the new records, the Maryland Port Administration also secured its two major cruise carriers, Carnival and Royal Caribbean, to extended agreements, maintaining

their stay at the Port for at least the next few years.

Cruising from the Port of Baltimore has become big business for the State of Maryland. The economic impact of cruise is about \$90 million and about 200 direct jobs. The Port's success in cruise is rooted in its cruise terminal's ideal location right off Interstate 95, easily accessible from New Jersey, New York, Pennsylvania, Virginia and North Carolina. Baltimore is located in one of the largest and wealthiest consumer markets in the nation. ★



# On Course for the Future

With over a century of experience in the maritime industry, Vane Brothers has grown to a full service petroleum transport enterprise serving the Eastern Seaboard from New England to the Gulf of Mexico. On course for the future, our attention to safety measures, to our customers, and to our personal service remains paramount to the important work that we do.



New York ★ Philadelphia ★ Baltimore ★ Norfolk ★ Charleston

## The Vane Brothers Company

### **Bunkering, Marine Transportation, Lightering**

*Offering Intermediate Fuel Oil, Marine Lubricants, Marine Diesel Oil, Bunker C, Gas Oil and Water*

### **Launch Services**

*Customs, Inspectors, Crew, Agents, Ships Stores*

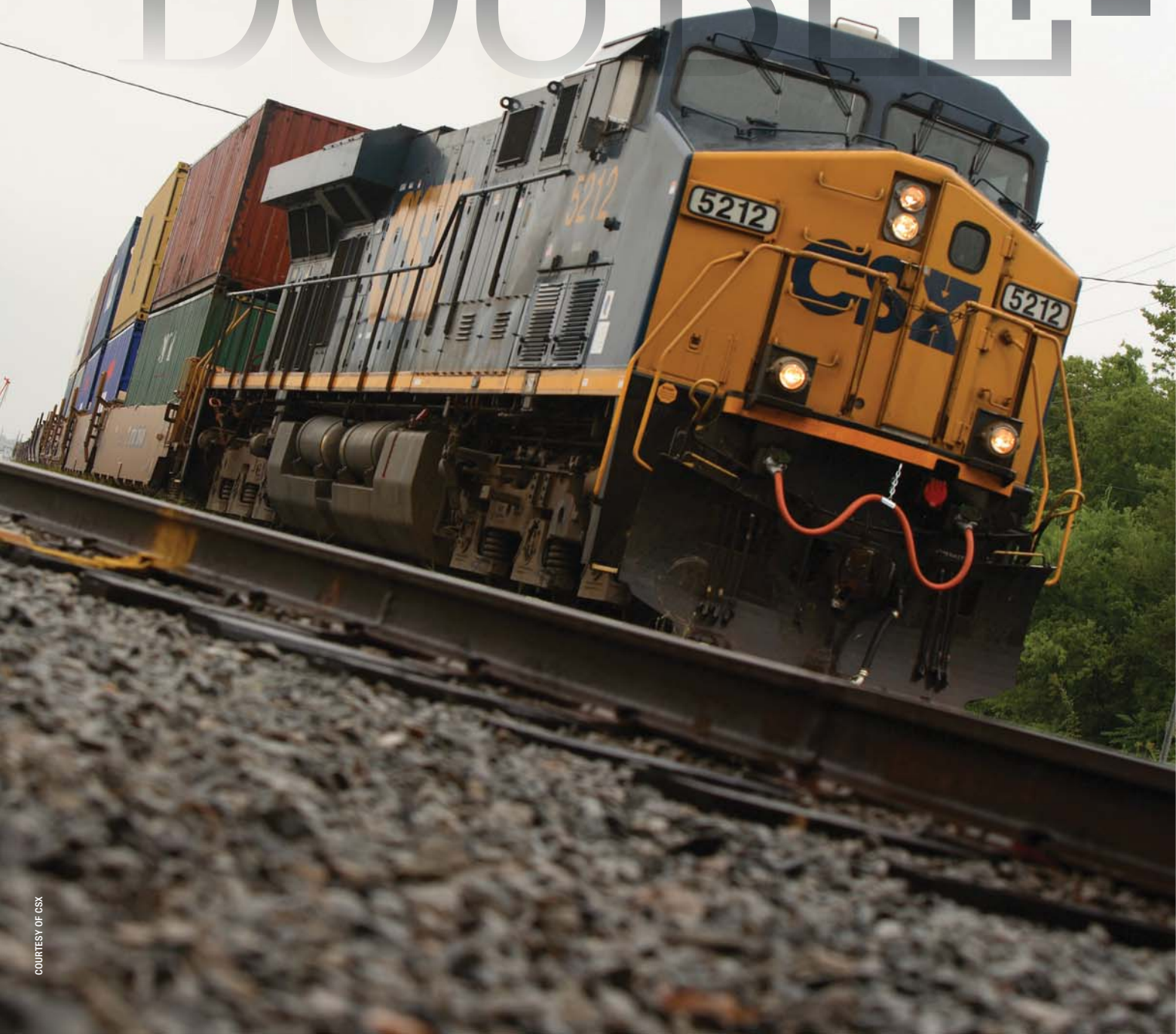
### **Marine Safety and Services**

*Sales, Supplies and Inspections, USCG Approved*

2100 Frankfurst Avenue, Baltimore, MD 21226

[www.vanebrothers.com](http://www.vanebrothers.com) ★ 410-631-7773

# DOUBLE- DOUBLE-





# STACK on track

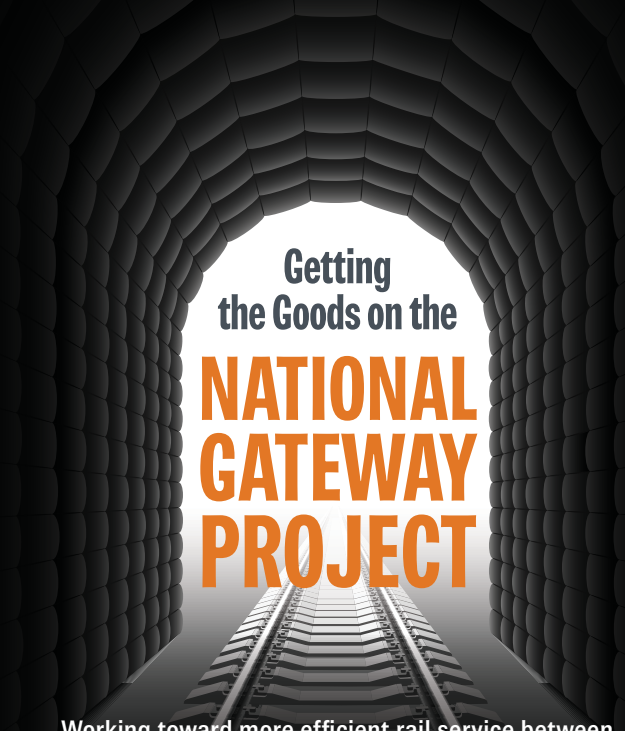


## New Transfer Facility Would Help to **Move More Containers**

**C**ontainerized cargo continues to grow at the Port of Baltimore, and the soon-to-be-completed 50-foot berth at the Seagirt Marine Terminal will allow supersized ships to call here. But the movement of cargo still faces a 116-year-old, 1.4-mile-long bottleneck — Baltimore City's Howard Street Tunnel.

Completed in 1895, the railroad tunnel is too low to allow double-stack trains — railcars that carry two containers, with one atop the other. Enlarging the tunnel to accommodate double-stacks would cost billions.

CSX and the Maryland Department of Transportation (MDOT) are working together through the National Gateway project to build a new Intermodal Container Transfer Facility (ICTF) south of the Howard Street Tunnel, connecting Maryland freight routes with double-stack routes in the South and Midwest. The new ICTF, known as the Baltimore-Washington Rail Intermodal Facility, would aid the expansion of container cargo at the Port and make it more competitive in securing that cargo.



## Getting the Goods on the **NATIONAL GATEWAY PROJECT**

Working toward more efficient rail service between Mid-Atlantic ports and the Midwestern market, the National Gateway project aims to create a network of tracks with 21 feet of vertical clearance that can handle double-stack trains.

The project involves modifying tunnel linings, lowering tracks, and upgrading or replacing bridges, tracks and signals. It's expected to cost \$842 million, including \$395 million in private funds.

Considering that trains can move one ton of freight nearly 500 miles on a single gallon of fuel, the project should result in large-scale fuel savings and the elimination of millions of tons of carbon dioxide from the atmosphere. Other benefits include improved safety, reduced highway maintenance costs and lessened traffic congestion.

The National Gateway project is part of a public-private partnership between CSX and the states of Maryland, Ohio, Pennsylvania, West Virginia, Virginia and North Carolina, as well as Washington, D.C.

Speaking at a Baltimore Port Alliance meeting last spring, Leif Dormsjo, Senior Advisor, Maryland Department of Transportation, noted that Maryland could be shut off from certain markets if it doesn't have "an on-ramp to the double-stack market." He added, "We don't want Maryland to be a pass-through state."

**For more information, visit [www.nationalgateway.org](http://www.nationalgateway.org).**

"We are very focused on making improvements to both passenger and freight rail systems — the intermodal project is our top freight rail priority," said Dominic Wiker, MDOT Project Manager for the Baltimore-Washington Rail Intermodal Facility.

Currently, the Port is the 13th largest in the nation for handling containers, averaging 37 to 38 container moves per hour. Industry leaders Evergreen and Mediterranean Shipping Company are keeping Baltimore

busy like never before, and the new 50-foot berth will have the capacity to serve vessels on which containers are stacked 22 rows across the ship.

"The dynamics of container shipping on the U.S. East Coast is in the midst of a period of transition," said Joseph M. Greco, Sr., Maryland Port Administration (MPA) Deputy Director, Marketing. "Ports are racing to position themselves to handle the larger container vessels of the future that

will utilize the expanded Panama Canal and emerging Suez Canal. With the partnerships the Port of Baltimore has formed with Ports America Chesapeake [MPA's partner in the Seagirt project] and CSX, we are positioned very well to take advantage of these shifting dynamics. Waterside improvements are a huge piece of the puzzle, and we find ourselves very close to the completion of the Seagirt 50-foot Berth 4 project. But the ability to reach discretionary markets efficiently and cost effectively, via high-cube double-stack rail, is equally as important as ocean carriers. That is where the CSX National Gateway project comes into play and why it is so important to the Port of Baltimore."

The new facility will only handle containers, not bulk or Roll-On/Roll-Off (RO/RO) cargo.

The current ICTF is located on 60 acres at Seagirt, and Wiker noted that about 10 percent of the containers handled there come through the Port; the vast majority of containers are domestic cargo arriving by truck or train. But trains that leave there must go through the Howard Street tunnel.

When the Baltimore-Washington Rail Intermodal Facility is built, single-stack trains will continue to ferry containers that arrive on ships from Seagirt to the new facility. But the new facility will significantly reduce the amount of land needed at Seagirt for intermodal operations.

"There will be a rail connection between Seagirt and the new intermodal facility, but it won't be as big as the intermodal transfer facility is now," said Wiker. "That will give the Port flexibility for direct port uses for that land." He added that the double-stack intermodal facility, combined with the new 50-foot berth, should provide a huge opportunity for the Port.

Greco agrees. "The ability to offer high-cube double-stack rail out of Baltimore will put us on an equal playing field with competing ports," he said. "The size and strength of our consumer market, the new 50-foot berth with no air draft restrictions, and the future ability to offer expanded intermodal rail capabilities is getting the attention of several major shipping lines."

CSX officials expect that a new, state-of-the-art ICTF would generate significant economic, environmental and transportation infrastructure benefits. According to Christopher B. Smith, CSX's



Director-Strategic Initiatives, "The terminal will help open new capacity at the Port of Baltimore, facilitate the flow of freight throughout the region, create jobs, reduce highway congestion and build upon the competitive advantages the Port of Baltimore provides."

The state has identified four possible locations for the new intermodal facility: one in Beltsville owned by the Department of Agriculture, one in Elkridge/Hanover off U.S. Route 1, a state-owned site in Jessup and one in Montevideo that has existing warehousing. Depending on the site, the estimated cost to build a facility could range from \$140 million to \$325 million.

Choosing a location is done in compliance with the National Environmental Policy Act (NEPA), which requires public agencies to consider environmental factors, including societal and cultural factors, in projects using federal money. The NEPA review process also promotes planning and coordination to identify and mitigate such potential community and environmental impacts as noise, traffic, safety, lighting, and visual and air quality.

The Federal Highway Administration, which has been involved in siting intermodal facilities around the country, makes the final location decision based on the recommendation of state officials, typically the governor.

"We're treating all four sites equally and working with our federal partners and CSX to determine, at the end of the day, which site will work the best for us," Wiker said. He expects to have a decision within a year, with the potential to have a facility operational as early as 2015.

While this project will benefit the Port of Baltimore, it also answers cargo needs not directly related to the Port. "By 2030, the demand for freight will almost double," said Wiker, "and rather than have it all trucked in, having a new intermodal facility will allow for a cost-effective solution to get it into the hands of consumers." 🌐



For more information, visit [www.intermodal.maryland.gov](http://www.intermodal.maryland.gov).



## WARM SERVICE. DELIVERED COLD.

For 83 years, you've known us as Merchants Terminal Corporation. To better accommodate an evolving market we, too, have evolved by providing a full line of services. Introducing MTC Logistics. To learn more please visit us at [www.mtccold.com](http://www.mtccold.com)



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

**410-342-9300**

Baltimore | Jessup | Wilmington

WAREHOUSING ■ TRANSPORTATION ■ TECHNOLOGY

## Moss Marine USA



### Workshop Services & Specialty Products

*Ship & Industrial Equipment Repair*

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

[www.mossmarineusa.com](http://www.mossmarineusa.com)  
(410) 542-8775 | FX (410) 542-8115

## Heavy Lifts to 275 Ton Capacity Pile Driving



**McLean**  
CONTRACTING COMPANY

Serving the Marine Industry Since 1903

Contact John Olgeirson 410-553-6700 [www.McleanCont.com](http://www.McleanCont.com)  
McLean Contracting Co. / 6700 McLean Way / Glen Burnie MD 21060

## Salvage Marine Construction



STORY & PHOTOGRAPHY BY KATHY BERGREN SMITH

# **IN THE DRIVER'S SEAT**

*Baltimore's Auto Activity Shifts Into High Gear*

Traffic at the Port of Baltimore is heavy – and that's a good thing. More than 51,000 cars and trucks crossed Baltimore's piers in November 2011 – the best month in the history of the Port. This remarkable record-breaker is the result of a combination of factors, according to Larry Johnson, Maryland Port Administration (MPA) Auto Trade Development.



Even as more cars and trucks cross Baltimore's piers, the Port's cutting-edge QCHAT program helps to ensure that automobiles are loaded and unloaded without any damage.



"There does not seem to be a single thing we can point to, but rather several global elements aligning," said Johnson. He explained that a strong demand for U.S. autos overseas and a weaker dollar has exports of American cars soaring. On the import side, Japanese manufacturers whose production was interrupted by a devastating earthquake and tsunami early in the year are coming back online. Also, a

flourishing market of used American cars sold overseas, mainly to West Africa, has boosted export numbers even further.

Add to this Baltimore's prime location within one of the country's largest consumer markets and excellent rail access to manufacturers, and it makes sense that autos are on a roll.

Baltimore is uniquely situated to handle the renaissance of American automakers.

Located further inland than any other port on the East Coast, Baltimore is close to the auto industry's manufacturing facilities.

"We are seeing the auto industry begin its recovery and we are seeing the benefits of that," said Johnson. During the first six months of 2011, Baltimore's tonnage was up 15 percent from the same period last year, making it the busiest port on the East Coast for auto traffic.





*Subaru North America uses Baltimore as its only East Coast port.*

Chrysler, one of the major exporters from the Port of Baltimore, has recorded significant increases in vehicle numbers.

"AMPORTS is working a second shift to keep pace with the demand for Chrysler exports," said Steven E. Rand, President & CEO of AMPORTS, Inc., a premier auto processing company. "They are exceeding our expectations for throughput. However, we have made significant facility improvements which have enabled us to meet the volume demand."

Ford's Crown Victoria and Mercury Marquis, as well as other models, are immensely popular cars in the Middle East; these autos are shipped from Ford's plants to Baltimore and then head to markets overseas, where a weaker dollar makes them even more popular. Ford beat its projected number of vehicle exports from Baltimore before the third quarter.

NYK Lines, whose vessels call the Port twice monthly bound for the Middle East,

**"We are seeing the auto industry begin its recovery and we are seeing the benefits of that."**

*Larry Johnson, Maryland Port Administration (MPA) Auto Trade Development*

recently loaded nearly 3,300 vehicles for export in one call. During the month of December, volumes were so high that NYK had to make four calls in Baltimore rather than its usual two.

It is not just American automakers that are leveraging the weaker dollar in the overseas market, according to MPA's Johnson. Toyota manufactures its Sienna and Avalon models in Georgetown, Ken., and exports them through Baltimore.

Subaru North America uses Baltimore as its only port on the East Coast. Port Operations Manager Jonathan Smith said that the Japanese automaker has seen growth at the Port of Baltimore in each of the past three years in spite of the economic downturn. "Our export model is the Tribeca,"

Smith said. "The exports come from our U.S. plant in Lafayette, Ind., and are shipped to ports in Europe, Africa, Latin America and the Middle East."

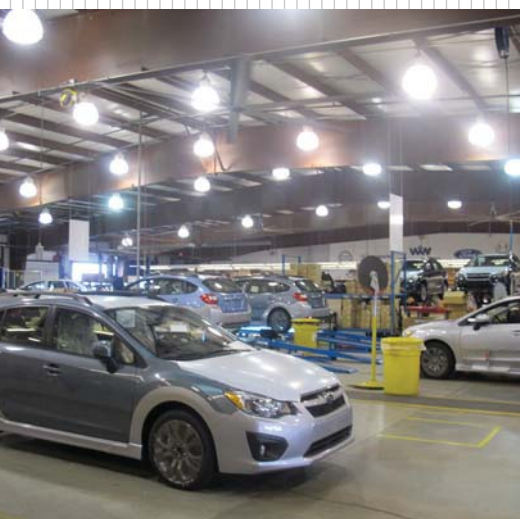
Another vibrant sector in auto exports is the Privately Owned Vehicle (POV) market. This is the exportation of used cars, which are often bought at auction and shipped overseas to used car dealers in West Africa. POVs account for a significant number of exports from Baltimore.

On the import side, Baltimore's location is once again a huge selling point. The port is within 24 hours of delivering vehicles to two-thirds of American consumers.

"The location is best for our trucking of vehicles to our dealerships on the East Coast," Smith said.







Mercedes-Benz and BMW use the Port to gain quick access to their luxury marketplace. The Masonville Mercedes-Benz processing center is the only facility in the nation that processes both Mercedes-Benz and BMW.

Ted Boudalis, Strategic Vehicle Processing Center (VPC) Operations Manager for Mercedes-Benz USA, noted, "The majority of Mercedes-Benz being driven in the U.S. are imported through Baltimore." The VPC processed 120,000 vehicles through November 2011, with 80,000 being Mercedes-Benz. Nationally, sales were up 20 percent compared to the same period in 2010.

Boudalis added, "To ensure high quality, we make a big investment in training our staff, which translates into a team of highly skilled people with a large knowledge base who take great pride in their work."

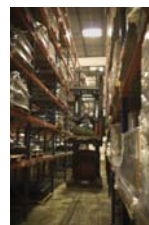
The Port of Baltimore has long been known for its "White Glove Treatment" of cargo. The skilled labor and the MPA's cutting-edge quality program are strong selling points.

"We have a unique Quality Cargo Handling Action Team (QCHAT) program that has set a standard worldwide," MPA's Johnson said. QCHAT involves everyone from the shipping lines to the stevedores to the automakers themselves. The team meets monthly to identify problem areas and address them quickly.

The system works so successfully with auto handling that the MPA has extended it to all cargo types. 🌐



## BENTLEY WORLD-PACKAGING LTD.



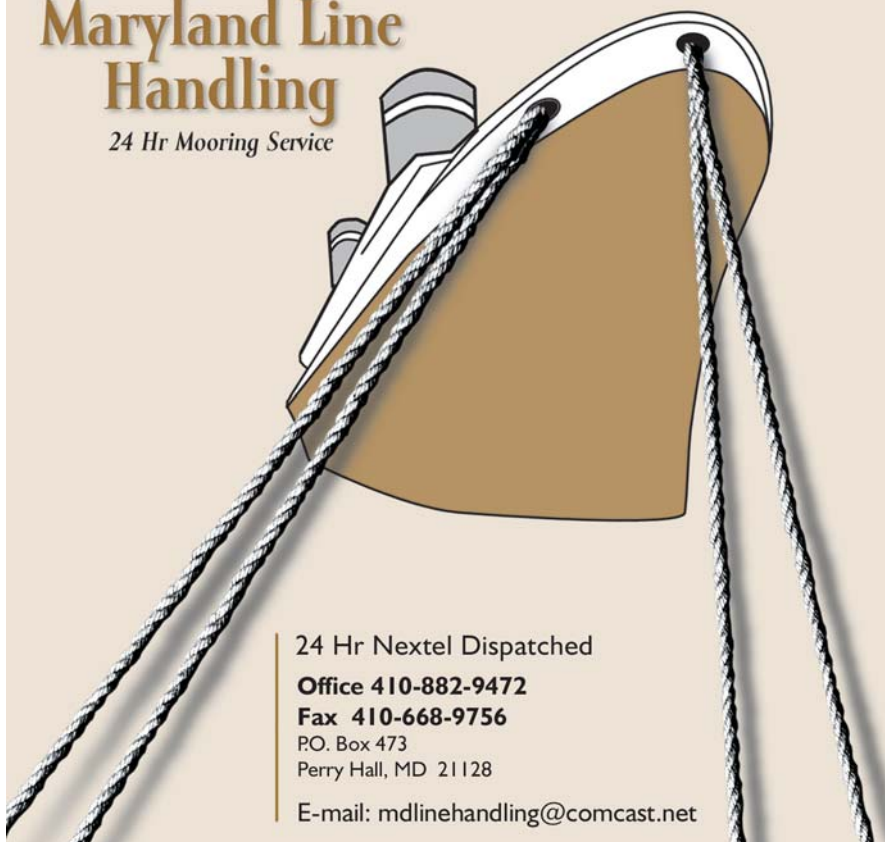
- Industrial Packaging since 1942
- Military Packaging
- Service available throughout the US



- ◆ Package Engineering and Design
- ◆ Warehousing and Distribution
- ◆ Ocean Container Loading
- ◆ On-Site Packaging
- ◆ Package Kitting Services
- ◆ Quality Control and Inspection
- ◆ All facilities ISPM 15 Certified
- ◆ RFID & UID Labeling

1-800-823-6853  
[www.bentleywp.com](http://www.bentleywp.com)

## Stay Secure with Maryland Line Handling 24 Hr Mooring Service



24 Hr Nextel Dispatched

Office 410-882-9472

Fax 410-668-9756

P.O. Box 473

Perry Hall, MD 21128

E-mail: [mdlinehandling@comcast.net](mailto:mdlinehandling@comcast.net)



Bel Air, Md., retail store

COURTESY OF JOS. A. BANK

# The Perfect Fit

## JoS. A. Bank Clothiers Keeps Merchandise Coming Through Baltimore

BY NANCY MENEFEE JACKSON

**I**t's been said that a man should "dress for success," and success is what JoS. A. Bank Clothiers, Inc. is all about.

Based in the Baltimore suburb of Hampstead, Md., the company has become a leading retailer in the United States, with ongoing strong sales and aggressive plans for future growth.

But success doesn't come easy — it requires a global supply chain to keep JoS. A. Bank well stocked. The menswear company has 552 stores in 43 states and also ships orders to more than 60 countries.

More than 40 percent of the company's merchandise comes through the Port of Baltimore.

"With the current upgrades under way to accommodate the newest and larger vessels, we see the Port of Baltimore playing an important ongoing role in JoS. A. Bank Clothiers, Inc.'s growth and success," said Rick Goose, Divisional Vice President, Distribution Center 2/Imports.

JoS. A. Bank traces its roots to 1866, when Lithuanian immigrant Charles Bank opened a small tailor shop. He later began making pants, and was joined by his 11-year-old grandson, Joseph, in 1898. Joseph

started as a cloth cutter, but his real talent was in sales. As an adult, he traveled the South selling pants. He married Anna Hartz, a traveling salesperson for a rival company run by her widowed mother, Lena. In 1922, Joseph and his mother-in-law formed L. Hartz and Bank, manufacturing and selling suits to retailers.

Two decades later, the growing company purchased a building in Baltimore on Hopkins Place, and in 1945 Joseph and his son Howard bought out the Hartz interest and formed JoS. A. Bank and Co.

JoS. A. Bank is both a brand and a retailer — the company designs, manufactures and sells its clothes.

"Our product mix is aimed at the professional male," said Dave Ullman, Executive Vice President and Chief Financial Officer. He added that the company makes and sells a full line of men's clothing and accessories, including suits, sport coats, casual wear, dress shirts, ties and leather coats.

"We don't have middlemen in our process," Ullman stated. "We design everything, set the specs, set patterns as to how everything should be made, and we have contract makers around the world



COURTESY OF JOS. A. BANK

## At-A-Glance

- More than 800 employees at the Hampstead, Md., corporate headquarter campus, which includes two distribution centers.
- More than 6,000 employees nationwide.
- 552 stores in 43 states, as well as catalog and website sales.
- About 25 percent of business is the sale of suits, with sportcoats and slacks accounting for another 25 percent.
- The company is both a brand and a retailer, manufacturing the clothes it sells.

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



who produce them. We have very stringent quality-control standards, and we're able to do that because we have a manufacturing heritage — we know manufacturing."

According to Ullman, "Baltimore is the No. 1 port we run our products through." Though the company often ships goods in





More than 40 percent of the company's merchandise comes through the Port of Baltimore.

cartons stored inside standard containers, many of JoS. A. Bank's clothes arrive in what are known as GOH containers — Garment On Hangers. The clothes hang on ropes inside containers that can each hold about 3,500 suits.

Linda Shubert, Manager of Import Compliance for JoS. A. Bank, noted that the company uses non-vessel operators to bring in more than 1,000 containers (TEUs) a year, with more than 40 percent arriving at the Port of Baltimore's terminals.

The containers then travel by truck to Hampstead, where the merchandise is sorted and then sent via LTL and small-package carriers to the retail stores.

"One of the best assets of the Port is the direct call, which allows for free time," said Shubert, noting that flexibility in scheduling is key. She praises the Port for its cooperative atmosphere. "With our

business partners such as stevedores, longshoremen, haulers — we've had good business dealings with all of them. And the Port is convenient to our warehouses."

"We are proud to have a very successful Maryland company such as JoS. A. Bank utilize the Port of Baltimore," said Joseph M. Greco, Sr., Deputy Director, Marketing with the Maryland Port Administration. "Part of their success is their ability to efficiently manage their supply chain. The fact that JoS. A. Bank sees the Port as an integral piece of that supply chain is a huge compliment. As we position ourselves to take advantage of the expanded Panama Canal with our infrastructure improvements, the Port of Baltimore will be up to the challenge of meeting the demands of a growing JoS. A. Bank."

JoS. A. Bank has enjoyed steady growth, even continuing to expand its stores



Hampstead, Md., headquarters

COURTESY OF JOS. A. BANK

through the recession. The company also has a thriving catalog and web business that includes international customers.

"We expect to continue to grow — we're at 550 stores now but we have significant growth ahead of us," Ullman said. "We're committed to growth and we're glad to see the state is committed to growing the Port of Baltimore." 🌐



CAPTAIN KEVIN GUGLIOTTA, AMP

## ASSOCIATION *of* MARYLAND PILOTS

Phone: (410) 342-6013 Fax: (410) 276-1364

dispatch@MDPILOTS.com

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

3720 Dillon Street | Baltimore, Maryland 21224



# Eastland Food Corporation

## Has Appetite for Success

**Port Provides All the Right Ingredients**



BY GIULIA FIORA

**C**elebrating its 30th year in the importing business, Eastland Food Corporation remains set on offering the best quality Asian food while broadening the culinary experiences of American consumers. To do this, Eastland has utilized the Port of Baltimore and formed a successful business partnership.

Eastland started out in the early 1980s as a local distributor for Thai food products. Headquartered in Jessup, Md., the company enjoyed the geographic advantage of being along the Northeastern Corridor before launching themselves into the national marketplace.

"Eastland is one of a few — possibly the only — company that directly imports

food products from Thailand to Maryland," said Joseph M. Greco, Maryland Port Administration (MPA) Deputy Director, Marketing. "We have been very pleased to watch Eastland develop and grow as a company and utilize the Port of Baltimore as an integral part of their supply chain."

Eastland credits its success to the organization of the MPA. "The MPA has

been a huge help over the past years," said Oscar Mekhaya, Vice President of Sales and Marketing. "They have always encouraged volume growth and introduced us to different agencies. They are very efficient, which is what you want in this industry. We have had a great experience, and I don't know how we would have done it without them."

Shippers Evergreen and Mediterranean Shipping Company (MSC) deliver Eastland's brands into the Port from all over Asia, particularly Thailand. Products such as Golden Mountain Seasoning Sauce, Maesri Curry Paste, Tiger Rice Cookers and Kitchenware, and Indome Instant Noodles are then sold in 30 states.

One of the company's more popular





## At-A-Glance

➤ Eastland Food Corporation has utilized the Port of Baltimore for 30 years.

➤ The company started out with five people, but has grown to more than 100 employees.

➤ Products come from a variety of Asian countries, including Thailand, Taiwan, Japan, Indonesia, China, Korea, Vietnam and the Philippines.

➤ Other brands imported into the Port of Baltimore include TropiKing juice drinks, Carabao Energy Drink and S&P Frozen Ready to Eat Meals and Desserts.

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

brands is Asian Best, Eastland's house label, which focuses on rice products, canned fruits and vegetables, and frozen seafood. With more than 150 products under this brand, consumers can find these goods in local Asian supermarkets along with mainstream grocery stores such as Giant, Shoppers and Whole Foods. As Asian food's popularity continues to rise in the United States, the company will keep on building its import business.

In addition to the headquarters and warehouse in Jessup, Eastland opened a warehouse in Miami about two years ago and is currently putting the finishing touches on a warehouse in California — the next area of the company's expansion. 🌐

## OBER | KALER

Attorneys at Law

### Exceptional Guidance.



Offering more than 100 years of experience, Ober|Kaler counsels local, national and international businesses in all aspects of the maritime industry. Our casualty response lawyers are on call 24 hours a day at 410.685.1120.

- |                       |                         |
|-----------------------|-------------------------|
| • Maritime Casualties | • P&I Correspondents    |
| • Ship Finance        | • Charter Party Matters |
| • Marine Insurance    | • Labor and Employment  |
| • Immigration         | • Environmental Claims  |

For more information, contact Geoffrey Tobias, Tony Whitman or Patrick Cameron at [admiralty@ober.com](mailto:admiralty@ober.com).

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



## Baltimore International Warehousing Corporation

All Ways Transportation, Inc.

200,000 Sq. Feet  
Large Modern Fleet of Tractors & Chassis  
29 Dock Doors  
Import and Export Consolidation  
Alarm Central Station  
Packing and Crating  
Bonded Warehouse  
Bonded Carrier  
L.T.L. Deliveries  
CFS/CES

**BRINGING  
THE  
WORLD  
TO YOUR  
DOOR**

7646-56 Canton Drive  
Baltimore, MD 21224

**410-633-3500**  
**FAX 410-633-4147**

[sue@biwt.com](mailto:sue@biwt.com)  
[www.BIWT.com](http://www.BIWT.com)



## SCOTT SENKO

### NYK Line's Port Captain in Baltimore

BY MERRILL WITTY  
Photograph By Kathy Bergren Smith

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



**NYK** (Nippon Yusen Kaisha) is one of the world's largest shipping and transportation companies — the NYK group operates more than 800 vessels with a capacity of approximately 60 million Kt (DWT) on a consolidated basis. And its Baltimore terminal is one of its largest in North America.

Not only that, but the Baltimore location had the distinction recently of loading up a record number of vehicles, nearly 3,300, on the vessel *Jinsei Maru*. The cargo, mostly new automobiles, was bound for the Middle East.

No wonder Scott Senko stays so busy.

As Area Operations Manager, or Port Captain, for NYK Line Baltimore, Senko is

responsible for the loading and unloading of all of the NYK Roll-On/Roll-Off (RO/RO) vessels calling at the Port. He has also been seen regularly in the "Maiden Voyages" section of the *Port of Baltimore Magazine*, celebrating the latest NYK ship to call on the Port. He noted that NYK has brought "six or seven new vessels here over the past few years, part of our very substantial ship-building program. It underlines NYK's stance in the RO/RO business around the world, and shows our commitment to it."

Senko, a 1993 graduate of the U.S. Merchant Marine Academy, began his seafaring life in the Gulf of Mexico as an oil supply boat mate. After a year, he was hired by ITO Corporation in Baltimore; he has been

working here as either a superintendent or a port captain for various companies ever since ... no doubt because the Dundalk resident finds it the best Port he's seen yet.

"I tout this port quite a bit on what we can accomplish here," he said. "Everyone I deal with at the MPA [Maryland Port Administration] is so helpful. The quality of people here is exceptional. The communication is bar none. I've worked in other ports, ... and the collaboration here is amazing, what with the RO/RO Rodeo, QCHAT," and other programs.

Along with posing for "Maiden Voyages" pictures, Senko is also known locally for shooting his own stunning photography — "a passion," as he calls it. "I do mostly landscapes; I love being out in nature, it's a nice departure from my normal work life. It's an opportunity to get those creative juices going."

Urged on by family and friends, Senko had a show of his work at Baltimore's Waterfront Hotel several months ago. "I had to build up my courage to really put myself out there, but I'm glad I did it," he said.



## ABOUT NYK:



NYK Line began life as the Tsukumo Shokai Shipping Company in 1870. Five years later, the twice-renamed company inaugurated Japan's first passenger liner service, with a route from Yokohama to Shanghai. Then, in 1885, a merger with Kyodo Unyu Kaisha (founded in 1882) led to the adoption of the company's present name. The merged company had a fleet of 58 steamships and expanded its operations rapidly, first to other ports of the East, and eventually around the world.

As the demand for passenger ships dwindled in the 1960s, the company expanded its cargo operations. But NYK revived its passenger ship business in 1989, with cruise ships operated by its newly formed subsidiary, Crystal Cruises, which is now considered the world's premier luxury cruise ship company.

Another thing he's been building up is his endurance. He had a personal goal to complete a full triathlon before his 40th birthday, and he did so in 2011 as part of the Revolution3 Triathlon Series in Cedar Point, Ohio. It was a four-year odyssey of training, he explained, interrupted by a pleasure-boating accident three years ago that set him back a year.

The 2.4-mile swim, 112-mile bicycle ride and 26.2-mile run left him "limping along by the end!" he said with a laugh. But he made it.

After finishing, Senko sometimes found himself wondering why he spent so much time and a "significant amount of money" — entry fees, hotel, food, transportation to the venue, etc. — simply in order "to torture myself."

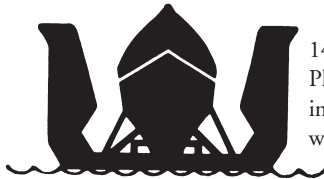
Senko, who has a 9-year-old son, Garrett, remarried in January 2012. He expects to stay in Baltimore for the long haul — but with no plans for another Ironman in sight! 🌐

## MOBILE FULL SERVICE SHIP REPAIR YARD

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

RIDING CREWS TO SERVICE VESSELS WHILE UNDER WAY

## The General Ship Repair Corp.



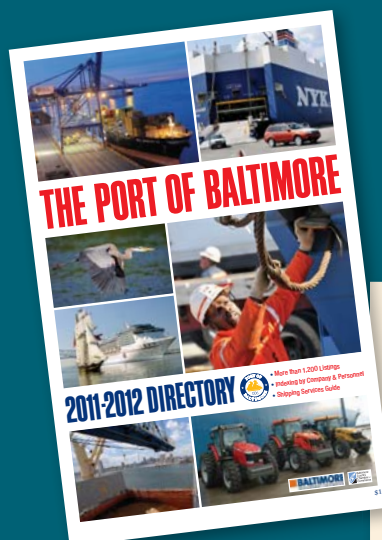
1449 Key Highway, Baltimore, Maryland 21230  
Phone: 410/752-7620 | Fax: 410/752-4650  
info@generalshiprepair.com  
www.generalshiprepair.com



**Industrial Division of The General Ship Repair Corporation**

**Commercial & Industrial Repairs | Structural & Mechanical  
Machining & Fabrications**

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



## 2012/2013 PORT OF BALTIMORE DIRECTORY

The Must-Have Resource  
For Maritime Industry Leaders!

**Reserve Your Ad in the 2012/2013  
Port of Baltimore Directory Today!**

Advertising Space Deadline:  
04/06/2012

For information, contact

**Steve Lassiter 443-909-7828**  
steve.lassiter@mediatwo.com

## About the Port Directory:

- Most comprehensive list of companies doing business with the Port.
- Entries include contact information and key personnel.
- This invaluable annual directory is used by decision-makers and purchasing agents at key Port businesses. High value equals high repeat use — and that means multiple exposures for your advertisement.



PHOTOGRAPHY BY BILL MCALLEN

## NYK's *Heroic Leader* Makes a Grand Entrance

The NYK Line's *Heroic Leader* arrived at the Port of Baltimore's Dundalk Marine Terminal for the first time in November. Built in 2011, the pure car/truck carrier is a 15,000 Deadweight Tonnage (DWT) vessel that sails under the flag of the Bahamas. The *Heroic Leader* can reach a maximum 16.4 knots.

**Agent:** Inchcape Shipping Services

**Stevedore:** Ceres Marine Terminal

**Towing Company:** Moran Towing of Maryland



Participating in the wheel presentation on the NYK *Heroic Leader* were, from left, Captain Mikail Dimitrov, Captain Zoltan Sulay, MPA's Cynthia Burman, Inchcape's Matt Lyneis and Scott Senko of NYK Line.



Celebrating the arrival of the NYK *Harmony Leader* were, from left, Inchcape's Matt Lyneis, Scott Senko of NYK Line, Harmony Senko, Captain Ventseslav Zlatev, MPA's Lawrence Johnson, Subaru of America's Jaimie Lacey and Bill Wade of Ceres.

## NYK's *Harmony Leader* Makes Maiden Voyage to Port

The pure car/truck carrier *Harmony Leader*, a member of NYK Line (North America), arrived in Baltimore to discharge 1,303 units, primarily Subaru automobiles. The vessel flies the flag of the Bahamas and measures 199.95 meters in length by 32.26 meters in width.

**Agent:** Inchcape Shipping Services

**Stevedore:** Ceres Marine Terminal

**Towing:** Moran Towing of Maryland

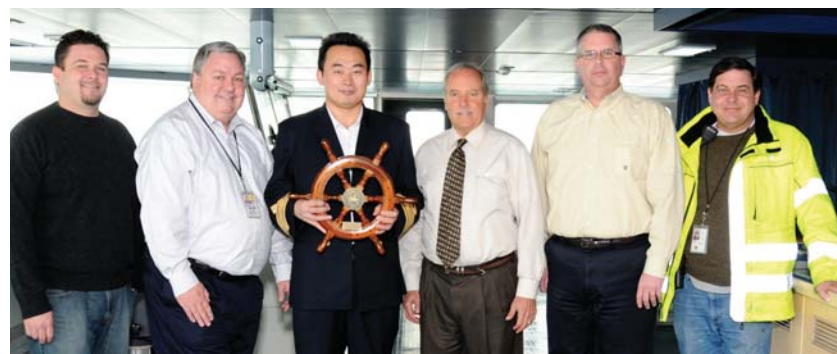
## Happy Arrival for Höegh *Maputo*

Flying the flag of Norway, the 4,300-Car Equivalent Unit (CEU) Höegh *Maputo* recently made her maiden voyage to the Port of Baltimore. The *Maputo* was delivered from China's Xiamen Shipbuilding Industries in July 2011. Mozambique's First Lady, Her Excellency Maria Da Luz Dai Guebuza, named and blessed the vessel during a ceremony hosted by Höegh Autoliners Chairman Leif O. Høegh.

**Agent:** Höegh Autoliners, Inc.

**Stevedore:** Ceres Marine Terminal

**Towing:** McAllister Towing of Baltimore, Inc.



On hand for the Höegh *Maputo* wheel ceremony in December 2011 were, from left, Bill Wade of Ceres, David Honor of Höegh Autoliners, Captain Lu Dai Min, MPA's Lawrence Johnson, Craig Merson of Höegh Autoliners and Dave Diamond of Höegh Autoliners.





## Customs Brokers & Freight Forwarders

**T**he expertise provided by customs brokers and international freight forwarders is integral to the efficient movement of cargo between the Port of Baltimore and overseas destinations.

Among many tasks, they assist with preparing price quotations and appropriate documentation, help importers and exporters meet federal requirements, reserve space on a vessel and even recommend packing methods to ensure that merchandise arrives safely.

*The following listings were obtained from the Maryland Port Administration and Port of Baltimore Directory. Though efforts have been made to ensure that this information is as accurate as possible, the MPA, Port of Baltimore Directory and Media Two assume no responsibility for errors, inaccuracies or omissions. To update or submit a listing, go to [POBdirectory.com](http://POBdirectory.com).*

**LOGOS & BOLD LISTINGS ARE PAID UPGRADES.**



PHOTOGRAPHY BY KATHY BERGEN SMITH

**5K Logistics, Inc.**  
5900 Coffey Ave.  
Chambersburg, PA 17201  
717-263-5054  
Fax: 717-263-4832  
E-mail: [jmainville@5Klogistics.com](mailto:jmainville@5Klogistics.com)  
[www.5klogistics.com](http://www.5klogistics.com)

**Aarid Enterprise Corporation**  
1340 Chesapeake Ave.  
Baltimore, MD 21226-1008  
410-355-8200  
Fax: 410-355-7750  
E-mail: [customerservicemanagement@aarid.com](mailto:customerservicemanagement@aarid.com)  
[www.aarid.com](http://www.aarid.com)

**Agility Project Logistics**  
5901 Holabird Ave.  
Baltimore, MD 21224-6015  
410-325-3090  
Fax: 410-325-2090  
E-mail: [wlittle@agilitylogistics.com](mailto:wlittle@agilitylogistics.com)  
[www.agilitylogistics.com](http://www.agilitylogistics.com)

**AIT Worldwide Logistics, Inc.**  
806 Cromwell Park Dr., Ste. K  
Glen Burnie, MD 21061-2564  
410-766-2422  
Fax: 410-761-8417  
E-mail: [bwintl@aitworldwide.com](mailto:bwintl@aitworldwide.com)  
[www.aitworldwide.com](http://www.aitworldwide.com)

**Allstates World Cargo, Inc.**  
839 Elkridge Landing Rd., Ste. 208  
Linthicum, MD 21090-2946  
410-691-2780, 800-575-5575  
Fax: 410-691-3785  
E-mail: [bwikathy@allstatesair.com](mailto:bwikathy@allstatesair.com)  
[www.allstatesair.com](http://www.allstatesair.com)

**Associated Global Systems**  
7509F Connelley Dr.  
Hanover, MD 21076  
410-766-9040  
[www.agsystems.com](http://www.agsystems.com)

**Barthco International, Inc. (Division of Ozburn-Hessey Logistics)**  
2200 Broening Hwy., Ste. 235  
Baltimore, MD 21224-6644  
410-631-1700  
Fax: 410-631-1750  
E-mail: [smiller@ohl.com](mailto:smiller@ohl.com)  
[www.barthco.com](http://www.barthco.com)

**BDP International, Inc.**  
811 Cromwell Park Dr., Ste. 100  
Glen Burnie, MD 21061-2538  
410-762-5800  
Fax: 410-590-3637  
[www.bdpinternational.com](http://www.bdpinternational.com)

**Beluga International, Inc.**  
2301 Dorsey Rd., Ste. 214  
Glen Burnie, MD 21061-3275  
410-969-5700  
Fax: 410-969-5570  
E-mail: [pj@gobeluga.com](mailto:pj@gobeluga.com)  
[www.gobeluga.com](http://www.gobeluga.com)

**Blaser & Mericle, Inc.**  
7516 Belair Rd., Ste. A  
Baltimore, MD 21236-4103  
410-882-8112  
Fax: 410-882-7584  
E-mail: [bonnie@blaserinc.com](mailto:bonnie@blaserinc.com),  
[christine@blaserinc.com](mailto:christine@blaserinc.com)

**Bratt International, Inc.**  
23 South St.  
Baltimore, MD 21202-3201  
410-685-0955  
Fax: 410-685-3892  
E-mail: brattint@aol.com  
www.brattinternational.com

**Bruzzzone Shipping, Inc.**  
10 N. Calvert St., Ste. 513  
Baltimore, MD 21202-1899  
410-605-9580  
Fax: 410-605-9583  
www.bruzzzone.com

**BTI, LLC**  
1689 Westwind Way  
McLean, VA 22102-1603  
1-866-465-4043, 703-842-1340  
Fax: 703-564-8541  
E-mail: infobtifreight.com  
www.btiilc.net

**BWI Corporation**  
501 McCormick Dr., Stes. J-K  
Glen Burnie, MD 21061-8205  
410-508-7100  
Fax: 410-508-7107  
E-mail: operations@bwicorp.com  
www.bwicorp.com

**C J International, Inc.**  
519 S. Ellwood Ave.  
Baltimore, MD 21224-3920  
410-563-6020  
Fax: 410-563-6021  
E-mail: dpachilis@cjinternational.com  
www.cjinternational.com

**C. Steinweg (Baltimore), Inc.**  
1201 Wallace St.  
Baltimore, MD 21230-5341  
410-752-8254  
Fax: 410-752-8292  
E-mail: j.connolly@us.steinweg.com  
www.steinweg.com

**C.H. Powell Company**  
609 Global Way, Ste. 122  
Linthicum, MD 21090  
410-609-2580  
Fax: 410-609-2590  
E-mail: gcpowell@chpowell.com  
www.chpowell.com

**Caminis Customs Brokers**  
P.O. Box 42797  
Towson, MD 21284-2797  
410-832-8803  
E-mail: ecaminis@verizon.net

**Capitol Shipping and Logistics**  
P.O. Box 2032  
Merrifield, VA 22116-2032  
703-560-8001  
Fax: 703-560-8003  
E-mail: info@capitolshipping.com  
www.capitolshipping.com

**Cargo on the Move**  
6610 Tributary St., Ste. 101  
Baltimore, MD 21222-6859  
410-633-4450  
E-mail: dartrans@dartrans.com,  
sdoetsch@dartrans.com  
www.dartrans.com

**Casey Overseas Corporation**  
110 West Rd., Ste. 420  
Towson, MD 21204-2328  
410-494-1700  
Fax: 410-321-9084  
E-mail: info@caseyoverseas.com

**Cavalier Logistics Management, Inc.**  
45085 Old Ox Rd.  
Dulles, VA 20166-9512  
1-800-445-1020, 703-733-4010  
Fax: 703-707-0657  
E-mail: gabes@cavalierlogistics.com  
www.cavlog.com

**CEVA International, Inc.**  
350 Winmeyer Ave., Ste. A  
Odenton, MD 21113-1332  
410-305-2100  
Fax: 410-305-2102  
www.cevalogistics.com

**Chesapeake Bay Shipping & Warehousing, Inc.**  
3914 Vero Rd.  
Baltimore, MD 21227-1510  
410-247-4505, 1-888-554-2279  
Fax: 410-247-4506  
E-mail: service@cbswusa.com  
www.cbswusa.com

**Coleman American Allied**  
4715 Trident Ct.  
Baltimore, MD 21227-4607  
410-247-9960, 1-800-435-5757  
Fax: 410-247-2431  
www.colemanallied.com

**Colonial Trade Co., Inc.**  
8319 Lages Ln.  
Baltimore, MD 21244-2137  
410-655-5959  
Fax: 410-655-3703  
E-mail: bernardo@abis.com

**D.A.T.E. International, Inc.**  
8000 Philadelphia Rd., 2nd Fl.  
Baltimore, MD 21237-2631  
443-772-2090  
Fax: 443-772-2108  
E-mail: dianna.shade@date-international.com  
www.date-international.com

**Daniel F. Young, Inc.**  
504 McCormick Dr., Ste. K  
Glen Burnie, MD 21061  
410-760-1004  
Fax: 410-590-2580  
E-mail: betty.reynolds@dfyoung.com  
www.dfyoung.com

**Dartrans, Inc.**  
6610 Tributary St., Ste. 101  
Baltimore, MD 21224-6514  
410-633-4450  
E-mail: dartrans@dartrans.com  
www.Dartrans.com

**Davidson Forwarding Company**  
6600 Frankford Ave.  
Baltimore, MD 21206-4909  
1-800-285-4332, 410-488-9200  
Fax: 410-864-0010  
E-mail: inquiries@davidsonforwarding.com  
www.davidsonforwarding.com

**DB Schenker, Inc.**  
795 Cromwell Park Dr.  
Glen Burnie, MD 21061-2586  
410-859-5275  
Fax: 443-883-4040  
E-mail: Jutta.Rogalski@dbuschenker.com  
www.dbuschenkerusa.com

**Delmarva Port Service**  
6600-C Cabot Dr.  
Baltimore, MD 21226-1754  
410-360-5550  
Fax: 410-360-5554  
www.delmarvaport.com

**E.H. Harms USA, Inc.**  
2809 Boston St., Ste. 1A  
Baltimore, MD 21224  
410-837-7612  
Fax: 410-837-7619  
E-mail: customerservice@ehharmusa.com  
www.ehharmusa.com

**East International Holdings**  
3411 Ellamont Rd.  
Baltimore, MD 21215  
410-493-3285  
Fax: 440-366-5779  
E-mail: info@eastinternationalinc.com  
www.eastinternationalinc.com

**Emo Trans, Inc.**  
7504 Connelley Dr., Stes. H-J  
Hanover, MD 21076-1711  
410-590-9640  
Fax: 410-590-6229  
E-mail: john.sobota@emotrans.com  
www.emotrans.com

**ESI Global Logistics**  
3916 Vero Rd., Ste. M  
Baltimore, MD 21227-1515  
410-242-2882  
Fax: 410-242-6788  
E-mail: dhelwich@esimail.com  
www.esilogistics.com

**Expeditors International of Washington, Inc.**  
510 McCormick Dr., Stes. K-N  
Glen Burnie, MD 21061-8283  
410-768-6627  
Fax: 410-768-6647  
www.expeditors.com

**Export Container Lines, Inc.**  
115 Fulford Ave., Ste. 102  
Bel Air, MD 21014-3834  
410-877-1501  
Fax: 410-877-1505  
E-mail: bee@exportcontainerlines.com  
www.exportcontainerlines.com

**Express Shipping International, Inc.**  
One E. Chase St., Ste. 1104  
Baltimore, MD 21202-2564  
410-576-8215  
Fax: 410-576-0109  
E-mail: jissa@esishipping.com

**FedEx Trade Networks**  
810 Cromwell Park Dr., Ste. E  
Glen Burnie, MD 21061-2562  
410-766-0040  
Fax: 410-766-6634  
E-mail: marsha\_stitt@ftn.fedex.com  
www.fedex.com

 **Footner and Company, Inc.**

**Footner and Company, Inc.**  
6610-B Tributary St., Ste. 300, P.O. Box 9973  
Baltimore, MD 21224-0973  
410-631-7711  
Fax: 410-631-7725  
E-mail: info@footner.com  
www.footner.com

**Galvin Customs Brokerage**  
65 Odeon Ct.  
Baltimore, MD 21234  
410-979-3373  
Fax: 410-870-1292  
E-mail: dotty.galvin@gmail.com



**Geodis Wilson (USA), Inc.**  
7513 Connelley Dr., Ste. 1  
Hanover, MD 21076-1665  
410-768-6300  
Fax: 410-768-6626  
E-mail: [nada.gender@us.geodiswilson.com](mailto:nada.gender@us.geodiswilson.com)  
[www.geodiswilson.com](http://www.geodiswilson.com)

**Geologistics Americas, Inc.**  
22675 Dulles Summit Ct.  
Sterling, VA 20166-9511  
703-435-0852  
Fax: 703-435-6950  
[www.agilitylogistics.com](http://www.agilitylogistics.com)

**Giorgio Gori USA, Inc.**  
8 Reservoir Cir., Ste. 201  
Baltimore, MD 21208-6398  
410-415-0701  
Fax: 410-415-0702  
E-mail: [info@us.ggori.com](mailto:info@us.ggori.com)  
[www.ggori.com](http://www.ggori.com)

**Global Maritime USA, Inc.**  
303 Second St., Ste. D  
Annapolis, MD 21403-2771  
410-626-1502  
Fax: 410-626-1512  
E-mail: [Info@globalmaritimeusa.com](mailto:Info@globalmaritimeusa.com)  
[www.globalmaritimeusa.net](http://www.globalmaritimeusa.net)

**Guardian Services Group, Ltd.**  
1901 Light St.  
Baltimore, MD 21230-4928  
410-752-0500, 1-800-245-6775  
Fax: 410-752-8250  
E-mail: [info@guardianservices.com](mailto:info@guardianservices.com)  
[www.guardianservices.com](http://www.guardianservices.com)

**Hobelmann International, Inc.**  
P.O. Box 42797  
Towson, MD 21284-2797  
410-832-8803  
E-mail: [ecaminis@verizon.net](mailto:ecaminis@verizon.net)

**Ian International**  
7466 New Ridge Rd., Stes. 3-4  
Hanover, MD 21076-3145  
410-859-5055  
Fax: 410-859-1922  
E-mail: [glen@ianintl.com](mailto:glen@ianintl.com)  
[www.ianintl.com](http://www.ianintl.com)

**Jagro Customs Brokers, Inc.**  
10 N. Calvert St., Ste. 639  
Baltimore, MD 21202-2263  
410-727-1260  
Fax: 410-727-4749  
E-mail: [darcel\\_heath@jagro.com](mailto:darcel_heath@jagro.com)  
[www.jagro.com](http://www.jagro.com)

**JDF International Transport, Inc.**  
2200 Broening Hwy., Ste. 285  
Baltimore, MD 21224-6660  
410-282-3200  
Fax: 410-282-3204  
E-mail: [jdfinter@aol.com](mailto:jdfinter@aol.com)  
[www.jdftrports.com](http://www.jdftrports.com)

**John A. Steer Co.**  
6610 Tributary St., Ste. 107  
Baltimore, MD 21224-6514  
410-633-3912  
Fax: 410-633-1448  
E-mail: [m.emerson@jasteer.com](mailto:m.emerson@jasteer.com)  
[www.jasteer.com](http://www.jasteer.com)

**John S. Connor, Inc.**  
(Broker/Forwarder/NVOCC)  
799 Cromwell Park Dr., Stes. A-G  
Glen Burnie, MD 21061-2578  
410-863-0211, 1-800-795-2751  
Fax: 410-590-0181  
E-mail: [info@jsconnor.com](mailto:info@jsconnor.com)  
[www.jsconnor.com](http://www.jsconnor.com)

## IN BALTIMORE...



Our network operates in 50 countries with offices in nearly 200 cities throughout the world.



FMC-OTI Lic.No.0010 /F  
CB Lic No 9767  
IATA NO 12252

## Footner and Company, Inc.

- International Forwarding Agent
- Customs Broker
- IATA Air Cargo Agent
- Project Forwarding Specialists
- Member of GFG Network

P.O. Box 9973  
6610-B Tributary Street, Suite 300  
Baltimore, Maryland 21224-0973  
U.S.A.

Phone (410) 631-7711  
Fax (410) 631-7725  
E-mail: [info@footner.com](mailto:info@footner.com)  
Website: [www.footner.com](http://www.footner.com)

**Roberto I. Gutierrez**  
President/Owner

**ESTABLISHED 1950**

## **FLEXI-VAN** LEASING, INC.

***"Fifty-five years of service to the Intermodal Industry"***

- FlexiDay, Daily Chassis Rentals:  
Available across the USA & Canada.

Baltimore, North & South Jersey, Chicago, Houston, Oakland,  
Long Beach, Seattle, Toronto

Jacksonville, Atlanta, Charleston, Memphis, Savannah  
More locations coming.

\* Tri-Axle sliders available

\* 40-45 ft. extendable chassis available

- Chassis and Genset Leasing
- Chassis, Container, Trailer Repair
- Over 157,000 Leasable Chassis



4901 Holabird Avenue, Baltimore, MD 21224  
PHONE (410) 633-2400 / FAX (410) 633-2544 / [www.flexi-van.com](http://www.flexi-van.com)

**JVL Logistics & Consulting**  
600 Fairmount Ave., Ste. 205  
Towson, MD 21286-1001  
410-633-4444  
Fax: 410-633-4546  
E-mail: info@jvllogistics.com  
www.jvllogistics.com

**Kenneth Clark Co., Inc.**  
10264 Baltimore National Pike  
Ellicott City, MD 21042-3609  
410-465-5116, 1-800-999-3450  
Fax: 410-465-7397  
E-mail: info@kennethclark.com  
www.kennethclark.com

**Kintetsu World Express**  
113 Executive Dr., Ste. 101A  
Sterling, VA 20166-9547  
703-787-9304  
Fax: 703-787-9347  
E-mail: kweiad@am.kwe.com  
www.kweusa.com

**Kraus International Shipping Co.**  
1439-41 E. Fort Ave.  
Baltimore, MD 21230-5215  
410-637-8780  
Fax: 410-637-8704  
E-mail: blang@krausintl.com  
www.krausintl.com

**Kuehne + Nagel, Inc.**  
810 Landmark Dr., Ste. 221-229  
Glen Burnie, MD 21061-4996  
410-412-7263  
Fax: 410-412-7288  
E-mail: info.baltimore@kuehne-nagel.com  
www.kuehne-nagel.com

**Laing International, Inc.**  
Air Cargo Dr., Bldg. F, Ste. 2600,  
P.O. Box 18315  
Baltimore, MD 21240-0315  
410-850-8365  
Fax: 410-850-8366  
E-mail: kathy@lainginternational.com  
www.lainginternational.com

**Landstar**  
7513 Connelley Dr., Ste. C  
Hanover, MD 21076-1665  
410-766-3396, 1-800-272-8732  
Fax: 410-766-0538  
E-mail: msanchez@landstarmail.com  
www.landstaragent.com/ebwi

**Logistics & Transportation Services**  
7150 Troy Hill Dr.  
Elkridge, MD 21075-7058  
410-379-9600  
Fax: 410-379-9642  
www.ltsi.us

**Logistics, Inc.**  
313 W. Arundel Rd.  
Baltimore, MD 21225-2624  
410-636-9966  
Fax: 410-636-5518  
E-mail: logistics01@juno.com  
www.logistics-101.com

**Lynden International**  
7270 Park Circle Dr., Ste. F  
Hanover, MD 21076-1330  
410-712-4620  
Fax: 410-712-4657  
E-mail: ron.brooks@laf.lynden.com  
www.laf.lynden.com

**M. O'Sullivan Brokerage & Logistics, Inc.**  
7526 Connelley Dr., Ste. G  
Hanover, MD 21076-1769  
410-553-0733  
Fax: 410-553-6864  
E-mail: mosullivan@osullivan-brokerage.com  
www.osullivan-brokerage.com/



**Mainfreight Inc.**  
3920 Vero Rd., Stes. F-H  
Baltimore, MD 21227  
410-329-3520  
Fax: 410-329-3525  
E-mail: robert.pace@mainfreightusa.com  
www.mainfreightusa.com

**MEV Fakler**  
3240 Hubbard Rd.  
Landover, MD 20785  
301-683-9039  
Fax: 301-683-9010  
E-mail: sales@usexpressfreight.com  
www.usexpressfreight.com

**Mid-Atlantic Port Service**  
6600-C Cabot Dr.  
Baltimore, MD 21226-1754  
410-360-5550  
Fax: 410-360-5554  
www.delmarvaporport.com

**NFI Global, LLC**  
73 E. Forrest Ave., Ste. 130  
Shrewsbury, PA 17361  
410-287-6869  
Fax: 410-287-6975  
E-mail: brian.crawford@NFIindustries.com  
www.NFIindustries.com

**Omega Forwarding Group, LLC/**  
**Washington, D.C.**  
1655 Fort Myer Dr., Ste. 700  
Arlington, VA 22209-3199  
703-351-3322  
Fax: 703-991-6111  
E-mail: export@omegaforwarding.com  
www.omegaforwarding.com

**Patron Services, Inc.**  
908 Light St.  
Baltimore, MD 21230-4016  
410-727-2700  
Fax: 410-727-2726  
E-mail: nick@patronservicesinc.com

**Piraeus International, Inc.**  
3909 Eastern Ave.  
Baltimore, MD 21224-4224  
410-675-3525  
Fax: 410-675-7127  
E-mail: sales@piraeusintl.com  
www.piraeusintl.com

**Pride International, Inc.**  
2200 Broening Hwy., Ste. 230  
Baltimore, MD 21224-6649  
410-633-0033  
Fax: 410-633-0036  
E-mail: cindym@pridebaltimore.com  
www.pridebaltimore.com

**Priority Worldwide Services**  
7361 Coca-Cola Dr.  
Hanover, MD 21076  
410-766-7470, 1-800-695-9465  
Fax: 410-538-9905  
E-mail: imports@priorityworldwide.com  
www.priorityworldwide.com

**ProCargo, Inc.**  
2959 Pulaski Hwy.  
North East, MD 21085-4492  
410-287-1300  
Fax: 410-287-1304  
E-mail: procargo@abs.net  
www.procargoinc.com

**Samuel Shapiro & Company, Inc.**  
100 N. Charles St., Ste. 1200  
Baltimore, MD 21201-3895  
410-539-0540, 1-800-695-9465  
Fax: 410-547-6935  
E-mail: info@shapiro.com  
www.shapiro.com

**Seabridge International Inc.**  
800 S. Conkling St.  
Baltimore, MD 21224-4303  
410-633-0550  
Fax: 410-633-0556  
E-mail: info@seabridge.com  
www.seabridgeinternational.com

**Seaschott (Division of Airschott, Inc.)**  
2609 Cabover Dr., Bay 9  
Hanover, MD 21076-1662  
410-863-4777, 1-800-772-4688  
Fax: 410-863-1444  
E-mail: balimport@seaschott.com  
www.seaschott.com

**SEKO Worldwide, Inc.**  
7045 Troy Hill Dr., Ste. 300  
Elkridge, MD 21075-7041  
1-800-969-3293  
Fax: 410-379-9299  
E-mail: bwi@sekoworldwide.com  
www.sekoworldwide.com

**TBB Global Logistics**  
7250 Parkway Dr., Ste. 430  
Hanover, MD 21076  
443-270-1247  
Fax: 443-270-1320  
E-mail: lbiddinger@tbbgl.com  
www.tbbgl.com

**Team Air Express - Allentown**  
1047 N. Irving St.  
Allentown, PA 18109-3385  
1-888-992-9908, 610-774-9677  
Fax: 610-774-9678  
E-mail: teamit@aol.com  
www.teamwww.com

**Team Air Express - BWI**  
513 Progress Dr., Ste. L  
Linthicum, MD 21090-2208  
410-636-7970  
Fax: 410-636-7973  
www.teamwww.com

**Thunderbolt Global Logistics, LLC**  
1501 St. Paul St., Ste. 127  
Baltimore, MD 21202-2861  
410-633-2722  
Fax: 410-633-0099  
E-mail: jim@thunderboltglobal.com  
www.thunderboltglobal.com

**TLI International, Inc.**  
105 Eastern Ave., Ste. 103  
Annapolis, MD 21403-3371  
410-268-0267, 1-800-854-8522  
Fax: 410-263-2572  
E-mail: info@tlcargo.com  
www.tlcargo.com

**TNT International Express**  
4861 Telsa Dr., Ste. D-E  
Bowie, MD 20715-4318  
301-464-3455  
Fax: 301-805-2816  
E-mail: eric.wass@tnt.com  
www.tntna.com

**TranSource Logistics**  
400 Renfro Dr., Ste. 105  
Glen Burnie, MD 21060-3602  
410-590-4410  
Fax: 410-590-4493  
E-mail: btomko@tslogistics.com  
www.tslogistics.com

**Trans World Shipping Services, Inc.**  
300 Water St.  
Baltimore, MD 21202-3289  
410-727-7930  
Fax: 410-727-7933  
E-mail: alasek8@gmail.com



**Tri Star Freight System, Inc.**  
1301A Chesapeake Ave.  
Baltimore, MD 21226-1007  
410-354-2670  
Fax: 410-354-2714  
E-mail: lindam@tristarfreightsys.com

**UPS Supply Chain Solutions**  
Air Cargo Dr., Bldg. F, Ste. 1300, P.O. Box 8762  
Baltimore, MD 21240-0762  
410-859-4226, 410-684-2593  
Fax: 410-684-3789  
www.ups-scs.com

**US Express Freight Systems**  
3240 Hubbard Rd.  
Landover, MD 20785  
301-683-9000  
Fax: 301-683-9010  
E-mail: sales@usexpressfreight.com  
www.usexpressfreight.com

**UTC Overseas, Inc.**  
802 Cromwell Park Dr., Ste. K  
Glen Burnie, MD 21061-2563  
410-590-0284  
Fax: 410-590-1256  
E-mail: bwi@utcoverseas.com  
www.utcoverseas.com

**UTi, United States Inc.**  
6610-B Tributary St., Ste. 305  
Baltimore, MD 21224  
410-631-7225  
E-mail: lhastings@go2uti.com  
www.go2uti.com

**Vandegrift Forwarding, Inc.**  
One N. Charles St., Ste. 1103  
Baltimore, MD 21201-3719  
410-230-0373  
Fax: 410-230-0375  
E-mail: mzeitlin@vandegriftinc.com  
www.vandegriftinc.com

**VMW Logistic, Inc.**  
22930 Quicksilver Dr., Ste. 125  
Sterling, VA 20166-2011  
1-800-869-6949  
Fax: 1-800-531-9397  
E-mail: info@vmwlogistic.com  
www.vmwlogistic.com

**W.A. Smith International, Inc.**  
7526 Connelley Dr., Ste. G  
Hanover, MD 21076-1769  
410-766-6600  
Fax: 410-766-6757  
E-mail: wasmith1@ix.netcom.com  
www.wasmithinternational.com

**Western Overseas Corp.**  
7502 Connelley Dr., Rear Ste. 100  
Hanover, MD 21076-1705  
410-590-3820  
Fax: 410-590-3827  
E-mail: baltimore@westernoverseas.com  
www.westernoverseas.com

**World Trade Logistics, Inc.**  
3920 Vero Rd., Stes. F-H  
Baltimore, MD 21227  
410-329-3520  
Fax: 410-329-3525  
E-mail: rpace@worldtradelogistics.com  
www.worldtradelogistics.com

**Zust Bachmeier of Switzerland, Inc.**  
7465 Candlewood Rd., Stes. S-Y  
Hanover, MD 21076-3183  
410-536-0007  
Fax: 410-536-5657  
E-mail: zustbaltimore@zust.com  
www.zust.com

Philadelphia • Baltimore • Wilmington, DE • Richmond • Hampton Roads • Morehead City  
Wilmington, NC • Savannah • Brunswick • Jacksonville • Fernandina

# T. Parker Host

SHIP AGENTS AND BROKERS

**Baltimore**

*"your HOST on the waterfront since 1923"*

2200 Broening Highway, Suite 102  
Baltimore, Maryland 21224  
Telephone: (410) 633-4666  
Fax: (410) 633-2993  
Telex: 6734714 HOSTMD  
e-mail: mdops@tparkerhost.com  
Website: www.tparkerhost.com



**Picorp Inc.**  
Baltimore



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

**FIVE STAR SERVICE**

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

www.picorpbalt.com

6508 East Lombard Street  
Baltimore, MD 21224






STORY BY KATHY BERGREN SMITH

**A**s Jimmy Carter prepared his Presidential inaugural address in January 1977, the Chesapeake Bay sank into a deep freeze. The National Oceanographic and Aeronautics Administration (NOAA) recorded temperatures 10 degrees below the norm for both January and February. Activities at the Port of Baltimore were limited, shipping was disrupted and most vessels were ordered to stay tied up as the U.S. Coast Guard issued minimum horsepower requirements.

But cargo still needed to move, so tugs and barges gathered in

convoys and followed a track broken either by a Coast Guard ice-breaker or a ship.

The area between the Patapsco River and the Bay Bridge was the worst. In the photo, you see barges loaded with coal for a power plant, while in the distance is a fuel barge. The tug closest to the camera is a Philadelphia vessel owned by C.G. Willis. Two other tugs work together to meet the horsepower requirement.

President Carter would soon be asking Americans to turn down their thermostats to conserve fuel. 

The above photograph is provided courtesy of the Baltimore Museum of Industry and is part of the museum's BGE collection. Visit the Baltimore Museum of Industry at 1415 Key Highway on the south side of the Inner Harbor; check out their web site at [www.thebmi.org](http://www.thebmi.org); or call 410-727-4808. The museum is open Tuesday through Saturday, 10 a.m.-4 p.m. and Sunday, 11 a.m.-4 p.m.



"ONLY FLYING IS FASTER"



## TO FINLAND - RUSSIA - KAZAKHSTAN

Direct sailings with a fast transit time between  
Baltimore MD - Jacksonville FL - Hamina - Paldiski.

Paldiski is the most suitable port in Europe to reach Kazakhstan. Hamina is close to the Russian border and connected to the Russian railway system. Hamina and Paldiski are Transfennica hubs with connections to:

- Tilbury (UK)
- Gdynia (Poland)
- Lübeck (Germany)
- Antwerp (Belgium)
- St. Petersburg (Russia)

Our modern fleet of fast and reliable vessels can handle all your long, wide and heavy cargoes, even on deck.

We can carry your cargoes like:

- Trucks
- Vehicles
- Dump trucks
- Agricultural machinery
- Trailers
- Construction equipment
- Shipper Owned Containers
- **Liner Owned Containers!**



For more info and bookings:

### ***BaltiCarrier Amsterdam***

Phone: +31 20 448 84 67

E-mail: [amsterdam@balticarrier.com](mailto:amsterdam@balticarrier.com)

### ***BaltiCarrier New York***

Phone: +1 203 438 11 36

E-mail: [newyork@balticarrier.com](mailto:newyork@balticarrier.com)

### ***BaltiCarrier Baltimore***

Phone: +1 410 282 4133

E-mail: [baltimore@balticarrier.com](mailto:baltimore@balticarrier.com)

### ***BaltiCarrier Jacksonville***

Phone: +1 336 749 4229

E-mail: [jacksonville@balticarrier.com](mailto:jacksonville@balticarrier.com)

### ***BaltiCarrier Moscow***

Phone: +7 495 783 35 92

E-mail: [moscow@balticarrier.com](mailto:moscow@balticarrier.com)

### ***Spliethoff***

Radarweg 36

1042 AA Amsterdam

The Netherlands

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





Maryland Port Administration  
The World Trade Center Baltimore  
Baltimore, MD 21202

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



# ACE LOGISTICS

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

WAREHOUSING | TRANSPORTATION | CONTRACT PACKAGING | DISTRIBUTION



670 Chesapeake Park Plaza  
Baltimore, Maryland 21220  
1.800.486.5996 | Cell: 410.294.4517  
Email: [alec@acelogisticsonline.com](mailto:alec@acelogisticsonline.com)

