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JULY/AUGUST 2016



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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 Sales and Marketing

Richard Powers – 410-385-4731

Director of Operations

Dave Thomas – 410-633-1043

Director of Maritime Commercial Management

Michael Miller – 410-385-4747

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David Espie – 410-633-1153

Director of Finance

Wonza Spann-Nicholas – 410-385-4560

Director of Engineering

Mark Kreafile – 410-385-4823

General Manager of Intermodal / Trade Development

Donovan Murray – 410-385-4464

OFFICE OF COMMUNICATIONS

410-385-4480

Director of Communications

Richard Scher

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Rick Pagley – 724-657-6805

INTERNATIONAL:

Taiwan

Shin-I Lin – 886-2-2314-8952



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Chairman

Robert F. Martinelli

President

Jonathan Witty

General Manager

Kim Fortuna

Advertising Director

Steve Lassiter

Editor

Todd Karpovich

Art Director

Darby Lassiter

Graphic Designer

Chris Boyd

Staff Writers

Kathy Bergren Smith,
Merrill Witty

Staff Photographer

Kathy Bergren Smith

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As this issue was set to go to press, the **Honorable Helen Delich Bentley** passed away. We will have wider coverage honoring her legacy in our next issue.

COVER: Senator Barbara Mikulski and Congressman Dutch Ruppersberger are joined by Port of Baltimore, Evergreen and Maryland officials to celebrate the historic voyage of the Ever Lambert to the Port from the expanded Panama Canal. Photography by Bill McAllen.



The latest news about the Port of Baltimore can be found on Twitter. Users should go online to twitter.com/portofbalt.



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GOVERNOR'S MESSAGE

First Super-size Container Ship Arrives in Baltimore After Passing Through the Expanded Panama Canal, Marking Start of New Era

The state of Maryland is open for business, and nowhere is this more true than at the Helen Delich Bentley Port of Baltimore. A new era in the Port's history began on July 19, 2016, as the first mega-container ship arrived after coming through the newly expanded Panama Canal.

Our administration has been eagerly anticipating this game-changing event for our Port — one of only four East Coast ports that can accommodate ships of this size. That places our state in a tremendous position to attract additional cargo opportunities on ships from across the globe that can now travel through the expanded Panama Canal.

The Port of Baltimore's readiness to handle these big ships and their cargo is great news for local jobs. More than 130,000 jobs in Maryland are already linked to the Port, including about 13,600 direct jobs, making the Port of Baltimore one of Maryland's leading economic generators. Being in a position to welcome bigger ships bringing more

cargo to Maryland will help sustain and grow even more jobs in the Baltimore region.

Last year, the Port had an exceptional year, handling more than 523,800 containers and importing nearly 400,000 cars — both all-time records. The Port also signed a new 30-year contract with shipping giant Wallenius Wilhelmsen, had more cars cross its docks than any other U.S. port for the fifth consecutive year, and was named the most efficient port in the nation by the *Journal of Commerce*.

This year, the Port had its best first quarter ever, and now that we have begun receiving mega-container ships through the newly expanded Panama Canal, I expect it will continue to do only better. In the years to come, I look forward to joining the Port for future good-news announcements as we sustain and grow family-supporting jobs and work to change Maryland for the better!

Larry Hogan, Governor

EXECUTIVE VIEW

Superior Infrastructure, Public-Private Cooperation and Outstanding Efficiency Give Baltimore the Competitive Edge Handling Super-Ships

The arrival of the Evergreen *Ever Lambert* as the first big container ship to come to the Port of Baltimore through the newly expanded Panama Canal was a significant milestone in our 310-year history. Years ago, no one could have predicted container ships would ever get this big. But the Port is ready for all of them.

We are in a very competitive position to welcome these super-ships thanks, in large part, to our agreement with Ports America Chesapeake. Our public-private partnership has provided the Port of Baltimore with a 50-foot-deep berth and four Neo-Panamax cranes. Seagirt Marine Terminal now has 11 cranes in total and plenty of capacity to handle bigger ships and more cargo.

Not only does the Port of Baltimore have the

infrastructure to handle the big ships, we also are extremely efficient. In a *Journal of Commerce* study, Baltimore averaged 75 container moves per hour per berth, which was the fastest rate among all U.S. ports. We average nearly 40 container moves per hour per crane. Our truck turn times are 30 minutes for a single move and less than 60 minutes for a double move.

Combine these impressive metrics with our geographic location in the nation's third-largest population and GDP market and you can understand why we are very optimistic about the future of container shipping through the Port of Baltimore.

James J. White, Executive Director
Maryland Port Administration



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SOUNDINGS

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

NEWSMAKERS

MTC Logistics Gets Approval for Program for Siluriformes Fish at Port of Baltimore

MTC Logistics received approval from the United States Department of Agriculture (USDA) to perform inspections of siluriformes, a diverse group of ray-finned fish, at its Port of Baltimore and Jessup distribution centers.

In December, the USDA

published the “Mandatory Inspection of Siluriformes Fish and Products Final Rule.” As described in this “Catfish Rule,” fish and fish products within the siluriformes order, including catfish, basa, swai and pangasius, are required under USDA jurisdiction to be processed, packed, stored, and transported in interstate commerce, which is regulated by the Food Safety Inspection Service (FSIS) and their related directives.

Both facilities are active import and export facilities and deal with FSIS and USDA on a daily basis.

To ensure compliance with this new rule, MTC Logistics has:

- ▶ Consulted with USDA/FSIS inspection staff throughout the country.
- ▶ Participated in a number of sessions within its in-house USDA/FSIS personnel.
- ▶ Worked with food safety experts.
- ▶ Leveraged its industry contacts and knowledge.
- ▶ MTC Logistics’ HACCP coordinator has recently been recertified and the company has verified that the species included in the “Catfish Rule” are in their HACCP plan. 🌐

NEWSMAKERS

Pride of Baltimore II Plays a Major Role for Maryland

After almost three years of being stationed in the Chesapeake Bay, the *Pride of Baltimore II* departed on its four-month voyage along the East Coast to the Great Lakes.

Also known as America’s “Star-Spangled Ambassador,” *Pride II* was launched in 1988 as a memorial to its predecessor, the *Pride of Baltimore*. Built to represent a Baltimore Clipper ship, *Pride II* was modified to be larger and maintain better cruising range so that it could be a global ambassador for Maryland. The new *Pride* was built to look much like the original but with more contemporary amenities inside the vessel.

After *Pride* sunk, the *Pride II* was to continue its mission to foster economic development and tourism for the state of Maryland.

Recently *Pride of Baltimore Inc.*, the nonprofit that owns the ship, and the state of Maryland developed a partnership for the ship to promote and draw attention to the state during voyages to various ports. Since its



JAY BAKER

initial launch, *Pride II* has traveled to 200 ports in hope of attracting prospective visitors to the city and the state.

With its distinct features and its power of attraction, *Pride II* has become a symbol of the sea and a sight in ports. As *Pride II* travels up the East Coast, the maritime prowess it possesses will hopefully be the missing element Baltimore and Maryland as a whole needs to fulfill its mission. The task won’t be easy to complete, but the voyage is to provide hope that the city and the state’s image will be revived. 🌐 — **BY MORGAN CAPLAN**

NEWSMAKERS

ILA 333 Moving Forward Under New Leadership

A new era began for the Port of Baltimore in July with the installation of Scott Cowan as President, along with four new officers, of the International Longshoreman's Association (ILA) Local 333.

"Many issues were addressed that will pave the way for the future success of the Port of Baltimore," Jim McNamara, spokesman for the ILA, said in a statement.

The new officers in addition to Cowan are Michael Coe elected vice president, Julie Mitchell for secretary/treasurer, Wendell Shannon as recording secretary and Michael Lewis elected as walking delegate.

"The leadership shown during this period by ILA International was nothing short of outstanding," said James J. White, Executive Directory of the Maryland Port Administration. "I want to particularly thank ILA Atlantic District President Dennis Daggett and General Vice President Wilbert Rowell. Their involvement was critical and they both deserve a lot of credit." 🌐



↑ *Maryland Department of Transportation Deputy Secretary Jim Ports presented Donald C. Fry with an award for his work as a Maryland Port Commissioner. Fry, who has served as a commissioner since 2007 and is president and CEO of the Greater Baltimore Committee (GBC), stepped down from his position with the Maryland Port Administration after his term expired in June.*

NEWSMAKERS

Fry Honored by MPA for Service As a Port Commissioner

Donald C. Fry, an advocate for stimulating economic development in the Baltimore region throughout his esteemed career, was recently honored for his work as a Maryland Port Commissioner.

Fry, who is the president and CEO of the Greater Baltimore Committee (GBC), stepped down from his position with the Maryland Port Administration in June after his term expired. Fry has served as a commissioner since 2007 and has been active in helping the MPA make the Port of Baltimore one of the top facilities in the international maritime industry.

"Don was a very valuable member on our commission," James J. White, Executive Directory of the Maryland Port Administration, said. "His insight and thoughts on many different issues during his time here were extremely helpful. We will certainly miss him." 🌐



NEWSMAKERS

Port Hosts Mediterranean Shipping Leadership Team

The Port of Baltimore was proud to recently welcome MSC's national managers to the World Trade Center. After a full day of meetings, their visit was capped by an evening tour that included three MSC vessels at Seagirt Marine Terminal, underscoring their partnership and importance to the Port. Those pictured include MSC President Fabio Santucci and Baltimore Manager Mauro Dal Bo as well as the MPA's Donovan Murray. 🌐

NEWSMAKERS

With Previous Success, “K” Line Sets New Emissions Standards

Following the previous achievement of the interim milestone under “K” Line Environmental Vision 2050, the company set a new CO₂ emission reductions target for 2030.

As a result of new technological advancements such as the introduction of larger vessels, advanced energy-saving technologies, electronically controlled engines, as well as slow steaming, “K” Line reduced CO₂ emissions compared to the 2011 level by 13.6%.

Through these developments, the “K” Line has successfully accomplished ahead of schedule their CO₂ emission reduction target by 10% for 2019. These goals

were officially established in March 2015 under “K” Line Environmental Vision 2050. This accomplishment is one of the company’s interim milestones for 2019, which also coincides with the 100th anniversary year of the foundation.

In light of this achievement, “K” Line set a new CO₂ emission reduction goal by 25% for 2030 against the 2011 level. The company, under the Vision, hopes to continue cutting CO₂

emissions in half by 2050.

Towards the new target, “K” Line is pursuing further CO₂ emission reductions through the hardware side such as the deployment of energy-saving vessels, continued review on energy diversification






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IN MEMORIAM

Klein, MPA's Former Communications Director, Passes away at 87

including LNG-fueled vessels as well as adoption of energy-saving technologies to be retrofitted on existing vessels. On the software side, they are enhancing efficient operation by use of big data obtained timely from vessels and the operational platform for ballast navigation and anchorage under energy management system, which is now being introduced for thorough marine energy saving.

As a world-leading marine transport operator, "K" Line continues to aim at providing more environmentally and efficient transportation services for more people all over the world. 🌐

Don Klein, a former Director of Communications for the Maryland Port Administration, passed away June 18 at age 87 in Ocean City, Md., where he retired in 2000 from state service.

Klein was a former newspaper reporter who came to the MPA in 1969. Some of the major MPA/Port of Baltimore activities that occurred during Klein's tenure were:

- ▶ the opening of POB Trade Development offices in Japan and Hong Kong
- ▶ the opening and MPA move to the World Trade Center Baltimore
- ▶ container berth expansion at Dundalk Marine Terminal and new global container services
- ▶ opening of the cruise terminal at Dundalk Marine Terminal
- ▶ coordination of the MPA into the new Maryland Department of Transportation.

Klein served five years with the Maryland Department of Transportation before deciding to retire. In Ocean City, he continued reporting in local papers and writing a personal blog about current events, politics and interesting people. 🌐

PRESS RELEASE



Vernon Martin of Seabridge International, shown right, and President of Lamprecht USA Gary Warnecke on the left.

JULY 1ST, 2016
FOR IMMEDIATE RELEASE

Seabridge International Changes Hands

After 25 years of ownership, Vernon Martin recently sold Seabridge International to American Lamprecht Transport Inc. located in Baltimore, MD. Seabridge International is also a freight forwarding company and customs broker, which handles all types of cargo with a special emphasis on RO-RO cargo & household goods. The addition of Seabridge will make the 7th branch in the U.S.A. for American Lamprecht, in addition to the worldwide Lamprecht network.

"Vernon Martin has done an excellent job with Seabridge International over the last 25 years," said new CEO Thomas Lamprecht, "and I look forward to continuing and building upon the excellent reputation and customer service that Vernon has established and built with his customers." By purchasing Seabridge International, Thomas Lamprecht is fulfilling his goals by adding another U.S.A. branch office.

Enjoying such a sterling reputation in the industry, Vernon had many options with respect to handing over the reins to Seabridge. In the final analysis, "I think Thomas and his team at Lamprecht is by far the company I want to align Seabridge with for future growth," said Vernon Martin.



GreenPort



Environmental Stewardship at the Port of Baltimore *BY MORGAN CAPLAN*

Hart-Miller Island Extends Its Services to the Public



Over the years, many of the islands in the Chesapeake Bay have eroded away — a process that has been accelerated by tropical storms and the rise of sea levels. The Hart-Miller-Pleasure Island chain was no exception to these environmental conditions, but over the past 30 years, the Maryland Port Administration (MPA) has used dredged sediment to recreate Hart and Miller Islands into a site for wild-life habitat and passive recreation.

Since legislation was passed in 1982, the Hart-Miller Island State Park has undergone a full transformation, including the recent opening of its South Cell for the public's access. Prior to this opening, the park was mainly known for its 3,000 feet of beach and its large bird population. Since 2015, however, the MPA, Maryland

Environmental Service (MES) and the Maryland Department of Natural Resources (DNR) signed an agreement to implement public access with opportunities for birding, bike riding and hiking.

Since legislation was passed in 1982, the Hart-Miller Island State Park has undergone a full transformation, including the recent opening of its South Cell for the public's access.

Located in Baltimore County near the mouth of the Back River on the Chesapeake Bay, Hart-Miller Island was originally created as a dredged material containment facility. The material for the island was taken from Baltimore's harbor channels and placed inside the designated area made by the dikes.

"One of the benefits of having the island where it is at the heart of Baltimore Harbor is that the material doesn't have to be transported very far," Bruce Michael, Director of Resource Assessment Service for the DNR, said. "So having that facility right there in Baltimore Harbor allows the cost to be kept down."

During the project, the dike's height was increased to maintain the maximum capacity for dredged

material. The last supply was placed into Hart-Miller Island at the end of 2009 so that the process of settling could begin. Throughout the process, the Port and the Hart-Miller Citizens Oversight Committee have monitored the impact of the dredged materials to ensure the area around it is in

working condition.

"Materials in Baltimore Harbor are considered contaminated and so that is one of the concerns we had," Michael said. "That is why we had a rigorous water quality and sediment-monitoring program that has been ongoing since the start of the project."

"Instead of the dredged material containment facility, we are now draining it and creating it as a recreation area as a bird sanctuary, as a place for the people to come and it's a beneficial reuse of the material," Michael said.

Reconstructing the island could not have been completed without the help of the citizens of the community. Throughout the process, the Hart-Miller Island Citizens Oversight Committee monitored the construction and environmental impact of the project. "[The committee] served as the liaison between surrounding communities and the MPA to address public concerns about the project," said Katrina Jones, Outreach Coordinator for Harbor Development at the MPA.

With the help of the committee and the community, the DNR successfully announced the South Cell opening to public access on June 10. Guests were invited to witness the opening ceremony and approximately 50 guests attended. The introduction of the cell meant an additional 300 acres for recreational activities such as biking, hiking and nature watching.

In addition, signage was installed for visitors to educate themselves on the Port of Baltimore and the close relationship it had with the creation of the island.

"We desire to see it used for wildlife and recreation. With the opportunity to rent bikes, hike and birdwatch," Jones said, "it would be ideal to see the public take advantage of the area." 🌐

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EDF Fellow Works to Reduce Emissions and Costs for the Port

Paul Molta is always up for the challenge.

With his extensive research experience and electrical engineering background, he is capable of tackling his new challenge: working as an Environmental Defense Fund (EDF) Climate Corps Fellow at the Maryland Port Administration (MPA).

Partnered with MPA and other industry experts, Molta searches to find effective ways to significantly reduce emissions and find alternative techniques such as shore power. Currently a first-year Masters of Environment Management candidate at Yale University, Molta has worked on several engineering projects while at school and has learned about the costs and benefits analysis of any project.

“Performing a comprehensive feasibility analysis, asking questions, and understanding the trade-offs is a crucial first step in order to quantify the costs and benefits of the project” Molta said.

In addition to scrutinizing the environmental effects throughout this project, Molta is also focused on the economic capability and feasibility it holds for the Baltimore community. These two different angles provide an opportunity to perform an integrative assessment, one that aims to understand environmental and economic costs and benefits in order to provide an action plan.

“Global trade fully depends on maritime shipping,

and finding ways to reduce significant emissions from this industry is extremely complicated,” Molta said. “Thus, this project was a unique and exciting opportunity to get involved in two extremely interesting and pressing issues.”

The fellowship is concentrated on the feasibility of the technology presented and the constraints of the terminals and vessels at the Port of Baltimore. Although not an easy task, Molta has worked to analyze the hundreds of ships that come to the Port each year and the specific characteristics each one possesses.

“When dealing with environmental challenges of existing industries and operations, especially one that involves so many entities and significant capital, solutions must be able to hit on all points: reduce emissions, improve health outcomes, and be feasible based on the operations and infrastructure,” Molta said.

There have been many challenges along the way, Molta said, but the team has worked with many different potential solutions to find the best fit for the best buck.



↑ **Paul Molta, Environmental Defense Fund (EDF) Climate Corps Fellow at the MPA.**



State Gets Funding for Cleaner Waterways

Maryland Governor Larry Hogan announced that the Department of Natural Resources has been awarded a \$23.25 million grant to reduce nonpoint source pollution through the Chesapeake and Atlantic Coastal Bays Trust Fund.

This fund will direct resources to the most cost-effective and efficient projects in the state, to attain the greatest reduction of pollution based on the investments being made. Through this fund, the department will be able to achieve great improvements in reducing pollution, while still lowering the overall costs for the projects.

“The Chesapeake Bay is our greatest and most important natural asset, and a national treasure that needs our continued attention and



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The transition, he said, from coal-based electricity to alternative forms, has still created problems such as an increase of other pollutants and will still need to be tested in order to validate the costs of the implementation.

Molta, along with mentors Barbara McMahon, General Manager of Safety, Environment, and Risk Management of MPA, and Elaine Darby, Principal Engineer of Anchor QEA Consulting, have gathered accurate data and case studies in order to create an ample strategy.

"I hope to provide a comprehensive analysis of both shore power and alternative emissions reduction techniques and present the results in a way to allow management at MPA to confidently execute an emission reduction strategy that works best for the MPA and the Baltimore community," Molta said.

Once the fellowship comes to an end, Molta will continue his education utilizing the new information and research he gained in this 10-week program. 🌐

focus," Hogan said. "That is why we honored our commitment to bay restoration by fully funding the Chesapeake and Atlantic Coastal Bays Trust Fund for the first time in state history. Trust Fund projects enhance our local streams and rivers, and bring us a step closer to a healthier and more productive Chesapeake Bay, for this and future generations."

Projects in Anne Arundel to Wicomico County will receive funding for stream and wetland restoration, innovative stormwater management, enhancing the urban tree canopy and more. In all, the state received nearly \$72 million in requests for the \$23.25 million available in Fiscal Year 2017. 🌐



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Evergreen *Ever Lambent* Arrives from the Newly Expanded Panama Canal

MPA HAS THE WORKFORCE AND INFRASTRUCTURE TO BOOST BUSINESS



BY TODD KARPOVICH | Photography by Bill McAllen

Just as the sun began to rise over the Chesapeake Bay on July 19, the Evergreen *Ever Lambent* made its maiden call to the Port of Baltimore, beginning a new dawn for the state's maritime industry.

The Taiwanese vessel became the company's first supersized container ship to reach the Port through the Panama Canal, which recently underwent a complete remodeling. The Evergreen *Ever Lambent* arrived

at the Port carrying approximately 8,400, 20-foot-long containers.

Despite the historic day, the Port has previously handled bigger ships that came through the Suez Canal, making the latest operation seamless. The Maryland Port Administration (MPA) and state officials are hopeful the *Ever Lambent* is the first of many ships to visit the Port from the canal.

"This is the day we've been waiting for," MPA Executive Director James J. White said at an event in

↑ *The Evergreen Ever Lambent made its maiden call to the Port of Baltimore in July. The Taiwanese vessel became the company's first supersized container ship to reach the Port through the expanded Panama Canal. Commemorating the historic event were (left to right): James Mao, Evergreen; Mitchell Hsu, Evergreen-NYC; James J. White, Maryland Port Administration; Pete K. Rahn, Maryland Secretary of Transportation; Bayard Hogans, Ports America Chesapeake; Captain Shu Der-Tsar; Roy Amalfitano, Evergreen Shipping Agency (America) Corp.; Michael F. Hassing, Ports America.*

32

MILLION TONS
of international cargo
crossed the Port of Baltimore's
docks in 2015 valued
at approximately \$51.1 billion.



75

CONTAINER MOVES

per hour per berth at the
Port of Baltimore, the fastest
rate among all U.S. ports.



“The tide has turned in container shipping because of the Panama Canal and the Port of Baltimore stands ready to service those ships.” — *MPA Executive Director James J. White*

July to commemorate the arrival of the Evergreen *Ever Lambent*. “We believe the newly expanded Panama Canal will greatly benefit us at the Port of Baltimore. Besides container ships, we’ll also see larger Ro/Ro ships. The tide has turned in container shipping because of the Panama Canal and the Port of Baltimore stands ready to service those ships.”

With the recent expansion that took nearly a decade to complete at a cost of more than \$5 billion, larger ships will be able to travel to East Coast ports that have the required infrastructure to handle them instead of West Coast ports. A main feature of the improvements is a third set of locks that will enable the canal to accommodate the world’s largest ships, which hold up to 13,000, 20-foot-long containers and are three times bigger than what the canal could previously handle.

MPA officials said using the Port of Baltimore is a more efficient and cost-effective option than using a West Coast port, which would then require the manufacturer to send their products by rail to markets throughout the country. The Panama Canal

expansion could also change the landscape of international trade. With the better access, ships could reach Asia from the Gulf Coast of the U.S. more than two weeks faster. The new route can also handle tankers that carry liquefied natural gas.

Sen. Barbara Mikulski lauded the teamwork of Maryland regulators, Port officials and employees for the decades-long work preparing for the much larger ships with deeper channels and infrastructure. Mikulski said the Port’s ability to handle the influx of new ships would ultimately mean more jobs for the state of Maryland.

“Today is a 30-year, overnight success. Not for me, but for how long we’ve been working on



↑ Sen. Barbara Mikulski.



Maiden Voyages from Expanded Waterway

It didn't take long for ships to begin taking advantage of the expanded Panama Canal en route to the Port of Baltimore.



In mid-July, the newly built NYK *Iris Leader* was the first Ro/Ro ship to call on the Port through the new canal. The *Iris Leader* is 15 feet wider than previous NYK Ro/Ro ships, which increases its capacity to handle automobiles by 1,500.

Two weeks later, Wallenius Wilhelmsen Logistics' (WWL) welcomed its first large ship through the new Panama Canal locks with the arrival of the *Thalatta*.

WWL now has four Neo-Panamax class vessels, which means they are built for the expanded canal. As part of the High Efficiency Ro/Ro (HERO) class of vessels, *Thalatta* is designed to increase capacity and flexibility while reducing emissions. Post-Panamax is the new standard vessel size based on the width of the new locks at the Panama Canal.

The *Thalatta* measures almost 200 meters long, 36.5 meters wide and features five liftable car decks, allowing for multiple configurations and a wide array of customer cargo. The new vessel can transport up to 8,000 car equivalent units. With a new

draft, the *Thalatta* can call ports with shallower depths, increasing its geographical scope of service.



The *Thalatta* is also fitted with an exhaust gas cleaning system that reduces sulphur emissions to below 0.1 percent in compliance with Emission Control Areas regulations and removes 70 percent of particulate matter, which also significantly reduces nitrogen oxide emissions.

The new ship expansions are just one part of the close relationship between the Port and WWL, which agreed to a new contract in December that is expected to bring more than a thousand jobs to the state. The deal replaced the existing 20-year contract that was set to expire in 2021.

this," Mikulski said. "Evergreen has been here since 1975 and they never once dragged their anchor. The relationship with us and Ports America allowed us to modernize when government didn't have the money."

In 2010, the MPA and Ports America Chesapeake (PAC) reached a public-private partnership. Under that agreement, Ports America Chesapeake constructed a 50-foot-deep berth and installed four Neo-Panamax cranes. Both of those improvements, along with the 50-foot-deep channel that the Port of Baltimore has had since 1990, were needed to handle the world's largest ships.

The MPA planned a new berth prior to the concession in preparation of the pending canal expansion. PAC was able to implement the plan ahead of schedule and under budget. The four Neo-Panamax cranes arrived in June 2012 and went live in January 2013. This set the groundwork for what is now one of four U.S. East Coast terminals that can handle these vessels.

"Today is the culmination, vision and commitment from all of our Port partners," Ports

America Chesapeake General Manager Bayard Hogans said. "It's really the foresight and vision of Jim White, the Maryland Port Administration, the state of Maryland and Ports America to make sure the Port of Baltimore was ready for the expanded Panama Canal. It's also about the longstanding commitment of Evergreen to the Port of Baltimore. We're very excited about

the expanded port service in Baltimore and look forward to providing Evergreen and its customers with world-class service. It is with our dedicated ILA workforce that we offer industry-leading turn times and vessel productivity."

PAC has also procured additional equipment to handle the expected volumes, adding four rubber-tired gantry (RTG) cranes, new yard hustlers and



↑ Bayard Hogans
(General Manager –
Ports America Chesapeake).

new RTG runways to the container yard. PAC is also working on numerous yard and access projects to maintain its high level of customer service. Some of these projects include a new back gate, RFID tags for the community dray trucks and additional outbound truck gate capacity.

The Port has seen success because of those improvements. Baltimore is ranked as the top port among all U.S. ports for handling autos and light trucks, farm and construction machinery, imported gypsum, imported sugar and imported aluminum.

Maryland Transportation Secretary Pete K. Rahn said these rankings show the rest of the world that Maryland has the workforce and infrastructure to be a vital place to do business. Rahn credited Maryland Gov. Larry Hogan with helping the state climb to the next level with economic development.

"When Gov. Hogan took office, the very first thing he talked about was that Maryland was going to be open for business," Rahn said. "All of the signs leading into Maryland were changed to state, 'Maryland is Open for Business.' And there is no

better example of that than the success of the Port of Baltimore."

Hogan was equally excited about the arrival of the Evergreen *Ever Lambent* at the Port of Baltimore because it underscored how the Port is the dominant force in container shipping.

"With only three other East Coast ports able to handle ships of this size, we look forward to the arrival of many more megaships as we continue to grow cargo opportunities at the Port and create jobs for Maryland," Hogan said.

Evergreen President Roy Amalfitano said the firm has a valued relationship with the Port, which was forged more than 40 years ago. Evergreen chose Baltimore because of the quality of the facilities that were available and excellent gateway to the East Coast and mid-Atlantic.

"If we fast-forward to today, it honors yet another piece of our making history here," Amalfitano said. "The *Ever Lambent* is here because of the ultimate completion of the present Panama Canal expansion, which has opened



Photo: Kathy Smith

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↑ Maryland Transportation Secretary Pete K. Rahn presents Evergreen President Roy Amalfitano with a proclamation commemorating the company's historic voyage to the Port of Baltimore from the Panama Canal.

many opportunities for carriers and their customers on America's East Coast. These brand new, environmentally sound ships represent our company's long-term commitment to the industry." 🌐



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Ace Logistics Uses Its Proximity to Port of Baltimore to Stay Ahead

FIRM WORKS CLOSELY WITH MPA AND ITS PARTNERS TO GROW BUSINESS

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

Ace Logistics utilizes its strategic location near the Port of Baltimore to develop key partnerships and new methods that will grow its business.

The venerable warehousing and logistical services firm has easy access to both the Port and Interstate 95. These two convenient outlets help keep cargo moving frequently. Ace Logistics' main headquarters is also served by Canton Railroad, which is beneficial to its client base for transporting goods.

"We have room for growth and outside storage," said Alec Hajimihalis, who runs and owns Ace Logistics with his brother, Gus Hajimihalis.

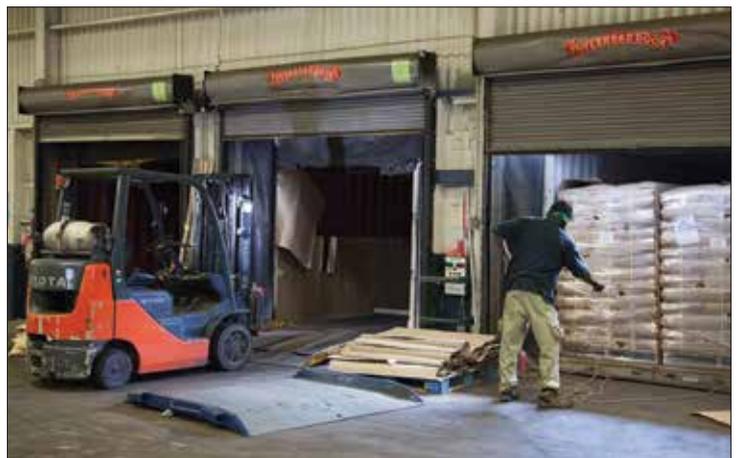
In recent years, Ace Logistics has developed several new innovations with its warehousing, storage and distribution services. For example, the company added extensive lot code tracking and managed to diversify its portfolio of products/commodities handled. Ace Logistics also obtained Foreign Trade Zone (FTZ) designation and added outside FTZ storage.

"We now service steel and aluminum plates and coils and have become very proficient at handling this type of commodity. Our facility and level of service are a definite upgrade for metal importers," Alec Hajimihalis said.

Ace Logistics continues to grow business and has formed a partnership with a food grade state-of-the-art contract packaging plant located in Hunt Valley, Md. Ace Logistics has also worked closely with the Maryland Port Administration to remain viable and expand its operations.



↑ **Brothers Alec (left) and Gus Hajimihalis have developed several new innovations with warehousing, storage and distribution services to keep Ace Logistics on the move and a thriving company at the Port of Baltimore.**



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"The Port of Baltimore team has been a huge asset to us," Alec Hajimihalalis said. "They are knowledgeable, professional and great to work with. On several occasions, we have coordinated our efforts to actively solicit and promote the Port of Baltimore to new blocks of business."

Over the years, Ace Logistics has formed other solid partnerships with companies that work with the Port, including Ports America Chesapeake, the Baltimore Development Corporation and the freight forwarders and customs brokerage community.

"Our industry changes every day," he said. "Without a good working relationship with any of the above groups our business will stagnate. Brokers and forwarders send us business. Shipping lines deliver and Ports America operates the Port. The Baltimore Development Corporation regulates and supervises our FTZ, as well as helping us develop new trade."

One example of Ace Logistics' working partnerships was underscored by a successful collaboration last year. At the time, Ace Logistics had a

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➔ PORT BUSINESS

huge project with a massive amount of United States Department of Agriculture (USDA) tailgate exams. Ports America, the USDA and Ace communicated and coordinated their timelines so the company processed a record number of containers in a short timeframe.

Ace Logistics also takes into account their client feedback to develop new innovations and meet demand.

"Our motto is 'If it makes sense, we will do it.' Client feedback is the basis for determining the future," Alec Hajimihalis said. "We evaluate the client feedback and see where our operation can be modified to facilitate our customer's needs."

Specialized services offered by Ace Logistics consist of cross docking, warehousing storage and distribution, contract packaging, FTZ transportation services, rail service and port and container service.

In addition to logistical services, the company recently diversified and opened a new business, Ace Sportswear, which designs websites, develops programs, embroiders, prints and markets sportswear and spirit wear to schools, teams, corporations and non-profits.

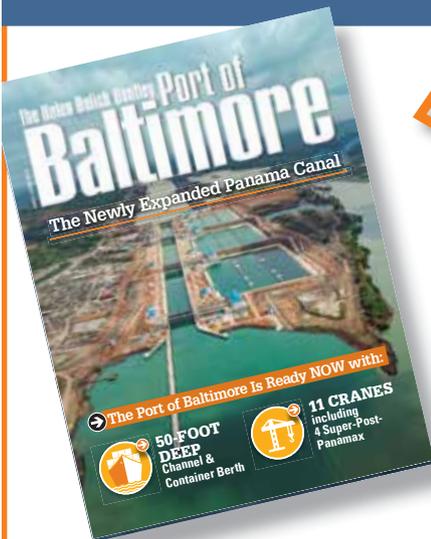
"We are delighted with the success and growth that we had seen in Ace Sportswear," Alec Hajimihalis said.

Ace Sportswear has expanded into the professional and business markets. The firm now services the medical, food service, transportation, hospitality and distribution sectors, among others.

To stay successful, Ace Logistics must keep up with the latest trends in the industry.

"The Baltimore market as a whole is moving in the right direction," Alec Hajimihalis said. "Several other markets are struggling to give their clients an acceptable level of customer service. We react by telling the clients about our advantages at the Port and at Ace. It's a simple process but it takes time and patience."

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While both Alec and Gus Hajimihalís have reaped the rewards of their hard work, they still take the opportunity to give back to the community. Ace Logistics stays active with outreach efforts and helping the environment.

"My brother and I organized a group of friends and patrons that support an orphanage in Guatemala," Alec Hajimihalís said. "During the past six years, our group has sent supplies, books, blankets, clothing, etc. These children and the nuns that operate the orphanage struggle to survive every day. We feel good that we can help."

The real key to Ace's success is the staff — from management to forklift operators to customer service. The company has developed a culture where the staff is invested in its work. Staff members enjoy the job, the industry and the customers they deal with on a daily basis. It has become a place that they enjoy coming to everyday. 🌐



↑ **Ace Logistics expanded its business and opened Ace Sportswear, which designs websites, develops programs, embroiders, prints and markets sportswear and spirit wear to schools, teams, corporations and non-profits.**

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Family Affair

NIXON HELPS MAINTAIN GENERATIONS OF SUCCESS AT RUKERT TERMINALS

BY MERRILL WITTY | Photograph by Kathy Bergren Smith

Born into an illustrious company that has contributed to the local economy for four generations, Andy Nixon never thought twice about his profession.

Nixon started his career young at the age of 13 when he began working summers at the family business, Rukert Terminals Corp.

After graduating from Susquehanna University and then working for Maryland Specialty Wire as a production scheduler for two years, he began a seven-year training program at Rukert that included all departments and jobs at the company.

"I really did not consider another occupation," he said, "as it felt very natural to be at Rukert. I grew up there and always wanted to keep the family tradition of working at Rukert going through my generation."

His great-grandfather had started their family business in 1921 with an \$800 loan.

"I really credit my father, Bud Nixon, for encouraging me and educating me to be involved in the Port of Baltimore even at a very young age," he said. "My earliest memory is the tall ships arriving in 1976 when I was three. It is a honor to be part of this family who have been dedicated to our business and Baltimore for over 95 years now. Our family continues to invest and grow the company and give opportunities to our employees to make Rukert a success."

As the vice president of the company, Nixon's daily duties consist of managing the company's warehouse administration and operations. He is also in charge of the company's safety program, assists in vessel operations and he is an Alternate Facility Security Officer.

He also does much of the local outreach for Rukert, including working with the Baltimore Port Alliance and getting involved with other Port functions as well as conducting environmental and political tours and events.

Nixon is proud of the growth and success of Rukert's safety program and the importance placed on safety and security for all of their personnel.

Recently, the Rukert management team decided to expand the terminal space and the workforce to keep up with current and future demand. This growth period included some newly rented and purchased warehouse

space as well as a steep increase in hiring qualified personnel and possible future management employees.

"Our service depends on our personnel and how well they take care of our long-term consistent customers," Nixon said. "Our people and procedures are why Rukert is currently thriving in this economy. When it comes down to it we are really just piers, buildings and equipment but it takes our resources and our personnel to make Rukert a success for the future."

Nixon said Rukert will continue to be a leader in the Port community and a voice for the private sector.

"I started this [outreach] work by helping to develop a Transportation, Logistics and Cargo Security program at Anne Arundel Community College," he said. "Over the last 10 years, Katrina Jones of the MPA and I built partnerships with various organizations and created a forum to share success stories. We want to offer the Port of Baltimore as an opportunity for our future workforce."

They have built several long-lasting programs such as the summer teacher institute.

"This has been a great group to work with and I have learned so much more about the Port of Baltimore," he said. "It is sad that many people in the Baltimore area do not know much about the working Port of Baltimore and all that it has to offer."

Nixon, who grew up in the Lutherville/Towson area, now lives in Phoenix, Md., with his wife, three young children, three dogs, two goats and two donkeys. They enjoy being part of their community through scouts, horse riding lessons, local sports and school programs. 🌐



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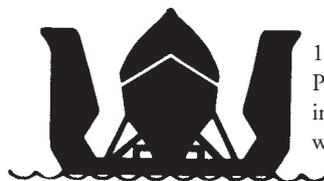
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STORY BY TODD KARPOVICH

Dundalk Marine Terminal Helped Revolutionize State's Maritime Industry

In 1958, the state of Maryland purchased Baltimore Municipal Airport to begin development on the Dundalk Marine Terminal in hopes of expanding maritime business and shipping.

The airfield, which was officially closed on Dec. 30, 1960, opened the door for the Port of Baltimore to begin an expansion that would change Maryland's economic landscape. By 1964, Dundalk Marine Terminal began handling containerized cargoes. Automobiles were the first commodities to put Dundalk Marine Terminal on the road to success.

As time passed, the terminal began handling containers, farm devices, construction goods and other Roll-on/

Roll-off (Ro/Ro) equipment. Dundalk Marine Terminal was also able to specialize in the import/export of wood pulp, steel, breakbulk and project cargo.

Today, Dundalk Marine Terminal has 13 berths, nine container cranes and direct rail access. As a result, the terminal is the largest and most versatile general cargo facility at the Port of Baltimore. Baltimore's breakbulk capabilities were recently enhanced with new heavy lift crane and rail capabilities allowing direct on/off rail to ship. The terminal also contains three heavy lift pads that have a capacity of 32.5 tons per axle per pad.

Because of its proximity to major markets, Dundalk serves as a base

for Ports America, which operates a private container terminal on the site. The Maryland Port Administration recently signed a 20-year, 150-acre agreement to serve as the East Coast hub for Wallenius Wilhelmsen — the largest Ro/Ro carrier in the world — with service from Dundalk Marine Terminal.

Dundalk Marine Terminal maintains a sterling reputation for automobile service. As a result, several auto processors maintain operations at the site, taking full advantage of the 300 acres of storage. In 2015, the Port retained its ranking as the number one port in the U.S. for autos for a fifth consecutive year with 574,964 units handled over its public piers. 🌐



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