

WJZ-TV

Biggest Cargo Renews Contract With Port Reporting

Suzanne Collins BALTIMORE (WJZ) —

Longshoremen at Maryland's Port are feeling better about the economy Thursday as the biggest shipper of container cargo agrees to renew its contract at Seagirt Marine Terminal.

Suzanne Collins explains it means jobs will remain too at the waterfront.

Not only Longshoremen depend on business at Maryland's Port, so do warehousemen, truckers and brokers.

Thursday the governor signed an agreement with Mediterranean Shipping Company that will keep that business here for years to come.

"This is the largest container guarantee in the ports history in a six year period. There'll be 600,000 containers moving through the port and annual revenue coming to the port, \$ 30 million annually," said John White, executive director of Baltimore's Port.

The Italian Company and the governor signed the contract right on the docks as longshoreman watched. Now their jobs are more secure.

"Anything can happen any time down here. Here today gone tomorrow. I've been around here through tough times, but this signing here should get us over the hump," said longshoreman Donald Conrad.

"Very much important we keep our jobs here at the waterfront," said Henry James.

When Seagirt Marine Terminal first opened in 1988 it was the first company here. They moved that year about 4,500 containers, but last year it was 30 times that.

MSC's chairman says it has been surviving the recession better than other shippers.

"We've been growing in spite of the economy the way it is. We've been working hard, we do not lay up ships. We do not lay off anybody and on top of this we are starting two new services recently," said Captain Nicola, for Arena Mediterranean Shipping.

The state says the new deal with Mediterranean means 628 jobs preserved, along with \$25 million in additional wages. There will be \$14 million in tax revenue coming in for six more years.

The port also signed new contracts with a smaller container, a paper manufacturer earlier this year and there are more pleasure cruises scheduled.

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WBAL Radio

Governor Signs New Port Deal

Thursday, April 30, 2009 - Scott Wykoff

Governor O'Malley today joined officials of Mediterranean Shipping Company to sign a six-year extension of the current contract between the Port of Baltimore and the Geneva-based international container shipping giant.

The Governor's office says the deal will maintain 628 direct jobs and the continued shipment of MSC containerized cargo through the Port of Baltimore.

"In these difficult economic times, I am very pleased to receive an extended commitment from one of the top container shipping companies in the world," said Governor O'Malley. "This extension keeps good-paying, family-supporting jobs at the economic engine that is the Port of Baltimore. Maryland is proud to be signing the third long-term contract in a year when many ports are facing much harder times."

The new agreement extends the current contract with MSC, the Port's top container shipping company, to December 31, 2014. The extension requires MSC to bring a minimum of 100,000 containers annually to the Port – three times the amount the original 10-year contract required.

"We are very happy to secure MSC, our top container customer, for another six years," said Maryland Port Administration (MPA) Executive Director James J. White. "This extension amends the original contract and requires MSC to bring more business to this Port for the next several years."

The Governor's office says, in addition to maintaining the 628 jobs, the agreement also will retain about \$25 million in wages and salaries and \$14 million in state and local taxes as a result of keeping MSC at the Port of Baltimore.

MSC began a weekly service to Baltimore in 1988. In 1988, about 4,500 containers were brought to the Port of Baltimore on MSC vessels. By 2008, that number increased 30 fold to more than 136,000 containers. MSC also was the first container shipping company to work out of the Seagirt Marine Terminal after it opened in 1990.

"At this time of great uncertainty in the global economy it's refreshing that the relationship between Mediterranean Shipping Company and the Maryland Port Administration is stable and based on mutual respect and cooperation," said Captain Nicola Arena, chairman of the board and chief executive officer for MSC. "We look forward to many more years at the Port of Baltimore."

WBAL Radio Baltimore
<http://wbal.com/>

The Baltimore Business Journal

Mediterranean Shipping extends Port of Baltimore contract six years

by Scott Dance Staff

Container cargo carrier Mediterranean Shipping Co. has extended its contract at the Port of Baltimore through 2014, guaranteeing at least 100,000 containers each year.

The deal, which triples the volume from Mediterranean's previous 10-year contract with the Maryland Port Administration, keeps 628 jobs in the city.

"Maryland is proud to be signing the third long-term contract in a year when many ports are facing much harder times," Gov. Martin O'Malley said in a statement.

Other recent long-term deals include one with Evergreen Marine Corp., another container carrier, in July and one with Finnish paper company UPM-Kymmene in December.

Mediterranean first began weekly service to Baltimore in 1988, according to the MPA, bringing 4,500 containers that year. In 2001, it signed a 10-year deal with the port.

In 2008, the company carried 136,000 containers in Baltimore.

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The Daily Record

Baltimore Port's largest shipper extends its deal

ANDY ROSEN

April 30, 2009 6:47 PM

The Maryland Port Administration on Thursday signed a six-year extension with the largest shipper at the state's public marine terminal, doubling the guaranteed amount of container cargo the company will ship each year.

The extension, which takes effect before the expiration next year of an existing deal, keeps the state and Mediterranean Shipping Co. in business together through 2014. It guarantees that the company will ship at least 100,000 containers through the Port of Baltimore during that time.

The existing deal, signed in 2001, originally guaranteed about one-third as many containers per year, though MSC had been shipping much more than that. According to MPA documents, the company shipped 210,000 containers through the port last year.

Still, James J. White, executive director of the MPA, said the deal will help the state. Maryland is looking for a private company to run Seagirt Marine Terminal for at least 30 years, and wants that company to improve the facility. He said the existing business at the terminals will help draw interest.

"Some of the deals that have been done with public-private partnerships have been dilapidated facilities with no deals in [them]," he said. "It will get the bidders' attention."

According to MSC, the deal will likely provide at least \$22 million in revenue for the port each year. Neither the state nor the company would release the terms of the existing

deal with the state. Though the extension was officially signed Thursday, materials that the state has been using for weeks to solicit bids for Seagirt had listed the deal with MSC as running through 2014.

White said Seagirt will reach between 40 and 45 percent of its capacity under the deal. Containers make up much of the shipping at the terminal, which opened in 1990. Containers are one of the MPA's biggest revenue producers, and can contain nearly any type of cargo.

The key improvement that the state wants the private company to build is a 50-foot berth for ships. Seagirt has three 45-foot berths, but the state sees a fourth, deeper berth as crucial to drawing new business after improvements to the Panama Canal allow larger ships to pass through. The canal project is scheduled for completion in 2014.

Under the framework that the state has outlined for a deal, the private company would likely take over the operations of the port with the exception of security. It would also assume any existing contracts. The deepening project is expected to cost \$80 million, and the state has already spent \$40 million to deepen the channel leading to Seagirt.

Capt. Nicola Arena, chairman and CEO of MSC, said the company could work with either a private or public company. Baltimore is an important location for MSC, he said. Arena said the 50-foot berth is "important, although I must say that the volume of the port, I don't know if it can justify more than 50 feet."

Over the past year, the MPA has also signed 10-year deals with Evergreen Marine Corp., based in Taiwan, and the Finnish paper company UPM.

Journal of Commerce

MSC Inks Six-Year Baltimore Contract Extension

Peter T. Leach

Mediterranean Shipping Co. on April 30 signed a six-year extension of its existing contract with the Maryland Port Administration that requires MSC to bring a minimum of 100,000 containers annually to the Port of Baltimore, which is three times the amount the original 10-year contract required.

The new agreement extends the current contract with MSC, the port's largest container shipping company by volume, to December 31, 2014. The deal maintains 628 direct jobs and the continued shipment of MSC containerized cargo through the port.

MSC began a weekly service to Baltimore in 1988, bringing about 4,500 containers to the port that year. By 2008, the number increased 30 fold to more than 136,000 containers. MSC also was the first container shipping company to work out of the Seagirt Marine Terminal after it opened in 1990.

Contact Peter T. Leach at pleach@joc.com

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Business models



Gov. Martin O'Malley looks over a container ship model he was given by Mediterranean Shipping Co. executive and CEO (right), and Capt. E. Lorenzo DiCasagrando, vice president. The company signed a six-year extension more. At left is the Pride of Baltimore II ship model the governor gave Mediterranean. BALTIMORE SUN PHOTO: JED KIRK