



The Maryland Port Administration PRESS RELEASE

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PORT AUTO BUSINESS TO RECEIVE BOOST IN 2010

50,000 New BMW's to Arrive Through Baltimore Under New Five-Year Contract

(BALTIMORE, MD) --- Automaker BMW has signed a five-year contract to bring 50,000 new vehicles annually through the Port of Baltimore beginning in the first quarter of 2010. BMW will team with Mercedes-Benz and use their vehicle processing center at the Maryland Port Administration's Fairfield/Masonville auto terminal for the new business. The deal will provide a significant boost for the Port of Baltimore's auto business, which, like other U.S. ports has been affected by the economic slowdown.

"This is very welcome news for the Port of Baltimore's auto business and for the hard-working men and women who work at the Port everyday," said Governor Martin O'Malley. "This very challenging economy has had a direct affect on many of the Port's key commodities, including automobiles. It is a tremendous boost to obtain 50,000 new vehicles that will be processed and handled through the Port of Baltimore in these tough times."

BMW vehicles currently arrive in the U.S. through the Port of Charleston. BMW has said the deal will help with shipping logistics and will be more cost-efficient. The Port of Baltimore is the closest East Coast port to the Midwest.

Vehicle processing facilities add specific features to cars once they are off-loaded from their ship. Features may include special detailing, audio components, protective coatings or other items. After a vehicle is processed, it is taken to its dealer destination to be sold.

In Fiscal Year 2009, the Port of Baltimore handled about 400,000 autos. That was down about 32 percent from Fiscal Year 2008.

The Port of Baltimore employs about 16,500 workers. Out of about 360 U.S. ports, Baltimore is ranked number one for handling roll on/roll off cargo; trucks; imported forest products; and imported gypsum, sugar and iron ore. The Port of Baltimore is ranked 14th nationally for total foreign cargo tonnage and 12th for total dollar value of cargo. The Port is responsible for about \$3.6 billion in personal wage and salary income. Activities at the Port of Baltimore generate about \$388 million in state and local taxes.

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