



The Maryland Port Administration

PRESS RELEASE

FOR IMMEDIATE RELEASE

November 7, 2012

CONTACT:

Richard Scher

MPA

(410) 385-4483

PORT ADMINISTRATION SIGNS AGREEMENT WITH ESTONIAN PORT OF TALLINN

Memorandum of Understanding Benefits Information Sharing Between Two Ports

(BALTIMORE, MD) --- The Maryland Port Administration (MPA) and the Estonian Port of Tallinn signed a Memorandum of Understanding (MOU) today that establishes a formal cooperation between the two ports aimed at increasing maritime business opportunities for both entities. The MOU was signed by MPA Deputy Executive Director M. Kathleen Broadwater and Port of Tallinn CEO Ain Kaljurand.

"We look forward to utilizing this agreement as a way to generate new cargo opportunities and to share best practices with the Port of Tallinn," said MPA Deputy Executive Director Broadwater. "Tallinn is the largest port in Estonia and their business profile includes some of the same focuses as ours—containers, roll on/roll off, and cruise. We look forward to the partnership."

Under the MOU, the MPA and Port of Tallinn may elect to undertake joint marketing efforts to generate new shipping business, share data that may be helpful in forecasting future trade flows, and exchange information on training programs.

"We are looking forward to developing mutually beneficial business opportunities as part of the newly signed agreement," said Port of Tallinn CEO Kaljurand. "Strategic partnerships are very important to us and we see the opportunities for further cooperation with Port of Baltimore. First of all, promoting the existing ship line which links the Port of Tallinn's Paldiski Southern Harbor with Port of Baltimore and providing roll on/roll off container and project goods shipping service. Secondly, Estonia and the Port of Tallinn's harbors are the ideal location and a potential gateway for American producers and logistics services providers whose target market is the Russian Federation, CIS countries and the Baltic Sea region."

The MPA has similar agreements with other international ports including Adani Ports (India); Nagoya (Japan); Gdynia (Poland); Genoa (Italy); Sokhna (Egypt); and Cotonou (Africa).

General cargo in 2012 at the Port of Baltimore's public marine terminals was up 10 percent through September over the same time period last year. Among individual commodities, roll on/roll off was up 26 percent, autos were up 22 percent, and containers were up seven percent.

-MORE-

Governor Martin O'Malley MDOT Acting Secretary Darrell B. Mobley MPA Executive Director James J. White

Maryland Port Administration, World Trade Center, 401 E. Pratt Street, Baltimore, MD 21202 www.marylandports.com

Page Two--Port Administration Signs Agreement with Estonian Port of Tallinn

In 2011 the Port of Baltimore saw a 15 percent increase in cargo from 2010 which marked the greatest increase of growth by any major U.S. port. The Port's public and private marine terminals saw 37.8 million tons of cargo cross their docks in 2011, up from 32.8 million tons in 2010. The total dollar value amount of that cargo was more than \$51.4 billion, the Port's highest dollar value ever and a 24 percent jump from 2010. The port also set seven other cargo records in 2011.

The Port of Baltimore is ranked as the top port among 360 U.S. ports for handling farm and construction machinery, autos and light trucks, imported forest products, imported sugar, imported iron ore and imported gypsum. Baltimore ranks second in the U.S. for exported coal, imported salt, and imported aluminum. Overall Baltimore is ranked 11th for the total dollar value of cargo and 12th for cargo tonnage.

Business at the Port of Baltimore generates about 14,630 direct jobs, while about 108,000 jobs in Maryland are linked to port activities. The Port is responsible for \$3 billion in personal wages and salary and more than \$300 million in state and local taxes.

#