

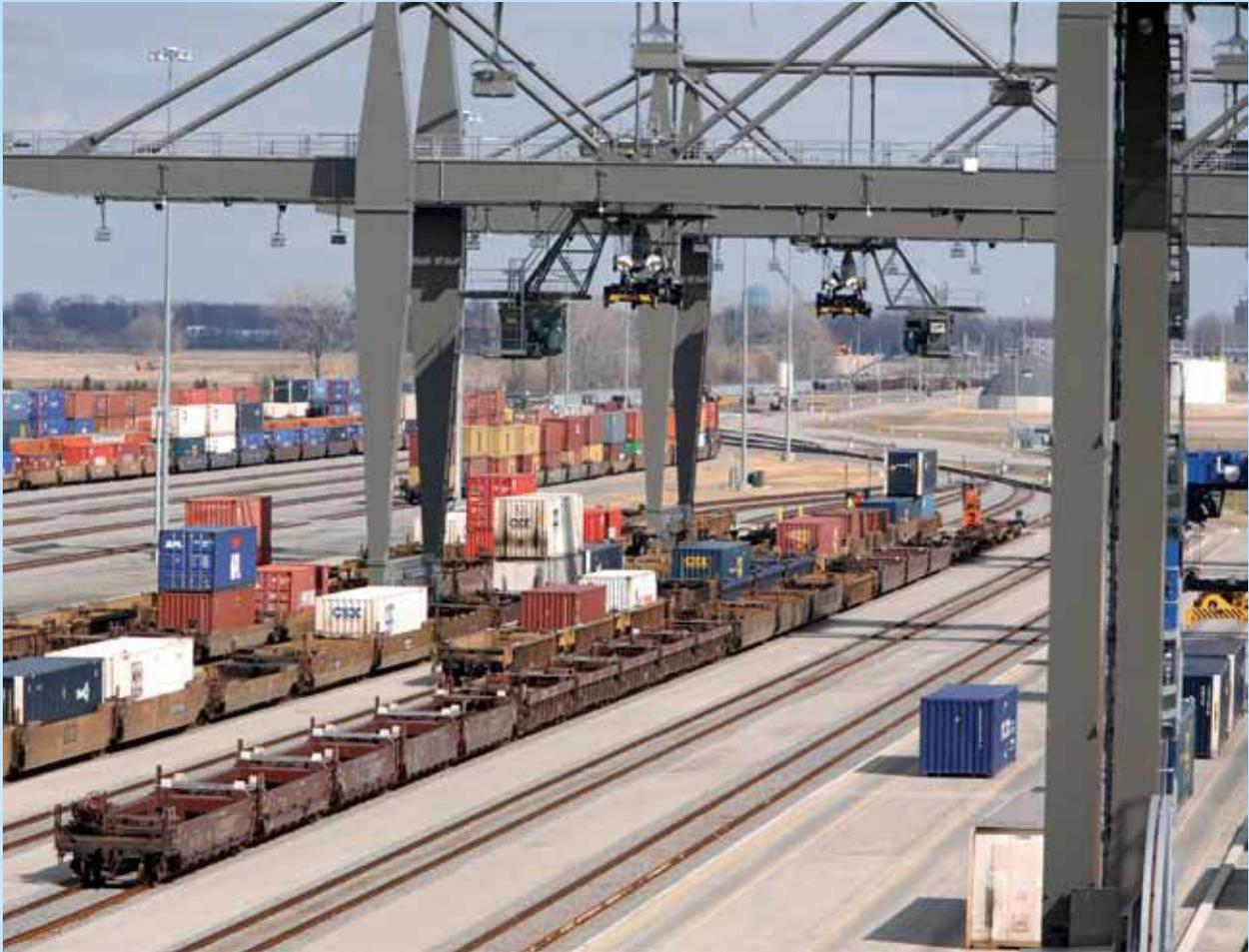
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KATHY BERGREN SMITH

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COVER: Work on a 50-foot berth at Seagirt Marine Terminal is progressing well, with completion possibly as soon as August 2012. Photography by Kathy Bergren Smith.



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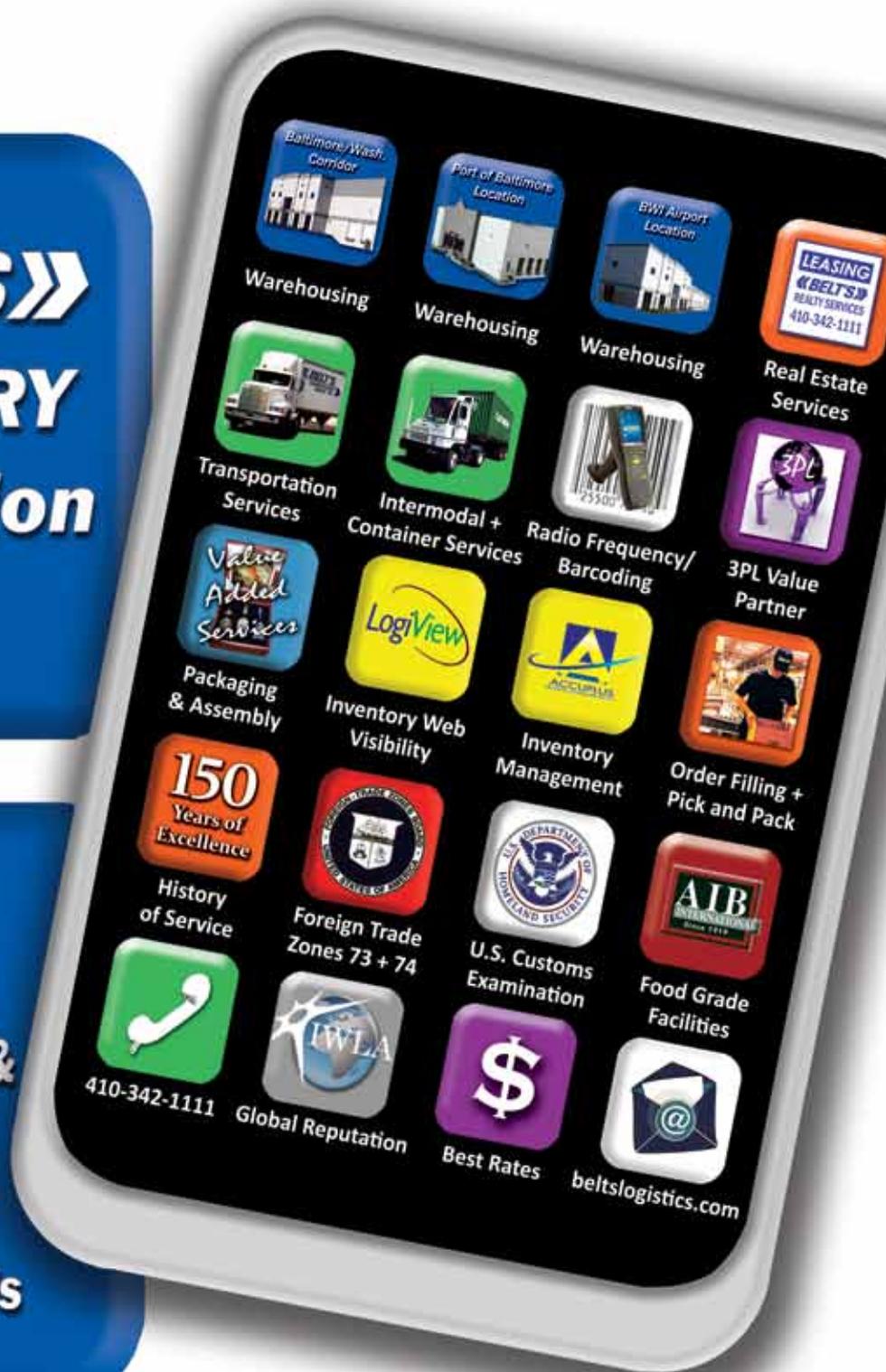
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# Providing Jobs for Today and Tomorrow

reating and saving jobs is one of the main goals of the O'Malley-Brown administration. We are achieving that goal in many ways, from record investments in public education and school construction to our InvestMaryland initiative, which supports seed and early-stage companies. We are also upgrading our roads, bridges and hospitals, targeting job creation tax credits, using solar energy and wind power to create green jobs, strengthening women- and minority-owned businesses, and cutting red tape for businesses to expedite the state permit review process.

Another important way we're helping Maryland create jobs is through public-private partnerships like the one that exists between the Maryland Port Administration and Ports America Chesapeake. Last year, these two entities signed a 50-year agreement that allows Ports America to operate the Port of Baltimore's Seagirt Marine Terminal.

A key element of that agreement was that Ports America would construct a 50-foot container berth that would allow the Port to accommodate some of the largest cargo ships in the world and attract more business. Construction of the project is on schedule and will be completed in August 2012, less than one year away. When it's complete, Baltimore will be one of only two East Coast ports able to handle these supersized container ships.

This \$105 million project is about more than shipping. It's about jobs, specifically about 5,700 new jobs. That includes 3,000 one-time

construction jobs related to the building of the 50-foot berth and for the construction of Maryland highway projects that benefit from this agreement. The remaining 2,700 jobs are direct, indirect, and induced positions that will come as a result of the increased and sustained container business that the Port will see upon completion of the Panama Canal expansion project in 2014.

As an added bonus, this unique public-private partnership requires that Ports America assume the costs of necessary infrastructure improvements at Seagirt, saving Maryland hundreds of millions of dollars. Ports America is also making annual payments to Maryland and ongoing revenues to the Port Administration.

The Port of Baltimore is one of Maryland's major economic generators. It employs about 16,700 people, providing good-paying, family-supporting, blue collar jobs. Now, it is part of one of the most creative and innovative public-private maritime agreements in history. It is an agreement that will not only sustain and grow the Port of Baltimore for years to come, but one that will create and support jobs in these challenging economic times.



**Martin O'Malley**, Governor

# Improvements in Cargo and Cruise

s we continue to rebound from one of the worst economic periods in our nation's history, the Port of Baltimore has achieved some significant progress in both our cargo and cruise businesses.

We recently learned that out of all U.S. ports, Baltimore had jumped to 11th for the total dollar value of cargo and 13th for the amount of cargo tonnage handled as a result of our performance in 2010. In 2009, those numbers were 12th and 15th, respectfully.

Among individual commodities, the Port of Baltimore soared to number one for trucks (ranked second in 2009), imported salt (sixth in 2009), and imported iron ore (second in 2009). Baltimore was also able to maintain market share and remain the number one port in the nation for handling Roll-On/Roll-Off cargo (farm and construction machinery), imported forest products, imported gypsum and imported sugar. The Port moved up from third to second for exported coal and imported aluminum.

This positive trend has continued into 2011. During the first six months of this year, Baltimore handled more auto tonnage than any other U.S. port, including New York, which handled the most cars in 2010 when Baltimore finished second. More than 538,000 tons

of autos made their way over Baltimore's public and private marine terminals, a 15 percent increase over the same time period of 2010.

Overall, general cargo at our public and private terminals during the first half of 2011 was up 13 percent while the total amount of foreign commerce was up 12 percent. The total dollar value of cargo saw a 24 percent increase.

Our cruise business has also witnessed some favorable gains. Last year, Baltimore had the fifth-highest amount of cruise passengers among East Coast ports, which was one slot higher than in 2009. Nationally, the port ranked 12th, up from 14th in 2009. This year, we have a record 112 cruises sailing from Baltimore and we will surpass last year's record for passengers.

The positive advances made in both our cargo and cruise businesses is very good news for the 16,700 direct jobs at the Port of Baltimore. More business means more work hours for our longshore men and women. And that's something we can all celebrate.



**James J. White**, Executive Director

# SOUNDINGS

The happenings in and around the Port

CRUISE

## Carnival Extends Contract for Year-round Cruises Out of Baltimore



BILL MCALLEN

The world's largest cruise line has signed a five-year contract extension with the Maryland Port Administration (MPA), ensuring that hundreds of thousands of happy vacationers will continue sailing to exotic destinations from Baltimore's

Cruise Maryland terminal. The contract is for two years guaranteed, with three one-year options.

In 2009, Carnival became the first cruise line to operate a year-round schedule out of Baltimore. The line continues to attract passengers in record

numbers with regular cruises to the Bahamas, Bermuda and the Caribbean onboard the *Carnival Pride*.

"Carnival's launch of Baltimore's first year-round cruise program in April 2009 has been a tremendous success, and more than 115,000 guests annually are coming into Baltimore to sail on the *Carnival Pride*," noted Gerry Cahill, Carnival's president and CEO.

The new agreement, which runs through 2016, took effect at the end of August after Carnival's previous two-year contract expired.

"The decision by Carnival to make a commitment like this and to continue offering year-round cruises from Maryland further illustrates the growth of the Baltimore/Washington region as a strong cruise market," said Maryland Governor Martin O'Malley.

Last year, 210,549 people sailed on 91 cruises from the Cruise Maryland (South Locust Point) terminal, exceeding 2009's

## IN MEMORIAM

### Two Long-time Members of Port Community Influenced MPA and Auto Operations

The Port of Baltimore is mourning the recent passing of Dragoljub "David" K. Tosic and William Allen Kroh, both of whom, whether working in Baltimore or abroad, were key to the Port's success for several decades.

Beginning in 1960, Tosic was with the Maryland Port Administration (MPA) for 27 years, mostly stationed in Europe. He was fluent in seven languages and known for his gentlemanly manner. Tosic rose from Foreign Commerce Representative in Brussels to Regional Manager of Trade Development for all of Europe. Later, he was called to MPA headquarters in Baltimore to become Director of Sales and

Marketing, a position he held until his retirement in 1987. Born in the former Yugoslavia, Tosic died in Princeton, N.J., from complications of diabetes. He was 87.

Kroh, who operated marine automobile terminals that handled thousands of cars at the Port, was raised in Southeast Baltimore and attended the University of Baltimore School of Law. There, he met Rolf Gragge, and they became business partners in auto port services. The two operated R.G. Hobelmann, later named Hobelmann Port Services. They built a large auto facility at the Chesapeake Terminal in Fairfield and operated facilities at the Atlantic and Dundalk terminals. Kroh succumbed to congestive heart failure at his Brooklandville, Md., home. He was 80.

Both Tosic and Kroh passed away on July 16. 🌐

record of 167,235 passengers on 81 cruises. The schedule increased to 112 cruises for 2011, with year-round opportunities offered by both Carnival and Royal Caribbean cruise lines. Nearly every trip is being sold at 100 percent capacity.

"Baltimore continues to make waves as one of the top cruise ports in the U.S.," said Gov. O'Malley. "The city's geographic location, entertainment options, and the cruise terminal's easy access right off Interstate 95 continue to attract passengers in record numbers. The Port of Baltimore's cruise business also pumps millions of dollars and generates hundreds of jobs for our state's economy."

Baltimore is the 12th busiest cruise port in the country, and efforts are continuing to ensure that passenger traffic remains strong. Earlier this year, the Cruise Maryland terminal opened a state-of-the-art, all-weather passenger boarding bridge, and other improvements are on the horizon. 🌐



PHOTOGRAPHY BY BILL MCALLEN

*Organizers and supporters of the Golf Fore Hope gather at Mountain Branch Golf Club.*

## NEWSMAKERS

### Postal Service Salutes U.S. Merchant Marines On Forever Stamps

**D**uring a recent event in Baltimore on board the S.S. *John W. Brown* Liberty Ship, the U.S. Postal Service unveiled a set of four Forever stamps that salutes the U.S. Merchant Marine.

The set of stamps "features vessels that have formed an important part of our country's maritime history — clipper ships, auxiliary steamships, Liberty ships and container ships," said Jim Cochrane, USPS Vice President, Product Information. "As we dedicate these stamps, we pay homage not only to the ships, but also to the valor of the thousands of dedicated members of the U.S. Merchant Marine who served their country and served it honorably."

The Clipper Ship stamp is based on an undated lithograph of the famous clipper *Sovereign of the Seas*, which launched in 1852. The Auxiliary Steamship stamp is based on contemporary lithographs of mid-19th-century ships from the Collins Line. The Liberty Ship stamp is based on a photograph of an unidentified Liberty ship in the files of the Westport, CT, Public Library. The Container Ship stamp is based on an undated photograph of the *R.J. Pfeiffer*, a modern container ship launched in 1992 and operated by Matson Navigation Company. 🌐



BILL MCALLEN

## EVENTS

### Teeing It Up for Fun and Charitable Funds

**T**he Port community loves its golf tournaments, but none could be so close to the heart of so many participants as the Golf Fore Hope, which was held Sept. 12 in memory of Mediterranean Shipping Company's Captain E. Lorenzo DiCasagrande. Played at Mountain Branch Golf Club, the event benefited the Steamship Trade Association of Baltimore Charitable Legacy, Inc. Co-chairs were Mauro Dal Bo of MSC and Mark Montgomery of Ports America Chesapeake.

One month earlier, the annual Maryland Port Administration outing took place at Woodlands Golf Course. The winning foursome consisted of Doug Wolfe and Kevin Nolan, both of Ceres Marine; and Harry Hussein and Andy Kolarik, both of Liberty Global Logistics. 🌐

## CARGO

### Navy Choppers Shipped to Thailand for Royal Service

In July, the Port of Baltimore once again showed its expertise in handling unique cargo when the U.S. Navy landed two MH-60S SEAHAWK® helicopters at the Dundalk Marine Terminal. From there, the helicopters were taken by ship to Thailand for delivery to the Royal Thai Navy, marking the first delivery of the MH-60 to an international customer.

The aircraft were acquired via the U.S. Government's Foreign Military Sales program.

"MH-60S 'Sierra' helicopters have proven to be highly reliable utility aircraft for the U.S. Navy fleet," said Michael Sears, the U.S. Navy's international H-60 deputy program manager. "We are honored to provide Thailand with the same capability,



along with pilot and maintainer training, spares and logistical support."

The MH-60S helicopters acquired by the Royal Thai Navy are designed for utility missions, such as logistics and troop transport. In addition, the standard searchlight and rescue hoist enable aircrew to perform search and rescue missions. MH-60S SEAHAWKS are designed and manufactured by Sikorsky Aircraft Corporation, a subsidiary of United Technologies Corp. Bethesda, Md.-based Lockheed Martin provides the digital cockpit.

The U.S. Navy flew the helicopters from Owego, N.Y., to Baltimore. 🌐



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## EXPANSION

### General Ship Repair Builds Drydock Right in Baltimore

**B**altimore's General Ship Repair has added a new drydock to its Inner Harbor shipyard. Though the company shopped around for a Gulf Coast yard to build it, the new drydock ended up being constructed right at the shipyard using General Ship Repair's own workforce.

"It turned out really well, we were able to keep everyone busy and got exactly what we wanted," said Derick Lynch, President. He explained that the new dock is built in two sections, each of which is 56-feet long with 60 feet between the wing walls. The depth of the new dock is 26 feet, which allows the yard to drydock deeper draft vessels.

"We are aggressively targeting the East Coast tug and barge market, and with our expanded capabilities, we can provide repairs and maintenance to the latest generation of vessels," said Lynch, adding that the additional drydock



means there will be fewer boats waiting to be hauled.

General Ship Repair performs both topside and down-river ship repair, has a full machine shop and employs 50 workers, including members of the next generation of the Lynch family.

The family-owned yard, which has been serving the Port of Baltimore since 1922, financed the new drydock with the aid of a Small Shipyard Grant from the U.S. Department of Transportation's Maritime Administration.

"As a family business, we are committed to providing for future generations here in the port," said Lynch. 🌐





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# GreenPort

Environmental Stewardship at the Port of Baltimore >>>



## CERTIFIED GREEN! ISO Achievement for MPA

COURTESY OF MARYLAND PORT ADMINISTRATION

During a recent celebration, the Maryland Port Administration (MPA) recognized its employees for receiving ISO 14001:2004 Environmental Management System (EMS) certification, an achievement that was more than five years in the making. The ISO party took place in the Fleet Building — and you can bet they recycled afterward!

Earlier in the summer, the Port of Baltimore had received the ISO certification of registration, an international standard for environmental management that recognizes a commitment to compliance with environmental regulations and continued improvement in environmental practices. ISO 14001:2004 provides the framework for a holistic, strategic approach to an organization's policy, plans and actions.

It changes the way an organization — and everyone in it — thinks about their

relationship with the environment.

"This is a tremendous accomplishment and one towards which the MPA has been working for several years," said MPA Deputy Executive Director M. Kathleen Broadwater. "Being ISO certified demonstrates our commitment to the environment. It is a level of achievement that is difficult to obtain and one that reflects positively on our port. I congratulate our entire environmental team for their dedication and hard work in making this happen."

Capt. Brian C. Lanasa, Master, *Port Endeavor*, for the MPA, added, "As MPA employees, we have done a lot of work leading up to ISO certification, such as providing input about working conditions and situations to help formulate new policies and procedures. We have also done a lot of work to help implement these policies and procedures."

But the ISO certification wasn't exactly the Port's original goal.

"The Maryland Port Administration's journey began in 2006, when as an organization we wanted to make environmental compliance more systemic and integrated into day-to-day activities," said Barbara McMahon, MPA Manager, Safety, Environment & Risk Management. "We thought developing and implementing an environmental management system would be the best step."

With help from the U.S. Environmental Protection Agency and the American Association of Port Authorities, which had a training program to help ports integrate an EMS business model, the MPA began to formulate a plan.

It was a considerable challenge: the MPA includes six public marine terminals, 30 private terminals and 45 miles of shoreline. It handles a wide variety of bulk and containerized cargo and enjoys an international reputation for Roll-On/Roll-Off cargo, importing and exporting everything from compact cars to colossal construction equipment. The MPA maintains 73 buildings, 200 miles of infrastructure, dredged material facilities, and a fleet of more than 325 vehicles of all types, as well as a crane maintenance division.

A Core Team, established in 2006, included a cross-section of MPA employees tasked with developing a system that could effectively address any existing environmental issues and find a way to make lasting improvements. The Core Team, which has the full support of the MPA Executive Director, reported to the Environmental Compliance Steering Committee, which is comprised of senior executives, including the Deputy Executive Director.

"It requires upper management

Maryland Port Administration Executive Director James J. White, center, joined MPA employees to celebrate the important milestone of receiving ISO 14001:2004 EMS certification.

support — they provide the resources, both financial and personnel,” McMahon said. “It is a fairly major undertaking.” The process included examining all of the Port’s products and services to gauge their impact on the environment.

Initially the Core Team felt that achieving ISO certification was too ambitious. But as the plan took shape, “We made a decision that we did want to be ISO-certified,” McMahon said. “It is recognized worldwide; it is recognized by customers on our terminal.”

ISO registration includes audits and reviews to assess whether an organization’s performance meets current legal and policy requirements.

Mary Jane Norris, Manager of Port Operations Services, said, “There were times when we thought we were being too hard on ourselves, but we also wanted to be as thorough as possible, knowing that eventually an outside auditor would be looking at our work.”

While the certification is worth celebrating, what really matters is the way the Port employees now approach their day-to-day operations.

“As MPA employees, it is satisfying to know that the Port is on the leading edge of environmental and safety awareness, which in turn makes this a better and safer workplace for all of us,” Lanasa said. “It is also gratifying to know that the Dundalk Marine Terminal will be recognized worldwide as an environmentally friendly and safety-conscious port.”

McMahon added, “We train our employees so they know what these impacts are and what their role is. It makes it not just a book on a shelf — there are things certain employees here have to do to protect the environment.”

As Norris explained, achieving ISO certification sends a clear message. “It has set the bar on the level that we will continue to strive for,” she said. “It also tells our employees and companies that want to do business with our Port that we take this initiative seriously, and have made a long-term commitment. There are many companies that look for this certification before choosing you as a business partner. This certification tells them that we, like them, have mutual environmental goals.”



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## Program Helps Dray Drivers Trade Up

 new program is helping short-haul truckers replace outdated, less-fuel-efficient trucks with newer ones as part of an effort to improve the region's air quality.

Using more than \$3 million in federal funds, the program — a cooperative effort by the University of Maryland and the Mid-Atlantic Regional Air Management Association — is targeting short-haul or "dray" truckers who serve Baltimore and three other East Coast ports. Owners of trucks built before 2003 are eligible for up to \$20,000 in grants to help them buy a newer truck with a cleaner engine. Trucks with older engines, such as those built in the 1990s, will receive preference.

The old trucks must be scrapped, but the scrap price will be applied to the purchase of the new truck.

"This program is an investment in small business because it gives owner-operators incentives to grow their business in a more environmentally sustainable way," said Joanne Throwe, Director of the University of Maryland Environmental Finance Center.

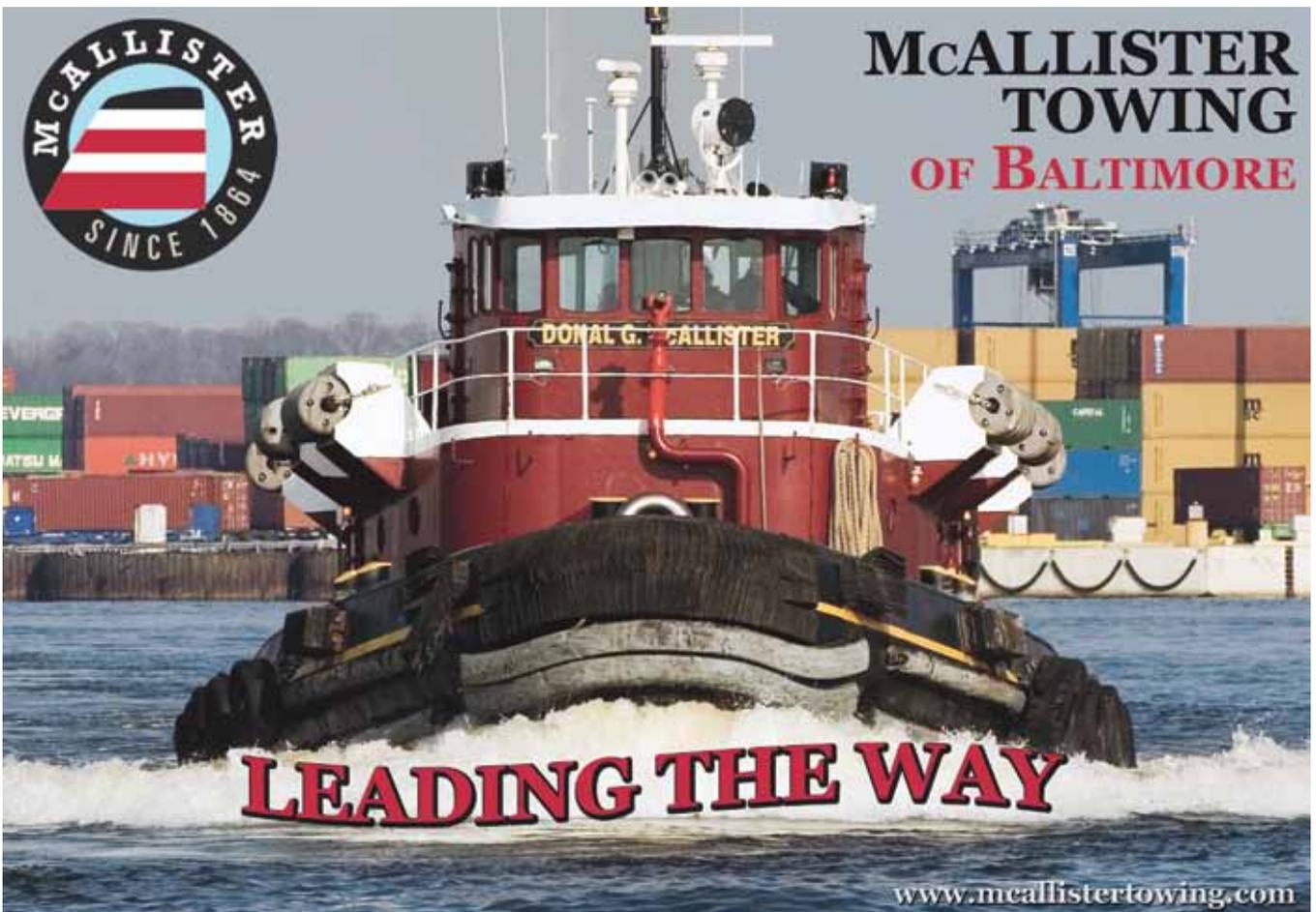
About 3,000 trucks serve the Port of Baltimore every day.

"This program supports three interdependent entities," Throwe says. "It seeks to support the transportation sector by making sure that truckers have updated trucks and can reliably serve the ports; it seeks to support truckers by providing an incentive to purchase a greener truck; and it seeks to support the environment by retiring old, dirty trucks sooner and making tangible air quality improvements." 

## Barge-based Ballast Water Testing Platform Dedicated

 new mobile ballast water-testing platform, built on a barge and based in the Chesapeake Bay, was dedicated on September 27 at Pier 6 in Baltimore's Inner Harbor area. U.S. Rep. Elijah Cummings was the keynote speaker.

The Maryland Port Administration (MPA) and U.S. Maritime Administration have partially funded the Maritime Environmental Resource Center, which has been testing ballast water treatment systems and other Green Ship innovations for the past three years. The \$2.7 million, barge-based research and testing facility is part of an effort to prevent the spread of invasive aquatic species into the Bay and waters around the world. Look for complete event coverage in the next issue of the magazine. 





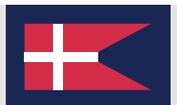
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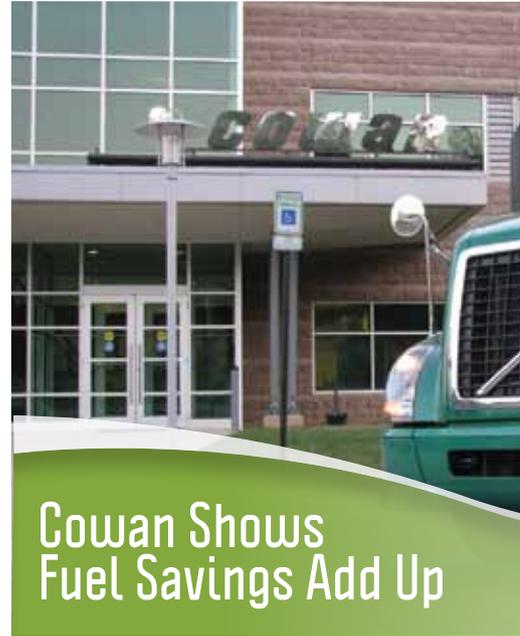
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**GREENPORT**



## Cowan Shows Fuel Savings Add Up

It reads a bit like one of those dreaded word problems from middle school math: If gas is \$4 a gallon, and a tractor-trailer that drives an average of 108,000 miles a year at six miles per gallon increases its fuel efficiency by one-tenth to 6.1 miles per gallon, how much money will be saved annually?

But that's a very real puzzle for trucking companies, which have been working quietly to increase fuel efficiency, improving both the environment and the bottom line. Dennis Morgan, Chief Operating Officer for Cowan Systems LLC, noted that his company can realize an annual savings of \$1,182. And that's for just one rig — Cowan has some 750 trucks in its entire fleet.

To get those incremental improvements in fuel efficiency, Cowan uses the latest technologies available, including Qualcomm, a mobile communications device that hooks up to the engine and reads performance.

“We monitor the fuel economy and idle time of every truck,” Morgan said.

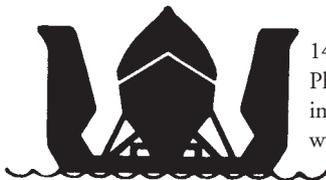
After studying the results, individual drivers are counseled on the most fuel-efficient ways to operate. “That's really where the fuel efficiencies come from, the driver,” Morgan said. “The more you rev up those RPMs, the more fuel you're burning.”

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If a truck that is not a sleeper is idling for more than five minutes, the device can automatically shut off the engine.

The company also makes sure the driver has the right truck for the load. "We haul a lot of heavy freight, and we can't influence that, but we can make sure we buy the right truck and it's geared for where we run," Morgan said.

The company replaces its tractors every three years to ensure that it's operating the latest, most fuel-efficient models. For short trips, the company uses a lightweight fleet, allowing for the removal of anything that can be taken off without compromising the vehicle's integrity.

"That's basically as green as you can get because we're taking trucks off the road," Morgan said. 🌐

## 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).*



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# count

Port of Baltimore Within One Year of Welcoming Larger



# down

Ships

to

OPPORTUNITIES

BY NANCY MENEFEE JACKSON

In a little less than one year, the Port of Baltimore will be able to begin receiving some of the world's largest container ships thanks to construction of a new 50-foot-deep berth.

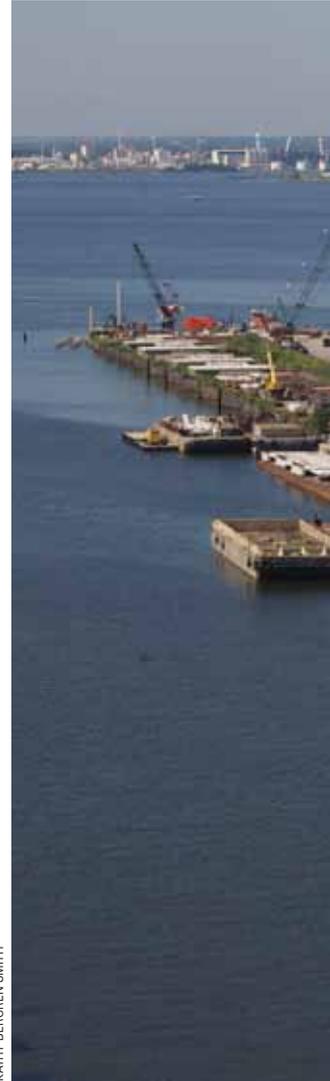
Work has been progressing smoothly on Berth 4 at the 200-acre Seagirt Marine Terminal, with completion of the wharf expected in January and the cranes scheduled to be in place by next August. The completion date gives Baltimore a leg up over other ports that won't be prepared to accept 12,600 TEU ships that will begin arriving following the widening of the Panama Canal. The canal work should be completed by 2014.

"Without a doubt, this is one of the most significant capital projects to ever take place at the Port of Baltimore," said Maryland Port Administration (MPA) Executive Director James J. White. "A year from now, this port will be able to handle some of the largest container ships in the world. This project has also been a remarkable job generator

during some of the toughest economic times in recent memory. I look forward to seeing the completion of this project as we come down the homestretch."

Even a year from completion, Seagirt is already drawing interest from shippers with even larger vessels.

Ports America Chesapeake entered into a unique public-private partnership with the MPA, agreeing to a 50-year lease while developing the much-needed 50-foot container berth and four cranes — a \$105.5 million project. The new berth makes Baltimore one of only two ports on the East Coast able to handle the larger ships. *Project Finance Magazine* awarded the project its "North American Logistics Deal of the Year" award for 2010, and *Infrastructure Investor Magazine* called it the "North



KATHY BERGREN SMITH

## CONSTRUCTION OF A BERTH >>>>>

PHOTOGRAPHY COURTESY PORTS AMERICA CHESAPEAKE



2009

MPA and Ports America enter into 50-year Seagirt agreement.

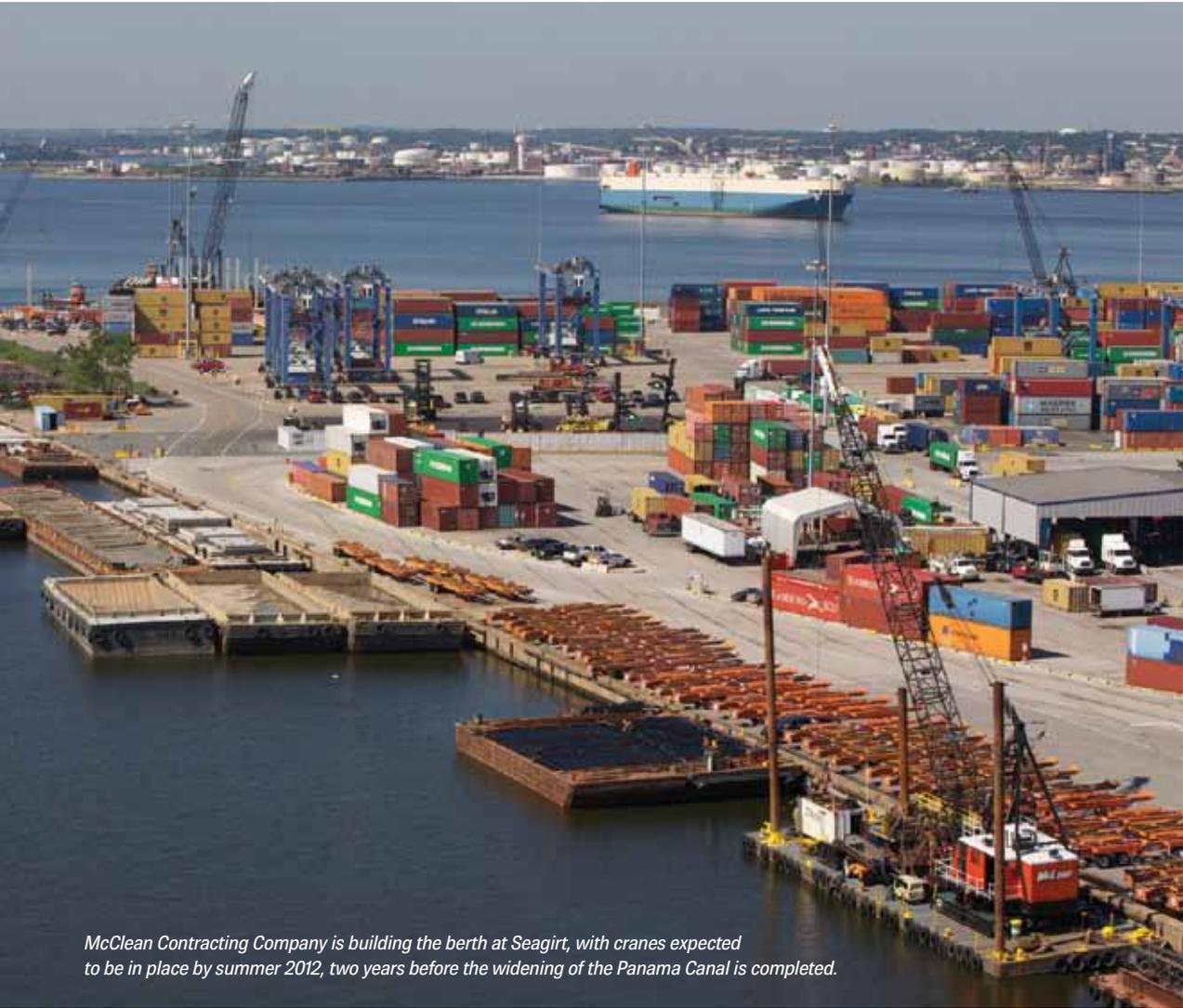


May 2010  
Work is under way following ground-breaking ceremony in March.



August 2010  
Intricate dredging operations mark important progress.





*McClellan Contracting Company is building the berth at Seagirt, with cranes expected to be in place by summer 2012, two years before the widening of the Panama Canal is completed.*

**November 2010**

Seagirt's 50-foot berth takes shape.



**February 2011**

Efforts continue while emerging from difficult winter.

American Infrastructure Deal of the Year.”

The partnership between the MPA and Ports America is expected to produce 5,700 new jobs, 3,000 of which are one-time construction jobs. Another 2,700 permanent direct, indirect and induced jobs will come from the increased and sustainable container business that the Port will see upon completion of the 50-foot berth.

Ports America has operated the Seagirt terminal since the facility opened in 1990, and has also run some operations at the Dundalk Marine Terminal since 1996.

The four new Super Post-Panamax cranes, which are being built by ZPMC, can unload vessels on which containers are stacked in 22 rows across the ship.

“They will be able to handle the biggest ships,” said Mark Montgomery, President and CEO of Ports America Chesapeake. But he added that the company has also modified the existing seven cranes at Seagirt to allow them to handle 18-across ships. Also, if need be, those cranes can trolley from Berth 3 to the new berth until the new cranes are finished.



*At 9,178 TEUs, the MSC Bruxelles represents one of the largest container ships to call on the Port. That capacity could increase by several thousand TEUs when the new Seagirt berth is completed.*

KATHY BERGREN SMITH

## CONSTRUCTION OF A BERTH >>>>

PHOTOGRAPHY COURTESY PORTS AMERICA CHESAPEAKE



May 2011

Work proceeds as MPA hosts seminar on “new container business opportunities.”

August 2011

One year to go.



PHOTOGRAPHY COURTESY PORTS AMERICA CHESAPEAKE



The new berth makes Baltimore one of only two ports on the East Coast that will be able to handle some of the largest ships in the world.

Currently, the Port of Baltimore is nationally ranked 14th in the handling of containerized cargo while receiving ships up to 9,200 TEUs. The ability to process the super-sized ships will increase container traffic significantly.

"We're very excited," said Mauro Dal Bo, who manages Mediterranean Shipping Company's Baltimore office. "It's something people have been asking for, for many years. The 14,000 TEU ships are already on the water, and sooner or later they will be here in Baltimore."

Dominic Obrigkeit, Senior Vice President with Evergreen Shipping Agency America's International Business Coordination Division, added, "Deepening berths and harbor entrances is critical for Baltimore and all ports on the East Coast to prepare for an expanded Panama Canal. Carriers will be able to sail larger ships from Asia to the East Coast all-water through the canal, and ports that can handle the larger ships will be more competitive. Baltimore is doing the right thing to help its customers — Evergreen and other ocean carriers."

Montgomery noted that construction has proceeded smoothly, and he commended McClean Contracting Company, which is building the berth.

"They deserve a pat on the back," he said. "They're doing a really great job. They built Berths 1, 2 and 3 in the 1980s, and so it seems natural that they're doing Berth 4. We selected them through a bid process but we're very pleased about the work they've

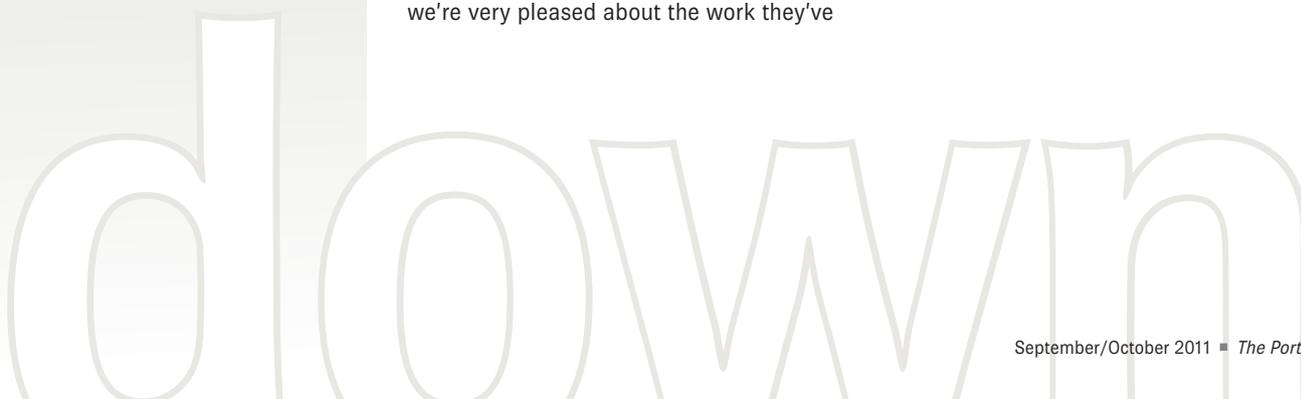
done. They're familiar with Seagirt."

The contractor hasn't had any unpleasant surprises — always a challenge in construction, whether it's a house or a harbor. For instance, when old cofferdams were removed, the dirt was clean enough to be reused by the Maryland Department of the Environment. "We've been pretty fortunate when you think what might be buried under a 100-year-old kitchen," Montgomery said with a laugh.

The new berth also is constructed to reduce its impact on the environment; a storm water management system collects storm water and runs it through a series of baffles to clean it before the water enters the harbor, a system that is the first of its kind in this region.

Not only has the actual construction of the berth created jobs, but Ports America Chesapeake made an initial payment of \$140 million to the state for an I-95 connector for the project, creating additional jobs.

"The partnership has been a great one," Montgomery said. "We're working closely with the Maryland Port Administration. We've been a longtime partner of the Port, since 1921, and this has just strengthened the relationship." 





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# Vane's VISION

## Has Focus On Fleet

BY KATHY BERGREN SMITH

Later this year, The Vane Brothers Company will launch the *Hunting Creek* — the last in a series of six 90-foot tugboats built for the Baltimore-based business by Chesapeake Shipbuilding in nearby Salisbury, Md. Like her sister tugs, the *Hunting Creek* will go into Vane's fleet of vessels moving petroleum and providing ship bunkering at the Port of Baltimore and elsewhere along the U.S. Eastern Seaboard.

These boats demonstrate Vane's commitment to its home state, even as the 113-year-old company has grown to become one of the East Coast's major marine transportation businesses.

### **Maryland-built tugboats are among many exciting new vessels for a business that continues to grow.**

The idea to build the six boats in Maryland was suggested by Senior Port Captain Jim Demske, who had been overseeing construction of Vane's new tug fleet for several years in Louisiana. In fact, Demske was spending so much time there that, after Hurricane Katrina hit the Gulf coast in 2005, the desk clerk at the hotel where Demske regularly stayed called to let him know everyone was okay and the hotel was open.

"I started thinking about the [Chesapeake Shipbuilding] yard at Salisbury, since I had been by there many times in the tug over the years and knew they built coastal cruise ships," said Demske.

In 2007, he took a ride down Maryland's Eastern Shore, met with the yard's manager, Tony Severn, and looked over the facilities. "My thought was, 'This could be a tug-building yard. They have skilled workers, an in-house naval architect and deep water,'" said Demske, who added that he has been especially pleased with the high-quality "fit and finish" work that Chesapeake does. "It is definitely more polished than a workboat finish, because these guys are used to building passenger vessels."

The Chesapeake-built vessels are the final six in a series of 23 tugboats and 26 barges, plus two large articulated tug-barge units, constructed within the last decade by Vane. This ambitious



COURTESY OF VANE BROTHERS COMPANY



JIM DEMSKE, VANE BROTHERS COMPANY

## An Expanding Enterprise

Responding to customers' requests, large or small, is an integral part of the corporate culture at The Vane Brothers Company. This is according to Senior Port Captain Russi Makujina, who has been an integral part of that culture for nearly 40 years. "Duff's grandfather told me once, 'If a customer asks for a length of line and we don't have it, go out and find it for him,' and we always did," Makujina said.

Long before Makujina was managing the multi-million-dollar barge fleet, he worked with the Hughes family in Vane's ship chandlery. The chandlery, based at the time in Baltimore's Fells Point community, served vessels calling the Port for most of the 20th century.

When a young Duff Hughes first came on board, representing the fourth generation to join the family business, he worked in the harbor as a tankerman delivering galley oil and lubes to ships. Building upon Vane's relationships with oil companies in Baltimore, he began a move into petroleum transport.

"With a strong foundation shaped by my grandfather, father and Captain Russi, the moons were aligned for Vane to expand," Hughes said. "Using the expertise and incredible energy of Jim Demske, Tom Gaither and other members of

our team, Vane focused on developing the marine transportation business."

At the dawn of the 21st century, as Baltimore's Fells Point and Canton communities became more gentrified and less suitable as a base of operations for Vane, the company looked for a new place to set up shop. Demske recalls joining Hughes while visiting a piece of Port property in Fairfield. "I was thinking that this would be a good, out-of-the-way place to maintain the fleet and have our warehouse," Demske said. "Meantime, Duff is envisioning a whole corporate campus!"

In 2003, when the Fairfield property became Vane's headquarters, the company's employee count stood at more than 200. That total climbed beyond 500 just five years later.

Today, the Vane headquarters houses far more than the fleet maintenance facility. The Vane Marine and Safety Services division provides lifeboat, life raft and fire suppression testing and certification as well as a wide array of safety gear.

The offices, with sweeping views of Baltimore harbor, are designed with open areas for gathering and a large "galley" for both the office workers and boat crews. Vane regularly hosts events for the maritime community at the facility.

new fleet is at the core of a strategic plan created by Vane President C. "Duff" Hughes to replace all of the company's single-hulled barges with double-hulled models by 2012, years ahead of an environmentally minded mandate set by the federal government under the Oil Pollution Act (OPA) of 1990.

"The completion of these new vessels marks an important component in Vane's vision and ability to operate and deliver with high standards and great effectiveness," said Hughes, who noted that Vane has continued to grow its presence along the East Coast, including recently opening a shoreside warehouse and dock facility in Brooklyn, NY. "With this modern fleet, Vane has enjoyed increased efficiencies in maintenance, safety, training, as well as recruitment and retention of outstanding mariners."

Vane's efforts now and in the past certainly haven't gone unnoticed at the Port of Baltimore. "Vane Brothers has been an active presence at the Port of Baltimore for many years," said Maryland Port Administration (MPA) Executive Director James J. White. "They have a proud family history and it shows in the way they run their business. Under Duff's leadership, Vane has become one of the leading providers for tug and barge services in Baltimore. We're very fortunate to have Vane here at the port."

Demske noted that, with Vane's fleet growing so quickly, it was important that all of the boats be standardized. He turned to renowned naval architect Frank Basile to design what would become two classes of boats arranged identically so that a crew member could move easily from one vessel to another. "Most tug companies have a mixed bag of boats, acquired piecemeal," explained Demske. "We were fortunate to have a complete replacement set built together."

According to Hughes, Vane was also fortunate that Demske could call upon his "decades of operating expertise in the wheel house as a pilot" to place his personal touch on the new fleet of tug boats. "Captain Jim's signature is on each and every boat delivered, and I can say without hesitation that it is a gold standard," Hughes said.

As a result, Vane has been able to offer its customers — the world's major oil companies — the most up-to-the-minute technology in petroleum transport. 🌐

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## For 20 Years, Seabridge Has Been Making Cargo Connections From Baltimore To The World

BY BLAISE WILLIG

**S**eabridge's story is one of home-grown values and hometown pride.

"We have no strong aspirations to become a regional or national entity," explained Vern Martin, Seabridge International Inc.'s President and CEO. "We are quite pleased right here in Baltimore, handling our loyal customer base. And knowing that a portion of our job has a positive financial impact on the state of Maryland and its citizens is rewarding."

But from the company's South Conkling Street headquarters, Seabridge certainly gets around. During 20 years of doing business, the family-owned international logistics company has moved Roll-On/Roll-Off (RO/RO) commodities and other freight to and from countless countries on every continent. "Over the years, we have been fortunate enough to handle a myriad of cargos," Martin said. "We have sent rail cars on ships, boats on trailers, motorcycles in containers and even school buses to missions in Africa. We once moved an 85-ton transformer from the United Kingdom to UCLA on a door-to-door basis.



*In front of the Seabridge office: From left, Jennifer Purkins, Mike Albi, Ron Albi, Vern Martin, Dee Dee Chivaler and Danielle Smeehuizen. Inset, Martin and Chivaler with a motor home.*



BILL MCALLEN

We have arranged full 747 freighter aircraft charters and have also air freighted vehicles internationally."

The Maryland Port Administration (MPA) has had a front-row seat for many of Seabridge's activities. "It's always good from a Port perspective to have customers that are basically born out of the Port

become so successful," said MPA Trade Development Manager Cynthia Burman. "Seabridge has really found a niche, and both the partnership with the Port and the business itself continue to grow stronger."

Recently, Seabridge has been arranging worldwide transportation for large volumes of motor homes, travel trailers, campers

and mobile dressing rooms for movie stars. Each move has required careful planning. "Expedient and efficient shipping schedules must be arranged to get the product to destination timely," Martin said. "During this process, we must rely on and monitor manufacturing schedules, professional drivers, terminal operators, steamship lines, our network partners abroad, foreign governments and virtually everyone involved in the transportation chain of our cargo."

A shipment of eight units moved through the Port of Baltimore's Mid-Atlantic Terminal (MAT) in late May, followed soon after by approximately 20 more units that made their way onto Wallenius Wilhelmsen Logistics (WWL) vessels.

The company expects to maintain and grow that volume. But this type of business is really nothing new for Seabridge: The company has been making all kinds of successful cargo connections for two decades.

## Finding A Niche

With "a handful of small accounts" and valuable input from former Export Manager (now Seabridge Vice President) Ron Albi, Martin opened the company's doors on April 1, 1991. "We positioned ourselves in a niche market and attacked the business aggressively," recalled Martin, who is also a licensed customs broker.

With a feeling of hometown pride in everything it did — whether handling household goods and personal effects or heavy machinery and construction equipment — Seabridge built its business using the same philosophy it continues to follow today. "We treat our shipments like they are our own," Martin explained. "Our staff continually strives to be well-informed on all current regulations, trade agreements and laws that impact our customers."

Seabridge's professional transportation management team also conducts business with a personal touch. According to Martin,

"Even though we employ state-of-the-art electronics, interface platforms and the latest technology, our business phones are still answered by real people capable of helping companies and individuals wade through the complex world of international trade and transportation."

The company has developed important local ties with the likes of Hoegh Autoliners, K Line, WWL and ACL, not to mention MAT, Ports America, federal agencies and many local trucking companies.

Seabridge is also happy to be doing a steady business through the Port of Baltimore... It's hometown pride, after all — with a large helping of homegrown values.

"Over recent years, Baltimore has become known as a growing port and currently enjoys an excellent reputation throughout the industry," said Martin, adding that the Port's location is extremely convenient. "It's a direct port of call for most international destinations." 🌐



CAPTAIN KEVIN CUCILOTTA, AMP

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BY SARAH GREENBERG

**W**idely recognized for a quirky advertising campaign that features founder Bob Kaufman rendered in Claymation, Bob's Discount Furniture has developed an enthusiastic following among consumers in the New England area and other parts of the U.S. East Coast. While continuing to expand, Bob's relies on the Port of Baltimore to move cargo, allowing the company to champion its philosophy of quality and convenience to a broader audience.

Bob's story begins in 1976, when Kaufman suffered a motorcycle accident and was advised to use a waterbed during his recovery. Kaufman so enjoyed the comfort of the waterbed that he felt compelled to share its benefits with other consumers. In 1982, he bought a small amount of space in five different Wholesale Furniture stores throughout Connecticut and experienced

continued growth into the late 1980s.

When the popularity of waterbeds started to wane, Kaufman partnered with Wholesale Furniture owner Gene Rosenberg, purchased a space in Newington, Conn., and opened the first Bob's Discount Furniture Store. Today, 42 Bob's stores are found throughout New England, New Jersey, New York, and most recently, Virginia and Maryland. (A Hyattsville, Md., store that opened in May created 120 jobs in the local community.)

According to Senior Vice President of Operations Steve Caprario, Bob's relationship with the Port of Baltimore is strong and growing. The company uses global shipping carriers such as Shanghai Yantin, Evergreen and Mediterranean Shipping Company (MSC), which have direct service. "As the Port expands," said Caprario, "there will be more direct service, which will allow us to utilize the Port even more."

Bob's imports about 10,000 containers per year through East Coast ports, and maintains a "consistent flow of goods

into Baltimore," according to Caprario. The company uses 40 high-capacity containers (HCs) to carry its freight through the Port, "which mostly consists of upholstered and dining furniture."

Charles McGinley, a Maryland Port Administration (MPA) Trade Development representative, noted that Bob's began utilizing the Port in 2010 when the chain opened a distribution center in Perryman, Md. As the retail giant continues building its presence in Maryland, Delaware and Pennsylvania, "their container imports into the Port will continue to grow," McGinley said. "The Port greatly values this relationship with Bob's and hopes we both are successful in the future as their expansion continues in the mid-Atlantic."

Caprario appreciates the Port's proximity to the Perryman distribution center and the new Maryland and Virginia retail locations. "We're very happy with the customer traffic we've had in both stores," Caprario said. "We're excited about being in a new market with a new distribution center." 🌐

## AT-A-GLANCE



➤ The first Bob's Discount Furniture opened in 1990 in a new 8,000-square-foot space in Newington, Connecticut.

➤ 42 stores are located throughout Maryland, New England, New Jersey, New York and Virginia.

➤ The Bob's Discount Furniture Charitable Foundation and Bob's Outreach program support hundreds of nonprofit organizations, particularly the American Red Cross and numerous child-focused charities.

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## TED BOUDALIS — High-Quality Autos Are A Calling for Mercedes-Benz Manager

Ted Boudalis is manager of the 105-acre Mercedes-Benz Vehicle Processing and Distribution Center at the Port of Baltimore's Fairfield Auto Terminal. He heads a team responsible for the distribution, quality control and accessories installation of Mercedes-Benz and Smart passenger vehicles for Mercedes-Benz, USA (MBUSA), as well as BMW and Mini Coopers for BMW USA. The high-end Mercedes-Benz imports then head for 174 dealerships spanning 27 states.

How Boudalis got to this point at the relatively young age of 32 is no mystery. "I came into the maritime industry following in my father's footsteps," he said, noting how his father (also Ted Boudalis) worked for several other automotive companies at the Port of Baltimore and elsewhere. "I spent my years as a child tagging along to work with my dad whenever I could, thereby getting to know how auto processing worked at a very young age. The allure of the auto business stuck with me out of the simple

BY MERRILL WITTY | Photography By Kathy Bergren Smith

pleasure I get just being around cars — and being around the best cars makes it easy.”

Boudalis got his industry start with MBUSA 12 years ago in Los Angeles, after graduating with a business management degree from Cal State Fullerton.

MBUSA signed a 20-year lease with the Port of Baltimore in 2004; the facility currently has 76 MBUSA employees on-site, as well as using third-party temporary labor and contractors to perform certain work. “In total, we operate with approximately 120 persons on-site everyday,” Boudalis said.

The White Marsh resident, recently married, is enthusiastic about his Baltimore assignment, saying, “Working with the Maryland Port Administration is great; (MPA Executive Director) Jim White and his team are always incredibly helpful and supportive. The MPA team always makes us feel like partners when working on our various projects together.”

Likewise, Boudalis has made quite an impression on the MPA. “I’ve worked with a lot of auto processors, and Ted is really second to none when it comes to running a processing center,” White said. “He meets the needs of Mercedes and their customers. If you didn’t know how old he is, you’d think this is something he’d been doing for 20 years!”

The Mercedes vehicle processing center is a natural fit with the Port of Baltimore because, according to Boudalis, “Mercedes-Benz produces the highest-quality vehicles, and that goes hand-in-hand with having the best people and the right facilities.”

He added, “Baltimore provides a good location for Mercedes-Benz in that it allows us to be positioned in between several of our major markets: New York, Philadelphia, and Washington D.C., while also allowing us to effectively deliver our vehicles to the Midwest and central United States.”

Never one to stray far from his love for automobiles, Boudalis said he spends his free time “at weekend races, participating in road rallies, riding motorcycles and working on cars just for fun.” ☺

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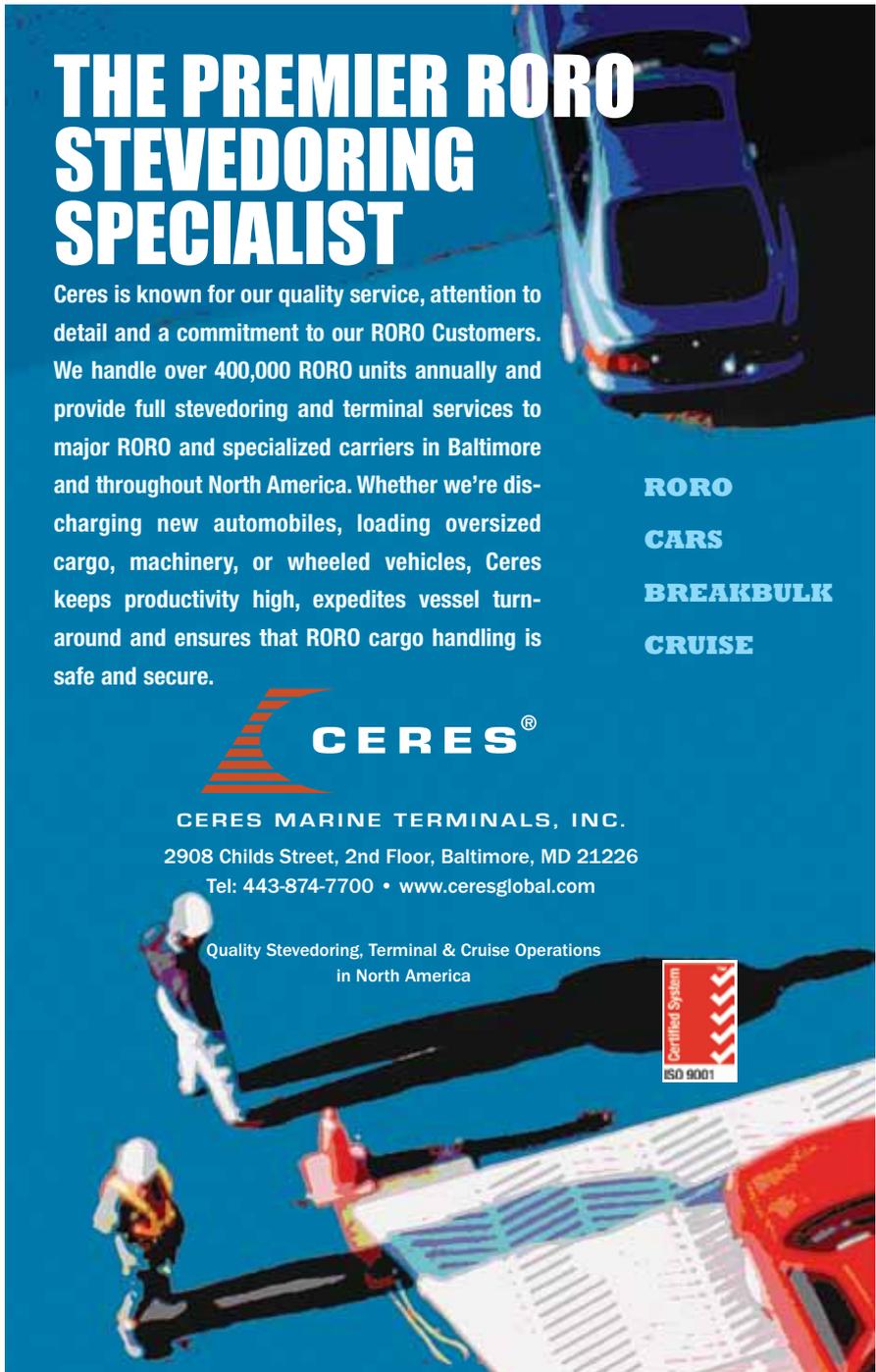


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2908 Childs Street, 2nd Floor, Baltimore, MD 21226

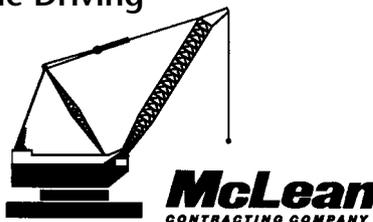
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PHOTOGRAPHY BY BILL MCALLEN

## MSC *Sindy* Makes a Big Entrance at Seagirt

Flying the flag of Panama, the huge container vessel *MSC Sindy* recently made her first trip to the Port of Baltimore. At 45.6 meters wide and 336.67 meters long, the *Sindy* is one of the largest container ships ever to stop at the Seagirt Marine Terminal.

The *Sindy* arrived just a couple of weeks after the similarly dimensioned *MSC Bruxelles* ushered in a new era of larger vessels calling on the Port. Both ships can carry approximately 9,178 TEUs.

**Agent:** On Deck Services

**Stevedore:** Ports America

**Towing:** Moran Towing of Maryland



*Celebrating the arrival of the MSC Sindy were, from left, Ports America's Bayards Hogans, Capt. Saverio Maresca, Chief Mate Salvatore Gargiulo, MPA's Cynthia Burman, MSC's Marco DiCasagrande and MSC's Mauro Dal Bo.*



*On hand for the BBC Maryland's arrival at the Port of Baltimore were, from left, 2nd Mate Vitaly Kazachenko, Terminal Shipping Company's Richard Lynch, Capt. Igor Dotsenko, MPA's Cynthia Burman, John Manzari of Canton Marine Terminal and BBC Port Capt. Richard Jamison.*



## A Ship Called *Maryland* Comes to Baltimore

A new meaning for the old expression "ship of state" was recently realized when a ship named *Maryland* called on the state that is its namesake. The 138-meter-long *BBC Maryland*, completed last year and registered in Antigua and Barbuda, arrived at the Port of Baltimore's Canton Marine Terminal in late July.

The *BBC Maryland* is believed to be the first cargo vessel named after the state. But a 32,600-ton battleship, the *USS Maryland*, was commissioned 90 years ago. In 1940, the ship's base was changed from California to Pearl Harbor, Hawaii, and the vessel survived the Japanese bombing a year later with minor damages.

**Agent:** Terminal Shipping Company

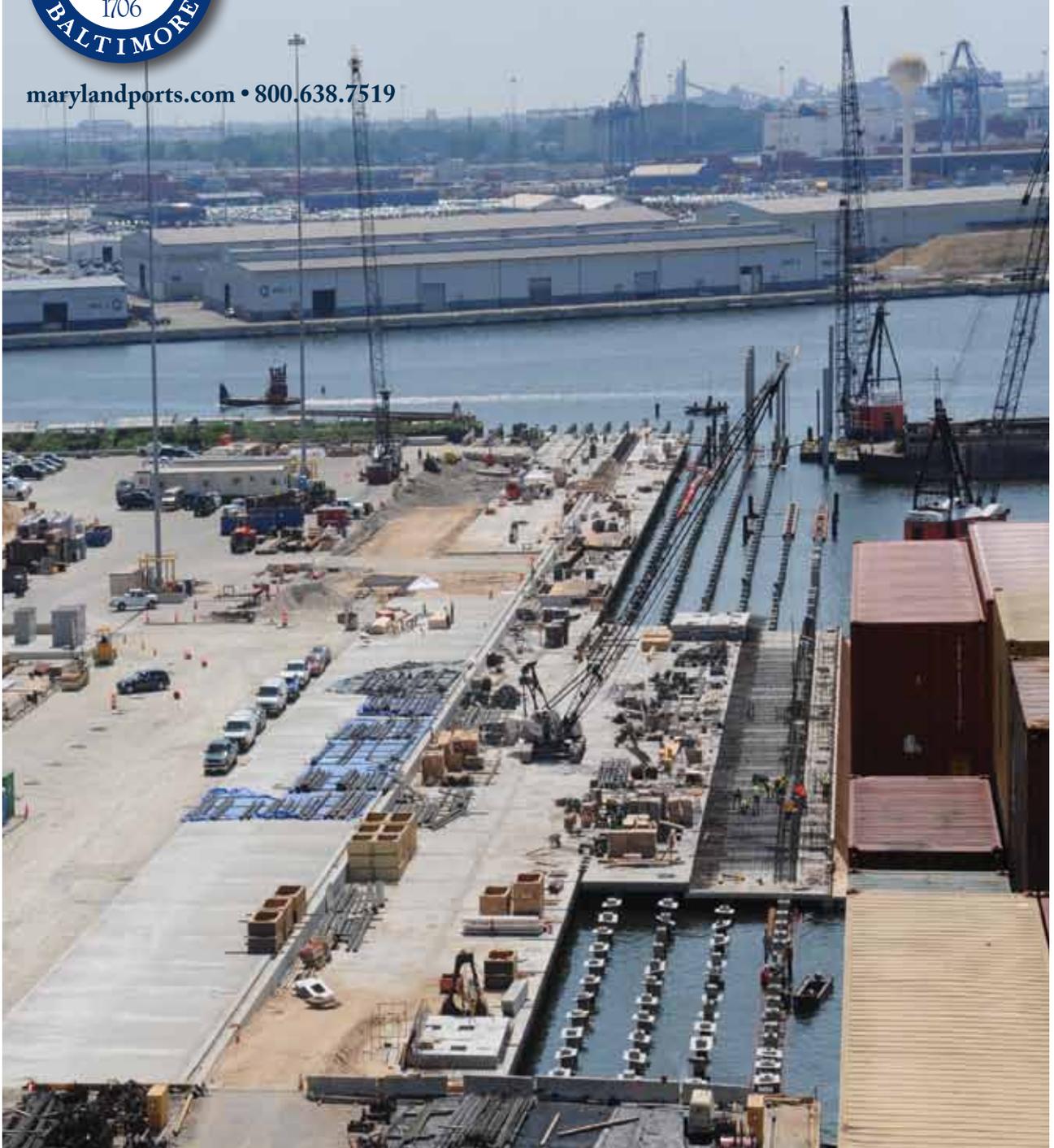
**Stevedore:** Ruxton Services

**Towing:** Moran Towing of Maryland



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The Port of Baltimore will complete construction on a new 50-foot container berth in 2012. This will make Baltimore only the second port on the U.S. East Coast able to handle some of the largest ships in the world and put it in a good position to accommodate additional business following the Panama Canal expansion. The berth will be 1,200 feet long with four super Post Panamax cranes. Fifty feet of water depth with no air draft restrictions in the third largest and one of the most affluent consumer markets in the country. Baltimore also has seamless East Coast and Midwest highway connections. Let us know today how the Port of Baltimore can help you tomorrow.

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## Intermodal Container Carriers

**A**n elaborate intermodal network links the Port of Baltimore to the rest of America. The following list of intermodal container carriers serving the Port has been provided by the Maryland Motor Truck Association.\*

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

*The information in these listings was furnished to the Maryland Port Administration by the Maryland Motor Truck Association (MMTA), a non-profit, member-driven trade organization that has been serving Maryland's commercial trucking industry since 1935. For more information about the MMTA, please visit [www.mmtanet.com](http://www.mmtanet.com).*

*This list is not intended to include every carrier that calls on the Port. The Maryland Port Administration and Media Two assume no responsibility for errors, inaccuracies or omissions.*

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

*\*Look for additional listings beginning on page 40.*

### A & S Intermodal Operations

3100 Mertens Ave.  
Baltimore, MD 21224  
410-342-1562

### A. H. Gardner & Son Company

2207 S. Newkirk St.  
Baltimore, MD 21224  
410-631-7200

### Aggregate Industries

6401 Golden Triangle Dr., Ste. 400  
Greenbelt, MD 20770  
301-982-1400

### Apollo Transportation Specialist, Inc.

4301 Eastern Ave.  
Baltimore, MD 21224  
410-563-7400

### Belt's Intermodal Corporation

410-633-6935  
[www.beltslogistics.com](http://www.beltslogistics.com)

### Belt's Transportation Services, Inc.

**949 Fell St.  
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410-342-1111  
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### Bull's Trucking, Inc.

8111 Rosebank Ave.  
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410-285-5202

### Bunie Veney

3704 Parkside Dr.  
Baltimore, MD 21206  
443-468-8180

### Carroll Independent Fuel Co.

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### Certified Packaging & Transport, Inc.

10305 Guilford Rd.  
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301-604-2147

### Collington Services

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Upper Marlboro, MD 20774  
301-430-6657

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602 Churchill Rd.  
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73 South Gotwalt St.  
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800-537-9323

### Daniel Levere

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Joppa, MD 21085  
410-679-0881  
[www.hartmantrucking.com](http://www.hartmantrucking.com)

### Davis Ship Service, Inc.

1400 E. Clement St.  
Baltimore, MD 21230  
410-625-2672

### Den-El Transfer, Inc.

3100 Mertens Ave.  
Baltimore, MD 21224  
410-342-1562

### Drenning Trucking, LLC

555 Old Oak Rd.  
Severn, MD 21144  
443-324-5189

### E. Stewart Mitchell, Inc.

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Baltimore, MD 21225  
410-354-0600

### Eagle Systems, Inc.

539 N. Dean St.  
Baltimore, MD 21205  
410-631-5772  
[www.eaglegroup.com](http://www.eaglegroup.com)

### Evan Transportation System, Inc.

4800 Belle Grove Rd.  
Baltimore, MD 21225  
443-673-3365

### Farruggio's Express, Inc.

1419 Radcliffe St.  
Bristol, PA 19007  
215-788-5596  
[www.farruggio.com](http://www.farruggio.com)

### Fort Myer Construction Corporation

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202-636-9535

### Freight Services Company

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[www.firstcoast.net](http://www.firstcoast.net)



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**Keith Lambert**  
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Severn, MD 21144  
410-969-2323

**Lightning Transportation**  
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Hagerstown, MD 21741  
800-233-0624

**Logan Trucking, Inc.**  
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Centreville, MD 21617  
410-758-0784

**Marex Corporation**  
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Baltimore, MD 21221  
410-238-4057

**N.C. Leasing, Inc.**  
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Baltimore, MD 21222  
410-388-0322  
[www.cargocareinc.com](http://www.cargocareinc.com)



**O. S. T. Trucking Co., Inc.**  
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Baltimore, MD 21237  
410-866-7700  
[www.osttrucking.com](http://www.osttrucking.com)



**Overflo Trucking, Inc.**  
3010 Nieman Ave.  
Baltimore, MD 21230  
410-646-5200

**Phillips Foods, Inc.**  
1215 E. Fort Ave.  
Baltimore, MD 21230  
443-263-1200

**Picorp, Inc. Baltimore**  
6508 E. Lombard St.  
Baltimore, MD 21224  
410-633-7800  
[www.picorpbalt.com](http://www.picorpbalt.com)



**Platinum Services**  
6620 Amberton Dr., Ste. A  
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[www.termcorp.com](http://www.termcorp.com)

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410-282-4200  
[www.tptransportation.com](http://www.tptransportation.com)

Treasure's Trucking, LLC  
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Baltimore, MD 21230  
443-806-6317

Truck USA Direct, Inc.  
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Essex, MD 21221  
443-469-6843

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Vendetti & Sons, LLC  
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Abingdon, MD 21009  
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Vessel Operations, Inc.  
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VMW Express, LLC  
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White Marsh Transport, Inc.  
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Rosedale, MD 21237  
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Will Chase & Son, Inc.  
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443-527-1832

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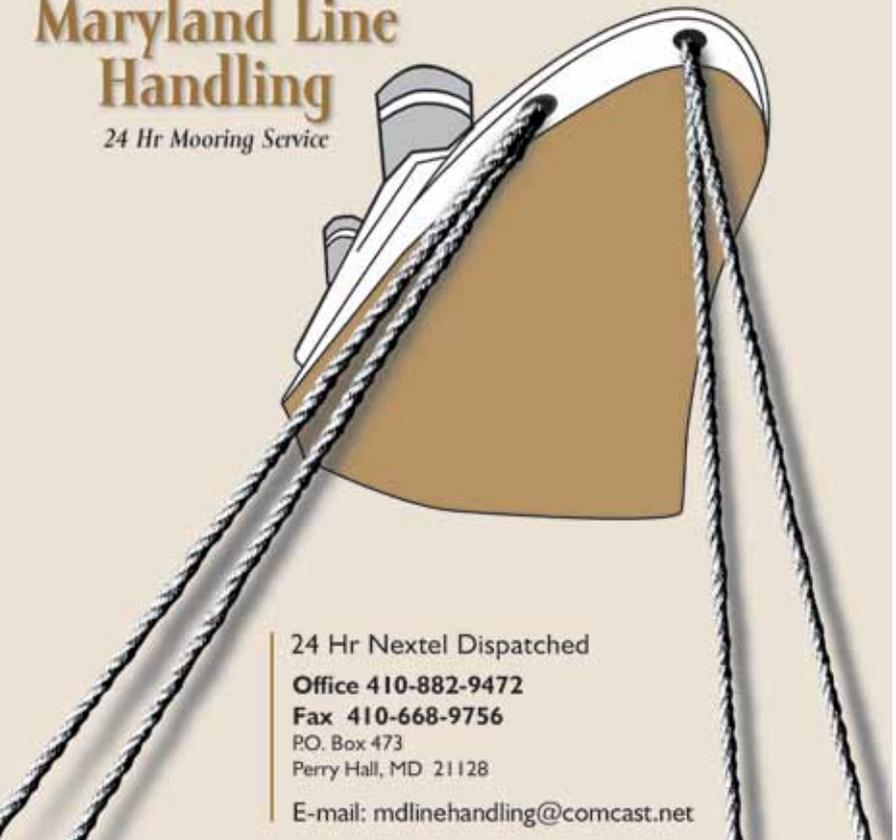
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The following companies are listed on the Port of Baltimore Directory website under the "Trucking & Transportation Logistics" category. Any companies that do business with the Port of Baltimore are encouraged to submit a free listing by going to the Port of Baltimore Directory website.

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

*This is not intended to be a comprehensive list. The Maryland Port Administration and Media Two assume no responsibility for errors, inaccuracies or omissions.*

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**Ace Logistics**  
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**American Transport Systems**  
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**Argosy Transportation Group, Inc.**  
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 www.jagtrux.com

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**www.kbstrucking.com**



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 www.keentransport.com

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 800-233-1906  
 www.kinardtrucking.com

**KMX International**  
**2nd & Grand Streets**  
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**www.kmxintl.com**



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 www.loadmatch123.com

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 St. Charles, MO 63301  
 636-724-6900  
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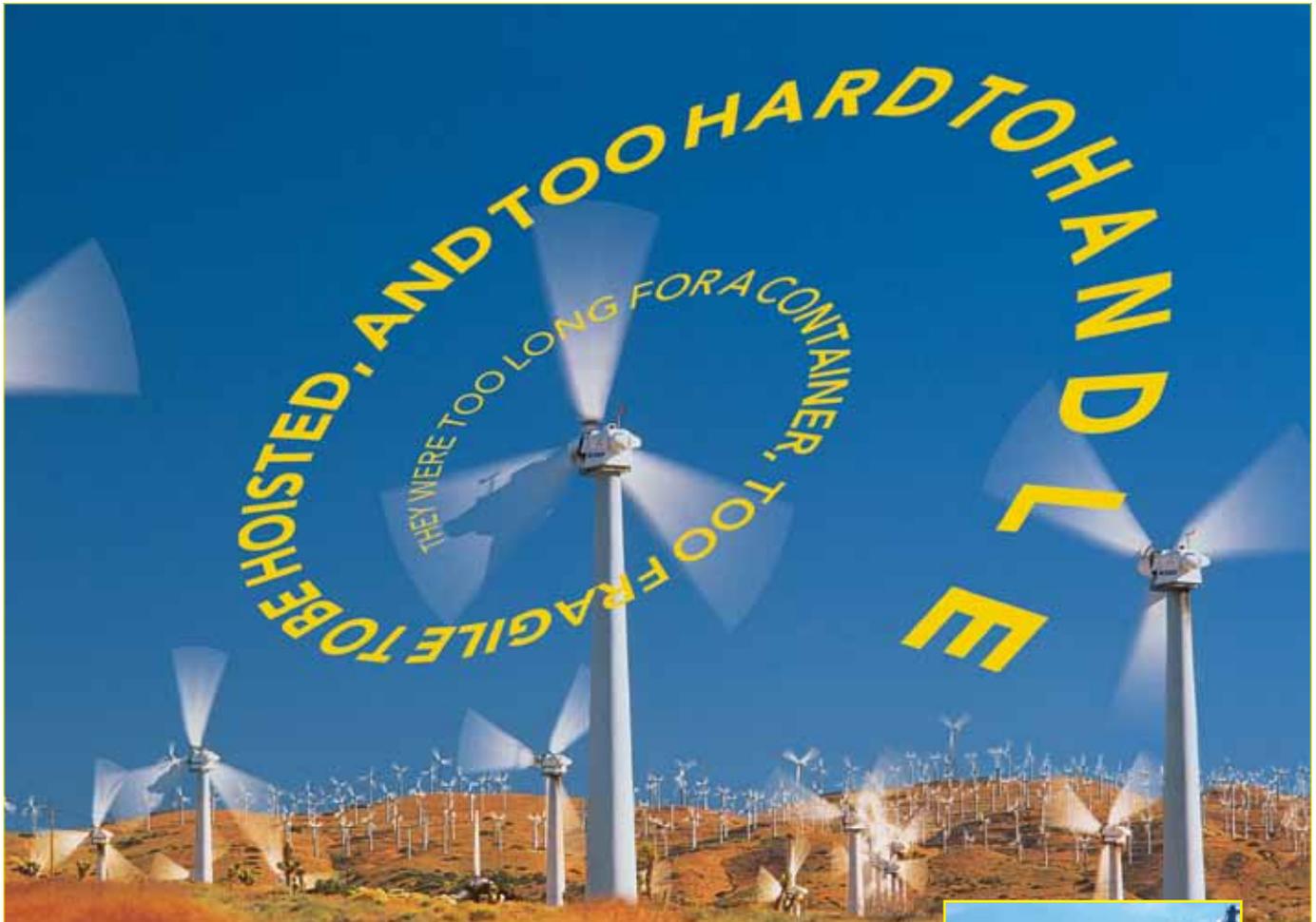
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