

# Roll On / Roll Off



Maryland Port Administration

The Port of Baltimore

# Roll On / Roll Off Cargo

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# Strategic Location

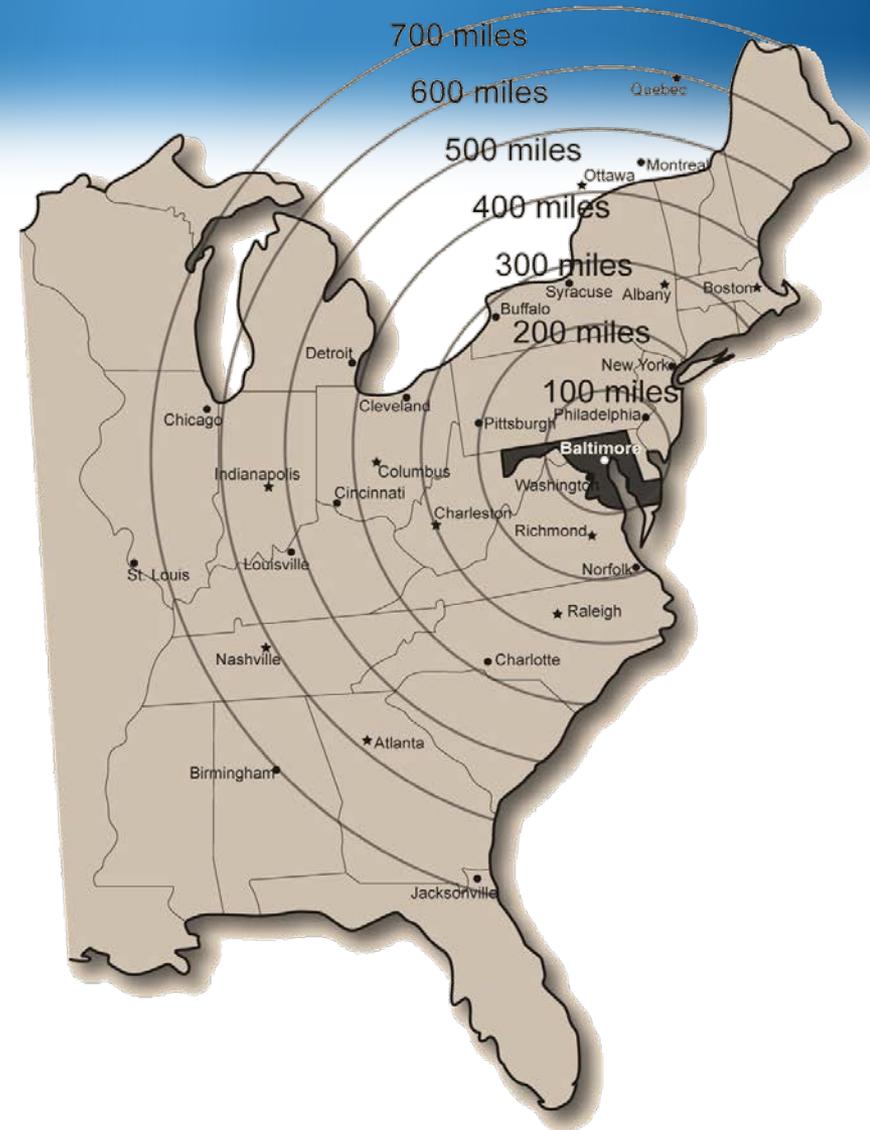
# Roll On / Roll Off Cargo

Strategically located 150 miles further inland than any other Mid-Atlantic Port.

With high transportation costs, our inland location provides a tremendous cost advantage.

The Port of Baltimore's Public and Private Marine Terminals are located just minutes from Interstate 95, the East Coast major north-south corridor, and I-70, the East-West connection.

Your cargo will reach 1/3 of the U.S. population and the industrial heartland in just an overnight drive from The Port of Baltimore.



# Truck Mileage Comparison

To/From	Baltimore	Philadelphia	New York	Norfolk	Savannah	Houston
Pittsburgh, PA	224	292	386	386	659	1,337
Parkersburg, WV	314	397	497	424	599	1,122
Buffalo, NY	347	356	372	544	857	1,387
Cleveland, OH	350	418	475	513	752	1,211
Columbus, OH	391	460	551	535	656	1,094
Cincinnati, OH	497	566	657	598	625	996
Detroit, MI	503	571	631	665	817	1,209
Indianapolis, IN	561	630	721	699	755	970
Louisville, KY	598	667	758	641	613	915
Chicago, IL	673	741	801	835	868	1,049
Milwaukee, WI	759	827	887	921	944	1,114
St. Louis, MO	795	864	955	900	789	787
Des Moines, IA	990	1,058	1,118	1,150	1,053	935



# 2014 Records / Accomplishments

## **Port of Baltimore Economic Impacts:**

1. 33,920 jobs in Maryland (13,650 direct jobs)
2. Nearly 3.0 B in personal wages and salary
3. 310M in state and local tax revenues

## **Cargo Data – 2014 Maryland Port Administration:**

1. MPA General Cargo : 9.7 M tons
2. POB Automobiles : 793,000 units
3. MPA Total Containers : 484,410 (770,139 TEU's)

## **Port of Baltimore National Port Rankings for 2014 Int'l Cargo:**

- 1<sup>st</sup> in Automobiles/Light Trucks
- 1<sup>st</sup> in Ro/Ro Cargo (farm & construction)
- 1<sup>st</sup> in Imported Sugar, Imported Forest Products, Imported Aluminum
- 3<sup>rd</sup> in Exported Coal
- 9<sup>th</sup> in Overall Foreign Cargo Value (52.3 B)
- 13<sup>th</sup> in Overall Foreign Cargo Tonnage (29.5 M tons)



# Terminals

# Dundalk Marine Terminal

## Infrastructure

- 13 berths
- 9 container cranes
- 2 heavy lift mobile harbor cranes up to 300 MT lifts
- Direct rail access via Norfolk Southern
- Largest and most versatile general cargo handling facility in the Port of Baltimore 570-acres (230 ha)
- Just minutes from the I-95 corridor and I-695 Beltway

## Commodities

- Automobiles
- Farm, construction and other Roll-on/Roll-off (Ro/Ro)
- Breakbulk & Project cargo.
- Containers
- If it moves on a vessel, Dundalk can handle it.

## Terminal Operators

- Ports America
- Mid Atlantic Terminal (MAT)
- Ceres Marine Terminals



# Masonville and Fairfield Terminals

## Fairfield Terminal

- Specialized terminal for import, export and processing of automobiles. Developed land for autos consisting of 36 acres with one 832 ft berth. Trucks are loaded at a truck away area outside fenced area or within terminal. 45,000 sq ft vehicle processing buildings on site and a CSX Transportation rail spur is adjacent.

## Masonville Terminal

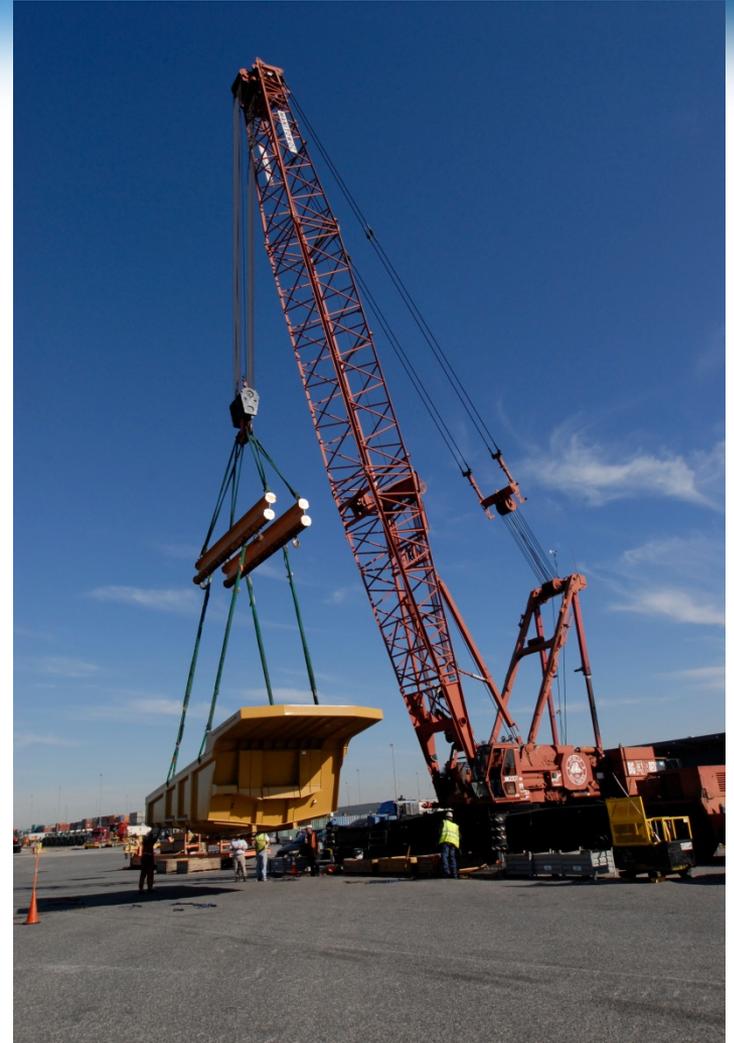
- Specialized terminal for import, export and processing of automobiles consisting of 61 acres. Trucks are loaded at a truck away site inside of terminal. Masonville is adjacent to Pier 4 berth with a CSX spur on site that can receive up to 21 railcars. The facility provides 100,000 sq ft for office space and vehicle processing.



# Cargo Handling

# Cargo Handling

Located on Dundalk Marine Terminal “Big Red” – a Manitowoc M250T with a boom length of 51 meters and a lifting capacity of 201.3 MT standard roll trailer /187.7 MT for railroad lift.



# Cargo Handling

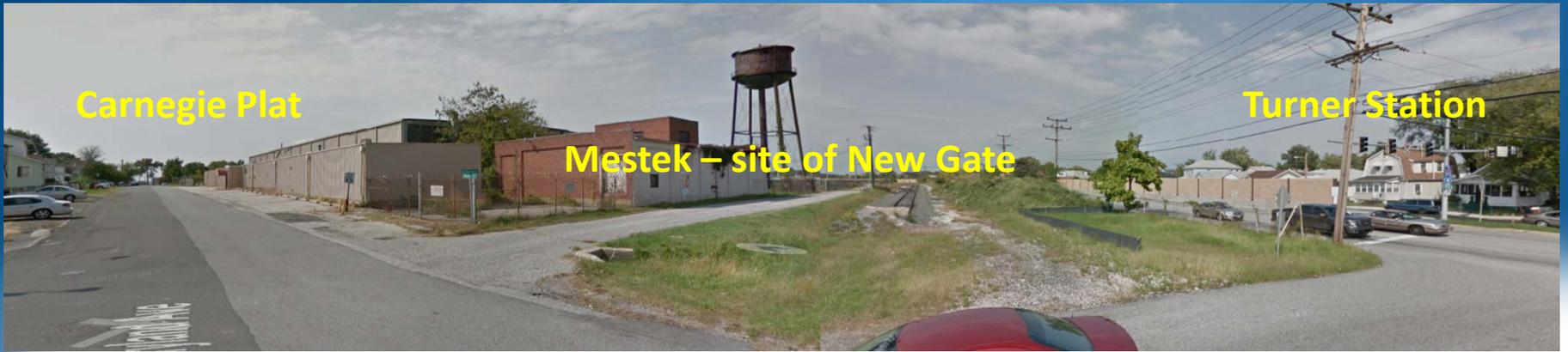
Also Located on Dundalk Marine Terminal “Yellow” – a Manitowoc GROVE GMK 7550 heavy-lift crane 182.11 MTons lifting capacity with 7 meter reach boom.



# Dundalk "Back Gate"

- Currently over-dimensional loads must travel through Baltimore City to access the Interstate Highway system, due to load limits on bridge structures
- A proposed new Dundalk "Back Gate" at our "Mestek" site will allow quick access to 695
- Oversize cargo going to Dundalk cannot cross the Colgate Creek Bridge or the bridge over Norfolk Southern rail tracks
- A new Dundalk "Back Gate" at the Mestek site will reduce community impact overall
- This gate will benefit hauling companies with county permit regulations and police escorts
- Demolition is expected to begin Summer 2015





Carnegie Plat

Mestek – site of New Gate

Turner Station



Artist Rendering of New Gate

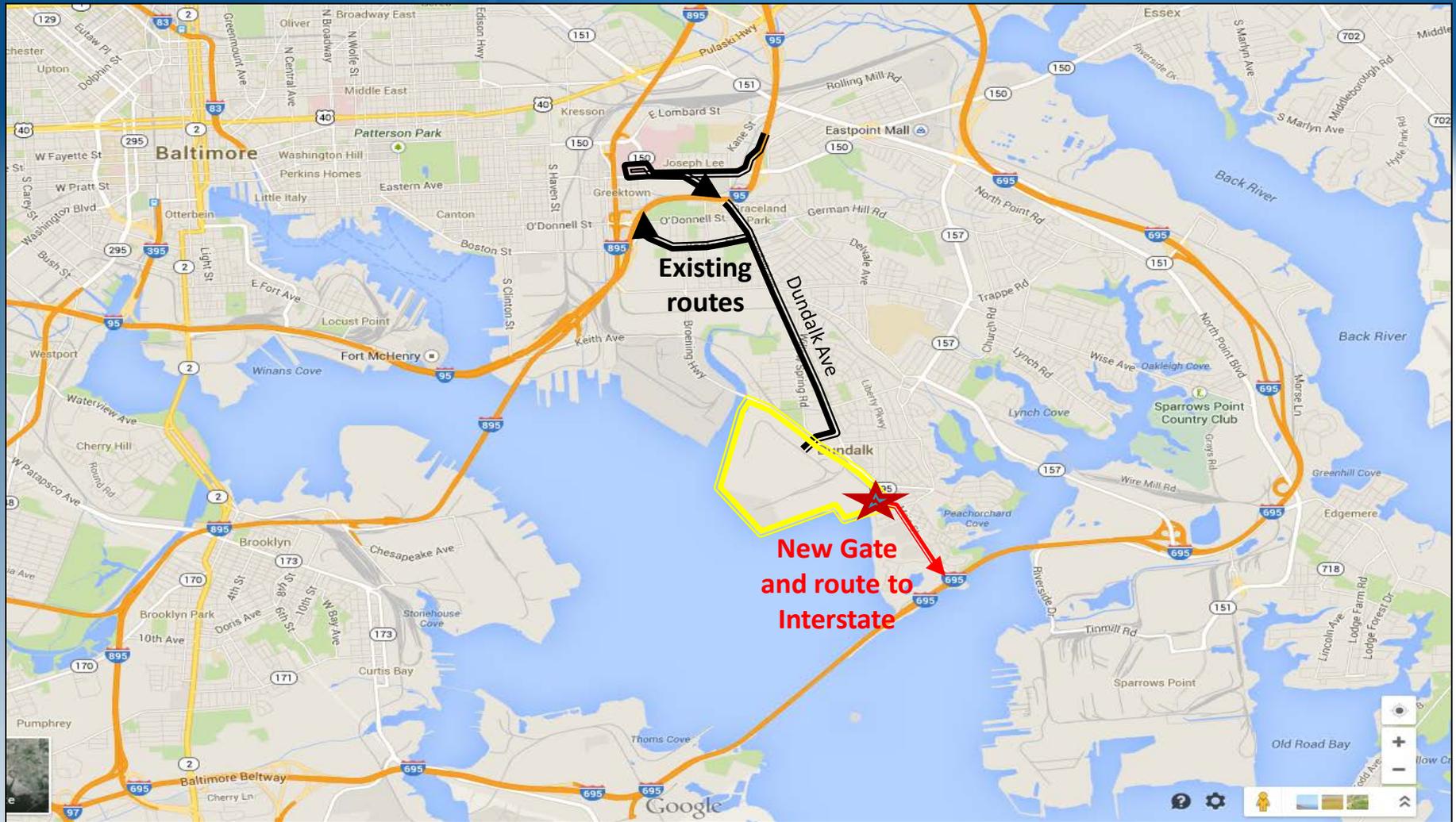


Turner Station

Carnegie Plat



# Dundalk "Back Gate"





# TIGER Project at Fairfield (\$30M + \$10M):

- 1.Fill Wet Basin & Develop Terminal
- 2.Extend Rail to Fairfield and new Berth
- 3.Widen Seagirt Access Channel



\$10M USDOT Grant



# Manufacturers

# Port of Baltimore Manufacturers

- Agco – Challenger, Fendt, Gleaner, GSI, Massey Ferguson, FUSE Technologies, Valtra
- Astec – Dillmann,
- Case New Holland – Steyr, IVECO, Magirus, FPT, Heuliez Bus
- Caterpillar
- Claas - Lexion
- Doosan
- Grove – Manitowoc
- John Deere
- JLG - Osh Kosh
- Krone
- Komatsu
- Kubota
- Mahindra & Mahindra
- McCloskey
- Ponsse
- Terex – Power Screen, Genie, Fuchs, Demag
- Wirtgen - Voegelé, Hamm, Kleenman
- Volvo



# Port of Baltimore Manufacturers



Quality

# Quality Cargo Handling Action Team (QCHAT)

- The Port of Baltimore (POB) is setting the standard for global quality and excellence in Ro/Ro and Automobile handling. This level of success is being achieved through the Maryland Port Administration (MPA) Quality Cargo Handling Action Team (QCHAT)
- QCHAT is a service provided by the MPA to protect the quality of maritime related cargo since 1997. QCHAT and the Port of Baltimore collaborated all elements of port industry and labor to identify and implement quality focused handling practices to prevent damage to any cargo and maintain the highest level of cargo quality
- 45 specific quality factors are divided into six major categories; proper work attire, behavior, procedural training, vessel terminal operations, processor/terminal operations, and product needs
- Monthly POB QCHAT meetings including representatives from steamship lines, railroads, manufacturers, stevedores, processors, longshoremen, and terminal operators to identify, analyze, and coordinate cargo handling practices for RoRo and automobile cargo
- The goal for QCHAT is; (1) structured team discussions to identify indicators to measure performance quality (2) data collection to assess performance, and (3) regular team review of this data



# Ro/Ro Rodeo

- The Ro/Ro Rodeo is an annual two day event to reinforce the safe operation and handling of manufacturer's equipment
- Approximately 200 men and women of the local labor force receive instruction each year. Supported by major manufacturer's that call the Port of Baltimore, the goal is to eliminate damage to cargo and improve safety and quality handling of the cargo



# Ro/Ro Rodeo



# Service Coverage

# Port of Baltimore Ocean Carriers

## Ro/Ro Breakbulk Carriers

American Roll-On Roll-Off Carriers

Atlantic Container Lines

Atlantic Ro/Ro Carriers

Bahri (National Shipping Company Saudi Arabia)

Canada States Africa Line

Hoegh Autoliners

NYK

K-Line

Mitsui O.S.K. Lines

Nordana Line

NYK Bulkship

Grimaldi Lines

Wallenius Wilhelmsen Logistics

***\*Please Note- Additionally many charter vessels call at the Port of Baltimore on an inducement basis***



# Port of Baltimore Ocean Carriers

## Trade Lanes served- North Europe/Russia

- Atlantic Container Lines (ACL)
- CSAV
- Hapag Lloyd
- Hoegh Autoliners
- “K” Line
- Mitsui OSK Line (MOL)
- NYK Bulkship
- Spliethoff Lines
- Wallenius Wilhelmsen Logistics (WWL)



# Port of Baltimore Ocean Carriers

## Trade Lanes served- Mediterranean

- Atlantic Container Lines (ACL)
- CSAV
- Hoegh Autoliners
- “K” Line
- Bahri (National Shipping Co. of Saudi Arabia NSCSA)
- Nordana Lines
- NYK Bulkship



# Port of Baltimore Ocean Carriers

## Trade Lanes served- Middle East/India Subcontinent

- CSAV
- Hoegh Autoliners
- “K”Line
- Bahri (National Shipping Co. of Saudi Arabia NSCSA)
- NYK Bulkship
- Willenius Wilhelsen Logistics (WWL)



# Port of Baltimore Ocean Carriers

## Trade Lanes served- Australia/New Zealand

- Mitsui OSK Line (MOL)
- Wallenius Wilhelmsen Logistics (WWL)



# Port of Baltimore Ocean Carriers

## Trade Lanes served- West Africa/South Africa

- Canada States Africa Line (CSAL)
- CSAV
- EUKOR Car Carriers
- Gimaldi Lines
- Hoegh Autoliners
- Mitsui OSK Line (MOL)
- Safmarine
- Sallaum Lines



# Port of Baltimore Ocean Carriers

## Trade Lanes served- Asia

- EUKOR Car Carriers
- Hoegh Autoliners
- “K” Line
- Mitsui OSK Line (MOL)
- Grieg Star Shipping
- NYK Bulkship
- Wallenius Wilhelmsen Logistics (WWL)



# Port of Baltimore Ocean Carriers

## Trade Lanes served- Mexico/South America

- CCNI
- CSAV
- Gearbulk Shipping
- Grieg Star Shipping
- “K”Line
- Mitsui OSK Line (MOL)
- NYK Bulkship
- SC Line (SC Line USA)
- Westfal-Larsen
- Wallenius Wilhelmsen Logistics (WWL)



# POB is an Environmental Leader

More than the familiar tag of reduction in carbon footprint

Committed to sustainability which includes:

- Maintaining and protecting the environment

- Community outreach and partnerships

- Fostering and maintaining successful business environment

A true Port of Baltimore effort, not just MPA



# Summary

- The Port of Baltimore is always looking for innovative ways to satisfy our customers with value added services customized to the specific needs. The Port of Baltimore's emphasis on quality ensures that cargo is handled safely and gets to its destination efficiently
- The Port of Baltimore has the expertise in handling all types of roll on/roll off cargo and offers; the inland advantage, first class facilities, specialized ocean carriers, Two Class 1 Railroads, close proximity to major highway systems and quality service which makes the Port of Baltimore the first choice for Roll On / Roll Off cargo
- The recently developed Fairfield terminal will have direct rail discharge access in the near future for roll on / roll off cargo
- Baltimore's inland advantage provides the most cost-effective and efficient supply chain routing for the Mid-Atlantic region, the Mid-West and beyond



# Questions??

Joseph Marecki

Business Development-RoRo / Sales and  
Marketing

Maryland Port Administration

[jmarecki@marylandports.com](mailto:jmarecki@marylandports.com)

410 385 4453