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The Baltimore Business Journal

# Maryland Port Administration's pact with UPM-Kymmene to create 120 jobs

Baltimore Business Journal - by [Scott Dance](#) Staff

Maryland's **deal with Finnish paper maker** UPM-Kymmene will guarantee 3.2 million tons of cargo over 10 years and create 120 new jobs at the Port of Baltimore.

The contract, which Gov. Martin O'Malley ceremonially signed Thursday, strengthened the **Maryland Port Administration's** growing forest products at the state-owned South Locust Point terminal.

It included construction of a 300,000-square-foot custom-built warehouse and was the second such deal this year, capping a strong 2008 for port business. Baltimore's port ranks first nationally in forest product imports, which totaled about 15 percent of total cargo tonnage in 2007.

The MPA signed a similar contract with another Finnish paper company, M-real, earlier this year and built that company a 215,000-square-foot warehouse. It also signed a 10-year shipping agreement with container shipping company **Evergreen Marine** this summer.

"We're very excited about it," MPA Executive Director James J. White said in an interview. "What's nice about this deal is when you have [a contract with] the manufacturer, you know you're going to get the product and you know you're going to have them long-term."

Most other contracts are with stevedores, who act as middlemen between the shipper and the port terminal, White explained. The shipper signs a deal with the stevedore to deliver the products, and the stevedore signs a deal with the terminal to unload them.

The UPM deal is similar to the 20-year contract the MPA signed directly with **Mercedes Benz** in 2004, White said. The UPM contract became effective Oct. 1.

“Long-term contracts with global companies like UPM are the key in helping to support the thousands of good-paying, family-supporting jobs at the Port of Baltimore,” Gov. Martin O’Malley said in a statement. “Having an internationally-renowned paper manufacturer of UPM’s stature to continue to call the Port of Baltimore for 10 more years means 10 more years of guaranteed jobs for the Port’s dedicated workforce.”

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## Daily Record

### **Maryland port to ink deal with Finnish paper maker**

Associated Press

December 3, 2008

The Port of Baltimore is entering into a 10-year agreement with a Finnish paper manufacturer.

Gov. Martin O'Malley is expected to sign the agreement on Thursday guaranteeing continued shipment of UPM-Kymmene cargo through the port over the coming decade.

State officials say this is the port's first 10-year agreement with a forest products customer. They say it will help maintain stability for the port's work force.

Helsinki-based UPM-Kymmene Corp., the world's top magazine paper maker, has production plants in 14 countries with 170 sales and distribution companies worldwide.

Port officials say the Port of Baltimore is ranked first nationally for handling imported forest products, roll on/roll off cargo, trucks, exported autos, and imported gypsum, sugar and iron ore.

## **BALTIMORE SUN**

Paper maker signs 10-year port contract

By Gadi Dechter

December 5, 2008

Finnish paper manufacturer UPM signed a 10-year contract with the port of Baltimore yesterday to ship at least 320,000 tons of product through the harbor annually, a deal Maryland officials said would help the port maintain jobs during the economic downturn.

The 16,000-employee port is Maryland's largest provider of blue-collar jobs. The UPM deal will result in 120 jobs and \$2.7 million in tax revenue, state officials said.

Yesterday's contract-signing took place in a \$32 million port-side warehouse built for UPM by the state about three years ago. The paper company has been shipping product through Baltimore since the early 1990s.

Jussi Sarvikas, the company's vice president of logistics, called the Baltimore port "the best port authority in this country" and said the contract was "our turn to show our commitment and loyalty to you."

Paper by UPM is used to make magazines, telephone books and high-gloss publications, among other products.

## **WMAR TV 2 NEWS WEBSITE – NO VIDEO**

There is good news and more business for the Port of Baltimore. Governor Martin O'Malley has signed a 10-year deal with a Finish paper manufacturer.

State officials say this is the port's first 10-year agreement with a forest product's customer. They add that it will maintain stability for the port's work force.

Upm-Kymmene Corporation is the world's top magazine paper maker.