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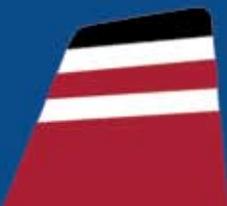
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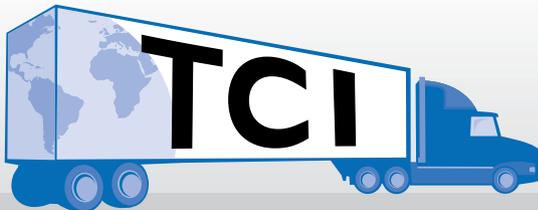
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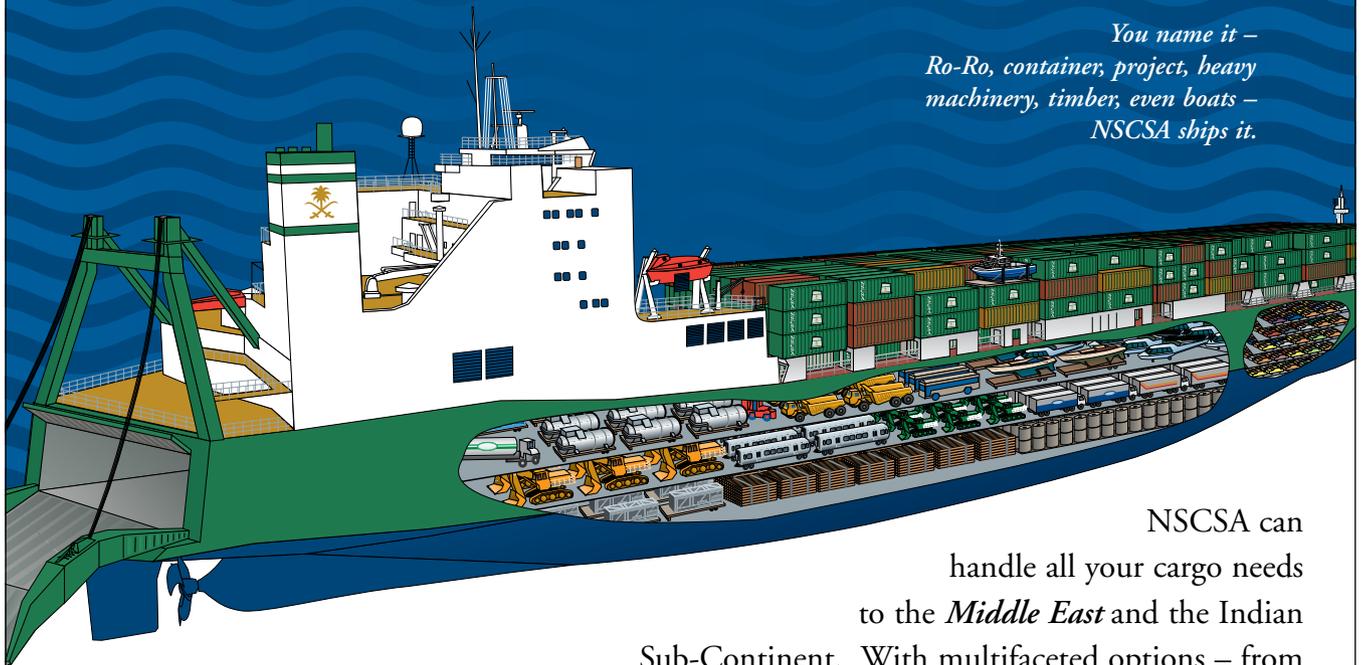
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March/April

FEATURES

19

Going Deep

Arrival of Historically Large MSC Vessels Harkens New Berth Construction

22

Safe and Secure

Authenticating Individuals' Identities is Goal of TWIC Program

26

Full-Service Standard

Venerable Repair Yard Helps Keep Customers in Ship-Shape Condition

30

New Partner

Gearbulk, Port Facilitate Wood Pulp's Arrival from Brazilian Forests

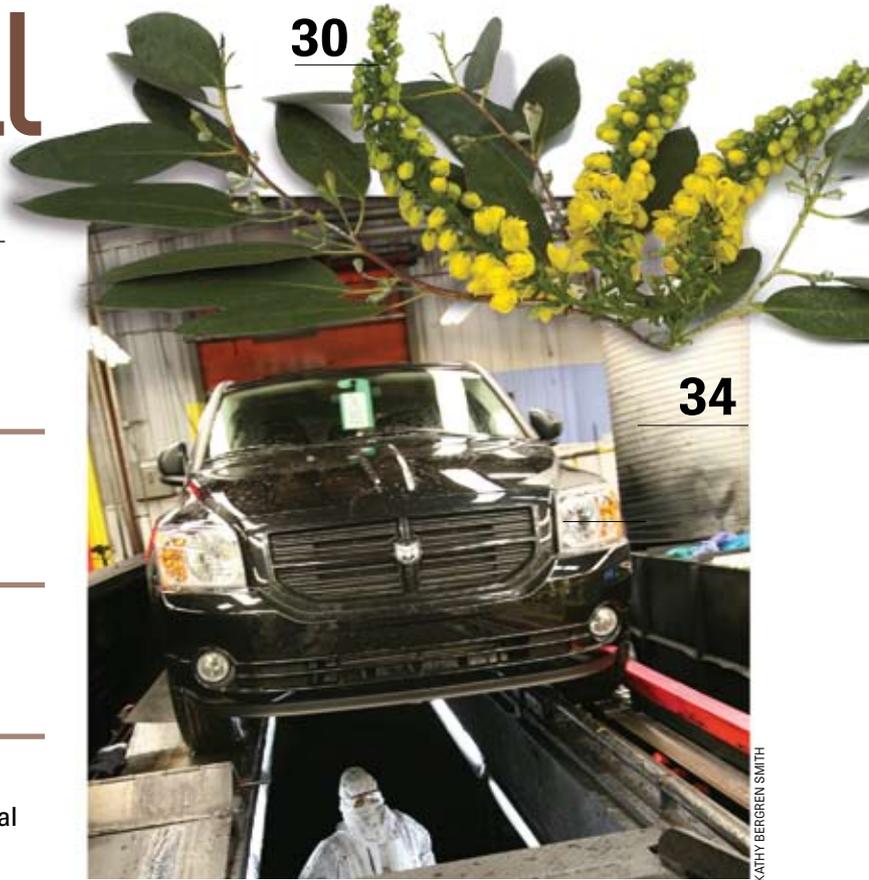
34

Chrysler's Surge

Baltimore Benefits from Automaker's Dramatic Increase in Exports



22



34

KATHY BERGREN SMITH

DEPARTMENTS

9

Executive View

Secure Ports are Program's Goal

10

Soundings

Awards | Newsmakers | Warehousing | Environment | Anniversary

14

Maiden Voyages

First Calls on Baltimore

16

Port People

Who's Who at the Port

38

Port View

"The Port That Built a City and State"

COVER: The General Ship Repair Corporation, located on Key Highway, is the only full-service shipyard serving the Port of Baltimore. Photography by Kathy Bergren Smith.

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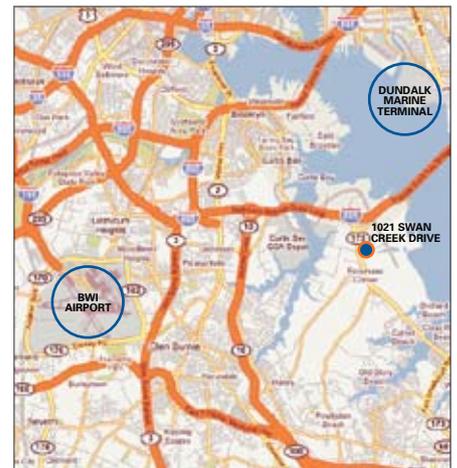
Introducing 1021 Swan Creek Drive By The Belt's Corporation, Baltimore's Warehousing and Logistics Leader

When the path from producer to consumer has to be fast, count on Belt's, your integrated logistics partner.

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Here at the Port of Baltimore, and around the world, ports have increased their security, some out of a sense of duty to the health and well-being of the people most impacted and some because of international maritime regulations.

In the past, security revolved primarily around illegal aliens and contraband being smuggled in. Today, as we all know, it's about possible disruption to our nation by devastation through weapons of mass destruction or biological agents. Then there is the other kind of disruption — the slowdown or halt to maritime commerce.

As of early January, more than 44 ports began the process of credentialing port workers as well as any other individuals or companies that need access to port properties. It's anticipated by late fall 2008, close to one million people will have been processed for the TWIC program. At the end of the first week in January, 9,000 port workers had been processed nationally.

In December 2007, Congress approved a port security grant program that included \$8.1 million to the Transportation Security Administration's biometric card reader pilot program. This pilot program will test the efficacy of the new

Embracing TWIC Program Ensures Secure Ports

If enough ports were simultaneously put in a state of disorder, it would wreak economic havoc — first here, then throughout the nation and the globe. In order to prevent this scenario as best we can, we must have a balanced, well-reasoned and consistent approach to issues and responses.

Since 2002, our Port has significantly invested in improvements and additions to security systems. In late fall 2007, another security enhancement came into play — the Transportation Workers Identification Credential card, better known as TWIC.

The Department of Homeland Security has designated 147 of the 361 ports in the country as maritime facilities needing to have permanent TWIC readers. The remaining 214 ports will require TWIC cards for personnel entering a port, but will not have stationary readers.

TWIC reader technology.

According to Lockheed-Martin, the company overseeing the program, between 20,000 and 25,000 people interacting with the Port of Baltimore will have received the necessary background check to ensure the safety of our Port.

This program has had its detractors and controversy, but in the end, this additional layer of security for America's ports will no doubt be recognized as a necessity that will ensure that our ports remain free and open for business. 



James J. White
Executive Director

SOUNDINGS

The happenings in and around the Port

AWARD

Masonville Project Draws Mayor's Kudos

The Maryland Port Administration (MPA) was awarded a 2007 Mayor's Business Recognition Award by the Greater Baltimore Committee during a luncheon in December.

The award is given annually to organizations that have demonstrated outstanding community service and have significantly improved the city of Baltimore. MPA was honored for its Masonville restoration project, which will clean up and develop one of the most contaminated areas of Baltimore Harbor and convert it to benefit wildlife, local citizens and Port of Baltimore industry.

"With this project, we are taking a contaminated area of Baltimore Harbor and creating an environmentally friendly waterfront that will include wetlands, recreation areas and a slice of Maryland that the local communities can use and be proud of," says Gov. Martin O'Malley. "It is an example of government at its best. We are using our resources to do the right thing to make our city and our state a better place to live, work and raise a family."

The Masonville project is located near the Brooklyn and Curtis Bay communities along the Middle Branch of the Patapsco River. It is a site formerly occupied by Kurt Iron and Metal and Maryland Shipbuilding and Drydock Company.

The first step in this project is to clear debris from about 22 acres of shoreline along the Middle Branch. Ten of these acres have already been cleaned by MPA. To date, roughly



COURTESY OF MPA

Celebrating the Mayor's Award given to the Maryland Port Administration for its Masonville project were, from left, Baltimore Development Corporation President M.J. Brodie, former Port Commissioner Atwood Collins III, Mayor Sheila Dixon, MPA Deputy Executive Director M. Kathleen Broadwater, Port Commissioner and Greater Baltimore Committee President Donald Fry and GBC Board Member Arnold Williams.

8,000 tons of trash and debris, 3,000 tons of hazardous waste and more than 11,000 tons of timber from 27 abandoned vessels have been collected from the area.

When completed, the cleared and restored acreage will be home to wildlife and waterfowl. A park also will be developed, with access to water recreation like kayaking and canoeing.

Another benefit of the Masonville project is that the project will use material dredged from the shipping channels leading to the Port of Baltimore. Annual dredging required to maintain the depth of these channels produces silt and sand that must be placed elsewhere. 🌐

NEWSMAKERS

State Allots \$11 Million to Broening Highway

Gov. Martin O'Malley has committed \$11 million to assist Baltimore City to upgrade Broening Highway, the road that serves as the gateway to the Port of Baltimore. This economic development project will improve access to the Port's busy freight hubs, including Dundalk and Seagirt marine terminals.

Every day, nearly 2,000 trucks travel along Broening Highway to these marine terminals to take products arriving by ship to consumers throughout Maryland and beyond. The typical container ship at the Port of Baltimore carries 3,000 containers, and those containers must leave the Port by truck or by train.

"The Port of Baltimore is the closest inland port on the

East Coast, which makes it a big draw for national and international shippers," said Gov. O'Malley. "You can reach two-thirds of the nation's population overnight. With the vast majority of these containers leaving the Port by truck, investing in our highway network is crucial to Maryland's economic development. Broening Highway is the lifeline that connects the Port of Baltimore to the Baltimore Beltway, I-95 and links to the Midwest and the entire eastern seaboard."

The State Highway Administration will work closely with Baltimore City, the Port of Baltimore, the Maryland Transportation Authority and Baltimore County to move forward with plans to upgrade this key access road to the Port. Preliminary plans include focusing on the entrances to the two marine terminals and rebuilding Broening Highway from its base layer up. 🌐

NEWSMAKERS

ACL Moves Into New Building

Atlantic Container Lines recently moved its Baltimore offices at Dundalk Marine Terminal from the Dunmar Building to the modernistic Building 1600.

"We made the move to be closer to our stevedores," says Gregory Waidlich, ACL's Terminal Operations Manager. Ports America, ACL's stevedores, is also in the building.

"It just makes sense for us to be in the same space with each other," says Waidlich.

Atlantic Container Lines offers weekly service from North America to northern Europe, carrying a mix of automobiles, farm and construction equipment, and containers. As part of the Grimaldi Group, the Baltimore office serves as agent for Grimaldi's West African direct service, which offers monthly sailings of a pure car carrier and a combination RO/RO-container ship.

Waidlich says that service may increase to three times monthly this year. 

WAREHOUSING

White Helps Open New Belt's Facility

Maryland Port Administration Executive Director James J. White recently participated in a ribbon-cutting ceremony marking the opening of The Belt's Corporation's new distribution facility at The Gateway at Marley Neck business park.

The 154,400-square-foot building is constructed of concrete tilt wall panels with a minimum ceiling height of 32 feet. The cross-docked facility boasts 28 loading doors and two drive-in doors.

The new building is located centrally between the Port of Baltimore and BWI Thurgood Marshall International Airport, giving Belt's customer access to two major transportation hubs. 



KATHY BERGREN SMITH

Cutting the ribbon to open the new facility were, from left, John Redding and Allen Brown of Belt's, MPA Executive Director James J. White, Belt's President and CEO Skip Brown and Scott Hunsicker, George Brown and Mel Brown of Belt's.



COURTESY OF MPA

ENVIRONMENT

MAT Welcomes "Green" Vehicles

Supervisors and yard staff at Mid-Atlantic Terminal are tooling around in eco-friendly, electric-powered cars that were delivered late last year.

The John Deere-manufactured Gators replace the gas-burning, used vehicles formerly employed on the terminal, says MAT Terminal Manager Rod Pickens.

"They go 20 to 30 mph and stay charged all day long," Pickens says. "We added a cab so they could be used during winter time. So far, they're treating us well."

The Gators may not be the last of the environmentally friendly innovations at MAT.

"We'd like to take it one step further and we're looking into the possibility of purchasing solar-paneled vehicles in the future," Pickens adds. 

ANNIVERSARY

Officials Mark Centennial Anniversary

Maryland and government officials gathered late in 2007 at the historic U.S. Custom House in downtown Baltimore to commemorate the centennial anniversary of the landmark building.

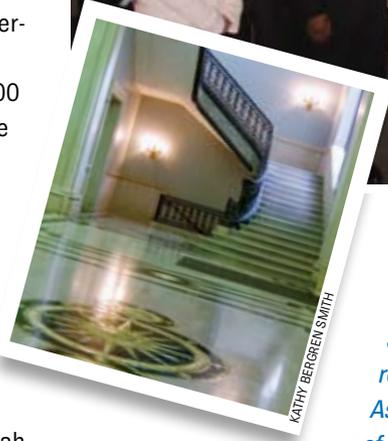
The Custom House was commissioned in 1900 to be a shining example of American architecture and a prominent reminder of Baltimore's status as a major port city. It was first occupied in November 1907 by the U.S. Customs Service. In 1972, the six-story, granite facility was added to the National Register of Historic Places.

Officials noted the Custom House's importance to Port of Baltimore industry over the past century. Among those in attendance were U.S. Sen. Benjamin Cardin and U.S. Rep. Elijah Cummings.

Today, the Custom House is home to the U.S. Customs Service and Border Protection and other federal agencies. 🌐



COURTESY OF MPA



KATHY BEIGREN SMITH

Among those celebrating the centennial of the U.S. Custom House were, from left, GSA Commissioner/Public Buildings Service David Winstead; Molly Rogers, representing U.S. Sen. Barbara Mikulski; Assistant Commissioner Thomas Winkowski, of the Office of Field Operations, U.S. Customs and Border Protection; U.S. Rep. Elijah Cummings; U.S. Sen. Ben Cardin; GSA Assistant Regional Administrator/Public Buildings Service Rob Hewell; GSA Administrator Lurita Doan; Loyola College history professor Dr. John Breihan; and GSA Regional Administrator Barbara Shelton.

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NEWSMAKERS

New Rail Ramp Constructed

A new portable rail ramp is now in use at Mid-Atlantic Terminals at Dundalk Marine Terminal. It took just under a month for Ken Cullum of Maryland Welding and MAT carpenters to construct the ramp, says MAT Operations Team Leader Rick Brigerman.

An influx of heavy equipment on Norfolk Southern — particularly bulldozers manufactured by Caterpillar — necessitated implementation of the new ramp.

"We needed something large," explains Brigerman, adding that the location of the other ramp in use at the MAT site sometimes created logistical problems.

The ramp, featuring a heavy oak floor, is rated for 120,000 tons, but Brigerman expects it to be certified for a higher rate after minor modifications. 🌐



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NEWSMAKERS

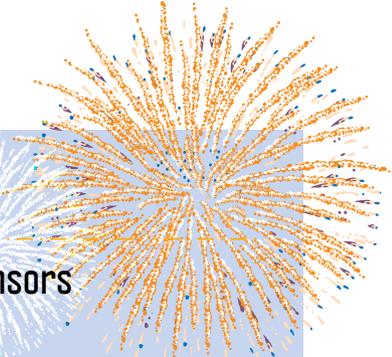
Ports America Sponsors Fireworks Display

Ports America, the company that runs Seagirt Marine Terminal's container cargo business for the Maryland Port Administration, paid an estimated \$200,000 to underwrite the annual New Year's Eve fireworks display at Baltimore's Inner Harbor.

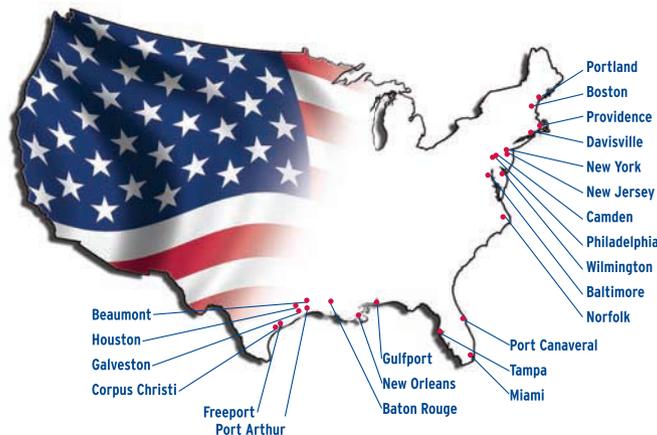
Last year's New Year's Eve celebration at the downtown tourist destination marked the first time any company has assumed all costs of the annual fireworks display, according to the Baltimore Office of Promotion and Tourism.

The pyrotechnics display was the largest at the Inner Harbor since the 1999 event that welcomed the new millennium.

AIG Highstar Capital, the company that owns Ports America, also hosted a New Year's Eve party for its Port of Baltimore officials and guests on the top floor of the World Trade Center. 🌐



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Marina visits Seagirt

MSC Marina, part of Mediterranean Shipping Company's fleet, recently called on Seagirt Marine Terminal, its first visit to the Port of Baltimore. Marina loaded and unloaded cargo from and bound for the North Atlantic.

The Panama-flagged ship was built by Hanjin of South Korea in 2003. She is 303.9 meters long, 40 meters wide, can reach a cruise speed of 2.8 knots and carries a dead-weight capacity of 85,824 mt.

Agent: On Deck Services

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COURTESY OF MPA



COURTESY OF MPA

Celebrating the first call on Baltimore by Rickmers Tokyo were, from left, Chief Engineer Bogdan Glowacki, MPA's Cindy Burman, Capt. Pero Cecur and Wolfgang Koenig of Trans-Atlantic Agencies, Inc.

Rickmers Tokyo calls Dundalk

Rickmers Tokyo, a part of the Rickmers-Linie fleet, recently made its initial visit to Baltimore, calling on Dundalk Marine Terminal to discharge 96 packages of heavy lift project cargo.

Built by Xiamen Shipbuilding Industry Co., Ltd. in China, the Marshall Islands-flagged vessel is 632 feet long, 91 feet wide and can reach cruise speeds of 19 knots.

She has a cargo capacity of 1,221,899 cubic feet. Rickmers Tokyo features four cranes, including forward and aft models.

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Walt Benewicz Embracing Technology Solidifies ILA's Future

During 44 years in leadership roles with International Longshoremen's Association Local 953, Walt Benewicz has seen more technological advancements than he ever thought possible. The same progress that was once feared because it might result in the loss of jobs is now embraced for the way it speeds up daily activities at the Port of Baltimore.

"I'm a dinosaur when it comes to technology," explains Benewicz, President of Local 953 and Chief Clerk at Ports America at Dundalk Marine Terminal. "To me, a lot of times, things were easier the old way. But technology is changing the way we do our jobs."

That's the edict handed down from Richie Hughes, the Baltimore-born President of the ILA — and a longtime friend of Benewicz, a

BY PETE KERZEL | Photography By Kathy Bergren Smith

fourth-generation Port worker who grew up in Locust Point.

"It's a new ballgame with all the technology that's available today, and Mr. Hughes wants the ILA to keep up with the times," Benewicz adds.

Twenty years ago, had you mentioned the possibility of handheld scanners or computerized tracking software, you'd have been met with a cautious stare.

"For a long time, we were afraid of how many jobs might be eliminated," explains Benewicz, who will turn 65 in April.

Now, Benewicz and local ILA officials are proud of the course they teach to prepare the next wave of clerks and checkers. The accredited program, taught in conjunction with the Community College of Baltimore County, helps workers master the latest modalities.

"That's why we have the school now — to preserve the jobs," Benewicz says. "We want to partner with all the technology possible so we know we're as qualified as possible in any of the new job classifications. I had to learn it myself, and it was something new and different for me."

Learning together strengthens the bond of generations of ILA workers and cements Benewicz's belief that he made the right choice to pursue a maritime career.

"There's always been a pride factor in belonging to 953," the Millersville resident says. "Working with the men and women in the local is great. Some of my friends, now I'm working with their sons and daughters."

Benewicz may never master the Wii games he plays with grandsons Patrick and Adam, but he's comfortable that he's readying more than 250 members of Local 953 for future technological advancements.

"I can't come close to beating the kids. They laugh at me say, 'Pop, you can't keep up with us.' But I think I've done pretty good at keeping up with the future," Benewicz says. "I'm so proud of our (union) workers and how they've partaken of technology." 🌐



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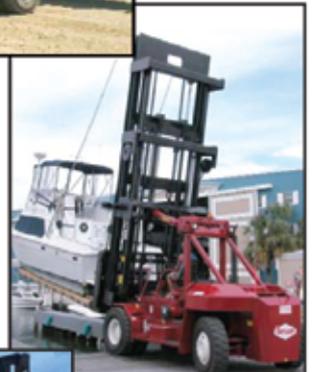
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Historic Arrival of Larger MSC Container Ships Helps to Clarify Port's Priorities



SIZE Matters

For evidence that ships today are being built on a grander scale than ever before, look no further than the Port of Baltimore on a morning when either the MSC *Michaela* or MSC *Marina* comes to call.

The *Michaela* — 997 feet long, 131 feet wide and weighing 73,819 gross tons — docked at the Seagirt Marine Terminal in November, establishing a record as the largest container ship to

BY BLAISE WILLIG
Photography Courtesy of MPA



Celebrating the arrival of MSC Michaela at the Port of Baltimore were, from left, Chief Engineer Mardjokic Tomislave, Chief Mate Russo Salvatore, Capt. Velimir Vasilievic, MPA Executive Director James J. White, Capt. Lorenzo Di Casagrande of MSC and MPA's Cindy Burman.



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call on the Port in its more than 300-year history. Later in the month, the *Michaela's* sister ship, the *Marina*, paid its own visit to Seagirt. Prior to their arrival, the largest container ship to call on the Port was the 902-foot-long *MSC Tokyo*.

Looking at industry trends, "there are less and less smaller vessels," says Capt. E. Lorenzo Di Casagrande, Vice President of Mediterranean Shipping Company (USA), Inc. "The building tendency is to go with larger ships."

The *Michaela* and *Marina* can each carry 6,724 20-foot equivalent units (TEUs). But even bigger vessels are out there, with some able to handle about twice as many TEUs.

To ensure that larger container ships visit Baltimore in the future, the Maryland Port Administration (MPA) is planning construction of a 50-foot berth at Seagirt, where berths 1, 2 and 3 are currently dredged to 45 feet. Without a 50-foot berth, the physical limitations of the Port are tested by vessels like *Michaela* and *Marina* unless their loads are relatively light.

"We were able to receive these ships (in November) because their drafts were well below 50 feet — we demonstrated to be able to successfully operate under those conditions," says Di Casagrande. "However, to attract additional service and cargo volume, it is imperative to be able to have a proper pier with at least 50-foot draft, proper cranes, etc."

MPA expects construction of a 50-foot berth to run between \$110-\$120 million, but no time frame has been set.

"Currently, MPA is conducting dredging operations for Berth 4 at Seagirt," says Richard Scher, MPA Director of Communications. "Dredging is expected to be completed by spring 2008. The next step will be to identify a funding source to help develop and construct the berth."

MPA Executive Director James J. White says the deeper berth is vital to the Port's future.

"Vessels today are being constructed to hold up to 14,000 TEUs," says White. "The *MSC Michaela*, at more than 6,700 TEUs, used to be considered very large, but that is challenged today by much bigger ships. It is with these large ships

in mind that we need a 50-foot berth at the Port of Baltimore to keep us competitive. We are nearing the end of dredging operations for a 50-foot berth at Seagirt Marine Terminal. A 50-foot berth is critical to the long-term business plan and competitive standing of this port."

Di Casagrande acknowledges that a 50-foot berth at Seagirt would be a huge benefit to Mediterranean Shipping Company, which currently calls on Baltimore with five weekly services — North Europe, West Mediterranean, West Coast South America, East Coast South America and South Africa/Australia.

"We could be interested in a direct port call in Baltimore from our Far East service if the Port is able to receive larger vessels," Di Casagrande says.

For five years running, MPA has witnessed an increased number of containers move across its public piers. In fiscal year 2007, the Port handled 618,039 TEUs, an increase of 4,713 TEUs over FY2006. Mediterranean Shipping Company accounts for about 180,000 TEUs annually.

"MSC is our largest container customer at the Port of Baltimore," says White. "Over the past 17 years, MSC has experienced explosive growth at our Port. In 1990, MSC was bringing about 9,000 containers per year to Baltimore. Now, that figure is about 140,000 containers annually. In 2001, we signed a 10-year agreement with MSC that guaranteed higher container volumes coming through Baltimore. That contract has brought us more cargo and more jobs."

During November's visit, five Seagirt gantry cranes worked to load *Michaela* with 39 full, 20-foot containers and 125 full, 40-foot containers. Another 1,657 20-foot empty containers were also loaded, destined for other stops along the U.S. East Coast before arriving in Antwerp, Belgium.

This year, Mediterranean Shipping Company is celebrating its 20th year of weekly service into Baltimore.

"We have a long relationship with the MPA and labor (in Baltimore), and we have worked well together for many years," says Di Casagrande. "We hope the trend of expansion of the Port will continue, thus reinforcing our already strong relationship." 🌐



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TWIC

New ID Tightens Access to Terminals

At a recent meeting, Maryland Port Administration Director of Security Homer Williams was told of another security professional's take on the new Transportation Worker Identification Credential (TWIC): "You may be glad to lend your lawnmower to a neighbor, but you wouldn't give it to any old stranger off the street."

By the same token, Williams says, "Would you want to let just *anyone* on the terminals with all the millions of dollars worth of equipment there? Some banks do not house as much real cash as terminals house in the cash value of capital goods."

Williams says issuance of the TWIC card, now being undertaken at the Port of Baltimore's private and public terminals, will give him a higher level of security confidence to allow authorized workers free access to Baltimore's public and private terminals.

Williams has bigger concerns than equipment theft, of course. Since the terrorist attacks of Sept. 11, 2001, he says, increased scrutiny must be paid to entry points into the United States, including the nation's ports.

Hence the need for the new identification credential, soon to be required for all personnel having business on America's ports. This includes not only longshoremen and facility employees, but truckers coming from out of state and all others regularly visiting the Port of Baltimore's regulated port facilities, whether directly employed by the MPA or not.

"Although people already have identification, the TWIC will authenticate their identity," says Williams.

According to the Transportation Security Administration (TSA) Web site, "The Transportation Worker Identification Credential (TWIC) is a vital security measure that will ensure individuals who pose a threat do not gain unescorted access to secure areas of the nation's maritime transportation system."

The tamper-resistant biometric credentials are issued to workers who require unescorted access to secure

areas of ports, vessels, outer continental shelf facilities and all credentialed merchant mariners. The TWIC was established by Congress through the Maritime Transportation Security Act and is administered by the TSA and U.S. Coast Guard.

By some estimates, more than a million people working at the nation's



BILL MCALLEN

Maryland Secretary of Transportation John D. Porcari goes through the TWIC application process with the help of Trusted Agent Kari Holmes.

361 ports will be required to obtain a TWIC. Here in Baltimore, about 25,000 workers will be subject to the extensive background checks required to obtain the new ID "smart card."

"This is one step toward commonality, taking the burden off private industry by having the government do the background checks," says Brian D. Kelley, the U.S. Coast Guard Captain of the Port of Baltimore. "We cannot compromise on security."

Two mariners from the Ready Reserve Fleet vessel *Cape Washington*, which is stationed in Baltimore, were very satisfied with the efficiency of the registration process they recently encountered, though they did recommend that other applicants pre-register online and make an appointment to speed up the process.

"The process has been very smooth, and the location here in Baltimore is easy to get to," said Chief Mate Chris Gillard. Second Engineer Mike Maurere added, "This type of ID probably should have come out a long time ago."

Williams says the new card "will definitely improve efficiency and security at the Port. MPA will know exactly who is on

the terminals, exactly when they arrived, and exactly when they leave. The individual background checks will uncover any disqualifying offenses, if there is any conduct or illegal activity the Port would have a concern about, and whether the person is on any list of potential terrorists."

According to Williams, implementation of TWIC will also "buy down" the cost of access control. "Once they've been vetted," Williams says, "you won't have to physically escort individuals in possession of a TWIC to each and every place they will need to go. Ordinarily we have to monitor port access of each individual closely."

MPA will pick up the \$132.50 per-card cost for its own employees, but self-employed individuals will pay for their own, much as carpenters buy their own tools "as a cost of doing business," Williams says.

James J. White, MPA Executive Director, says, "We are pleased that the TWIC process is officially under way at the Port of Baltimore. Gov. Martin O'Malley and Transportation Secretary John Porcari both remain very committed and engaged in all maritime security issues,

and they have tasked me to make the Port of Baltimore one of the most secure ports in the U.S."

One of the ways to accomplish that goal is to continue forging strong, working relationships with security partners and to be involved in developing new security programs at our Port, White adds.

"One of those new programs, the TWIC, will use the latest available technology to make sure we know exactly who requires access to our Port. The TWIC will ensure any Port worker who requests unescorted access to Port facilities be given a thorough background check."

Brian Smith is the liaison implementing TWIC at the Baltimore area's private terminals, in his role with Private Terminal Operators' Port Security Group. This subcommittee represents more than 20 privately owned maritime facilities throughout Maryland.

"The success of the program largely depends on the participation of everyone involved in the transportation industry.

This extends to support organizations like contractors and others who are necessary to the industry," he says. "Facilities are obligated to assure personnel accessing their secure areas are TWIC holders. If those requiring access do not hold a TWIC, we must provide escort,

Their efforts demonstrate the positive partnership that exists between the federal government, public and private facilities, Smith adds. "Together, we are making a difference which benefits the consumer, the citizens of Maryland and beyond, and provides an appropriate

"The success of the program largely depends on the participation of everyone involved in the transportation industry."

which requires significant capital expenditures and ongoing annual expenses. This drives up prices and increases the difficulty to compete with other ports.

"The U.S. Coast Guard has been working hard to help facilities find solutions under the new TWIC regulations, which increase security without interrupting commerce. Their emphasis has been on placing strict requirements only where true risks exist."

level of security to our nation," he says.

The TWIC enrollment process has begun, with pre-enrollment encouraged, and will last several months. Anyone without a TWIC trying to gain entry to the Port of Baltimore's terminals after the national deadline of Sept. 25, 2008 could be out of luck. Though enrollment facilities will remain open, Baltimore's deadline for TWIC implementation could come even sooner. 🌐



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To save time during enrollment, applicants can pre-enroll online at www.tsa.gov/twic or call 1-866-DHS-TWIC (1-866-347-8942). After pre-enrollment, applicants must visit the enrollment center to complete the enrollment process and pay the enrollment fee.

The Captain of the Port will soon announce a date when access to the Port of Baltimore will be allowed only by TWIC identification. Without a TWIC, access will not be granted.

BY KATHY BERGREN SMITH
Photography Courtesy of General Ship Repair Corporation

Maritime's Customer Care a Priority at Venerable General Ship Repair Mr Fix-It

The name says it all: The General Ship Repair Corporation. Broken ship? These are the guys to call. Founded in 1924, General Ship has fixed everything from schooners to steamships to super-tankers. Riding teams will accompany a ship and fix it en route to its destination. Smaller vessels, such as tugboats, come to the yard on Key Highway for inspection and repair in the drydock. Today, General Ship is the only full-service shipyard in the Port of Baltimore; in fact, it is the only such shipyard



KATHY BERGEN SMITH



KATHY BERGEN SMITH



Clockwise, from top left: Michael, Derick and Cary Lynch are the third-generation owners of The General Ship Repair Corporation; a new drydock at the Key Highway facility enables repairs on oversized craft, including the dinner cruise ship Spirit of Mount Vernon; workers gather at General Ship's new drydock; repairs to tugs, such as this vessel having a wheelhouse replaced, are a specialty; and shoreside services provided include fixes to propellers.

between New York Harbor and Hampton Roads, Va.

The company recently commissioned a new drydock that can be combined with the existing dock for added length and increased lifting capacity for hauling larger barges and boats.

"We are striving to meet our customers' needs by increasing the capacity and the draft requirements of our floating drydocks. Our No. 1 drydock has been upgraded to lift 1,050 tons. Our No. 2 drydock has been upgraded to lift 450 tons," says Derick Lynch, President of General Ship Repair. Lynch says that the drydocks can be configured to haul two smaller vessels or one large vessel of up to 350 feet.

The sky-blue General Ship Repair drydock is a familiar sight in the Inner Harbor. The dock floats, just at water level and "wing walls" rise from the deck on either side. On the deck, heavy oaken

timbers slide on chains and are stacked to block the vessel being hauled. Before its arrival, careful planning is required to ensure the vessel is blocked properly when it is "high and dry."

"We are striving to meet our customers' needs by increasing the capacity and the draft requirements of our floating drydocks."

When the vessel arrives, giant pumps inside the drydock flood and sink it. The vessel is then carefully positioned over the blocks and water is slowly pumped from the drydock, floating the whole operation back to the surface. Now the bottom of the vessel, which is normally underwater, can be inspected and worked on with ease.

"We come to General Ship for both routine inspections, as required by the Coast Guard, and for repair work. It is very convenient for us to be able to have

the vessels hauled at General Ship — it is right in our backyard," says Jim Demske, Port Captain for Vane Brothers, a marine transportation company based in Baltimore.

The larger drydock configuration will be helpful to Vane Brothers as well as other tugboat companies along the East Coast. "In general, the boats are getting larger, the barges are getting larger and we will be able to utilize this increased capacity," says Demske.

General Ship's drydock service is only half the story. "Down river" ship repair provides essential work to ships calling Baltimore. For example, on a cold Saturday night in December, a ship arrived at the Annapolis Anchorage, just

south of the Chesapeake Bay Bridge. During a particularly rough crossing in the Atlantic, the ship's onboard firefighting system had become damaged. The Coast Guard would not allow the ship to berth without first repairing the system.

"We sent a team out to assist the crew in troubleshooting the problem and found it was a motor that had been damaged and needed to be taken ashore to be fixed," says Lynch. "We were able to get the motor in good working order for them within a few hours and they made their way to Baltimore by Monday morning."

Ships also schedule routine maintenance or repairs with General Ship before arriving in the harbor. A recent call at Rukert Terminals afforded the cargo vessel *Kent Trader* the opportunity to change a crane cable with the assistance of the team from General Ship. If the project gets lengthy or complicated, the riding team of repair workers take off with the ship to its next port, providing service while under way.

"Our focus is on keeping our customers on schedule, providing the repairs they need in a timely manner using high quality local labor," says Lynch.

Lynch and his brothers, Cary and Michael, represent the third generation at the helm at General Ship. Their father, Charles Frederick "Jack" Lynch, passed away in late 2007. He took over the shipyard at his father's death in 1958 and ran it until 1990. Charles "Buck" Lynch founded General Ship Repair in 1924.

"Capt. Jack Lynch was a friend of the Port and an ardent supporter of the Propeller Club, Maryland Marine Club and Mrs. Helen Delich Bentley," says Paul Swensen, Vice President and General Manager of Moran Towing Maryland. "He was known for his tenacity when dealing with customers, but always had a soft heart and larger-than-life smile at the end of the day and no one left on bad terms."

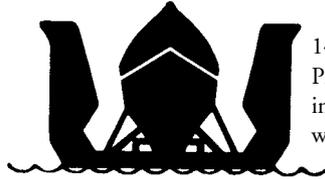
The legacy of The General Ship Repair Corporation is safe in the hands of the Lynch brothers and Derick's son, Charles Frederick "Chaz" Lynch III, who has joined the company. 🌐

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From Brazil to Baltimore, Wood Pulp Strengthens Forest Products Dominance

The Port of Baltimore continues to stake its claim as the No. 1 port for paper products after signing a contract with the world's largest carrier of forest products.

Gearbulk, a United Kingdom-based company, has begun using the Port of Baltimore to ship wood pulp out of Brazil. The company's first shipment was expected to arrive in Baltimore in late January, says Chris Sheils, Gearbulk's General Manager.

Sheils says his company sought the Port in part, because of the

BY TYISHA MANIGO



The Port has handled more than a million tons in forest products for the last three to four years, and that number is expected to increase by 15 to 20 percent in 2008.



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Maryland Port Administration's experience and reputation handling wood pulp and other paper products.

"This cargo has been coming into the Port of Baltimore for many years, and the shipper was very confident working with Baltimore and wanted to continue," he says.

Wood pulp generally gets processed into products such as diapers, facial tissues and paper towels. It is derived primarily from eucalyptus trees, and Brazil ranks as one of the leading countries for producing eucalyptus-based pulp products.

The Port of Baltimore ranks No.1 and No. 2 for importing paper and wood pulp products, respectively, says Trip Bailey, President of Baltimore Forest Products Terminals LLP (BalTerm), the local stevedore and terminal that handles most of the Port's forest products imports.

The Port has handled more than a million tons in forest products for the last three to four years, and that number is expected to increase by 15 to 20 percent in 2008, Bailey adds.

Bailey says there are a number of factors that have contributed to the Port's success in the forest product industry over the years.

"There's our location. We're best located for the mills that consume the products in the northeast and Midwest markets," he says. "We have great facilities for handling forest products. We have facilities designed specifically to



*The Port of Baltimore
ranks No. 1 and
No. 2 for importing
paper and wood pulp
products respectively.*

handle them, and there's our service. We've given really good customer service over the past 15 years."

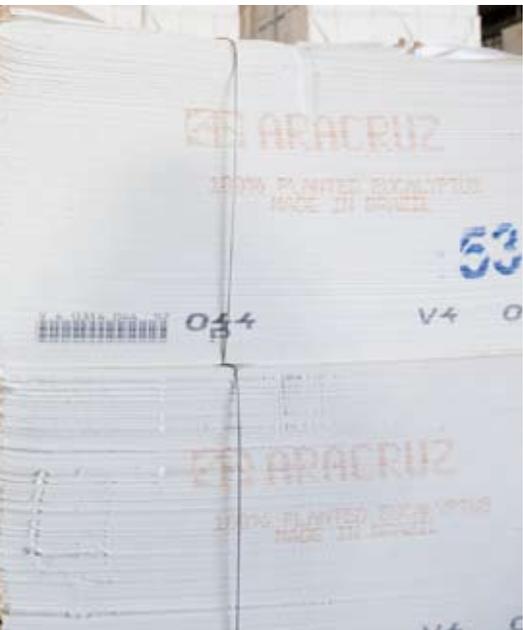
Many wood pulp manufacturers who work with the Port ship their breakbulk cargo from Brazil aboard Star Shipping vessels. BalTerm's stevedores stand ready at the Dundalk Marine Terminal, where various cargo sheds have been leased from the MPA.

Since 2000, MPA has taken efforts to strengthen and rehabilitate floor load capacity at some of its Dundalk sheds, and create more storage facilities and state-of-the-art forest product sheds. In 2005, the Port signed a contract with BalTerm and paper manufacturer M-Real that called for \$32 million in improvements for the Port's paper-handling facilities.

Rick Schiappacasse, MPA's Director of Latin America and Forest Products, pointed to the Port's success as the result of good labor force and terminals built specifically to handle such products.

"It's something that we've concentrated on and it's an important niche commodity for the Port of Baltimore in that we reserve special areas, terminals on the Port, for it," he says.

Sheils says Gearbulk, which was founded in 1969, owns 70 vessels that participate in trade around the world. The company will have nearly 60 sails between Brazil and the United States, although not all of the shipments will come into the Port of Baltimore, he explains. 🌐



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BANNER YEAR

Even for Chrysler LLC, the numbers from 2007 are sure-fire attention getters. The big number, of course, is the reported \$7.4 billion Cerebus Capital Management, the private equity firm, spent buying Chrysler from German automaker Daimler Chrysler. But at the Port of Baltimore, the figures most closely watched are those ticking off the flow of the giant automaker's exports and imports through the Port's busy terminals.

That's not surprising. Chrysler, a company with a global footprint, and the Port have both profited from a 35-year-old partnership. So there were smiles all around as 2007 drew to a close with Chrysler's Baltimore vehicle exports on target to top 137,000 units.

Putting the record-setting export numbers in sharper perspective, John Griffin, Chrysler's Manager for International Port Operations, says, "Export numbers here in Baltimore almost doubled last year — up from about 68,000 in 2006."

An estimated 25,000 Chrysler vehicle imports further swelled Chrysler's overall Port of Baltimore vehicle import/export totals, strengthening the Port's No. 1 ranking in the nation for roll-on/roll-off cargo and No. 2 ranking for automobile exports.

Calling the port's location, with its proximity to the Midwest, "geographically ideal," Griffin notes Chrysler's relationship with the Port dates to 1973. That's when the company started first importing, growing through the 1980s to include the processing and exporting of vehicles, and now ranks as the Port's leading exporter.

BY GARY HORNBACHER

Photography by Kathy Bergren Smith





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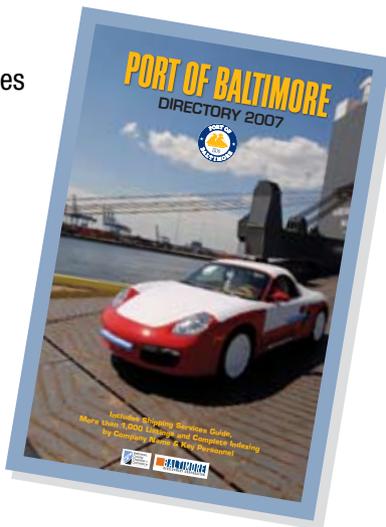
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Today, the majority of the large automaker's finished imports and exports flow through the Port of Baltimore. About 90 percent of Chrysler's vehicles arriving in Baltimore for export, says Griffin, come by rail from the automaker's U.S. assembly plants (the other 10 percent come in on truck) and then undergo comprehensive processing provided through Amports to ensure the vehicles meet international requirements and satisfy the automaker's final quality control checks.

It's been a mutually beneficial relationship.

"We have almost always operated solely out of Baltimore," says Griffin, "but our international volume has increased so much (during 2007) that we have expanded our exporting to a second location here in Baltimore. Now we are not only operating out of Amports Atlantic Terminal but also using ATC."

Parenthetically, adds Griffin, Chrysler uses other ports for exporting to the Caribbean, Alaska and Hawaii, as well as when other constraints — volume or restrictions in ocean carrier or rail transport — arise. So, in addition to the two locations in Baltimore, Chrysler, also shipped out of Brunswick, Ga., and Jacksonville, Fla., and began exporting vehicles to China from California.

"Basically, we view Baltimore as our primary shipping location and use the other ports as pressure relief valves, so to speak, for overflow," says Griffin.

And as the 2007 numbers clearly show, Baltimore was still the primary beneficiary of the manufacturer's dramatic increase in exports.

On the import side, for example, 2007 saw Chrysler Crossfires coming from Germany and PT Cruisers and large pick-up trucks being imported from Mexico even as exports that included almost every Chrysler vehicle sold in the United States were headed all over the world. Interestingly, a lot of the vehicles shipped internationally are shipped with diesel engines — even vehicles not offered with that option in the United States.

"We build these vehicles for our international customers in the same assembly plants," says Griffin. "I think there is a great opportunity here in the U.S. as consumers become more educated with respect to diesel engines and their opportunities for power and improved mileage over gasoline."

Chrysler's trickle-down economic impact on the Port of Baltimore is huge, says Richard Kilbride, Senior Vice President of Business Development at Amports, noting that the third-party independent port processing company employs about 150 locally in a multifaceted operation supporting Chrysler and more than a dozen other clients.

"Transportation companies, local trucking companies, drivers, ancillary parts and tools people, all the supplies coming in, maintenance and other service providers, restaurants — even the sandwich wagons — all benefit," says Kilbride.

While Chrysler's import and export numbers may vary depending on the overall economy, sales and marketing, Griffin says what he sees bodes well over the long term for the Maryland Port Administration, Chrysler, its business partners and its many other local direct and indirect service providers.

One key reason, says Griffin, is that one of five major fundamentals driving the "new" Chrysler is to expand growth in the international arena.

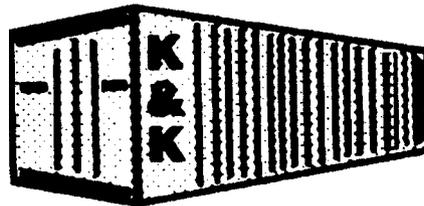
"We are pleased with our longstanding relationships and what we get from Baltimore," says Griffin. "The people we deal with, the facilities, the logistics. Going forward, we see this as a continuing win-win situation for Chrysler and Baltimore."

One specific example Griffin is quick to point to is QCHAT, an acronym for MPA's Quality Cargo Handling Action Team.

"QCHAT really shows the commitment Baltimore has to ensuring products going through the Port receive the best quality and handling processes and procedures possible," says Griffin. "To my knowledge, they are the only port that has a team like this in place addressing needs of customers on a regular basis." 🌐

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The show ran weekly for 15 years and helped raise the consciousness of the city about the Port of Baltimore and its economic impact. It also made Bentley a popular personality. She continued writing for *The Sun* and in 1969 was appointed by President Richard M. Nixon as the first woman

to chair the Federal Maritime Administration.

Bentley was later elected to serve four terms in the U.S. House of Representatives, beginning in 1985. Today, Bentley remains a tireless and powerful advocate for the Port of Baltimore.

The Baltimore Museum of Industry is celebrating Maryland's first television station in a new exhibit: "Charm City TV: Sixty Years of WMAR." The exhibit features footage from Bentley's program and many other shows, a TV camera, an anchorman's desk and loads of artifacts from Channel 2.

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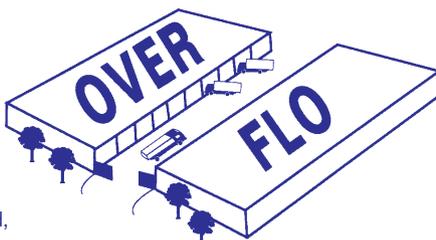
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