



[PORTFOLIO]

by Joe O'Reilly

The Port of Baltimore is one of the United States' most diversified cargo gateways.

New Ports of Call

Commercial ports are the heart of global supply chains, vital to the ebb and flow of world trade. Join *IL* as we drop anchor at two up-and-coming ro/ro cargo hubs.

Today's global ports are critical release valves for global supply chains, connecting highways, rail lines, and ocean lanes with points of manufacture and consumption, and linking local economies to global markets. At home and abroad these integrated logistics hubs are as unique and diverse as the regions they serve and the commodities they move.

Spanning the globe, *Inbound Logistics* introduces two new ro/ro rotations to our portfolio—The Port of Baltimore, the Charm of the Chesapeake; and the Port of Calais, France's Ro/Ro Riviera.

Port of Baltimore: Charm of the Chesapeake

www.marylandports.com

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More than 300 years removed from its beginnings as a colonial hub for the tobacco trade, then as a budding shipbuilding mecca famous for its “Baltimore Clipper,” today the Port of Baltimore is widely celebrated for its specialization in moving a 20th-century conveyance—the automobile. Among the most diversified cargo gateways in the United States, it is the leading port of departure and arrival for automobile and roll on/roll off (ro/ro) cargo, while also laying claim as one of the top destinations for imported forest products, paper, gypsum, sugar, and iron ore.

Centrally located on the Atlantic coast, the Port of Baltimore, which is managed by the Maryland Port Administration (MPA), is the furthest inland port in the United States with a 50-foot dredge to accommodate the largest ships. It is also the closest Atlantic port to major Midwestern population and manufacturing centers and a day’s reach from one-third of all U.S. households. Steel manufacturers in Pittsburgh, furniture makers in North Carolina, and consumers in Boston are all served in less than 24 hours from the port.

In terms of transportation, the Port of Baltimore is located adjacent to the East Coast’s primary north-south corridor, I-95, proximate to east-west running I-70, and is served by both CSX and Norfolk Southern railroads.

PORT OF BALTIMORE AT A GLANCE	
Main Channel Depth:	50 feet
Import Tonnage:	19,490,995 tons (U.S. rank #14)
Export Tonnage:	10,703,976 tons (#12)
Total Foreign Trade:	26,748,214 tons (#13)
Total Value of Cargo:	\$41.9 billion (#12)
TEUs (total):	610,466 (#20)
Ro/Ro (total):	968,099 tons

One of the unique aspects of the port’s trade is the diversity of cargo moving through its facilities. With a balanced portfolio of automobiles, forest and paper products, ro/ro, and container shipments, the port hosts a variety of global shippers and is less vulnerable to precipitous drops in niche trades.

The MPA operates six public terminals:

Dundalk Marine Terminal (570 acres): Containers, breakbulk, wood pulp, ro/ro, autos, project cargo, farm and construction equipment.

Fairfield Automobile Terminals (50 acres): Automobiles.



The Port of Baltimore's Seagirt Marine Terminal handles most of the 610,000 TEUs that pass through each year.

The Intermodal Container Transfer Facility (70 acres): International and domestic containers.

North Locust Point Marine Terminal (89 acres): Wood pulp, lumber, latex, steel, paper, and containers.

Seagirt Marine Terminal (275 acres): Containers.

South Locust Point Marine Terminal (79 acres): Forest products.

IMPORTS/EXPORTS

INBOUND: Automobiles and small trucks, iron ore, petroleum products, gypsum, sugar, cement, bauxite, salt, crude mineral substances, fertilizer and fertilizer materials, ferroalloys, imported wood pulp and paper.

OUTBOUND: Coal, corn, soybeans, lignite, coal coke, petroleum, fuel oils, automobiles.

CUSTOMERS/CARRIERS

- UPM-Kymmene
- Myllykoski
- John Deere
- M-real
- Mercedes-Benz
- Chrysler
- Honda
- Hyundai
- Kia
- MSC
- ACL
- Hapag-Lloyd
- Nordana
- Evergreen
- Safmarine/Maersk
- APL
- Hamburg Sud
- Mitsui OSK
- K-Line
- Wallenius Wilhelmsen
- NYK Bulkship

DID YOU KNOW?

- The port celebrated its 300th anniversary in 2006.
- The Port of Baltimore was the port of entry for the first Volkswagen Beetle in 1963.
- The Port of Baltimore is a significant economic engine for the entire region, generating \$1.9 billion in revenue annually and employing 16,500 Marylanders in direct jobs, and another nearly 35,000 induced and indirect jobs.

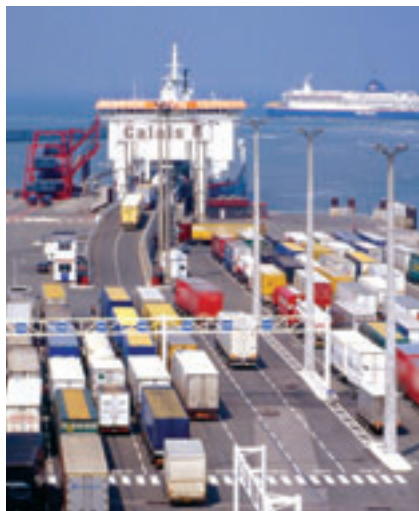
Port of Calais: France's Ro/Ro Riviera

www.calais-port.com

03 21 46 00 00

Chamber of Commerce and Industry of Calais
24, Bd. Des Allies – BP199, Calais 62104, France

A defensive citadel purported to be used by the Roman Emperor Caligula, then Charlemagne, emperor of the Holy Roman Empire, to protect their respective domains, Calais existed as a key military stronghold until it came of age as a commercial port in the mid-19th century. The port embraced its central location and proximity to the United Kingdom to emerge as the principal passenger and freight crossing between the continent and the isles.



The Port of Calais is Europe's second-largest ro/ro port to Dover, UK, ferrying nearly 1.9 road haulage vehicles in 2007.

IMPORTS/EXPORTS

Automobile, sugar, underwater cables, chemicals, and paper.

CARRIERS

- P&O Ferries
- SeaFrance

DID YOU KNOW?

- Calais achieved a record throughput of 1,847,197 trucks in 2006.
- The port was all but destroyed during World War II and required complete reconstruction. Cranes and gantries that the Germans had disassembled were recovered in Germany, Austria, and Bulgaria. With the addition of English and American cranes paid for by the Marshall Plan, the port was quickly re-equipped.

Today, the Port of Calais is well-positioned in Europe's short-sea shipping network and remains one of the focal points of ferry trade within the region. As Europe's low-fare airlines capture greater passenger share, and fluctuating fuel costs mitigate over-the-road transport efficiencies and economies, ferry operators are trading passenger space for cargo, hauling trucks and other freight between coastal ports such as Calais.

Given their proximity to each other, Dover, UK, and Calais remain the two largest ro/ro ports in Europe respectively, and a primary freight corridor across the English Channel. In 2006 both ports announced plans to increase ro/ro capacity and service frequency, as well as capture more volume from Spain and the Baltic region. Currently the Port of Calais operates eight berths dedicated to ferry services and ro/ro traffic.

PORT OF CALAIS AT A GLANCE

Main Channel Depth:	25 feet
Cargo Pier Depth:	Up to 40 feet
Road Haulage Vehicles:	1,846,014 units
Cross-Channel Freight Tonnage:	45,000,000 tons
Commercial Port Trade:	903,130 tons
Dry Bulk:	624,066 tons
Miscellaneous Freight:	279,064 tons
Overall Tonnage:	46,000,000 tons