Sean Connaughton, MARAD’s Administrator, was the guest speaker at the Virginia Maritime Association’s Maritime Briefing on February 22. He addressed an audience of more than 130 members of the maritime community at the Norfolk Yacht and Country Club. During his visits to our area he has been impressed with how this region works together to remedy challenges the port faces, whether it be financial, environmental or operational. Working together is important to building a strong economic region.

Currently, MARAD is undergoing a significant reorganization which will improve efficiency on a national level. There are four areas that MARAD is focusing on improving: 1) National Security; 2) Promoting the U.S. maritime industry; 3) Environmental challenges; and 4) Terminal Operations.

Improving National Security entails ensuring procedures and programs are properly defined and adequately funded. It also includes being able to respond efficiently during natural disasters, such as Hurricane Katrina in New Orleans. MARAD would like to make ships available to localities during storms to house first responders and emergency vehicles to stabilize areas efficiently.

To promote the U.S. maritime industry MARAD is working with the Department of Labor to implement programs for workforce development and requesting funds from congress for critical industries. To raise awareness of the maritime industry MARAD has plans to host four national events.

Environmental challenges encompass regulations pertaining to clean air and dredging. MARAD will work to ensure regulations imposed are achievable.

Addressing challenges facing terminal operators is crucial for a healthy economy. Trends show that over the next 15 years trade will increase by 100%. MARAD is working with federal agencies for unified solutions to improve intermodal transportation.

Congestion on the highways is a prominent concern for shippers. He cited efforts in Virginia to reduce congestion by shifting more cargo to rail and barges, such as the Heartland Corridor Project and the proposed James River Barge Line to Richmond.
Member-Only Discount Now Available for Annual Banquet

The Virginia Maritime Association offers on-line event registration. This year the VMA will implement member-only discount tickets for the Annual Banquet.

The discounts are made available on our website. To capitalize on these savings you must register with our website at www.vamaritime.com. Follow these simple steps below to register to our website.

1) Go to www.vamaritime.com

2) Choose create an account in the upper right corner

3) Fill in the required information. Your Member or Customer ID can be found on the mailing label of this bulletin.

4) The contact information is automatically populated from our database.

5) Your registration is complete.

IN THIS ISSUE
1. Cover Page
2. Website Registration
3. Maritime News
4. Port Statistics
5. News Briefs & Announcement
6. VMA Highlights
7. Membership News
8. Club Contacts/Upcoming Events
"If you build it, they will come" is the adage the Port of Hampton Roads has followed for the past several years to ensure the Port was prepared for future cargo growth. The foresight is paying off. In October 2006 Panamanians approved a $5.3 billion expansion plan for the Panama Canal allowing larger vessels access to East Coast Ports. Expanding the Canal allows shippers alternate routes for transporting goods. The Port of Hampton Roads will reap the benefits of an expanded Canal.

The advantages Hampton Roads has over other East Coast Ports in luring shippers away from the West Coast ports include an ice-free harbor with depths of 50 feet, some of the world’s largest cranes capable of reaching across 26 rows of containers, and space to expand terminal capacity. APM’s $500 million terminal in Portsmouth will have the capability to handle over 2 million TEU’s at final build-out while the proposed Virginia Port Authority’s $2.2 billion Craney Island terminal could handle over 4 million TEU’s when complete.

The Panama Canal expansion highlights the need to keep Craney Island on track for our economic future.

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**Honorary Life Memberships Awarded**

The Virginia Maritime Association Board of Directors has voted unanimously to extend Honorary Life Memberships to Col. Yvonne Prettyman-Beck, United States Army Corps of Engineers and Thomas P. Dushatinski, former Board Member of the Hampton Roads Shipping Association. They were recognized with this honor for their outstanding contributions to the Port of Hampton Roads.

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**Save the Dates**

**May 10 & 11**

International Trade Symposium, 87th Annual Maritime Banquet and Annual Golf Outing
### Distribution of Coal Dumpings at Hampton Roads

<table>
<thead>
<tr>
<th>Type</th>
<th>Feb-07</th>
<th>2 month 2007</th>
<th>Feb-06</th>
<th>2 month 2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Hampton Roads</td>
<td>1,769,068</td>
<td>3,996,105</td>
<td>1,466,056</td>
<td>3,214,256</td>
</tr>
<tr>
<td>NS</td>
<td>801,512</td>
<td>1,824,862</td>
<td>854,606</td>
<td>1,731,592</td>
</tr>
<tr>
<td>Pier IX</td>
<td>555,671</td>
<td>1,035,302</td>
<td>417,857</td>
<td>982,725</td>
</tr>
<tr>
<td>DTA</td>
<td>411,885</td>
<td>1,135,941</td>
<td>193,593</td>
<td>499,939</td>
</tr>
<tr>
<td>Export Cargo - H. Rds.</td>
<td>1,310,849</td>
<td>3,005,971</td>
<td>1,060,224</td>
<td>2,441,337</td>
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<tr>
<td>NS</td>
<td>698,812</td>
<td>1,625,426</td>
<td>756,394</td>
<td>1,588,120</td>
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<tr>
<td>Pier IX</td>
<td>278,867</td>
<td>463,200</td>
<td>221,181</td>
<td>583,682</td>
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<tr>
<td>DTA</td>
<td>333,170</td>
<td>917,345</td>
<td>82,649</td>
<td>269,535</td>
</tr>
<tr>
<td>Coastwise &amp; Other - H.R</td>
<td>458,219</td>
<td>990,134</td>
<td>405,832</td>
<td>772,919</td>
</tr>
<tr>
<td>NS</td>
<td>102,700</td>
<td>199,436</td>
<td>98,212</td>
<td>143,472</td>
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<tr>
<td>Pier IX</td>
<td>276,804</td>
<td>572,102</td>
<td>196,676</td>
<td>399,043</td>
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<tr>
<td>DTA</td>
<td>78,715</td>
<td>218,596</td>
<td>110,944</td>
<td>230,404</td>
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</tbody>
</table>
| Source: Hampton Roads Coal Piers

### Note:
Figures for NS in January were revised. Spreadsheet reflects corrected figures.

### Port of Hampton Roads TEU's

<table>
<thead>
<tr>
<th>Type</th>
<th>Jan-2007</th>
<th>1 month 2007</th>
<th>Jan-2006</th>
<th>1 month 2006</th>
</tr>
</thead>
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<tr>
<td>Hampton Roads</td>
<td>164,427</td>
<td>164,427</td>
<td>169,078</td>
<td>169,078</td>
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</tbody>
</table>

Source: Virginia Port Authority

### Customs Receipts - Virginia Customs District

<table>
<thead>
<tr>
<th>Type</th>
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<th>1 month 2007</th>
<th>Jan-2006</th>
<th>1 month 2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hampton Roads</td>
<td>50,270,261</td>
<td>50,270,261</td>
<td>54,968,356</td>
<td>54,968,356</td>
</tr>
<tr>
<td>Other VA</td>
<td>307,469</td>
<td>307,469</td>
<td>4,257,888</td>
<td>4,257,888</td>
</tr>
<tr>
<td>Total</td>
<td>50,577,730</td>
<td>50,577,730</td>
<td>59,226,244</td>
<td>59,226,244</td>
</tr>
</tbody>
</table>

Source: U.S. Customs and Border Protection Figures for Ports 1402, 1404 and 1409 were not received.

### Passenger Cruises

<table>
<thead>
<tr>
<th>Type</th>
<th>Feb-07</th>
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<th>Feb-2006</th>
<th>2 month 2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Vessels</td>
<td>0</td>
<td>0</td>
<td>2</td>
<td>5</td>
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<tr>
<td>Number of Passengers</td>
<td>0</td>
<td>0</td>
<td>4,836</td>
<td>11,935</td>
</tr>
</tbody>
</table>

Source: Nauticus
News Briefs & Announcements

87th Annual Maritime Banquet

VMA will host its 87th Annual Maritime Banquet on May 10th. The Banquet is the premier event for Virginia’s maritime industry. This event grows with each passing year. Join us and hear comments from Senator Jim Webb, the keynote speaker.

Webb was elected Senator of Virginia on November 2, 2006 and serves on the Committee on Foreign Relations, Committee on Armed Services, Committee on Veterans Affairs and Joint Economic Committee. Webb began his political career serving in the U.S. Congress as counsel to the House Committee on Veterans Affairs and was appointed the inaugural Assistant Secretary of Defense for Reserve Affairs before being the first Naval Academy graduate in history to serve in the military and then become Secretary of the Navy.

Webb served to protect this country before he served its people as a political leader. His impressive military background includes being a graduate of the Naval Academy, receiving the Superintendent’s Commendation for outstanding leadership, ranked first in his class of 243 at the Marine Corps Officer’s Basic School in Quantico, Virginia, and served with the Fifth Marine Regiment in Vietnam, where he received the Navy Cross, the Silver Star Medal, two Bronze Star Medals, and two Purple Hearts.

Webb’s aspirations went beyond the call of duty and service. He also enjoyed a long career as an author, a screenwriter, a producer and a worldwide journalist.

For more information about VMA’s events please visit our website at www.VAMaritime.com.

International Trade Symposium

Virginia Maritime Association has teamed up with American Shipper Magazine again this year to offer our fourth International Trade Symposium scheduled for May 10th. The symposium is offered to raise awareness of the issues facing international trade. “Navigating Future Growth” is the theme of this year's event.

Mr. Jerry Bridges, Executive Director, Virginia Port Authority, will be the morning keynote speaker followed by two morning panel discussions.

The first panel, “Redefining the Intermodal Landscape”, will discuss the rationale and implementation of liner carriers reshaping North American international networks by reducing the number of inland destinations and what these changes will mean to other service providers and supply chain managers.

In the second panel, “Striking a Balance - ‘Could railroads find containers as attractive as coal cars?’”, panelists discuss how railroads will manage future growth of international container traffic, exploring obstacles and solutions.

Mr. John Vickerman, Founding Principal, TranSystems, Inc. will be the keynote speaker for the lunch program.

The last panel discussion, “Playing the Terminal Lottery”, will discuss how increased valuations of port terminals will impact public/private partnerships for terminal development and the pricing of terminal services for carriers and shippers.

Half Moone Rising

On April 7th, Norfolk will proudly open the doors of its 80,000 square-foot Half Moone Cruise & Celebration Center. The facility is designed to accommodate the nation’s largest passenger vessels and will also serve as a one-of-a-kind banquet facility. The project’s scope includes an enhanced ground transportation area in front of Nauticus and “back of house” improvements to better facilitate ship provisioning.

The facility has already caught the attention of the cruise industry. On April 28th, Royal Caribbean International will be the first line to sail from the Half Moone. The company will offer a series of 7-day Bermuda itineraries through July.
VMA Highlights
Your Association in Action

Throughout the month of February the Association remained focused on addressing issues important to the future of the Port.

The Association continued to communicate the needs of Virginia’s maritime industry over the course of the 2007 legislative session of Virginia’s General Assembly, which adjourned on February 24th. Some of the key issues addressed were the need to begin work on the eastward expansion of Craney Island, the Mainline Safety Rail Relocation Project so rail lines can be relocated from the heart of Portsmouth and Chesapeake to the median of I-164, and the need for a long term sustainable transportation solution.

VMA participated in a meeting with Virginia Community College system colleges planning to offer new logistics and freight distribution training. The purpose of the meeting was to give these colleges direction on the needs of the industry and provide input on curriculum development.

The VMA continued to speak with industry and city officials regarding re-energized interest from the City of Norfolk to reduce or remove truck traffic from Hampton Boulevard. In a cooperative fashion all stakeholders continue to explore operational and technological improvements that might reduce container traffic on Hampton Blvd.

The VMA participated in a meeting of Portsmouth’s Craney Island Study Commission which gives citizen input to Portsmouth’s City Council with regard to Craney Island. Craney Island, which accepts dredge disposal materials for the Port, is a key to the success of the Port and it is important that port interests be represented in any forum that may impact the future of Craney Island as a dredge disposal site.

As the month closed, the VMA represented the interests of our membership at the semi-annual meetings of the Maritime Information Systems of North America (MISNA) and the National Association of Maritime Organizations. The meetings took place in Washington, D.C. which allowed VMA to meet with our congressional representatives on issues of importance to the maritime industry.

As a member of MISNA, the Association works with other maritime associations and exchanges to develop vessel information services we can offer to international and national constituents as well as our respective local members. NAMO is comprised of maritime-related organizations throughout the United States and represents its members at a national level in all matters affecting foreign or domestic waterborne commerce using U.S. ports. Topics addressed included Transportation Policy and Infrastructure, Customs and Border Protection (CBP) Issues, Notice of Arrival/Departure Issues, Ballast Water Management, Right Whales, and the Transportation Workers Identification Credential.

Committee Update

Shippers Committee

VMA’s Shippers Committee met February 7th and members received a briefing on current regulatory and legislative issues, including an update on the General Assembly’s progress on producing a transportation package and an update on TWIC implementation. A presentation was given on a proposed container-on-barge service from Hampton Roads to the Port of Richmond and the challenges and benefits of the service. The committee discussed the re-energized interest from the City of Norfolk to reduce or remove truck traffic from Hampton Boulevard, the primary corridor between NIT and PMT. The committee was informed that PMT was seeing significant reductions in dwell time as a result of adding GPS to the straddle carriers. The GPS makes it possible to make a container available for pickup the same day the ship arrives. The meeting also included an update on efforts to encourage truckers to use a web based program to facilitate more street turns with containers and reduce congestion.

(continued on page 7)
Membership News

New Members

C B Richard Ellis
Commercial Real Estate & Development
150 W. Main Street, Suite 1100
Norfolk, VA 23510
(757) 278-1808; FAX; 757-490-1200
Mr. Langbourne N. Williams
Vice President
lang.williams@cbre.com
Recommended by: David Host

Mahar Safety & Security
Marine Security Consultants
200 Golden Court, Suite 260
Virginia Beach, VA 23452
(757) 502-4729 FAX; (757) 430-0837
Ms. Christa L. Salmon
Director of Business Development
csalmon@yorkmaharinc.com
Recommended by: Alicia Mahar

C V International Inc.
Freight Forwarders & Customhouse Brokers
1128 W. Olney Road
Norfolk, VA 23507
(757) 466-1170 FAX; (757) 466-1309
Michael W. Coleman, President
mcoleman@cvinternational.com
Recommended by: B. Wayne Coleman

RBC Centura Bank
Banks/Investment & Mortgage Loans
555 E. Main Street, Suite 1000
Norfolk, VA 23510
(757) 892-2051 FAX; (757) 892-2055
Mr. William Newell, President
william.newell@rbc.com
Recommended by: Capt. Watkins

Committee Update (con’t)

Towing and Barge Operators
VMA’s Towing and Barge Operators Committee met February 14th. The committee was informed TSA had published the regulations for implementation of the TWIC card. The card will be rolled out on a port-by-port basis. There was discussion of the implementation schedule and concerns. It was reported the local industry had met MTSA inspection compliance 100% with dockside exams. The Coast Guard advised of a new security boarding program in the Port to verify the identification of crews and the activity of the vessels for security purposes.

Inland Transportation Committee
On February 14th the Driver Workforce Development Subcommittee met to continue exploring a potential business model for utilizing newly trained truck drivers. If successful, this program would allow for some drivers with adequate training, but without the customary 2 years of experience, to enter the driver pool servicing the Port. VMA’s driver recruiter provided an update and discussed next steps in the Southside Virginia Driver Recruiting Project. The committee also addressed challenges with reducing truck traffic on Hampton Boulevard.

Annual Banquet Committee
VMA’s Annual Banquet Committee met February 16th to continue making preparations for the 87th Annual Maritime Banquet on May 10th. Several decisions were made with regard to various speakers, participants, content and other details of the program.

International Trade Symposium Committee
VMA’s International Trade Symposium Committee spoke regularly over the month of February to continue planning for the International Trade Symposium on May 10th.
Club Contacts

Customs Brokers & Int’l Freight Forwarders Assn.
Contact: Katie Carney, 446-1542

Hampton Roads Coal Association
Contact: Michael Carmon, 873-0165

Hampton Roads Foreign Commerce Club
website: www.hrfconline.com
Contact: Susan Long, 857-3351

Hampton Roads Traffic Club
Contact: Peter Simmons, 466-8899

Propeller Club - Port of Norfolk
Contact: Ray Wittersheim, 545-4013 x 333

Society of Maritime Industries
Contact: Dave Wooley, 391-9249

Tidewater Motor Truck Association
Contact: Shirley Roebuck, 398-0679

Virginia Ship Repair Association
Contact: Mal Branch, 233-7034

The Women’s Transportation Club of Hampton Roads
Contact: Anita Bonet, 440-7215

Upcoming Club Events

Apr 11 Hampton Roads Traffic Club
Aircargo Night
5:30 p.m. Holiday Inn - Executive Center, Va. Beach

Apr 11 Hampton Roads Coal Association
6:15 p.m. Town Point Club, Norfolk

Apr 16 Hampton Roads Foreign Commerce Club
11:30 a.m. Town Point Club, Griff Lynch, APM Term.

Apr 17 Virginia Ship Repair Association
12:00 Portsmouth Renaissance Hotel
Capt. Richard Berkey, Commander, NNS

Apr 19 Propeller Club
Oyster Roast
4:30 Crumbley Recreation Park NIT

Apr 19 Customs Brokers & Int’l Freight Forwarders Assn.
12:00 p.m. Radisson Hotel, Norfolk

Apr 25 Tidewater Motor Truck Association
6:00 p.m. Holiday Inn Express, Norfolk

May 9 Hampton Roads Traffic Club
Motor Carrier Night
5:30 p.m. Holiday Inn - Executive Center, Va. Beach

May 9 Hampton Roads Coal Association
Opening Reception
6:15 p.m. Town Point Club

May 10 Virginia Maritime Association
International Trade Symposium
7:00 a.m. Norfolk Waterside Marriott

May 10 Hampton Roads Coal Association
Golf Outing
8:30 Nansmond River, Suffolk

May 10 Virginia Maritime Association
87 Annual Maritime Banquet
5:30 p.m. Norfolk Waterside Marriott

May 10 Virginia Maritime Association
Annual Golf Outing
9:00 a.m. Cedar Point Country Club
8:00 a.m. overflow @ Riverfront Golf Club

May 15 Virginia Ship Repair Association
12:00 Portsmouth Renaissance Hotel
Dr. Stephen Jones, Superintendent, NPS