

MARITIME BULLETIN

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News and Information from the Port of Hampton Roads

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BEYOND THE PIER

VIRGINIA MARITIME ASSOCIATION'S
INTERNATIONAL TRADE SYMPOSIUM

May 3, 2012

NORFOLK MARRIOTT WATERSIDE, NORFOLK, VA

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State of the Port Address

On January 18, 2012, Mr. Joseph A. Dorto, President and CEO, Virginia International Terminals, (VIT), delivered his 32nd annual "State of the Port" address to over 100 members of the port community during the Hampton Roads Global Commerce Council's luncheon at the Town Point Club in Norfolk.

Dorto told a crowded room 2011 container business had gotten off to a slow start but finished strong with December container volumes up 12% over December 2010. Overall, at 1,918,029 TEUs, the Virginia Port Authority (VPA) wrapped up calendar year 2011 with a 1.2 percent increase in volume, surpassing 2010 by 23,011 TEUs. He predicted stronger growth of between 4% and 5% in 2012.

Rail operations, which account for 30% of VPA/VIT cargo volumes, will play a larger role in the growth of the Port this year, both Norfolk Southern Corp. and CSX Transportation expanded the Port's reach to the Southeast and Midwest. Norfolk Southern opened a service in Greensboro and CSX opened a rail link to its intermodal ramp in Northwest Ohio. He believes rail growth could expand to 50% when the Panama Canal opens in 2014.

The Port has unparalleled growth opportunities among East Coast ports. New container business can be handled at APM Terminals Virginia, which is operating at 63% of capacity, Norfolk International Terminals (NIT), which is operating at 70% capacity, and the future Craney Island Marine Terminal.

Breakbulk cargo and specialized project cargo can be handled at both the Newport News and Portsmouth Marine Terminals. New business will be coming to the Portsmouth Marine Terminal where a 500,000 square-foot warehouse will be built to handle 150,000 tons of newsprint and approximately 60,000 tons of new wood pulp materials annually.

Ship lines know we have an unobstructed harbor, growth capacity, and excellent rail connections and an increasing number of ocean carriers are visiting the Port as they make plans to deploy bigger ships to the East Coast. In 2011, Mediterranean Shipping Company, the second largest container line in the world, presented VIT with its "Most Improved Productivity" award in recognition of VIT's efficiency handling the line's cargo.



Mr. Joseph A. Dorto, President and CEO, Virginia International Terminals, (VIT)

Last year, Governor McDonnell reorganized the VPA Board of Commissioners to bring a focus to attracting more business and improving port performance. The Board is comprised with the kind of successful business people with a knowledge of ports, transportation, and economic development that will help the Port continue to succeed.

Operation Port Plus is a new initiative taken on by the VPA/VIT that will allow them to benchmark everything they do against the best terminals in the world and identify changes that need to be made to improve service standards, eliminate waste and cost, and drive efficiency in everyday operations. The VMA has chosen to undertake this as a port-wide initiative to make the Port of Virginia the premier port on the East Coast.

The entire port community needs to work and compete together to bring the ships here. The Port of Virginia offers the best channels, facilities, labor force, railroad operations, and strong leadership. Working together to attract new business is the challenge that faces the Port in 2012.

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To contact USI, or to receive their Marine & Logistics Newsletter, contact Shawn Voyles at 757-640-9654 or shawn.voyles@usi.biz.

MARITIME NEWS

New MSC Rotation Includes Double-Call with Last Out Service

MSC (Mediterranean Shipping Co.) has shuffled the U.S. East Coast port rotation of its Golden Gate Service from the Far East this month to include a double call at the Port of Virginia. After calling on East Coast ports, the MSC ships will return to Virginia to take advantage of the deepest shipping channels on the East Coast and sail full laden ships back to Asia without regard to depth or height restrictions.

The revised port rotation of the Golden Gate Service will be: Hong Kong, Chiwan, Yantian, Shanghai, Ningbo, Singapore, Salalah, Suez Canal transit, New York, Norfolk, Baltimore, Savannah, Freeport (Bahamas), Charleston, Norfolk, Suez Canal transit, Jeddah, Colombo, Singapore, Chiwan and back to Hong Kong.

On the Golden Gate Service MSC deploys vessels in excess of 9,200 TEUs. At other East Coast ports those vessels cannot operate fully-laden because of depth or height restrictions.

Making Virginia the last East Coast call allows MSC to begin capitalizing on the Port's on-dock rail capabilities and the economies of scale of those large ships.

"It gives us the opportunity to capture more export traffic and take advantage of MSC's big ships — load them heavy — and capitalize on our 50-foot channels," said Virginia Port Authority Executive Director Jerry A. Bridges.

"While other East Coast ports are battling one another over federal dollars to dredge to get ready for the opening of an expanded Panama Canal, Virginia is ready," Bridges said. It is decisions like the one MSC made in double calling the Port of Virginia that prove we're ready for the big ships that will come through both the Panama and Suez canals."



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Norfolk Southern Sets New Record with Coal Ship

On January 12, the Norfolk Southern Pier 6 coal transloading facility, located at Lamberts Point Dock, finished loading 159,941.45 net tons (145,097.931 metric tons) of metallurgical coal into the 951-foot vessel *M/V Cape Dover*, bound for China. It was the largest coal loading in the Piers 50 year history.

Pier 6 opened for business in 1962 as the hemisphere's largest, fastest, and most efficient transloading facility.

In 1999, Pier 6 dumped its billionth ton of coal and became the only facility in the world to have reached that milestone. Most of the coal moving through Pier 6 originates in Southwest Virginia, Southern West Virginia, Eastern Kentucky, and Pennsylvania. The shipment arrived in 1,561 railroad coal cars shipped by Xcoal Energy & Resources in conjunction with CONSOL Energy, from mining operations in Virginia.

"This is the kind of capacity and service that makes Pier 6 the preeminent coal transloading facility on the East Coast," stated Mark H. Bower, Norfolk Southern Group Vice President, Export, Metallurgical, and Industrial Coal Marketing. The amount of coal from this shipment can be used to make about 207,000 tons of steel, enough to build 230,000 automobiles.

Norfolk Southern has been transferring coal and coke from railroad cars into ocean-going and domestic vessels in the Lamberts Point area since 1884, when it opened Pier 1.



"M/V Cape Dover at Pier 6. Photo courtesy of Norfolk Southern"

FEBRUARY PORT STATISTICS

Vessels by Type	Jan-12		YTD-12		Jan-11		YTD-11	
	Arrive	Sail	Arrive	Sail	Arrive	Sail	Arrive	Sail
BULK								
AMERICAN	0	0	0	0	0	0	0	0
FOREIGN	15	15	15	15	20	16	20	16
TOTAL	15	15	15	15	20	16	20	16
COAL								
AMERICAN	3	3	3	3	4	4	4	4
FOREIGN	50	48	50	48	40	43	40	43
TOTAL	53	51	53	51	44	47	44	47
COMBO								
AMERICAN	0	0	0	0	0	0	0	0
FOREIGN	5	5	5	5	5	5	5	5
TOTAL	5	5	5	5	5	5	5	5
CONTAINER								
AMERICAN	18	19	18	19	21	20	21	20
FOREIGN	119	117	119	117	124	122	124	122
TOTAL	137	136	137	136	145	142	145	142
GENERAL								
AMERICAN	2	2	2	2	0	0	0	0
FOREIGN	9	10	9	10	4	3	4	3
TOTAL	11	12	11	12	4	3	4	3
OTHER								
AMERICAN	3	1	3	1	1	1	1	1
FOREIGN	0	0	0	0	0	0	0	0
TOTAL	3	1	3	1	1	1	1	1
RORO								
AMERICAN	1	1	1	1	0	0	0	0
FOREIGN	8	6	8	6	8	8	8	8
TOTAL	9	7	9	7	8	8	8	8
TANKER								
AMERICAN	0	0	0	0	0	0	0	0
FOREIGN	8	7	8	7	13	15	13	15
TOTAL	8	7	8	7	13	15	13	15
AMERICAN	27	26	27	26	26	25	26	25
FOREIGN	214	208	214	208	214	212	214	212
TOTAL	241	234	241	234	240	237	240	237

Distribution of Coal Dumpings at Hampton Roads

(in net tons of 2,000 lbs.)

	Jan-2012	1 month 2012	Jan-2011	1 month 2011
Total Hampton Roads	4,158,806	4,158,806	4,035,794	4,035,794
NS	1,792,521	1,792,521	1,661,048	1,661,048
Pier IX	1,408,784	1,408,784	1,020,979	1,020,979
DTA	957,501	957,501	1,353,767	1,353,767
Export Cargo - H. Rds.	3,956,619	3,956,619	3,678,655	3,678,655
NS	1,673,370	1,673,370	1,542,524	1,542,524
Pier IX	1,408,784	1,408,784	976,409	976,409
DTA	874,465	874,465	1,159,722	1,159,722
Coastwise & Other - H.R.	202,187	202,187	357,139	357,139
NS	119,151	119,151	118,524	118,524
Pier IX	0	0	44,570	44,570
DTA	83,036	83,036	194,045	194,045

Source: Hampton Roads Coal Piers

Port of Hampton Roads TEU's

(Twenty Foot Equivalent Units)

	Dec-2011	12 month 2011	Dec-2010	12 month 2010
Hampton Roads	138,452	1,902,182	138,452	1,895,017

Source: Virginia Port Authority

Passenger Cruises

	Jan-2012	1 month 2012	Jan-2011	1 month 2011
Number of Vessels	0	0	0	0
Number of Passengers	0	0	0	0

Source: Nauticus

NEWS BRIEFS & ANNOUNCEMENTS

VPA Expands Green Operator Program to Vessels

With the support of recently awarded federal Congestion Mitigation and Air Quality (CMAQ) funds, the Virginia Port Authority (VPA) has expanded its Green Operator GO program to vessels. The expanded GO program will provide an incentive to ocean carriers to burn ultra low-sulfur marine gas oil or use alternative power technology while their vessels are moored at VPA-owned terminals.

The GO program is the VPA's ongoing effort to clean up drayage trucks serving the Port and it now includes incentives for fuel switching and alternative auxiliary power options for ocean carriers. The Truck Replacement Program encourages drayage truck owners to replace their pre-2004 heavy duty diesel trucks with low emission and more fuel efficient 2007 or newer models, by providing a financial incentive in the form of a rebate or down payment of a GO-approved replacement vehicle. The incentive will equal 25% of the sales price of the replacement vehicle, or \$20,000, whichever is less.

Maersk Line will be the first ocean carrier to participate in the Ocean-Going Vessel Hybridization and Fuel Switching Demo Project that encourages the use of alternative fuel/hybrid technology to reduce emissions from at-berth operations. VPA is prepared to execute two alternatives under this project: 1) FlexGen, which eliminates the need for a commercial container vessel to run its auxiliary diesel engines and eliminates the need for shore-side power at berth; and 2) Fuel Switching, in which vessels will use ultra low-sulfur marine diesel while at berth and VPA facilities. Both alternatives will result in significant emissions reductions.

Through the fuel-switching program, Maersk Line will take advantage of a \$300,000 incentive from VPA to burn the low-sulfur fuel in its vessels when they are pier side at The Port of Virginia. Once moored, Maersk Line vessels will draw fuel for their auxiliary engines from an on-board tank filled with the cleaner burning fuel, which contains less than 0.1 percent sulfur. Norfolk-based Maersk Line, Limited (MLL) will have 18 ships participating in the program. The fuel switch program will run for 13 months and involve 41 Maersk Line ships making more than 210 port calls. "We estimate that the fuel switch will reduce emissions of sulfur oxides by 20 metric tons in the first six months," said Lee Kindberg, director of environment and sustainability at Maersk Line.

Through the \$300,000 incentive, the VPA will subsidize Maersk Line's cost to purchase the ultra low-sulfur marine diesel for one year. The money for the incentive comes from three sources: the VPA, \$75,000; the Virginia Department of Environmental Quality, \$75,000; and \$150,000 from the federal Congestion Mitigation and Air Quality (CMAQ) grant program. Over the course of the next five years, the VPA will receive \$4 million in CMAQ funding for the program.

According to a statement by Heather Wood, VPA's Director of Environmental Affairs, "In three years there will be a federal mandate requiring all vessels plying North American waters to burn this low-sulfur fuel. This is the beginning of our effort and a first in the Mid-Atlantic and Southeast to help carriers get ahead of that mandate, but we're doing it with an eye on the positive effects for air quality in Hampton Roads.

Port of Virginia Featured in "Move It!"

"Move It!", a web-based production series highlighting the logistics industry made its premier on February 6 at the MODEX, a logistics, material handling, and supply chain conference held at the Atlanta Georgia World Congress Center.

The television production unit of AGiLE Business Media LLC, publisher of "DC Velocity" and "CSCMP's Supply Chain Quarterly", partnered with Steve Thomas, former host of the PBS series "This Old House", to broadcast an online TV series to showcase the people, technologies, and strategies instrumental in keeping the nation's supply chain running smoothly.

As the host, Steve Thomas, explores the nuances of the logistics business as seen through the eyes of some of the nation's leading specialists.

The pilot episode of "Move it!" takes viewers on an all-access tour of the logistics nerve centers of several leading companies and organizations: consumer products distribution giant Amway in Grand Rapids, Michigan; Old Dominion Freight Line; and national online natural health products distributor iHerb in Moreno Valley, California. The debut episode also featured the Port of Virginia and APM Terminals Virginia as the most technologically advanced port facility in the United States.

AGiLE TV's objective is to demonstrate to Americans who don't work in the logistics field how important the industry is and how it affects the way they work and live.

"Move It!" is available for on-demand viewing at www.MoveItShow.com.





VMA HIGHLIGHTS

Association in Action

Much of the Association's efforts each January revolve around representing the interests of the VMA membership and the maritime industry during the legislative session of Virginia's General Assembly. The 2012 session began January 11 and several trips were made to Richmond to participate in various committee meetings and events and to meet with members of the administration and lawmakers about legislation impacting Virginia's maritime industry. The VMA is optimistic that this year the General Assembly will approve bills, already supported by Governor McDonnell, that will improve our competitive posture and incentivize customers to ship more cargo through the Port.

On January 11, the VMA met with representatives from Congressman Scott Rigell's office to keep them current on the issues important to our maritime community. The Port's priority dredging projects, offshore energy, and transportation were some of the topics addressed during an informal and open discussion.

The VMA was in attendance at the January 17 signing of a Memorandum of Understanding (MOU) between the Virginia Port Authority and the Lithuanian Port of Klaipeda. The state-run Port of Klaipeda is located on the east coast of the Baltic Sea and is the primary overland (rail) gateway into northern Afghanistan. The port is the northernmost ice-free port on the Baltic Sea and is the largest Lithuanian transport hub, connecting sea and

inland traffic lanes; last year the port handled nearly 325,000 TEUs. Lithuanian Ambassador to the US Žygimantas Pavilionis was among the delegation of representatives from several Lithuanian transportation sectors that attended the signing event. The MOU establishes the groundwork for information sharing aimed at generating new business by promoting the all-water route between the Lithuanian seaport and Virginia.

On January 25, the VMA met with representatives from the Bureau of Ocean Energy Management (BOEM) to discuss proposed Wind Energy Areas (WEA) off the coast of North Carolina. North Carolina's northern most proposed WEA lies directly in the southern approach to the entrance to Chesapeake Bay and the Port of Virginia. VMA presented its concerns with regard to shipping and navigational safety and will continue to monitor these developments.

The Virginia Institute of Marine Science (VIMS) has a three-part mission to conduct interdisciplinary research in coastal ocean and estuarine science, educate students and citizens, and provide advisory service to policy makers, industry, and the public. Many port-related projects have relied on VIMS' research and information. On January 27 VMA made a presentation to the VIMS Advisory Council about the role of VMA, initiatives within the maritime industry, and discussed ways in which VIMS and VMA could work together in the future to advance Port projects.

Committee Update

TOWING & BARGE OPERATORS COMMITTEE (Jan 4) — The committee revisited the recurring agenda topics of bridge openings and utilizing the voluntary dockside examination program for towing vessels. The committee discussed proposed changes to the Vessel General Permitting programs and was reminded the EPA was accepting public comments until February 21. The committee was advised Coast Guard was seeking additional information related to the Atlantic Coast Port Access Route Study and would accept additional public comments until January 31. Other topics discussed included concerns related to the application of the Federal Excise Tax on fuel, changes for mariner's requirements for TWIC, planning for the first Mid Atlantic Waterways Conference, and comments letters submit by VMA and others regarding proposed regulations known as Subchapter "M."

ANNUAL BANQUET COMMITTEE (Jan 10) — The 92nd Annual Maritime Banquet is scheduled for May 3, 2012. The committee received updates and discussed the planning for the International Trade Symposium, the banquet keynote speaker, a proposed networking event, the use of audio/visual, and plans for event promotion and registration.

OUTINGS COMMITTEE (Jan 17) — The committee decided VMA's new networking events would be branded as "Maritime Mixers" and

selected a logo to be used with these and other VMA events. An update was given on the planning for the February 23 "Maritime Mixer" and decisions made regarding registration and promotion. The committee began the planning for a proposed April event in Portsmouth and the annual Maritime Issues Council Golf Outing to be held in September.

AWARDS COMMITTEE (Jan 19) — The committee considered candidates for recommendation to the Board of Directors to receive the Distinguished Service Award and/or the Port Champion Award. The Distinguished Service Award is bestowed upon an individual within the maritime community with a record of accomplishment and leadership, while the Port Champion Award honors an individual that does not work directly within the maritime industry but whose contributions have done much to benefit the industry.

INTERNATIONAL TRADE SYMPOSIUM (Jan 24 & 31) — The International Trade Symposium will be held May 3. The committee focused on developing the panel and keynote topics to be addressed and identifying speakers that could be added to the panels. The committee developed plans for logistical support of the panels and discussed strategies for promotion of the symposium. "Beyond the Pier" was selected as theme for the 9th annual symposium.

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Marine Elevator Services

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Suite 612

Virginia Beach, VA 23462

Mr. Larry L. Hatch,

Marine Division Manager

Phone: 449-1619

e-mail: lhatch@delawareelevator.com
www.delawareelevator.com

RECOMMENDED BY: Membership Chairman

The Law Office of Henry P. Bouffard, PC

Law Firm

440 Monticello Avenue, Suite 1827
Norfolk, VA 23510

Mr. Henry P. Bouffard, President

Phone: 663-7572; FAX 663-7571

e-mail: henry@hbouffardlaw.com

website: www.hbouffardlaw.com

RECOMMENDED BY: Joe Dorto
and John Ryan

London & Norfolk, Ltd.

Commercial Insurance

999 Waterside Drive, Suite 2500
Norfolk, VA 23510

Mr. Michael R. Gomez, Jr.

Phone: 623-0003; FAX 623-0004

e-mail: rgomez@lnorfolk.com

www.london-norfolk.com

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Insurance Brokers

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Norfolk, VA 23510

Mr. Shawn A. Voyles, Esq.

Practice Leader Marine
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Phone: 640-9654 FAX: (610) 537-9870

e-mail: shawn.voyles@usi.biz

www.usi.biz

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VMA Launches New Website

The Virginia Maritime Association (VMA) has updated its website — www.VAMaritime.com. The goals of the changes and future upgrades are to improve how the Association and our members interact with each other by using social networking functionality (including committee interaction), keep our members informed, and improve our service to our members and Virginia's maritime industry.



Members will notice several improvements within the site and will be encouraged to check back regularly as additional features will be phased in over the coming months.

VMA members that have not already signed in can contact the VMA office at 757-622-2639 to obtain user names and password codes. Members are encouraged to update their member profiles and take a few minutes to explore how they can use the site.



236 E. Plume Street
 Norfolk, Virginia 23510
 P.O. Box 3487
 Norfolk Virginia
 (757) 622-2639; FAX 622-6302
 www.VAMaritime.com
 vma@portofhamptonroads.com

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 www.PropellerClubNorfolk.com

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CONTACT: Frank Borum • 494-0276
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Virginia Ship Repair Association

CONTACT: Sylvia Bell • 233-7034
 www.VirginiaShipRepair.org

March Club Events Calendar

Mon	Tues	Wed	Thur	Fri	Sat/Sun
			1 OWIT 12:00 NOON Williams Mullen's Office Dominion Tower, 17th Floor	2	3/4
5	6	7	8 Propeller Club 11:30 AM Town Point Club	9	10/11
12	13	14 Coal Association Honorary Member Dinner 6:15 PM • Town Point Club Traffic Club 5:30 PM • Holiday Inn, Greenwich	15	16	17/18
19	20 VA Ship Repair Assoc. 12:00 NOON Renaissance Hotel, Portsmouth	21 Global Commerce Council 12:00 NOON Town Point Club	22 Customs, Brokers and International Freight Forwarders Association 12:00 NOON • Town Point Club	23	24/25
26	27 Motor Truck Association 6:30 PM Elizabeth Manor Country Club	28	29	30	31