



MARITIME BULLETIN

News and Information from the Port of Hampton Roads

Volume 68, No 4, April 2004

This month's Maritime Bulletin is Sponsored by:

Vandeventer Black LLP

Hampton Roads Premier Maritime Events:

The 84th Annual Banquet

H R M A presents the 84th Annual Dinner Meeting on April 29, 2004. Vice Admiral Conrad C. Lautenbacher, Jr., U.S. Navy (Ret.), Undersecretary, Department of Commerce for Oceans and Atmosphere and NOAA Administrator, will be this year's keynote speaker.



Vice Admiral
Conrad C. Lautenbacher, Jr.

A native of Philadelphia, PA, Vice Admiral Lautenbacher has served in a broad range of operational, command and staff billets. He was President and CEO of the Consortium for Oceanographic Research and Education (CORE) before joining NOAA in December, 2001. Along with his exemplary military service to our country, VADM Lautenbacher has championed needs of the commercial maritime industry by advancing programs for safe navigation. VADM Lautenbacher has been instrumental in modernizing nautical charting in the National Ocean Service of NOAA.

This year the Hampton Roads Maritime Association will recognize the invaluable role of the United States Coast Guard rescue teams and the service they provide to commercial mariners. In attendance, and to be recognized, will be representatives from the rescue team that responded to the Bow Mariner incident.

The Inaugural International Trade Symposium

On April 29, 2004, the Hampton Roads Maritime Association will offer the very first International Trade Symposium at the Norfolk Waterside Hotel in downtown Norfolk.

The International Trade Symposium 2004 is being offered to raise awareness on the ever changing issues of International Trade. The Symposium offers presentations on a variety of topics from exciting and respected corporate and national officials in the maritime industry.

Mr. John Bowers, President, International Longshoremen's Association, AFL-CIO and Mr. James A. Capo, Chairman, CEO, U.S. Maritime Alliance, Ltd. will discuss the Master Contract already agreed upon between labor and employers.

Mr. Anthony Chiarello, President of Maersk Logistics, Mr. Chris von Kannewurff, Vice President of Sales, North America for "K" Line America, and Mr. Timothy Yatsko, Vice President, Direct Imports of Wal-Mart Stores, Inc., will offer their perspectives on the current state and future of international logistics.

The Symposium will conclude with a luncheon presentation by Mr. John VanDeMerwe, President, CMA-CGM America, on Ocean Shipping Supply and Demand.



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Mark Your Calendars for the International Trade Symposium and 84th Annual Maritime Banquet April 29, 2004

International Trade Symposium 2004

- 7:30 **Registration**
8:30 **Opening Remarks**
8:45 **Master Contract Negotiations Update**
10:30 **International Logistics Panel Presentation**
12:30 **Lunch**
Ocean Shipping Supply and Demand

Ticket Price \$75

84th Annual Banquet

5:30 p.m. Reception 6:45 p.m. Dinner

Guest Speaker
Vice Admiral Conrad Lautenbacher, Jr.
Undersecretary of Commerce
for Oceans & Atmosphere &
NOAA Administrator

Individual Ticket Price \$75
Table of Ten \$700

Save with a Combined
Symposium and Banquet Reservation
Ticket Price \$125

Annual Banquet Golf Outing *April 30, 2004*

7:30 a.m. Registration 8:30 a.m. Shotgun Start

The Isle Golf Links at
Cahoon Plantation, Chesapeake
Captains Choice Florida Best Ball Format

Ticket Price \$85

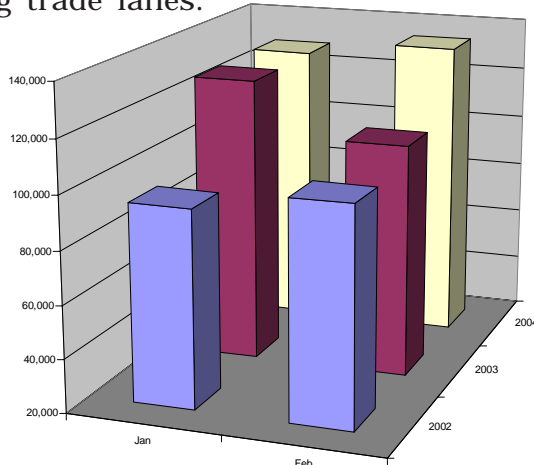
For reservations and information contact
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tina@portofhamptonroads.com



Port Growth Rising

The Port Authority reported record growth for the first two months of 2004, with TEU cargo volume at 236,515, an increase of 11% over the same period in 2003.

One of the contributing factors has been that the Port of Virginia has exceeded other East Coast ports in securing cargo through North East Asia and India, the two fastest growing trade lanes.



Container growth comparison for Jan. & Feb., 2002-2004

Cargo volumes through North East Asia increased 15.3% between July 1, 2003 and January 30, 2004, India's cargo volume leaped 38.5% for the same period over the year before.

Another important factor in this growth has been the emergence of Virginia fast becoming a retail distribution hub for the East Coast and Midwest. The Inland Port in Front Royal has benefitted from the newest distribution center of Home Depot opening in close proximity to the terminal. The Inland terminal's volumes increased by 84.6% during the first two months of 2004, according to Thomas Capozzi, Senior Managing Director of Marketing for the Virginia Port Authority.

To counter balance the effect the increased container traffic will place on the terminals, the Port has taken the initiative to implement empty container yards near the Norfolk and Portsmouth terminals, as well as incorporate a chassis pool to be centrally managed by Virginia Intermodal Management.

Creating the chassis pool could essentially eliminate 7,000 - 10,000 chassis at the terminals. Shiplines are required to donate their chassis to the pool or remove them from the terminals. The chassis pool could be fully operational by August 2004, stated Capozzi.

New Master ILA Contract

A six-year Master Contract agreement was made between the International Longshoremen's Association and the United States Maritime Alliance, six months before the September 30, 2004 expiration date. The new contract is effective from October 1, 2004 through September 30, 2010.

The contract covers union workers handling container and roll-on, roll-off cargo at Atlantic and Gulf Ports. This agreement will cover about 1,800 port workers in the Hampton Roads marine terminals.

Representatives from each side must negotiate local agreements that supplement the Master Contract. The master contract and local agreements must be voted on by the membership and a vote is expected by June 1, 2004.

The new agreement is "security for the importers that their distribution won't be interrupted, and hopefully job security for the ILA," states Roger Giesinger of the Hampton Roads Shipping Association, which represents shipping lines, stevedores and terminals.

HRMA Shippers Committee's 1st Meeting

HRMA's newly chartered Shippers Committee met for the first time on Thursday, March 25, 2004. The Shippers Committee was formed to provide a forum for the owners of the cargo that flows through the Port to address issues and opportunities in the Port of Hampton Roads.

The membership of the Shippers Committee consists of corporate and regional logistics and traffic managers of exporters and importers directing significant volumes of freight through the Port. Shippers currently represented are Dollar Tree Stores, Honeywell, MeadWestvaco, Phillip Morris, Sharper Image, Target, Volvo Logistics, Universal Leaf Tobacco, and Wal-Mart.

The first meeting was a positive and valuable exchange of information about initiatives in the Port and recommendations of competitive and operational opportunities to be explored. The committee members recognized the value of this forum and decided the committee should be reconvened soon and additional shippers should be invited to join the committee.

With the addition of the Shippers Committee the HRMA has closed the loop to provide representation to all the business components of the maritime industry in the Port of Hampton Roads.

Distribution of Coal Dumpings at Hampton Roads (in net tons of 2,000 lbs.)				
	Apr-2004	4 month 2004	Apr-2003	4 month 2003
Total Hampton Roads	2,548,783	8,770,903	1,682,013	7,749,622
NS	1,084,283	4,289,187	903,202	3,997,116
Pier IX	722,758	2,126,041	271,602	1,628,882
DTA	741,742	2,355,675	507,209	2,123,624
Export Cargo - H. Rds.	1,808,323	6,427,598	1,100,741	5,151,784
NS	1,015,791	4,068,105	844,430	3,791,529
Pier IX	482,036	1,315,556	121,845	978,631
DTA	310,496	1,043,937	134,466	381,624
Coastwise & Other - H.R	740,460	2,343,305	581,272	2,597,838
NS	68,492	221,082	58,772	205,587
Pier IX	240,722	810,485	149,757	650,251
DTA	431,246	1,311,738	372,743	1,742,000

Source: Hampton Roads Coal Piers

Port of Hampton Roads TEU's (Twenty Foot Equivalent Units)			
	Mar-2004	3 month 2004	Mar-2003
Hampton Roads	152,205	414,647	139,749

Source: Virginia Port Authority

Customs Receipts - Virginia Customs District			
	Mar-2004	3 month 2004	Mar-2003
Hampton Roads	\$34,689,239	\$96,282,064	\$28,918,845
Other VA	\$4,801,467	\$11,178,152	\$2,881,075
Total	\$39,490,706	\$107,460,216	\$31,799,920

Source: Customs and Border Protection Department of Homeland Security

Passenger Cruises			
	Apr-2004	4 month 2004	Apr-2003
Number of Vessels	6	13	1
Number of Passengers	10,101	23,887	98

Source: Nauticus

Visits by type	Apr-04		YTD 04		Apr-03		YTD 03	
	Arrive	Sail	Arrive	Sail	Arrive	Sail	Arrive	Sail
BULK								
AMERICAN	0	0	0	0	0	0	0	0
FOREIGN	13	12	50	50	9	11	45	42
TOTAL	13	12	50	50	9	11	45	42
COAL								
AMERICAN	3	3	12	12	4	4	13	13
FOREIGN	25	23	80	72	15	14	112	119
TOTAL	28	26	92	84	19	18	125	132
COMBO								
AMERICAN	0	0	0	0	0	0	0	0
FOREIGN	4	4	30	30	3	3	31	31
TOTAL	4	4	30	30	3	3	31	31
CONTAINER								
AMERICAN	13	13	54	54	14	14	43	43
FOREIGN	122	125	494	501	141	141	464	463
TOTAL	135	138	548	555	155	155	507	506
GENERAL								
AMERICAN	2	2	4	4	2	2	3	3
FOREIGN	8	6	47	42	9	11	46	46
TOTAL	10	8	51	46	11	13	49	49
OTHER								
AMERICAN	0	0	6	6	2	2	3	3
FOREIGN	6	7	18	19	0	0	4	2
TOTAL	6	7	24	25	2	2	7	5
RORO								
AMERICAN	0	0	0	0	0	0	0	0
FOREIGN	12	16	38	42	7	7	34	34
TOTAL	12	16	38	42	7	7	34	34
TANKER								
AMERICAN	1	1	4	4	1	1	0	0
FOREIGN	14	14	63	64	11	12	44	40
TOTAL	15	15	67	68	12	13	44	40
AMERICAN	19	19	80	80	23	23	62	62
FOREIGN	204	207	820	820	195	199	780	777
TOTAL	223	226	900	900	218	222	842	839



HRMA Highlights



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With over 120 years of maritime experience, Vandeventer Black is the leading maritime law firm in the region. We have grown steadily with the Port and will continue to provide responsive legal services.

Through our strong heritage, we are the largest, most comprehensive maritime law firm in the Mid-Atlantic. Our diverse practice covers all areas of Admiralty and related commercial and administrative law. We represent domestic and international clients in all legal matters confronting the industry, including charter parties, bills of lading, collisions, environmental, terminal operations, cargo damage, marine insurance defense and coverage, labor negotiations, liens, ship repair, vessel sales, financing and documentation and personal injury defense. Our administrative law practice includes Customs fines and litigation, Immigration, Coast Guard fines and investigations and National Labor Relations Board proceedings.

Our client base is drawn locally as well as from major U. S. and overseas ports. We represent ship owners and charterers, tug and barge operators, marine terminals, commercial fishermen, brokers, energy companies, yacht owners, shipyards, marinas, ship agents, freight forwarders and cargo underwriters. We have extensive trial experience in federal courts on the U.S. East and Gulf coasts; we also have an active New York arbitration practice and handle Customs matters in the Court of International Trade.

The firm boasts a national ship repair, shipbuilding and construction law practice. Our Workers' Comp lawyers handle claims under the Longshore and Virginia State Acts. And, our business practice addresses corporate commercial, financial, tax, and employment law as well as other business issues that arise.

Thanks to our many HRMA friends and clients! We are proud to serve the Port of Hampton Roads.

HRMA Committee Activity

MARCH

Annual Banquet Committee:

On March 2nd the committee met to plan and prepare for the upcoming Annual Banquet, the International Trade Symposium, and the Annual Golf Outing on April 29-30, 2004. The committee set a plan for securing speakers for the symposium and the banquet, selected menus, decided on pricing, and discussed plans to address the details of these events.

Towing and Barge Operators Committee:

At the March 10th meeting the committee was informed the Jordan Bridge opened back up to vehicular traffic and returned to normal operations on March 10, 2004. Committee members were reminded the Coast Guard is taking action against businesses that have not complied with MTSA requirements for security plans and plans must be fully implemented by July 1, 2004. The committee was provided an update on the status of preparations for the annual Towing Vessel Safety Seminar to be held May 26, 2004. There was a discussion of the challenges of finding funding to address shoaling issues on the Atlantic Intracoastal Water Way. There was a discussion of the requirements for towing vessels to comply with Advanced Information Systems (AIS) requirements. The committee was informed that two of the committee members, Mr. Stephen Furlough and Mr. Jeffrey Parker, had been selected to sit on the Board of Directors of the American Waterways Organization (AWO). Informed that the Coast Guard will no longer mail Local Notices to Mariners (LNM's), but only distribute LNM's electronically, the committee approved a motion to send a letter to go on record in opposition to this change.

Sea Cargo Targeting Initiatives Committee:

The Sea Cargo Targeting Initiatives Committee met March 24th to discuss the status and current procedures for VACIS examinations of containers targeted for inspection by U.S. Customs and Border Protection (CBP). There was a discussion about opportunities for improving the process to ensure that containers are not unnecessarily delayed and that the Port of Hampton Roads remains competitive with other ports in the handling of targeted containers.



News Briefs & Announcements



60th Anniversary of the USS Wisconsin (BB-64)

On April 16, the U.S. Navy and the City of Norfolk will celebrate the 60th Anniversary of the Commissioning of the USS Wisconsin (BB-64) and the 3rd Anniversary of the Battleship's Opening to the Public with a "Red White and Blue Celebration." Join the festivities adjacent to the Nauticus Pier.

At 12:43, the exact time the Battleship Wisconsin was commissioned in 1944, there will be a:

- * U.S. Navy Flyover
- * 21-Gun Salute

Other Events will include:

- * 300 Sailors from the USS Roosevelt to man the rails of the USS Wisconsin;
- * Canadian Tattoo Bagpipers;
- * A concert by the U.S. Navy Atlantic Fleet Show Band

This event is free and open to the public.

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Edwin J. Adams

17th Annual Safety Awards Banquet

On Tuesday, March 30, 2004, HRSA-ILA Joint Safety Committee hosted the Edwin J. Adams Seventeenth Annual Safety Awards Banquet at the Norfolk Yacht and Country Club. Approximately 195 people attended this year's function with over 175 certificates of safety and several awards of distinction were presented.

The HRSA-ILA Joint Safety Committee established the Edwin J. Adams Safety Award Dinner to honor the outstanding individuals who have contributed to making the Port of Hampton Roads a safer place to work. The safety award is named in honor of Edwin J. Adams, who worked continuously to advance the efforts of the Joint Safety Committee.

The guest speaker was Mr. Gerald W. Owens, Organizer of the International Longshoremen's Association. Mr. Owens made history on July 19, 2000, when the Executive Council of the ILA, AFL-CIO, selected him to serve as the union's International General Organizer, thus becoming the first African-American to serve in that position in the ILA's 109-year history.



Gerald W. Owens

The **Best Company Performance Award** was presented to **Virginia International Terminals, Inc.** for having achieved the greatest reduction in their lost workday injury rate in the Port of Hampton Roads during the calendar year 2003.

By direction of the HRSA-ILA Safety Committee, it was decided to recognize **Darryl Sawyer, CTS, Reginald Sawyer, CTS, Terry Manley, CTS, and Havon Hughes, Ceres,** with the **Distinguished Service Awards** for their life saving efforts at the scene of a very serious accident. On February 19, 2004, these gentlemen performed in an exemplary manner by rendering much needed aid to two seriously injured men who were working on the terminal that day.



Membership News



New Members

C. H. Robinson Worldwide Inc.

3rd Party Logistics
3101 American Legion Road, Suite 12
Chesapeake, VA 23321
877-435-4682; FAX 757-638-3471
dominic.tuccini@chrobinson.com
Mr. Dominic L. Tuccini
Recommended by: Kelley Anderson

CMA-CGM America

Steamship Line
2900 Sabre Street
Virginia Beach, VA 23452
757-306-6106
usa.jmckenzie@cma-cgm.com
Mr. John D. Mckenzie
Recommended by: David White

Givens Transportation

Motor Freight
1724 South Military Highway
Chesapeake, VA 23320
757-233-4345 FAX; 757-420-0478
mcasto@givens.com
Mr. Mitch Casto, Terminal Manager
Recommended by: Ed Reed & Keith Helton

Marine Travel Service

Travel Agency
200 Golden Oak Court, Suite 120
Virginia Beach, VA 23452
757-430-1355 FAX; 757-430-0837
amahar@marinetravel services.com
Ms. Alicia A. Mahar, President
Recommended by: David White

NaView Development Group

Real Estate Development
105 Pitchkettle Point Drive
Suffolk, VA 23434-7552
757-925-0577 FAX; 757-539-4096
phllmchl@aol.com
Mr. Michael Phillips, CEO
Recommended by: Derry L. Haywood, II

The Rutherford Companies

Insurance Services and Risk Financing
222 Central Park Avenue
Virginia Beach, VA 23462
757-456-0577 FAX; 757-456-5296
charles.decur@rutherford.com
Mr. Charles R. Decuir, Director Marine Division
Recommended by: John Ryan

Serv-U Inc.

Motor Freight
801 Broad Street, Suite 105
Portsmouth, VA 23707
757-398-9180 FAX; 398-9280
servu@atel.net
Mr. William J. Gegorek, Operating Manager
Recommended by: David White

U.S. Services, LLC

Motor Freight
3112-A Southbreak Drive
Greensboro, NC 27406
336-553-1051 FAX; 336-553-1055
budm@usservicestrucking.com
Mr. W. E. "Bud" McMahan, Regional Manager
Recommended by: David White

Virginia Intermodal Management

Chassis Pool
7737 Hampton Blvd., Bldg 4-D
Norfolk, VA 23505
757-440-7000
jruddy@hrpc2.vit.org
Mr. Joseph P. Ruddy, General Manager
Recommended by: Joe Dorto

Virginia Ship Agency

Steamship Agency
520 13th Street
Virginia Beach, VA 23451
757-422-0214 FAX; 757-422-3244
virginiashipagency@verizon.net
Mr. Todd Eberhard
Recommended by: David White



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Hampton Roads Foreign Commerce Club

Contact: Stephanie Rozzell, 683-2127

Hampton Roads Traffic Club

Contact: Peter Simmons, 466-8899

Propeller Club - Port of Norfolk

Contact: Robert Armbruster, 457-9108

Society of Maritime Industries

Contact: Mike Murphy, 853-5101

Tidewater Motor Truck Association

Contact: Sharen Brann, 399-0070

The Women's Transportation Club of Hampton Roads

Contact: Anita Bonet, 440-7215



Upcoming Club Events

- Apr 21** **Foreign Commerce Club**
Carroll Harris, Guest Speaker
12:00 Radisson
- Apr 28** **Motor Truck Association**
6:00 Holiday Inn Select Military Hwy.
- Apr 28** **Coal Association**
HRCA Opening Reception
6:30 - 8:30 The Harbor Club
- Apr 29** **Hampton Roads Maritime Association**
International Trade Symposium
7:30 Norfolk Waterside Hotel, Norfolk
- Apr 29** **Hampton Roads Maritime Association**
5:30 84th Annual Banquet
Norfolk Waterside Hotel, Norfolk
- Apr 30** **Hampton Roads Maritime Association**
Annual Banquet Golf Outing,
8:30 shotgun start
Cahoon Plantation, Chesapeake
- May 4** **Propeller Club**
Board of Director's Meeting
12:00 Town Point Club
- May 12** **Traffic Club**
Motor Carrier Night
5:30 Holiday Inn, Chesapeake
- May 12** **Coal Association**
Business Meeting
6:15 James River Country Club
Newport News
- May 19** **Foreign Commerce Club**
National Transportation Week
12:00 Radisson
-