



# MARITIME BULLETIN

News and Information from the Port of Hampton Roads

Volume 68, No 1, January 2004

**This months Maritime Bulletin is Sponsored by:  
The Peninsula Financial Group**

## Hampton Roads Shipping Association Annual Election of Officers

*Officers for the Year 2004*

<b>Chairman of the Board</b>	<b>Arthur W. Moye, Jr.</b> P & O Ports
<b>President</b>	<b>Roger J. Giesinger</b> HRSA
<b>First Vice President</b>	<b>M. Lynn Tarkenton</b> Virginia Int'l Terminals
<b>Second Vice President</b>	<b>George H. Brown</b> Cooper T. Smith
<b>Executive Vice President</b>	<b>J.J. Keever</b> HRSA
<b>Treasurer</b>	<b>Griffith V. P. Lynch</b> APM Terminals
<b>Immediate Past Chairman</b>	<b>Dennis J. Weaver</b> Ceres Marine Terminals



## Jordan Bridge - Industry and Chesapeake Work Together

January 3, 2004, much of the commercial vessel traffic along the Southern Branch of the Elizabeth River was effectively shut down because of damages to the Jordan Bridge that caused its span to be stuck in a partially raised position. The damages occurred when a crane barge being pushed by a tug collided with the bridge. Vessels that required a clearance of greater than 70' were unable to pass under the bridge. Terminals south of the Jordan Bridge were shut off from the rest of the Port and left without access to or from the ocean.

The city of Chesapeake owns the Jordan Bridge and has authority and responsibility for its repair. The Jordan Bridge is crossed by about 7,000 cars a day that must now use another route. The HRMA learned very early that city officials were considering plans to repair the bridge with the span fully lowered to reopen the crossing to automobiles. Such a plan would have kept the waterway closed and Southern Branch terminals isolated. The US Coast Guard and the HRMA immediately began working with Chesapeake city officials to impress upon them the need to have the bridge expeditiously repaired in a way that would not impede vessel traffic.

(See Bridge on page 2)



**HAMPTON ROADS  
MARITIME ASSOCIATION**

**Officers**

**Chairman of the Board**

W. S. Hull

**President**

Charles E. Brinley

**Vice Presidents**

Robert P. Armbruster

Joseph A. Dorto

Meade G. Stone, Jr.

**Executive Vice President**

**& Secretary**

J. J. Keever

**Treasurer**

Judy M. Barrett

**Assistant Treasurer**

Stephen M. Carmel

**Staff**

**Administrator**

David C. White

**Accounting**

Kristie A. Acors

Cindy L. Webb

**Shipdesk Clerk**

Lynne H. Stonum

**Membership Desk/Editor**

Susan N. Wisniewski

*MARITIME BULLETIN* is published  
12 times a year by Hampton Roads  
Maritime Association.

Subscriptions are available through  
membership in the Association.  
Membership rate is \$200 annually.



Recipient of Presidential "E" and  
"E Star" Awards for Excellence in  
Export Service  
Recipient of ASAE Communication  
Excellence & Honorable Mention Awards

(Bridges from page 1)

The HRMA membership began contacting city council members and providing the Association with information regarding the impact of the waterway closure. Many scenarios exist where deliveries coming in and exports have been delayed or diverted at great expense to the maritime industry and customers. A ship laden with 20,000 tons of soybean meal, food aid destined for Cuba, remained stranded at Perdue Farms' elevator and processing plant at a cost of approximately \$30,000 per day to the ship's owner. Prolonged closure could harm Perdue's facility, which last year purchased over \$37 million in product from Virginia farmers and contributed over \$15 million to the local economy. Fortunately Atlantic Energy, one of only three import propane terminals on the East Coast, had recently received a ship. Atlantic provides the largest Mid-Atlantic propane inventories supply site, should they be unable to receive their February ship, most of their customers would not be able to replace the lost supply. Atlantic itself would stand to lose many millions of dollars in lost revenues each month.

At least 18 bulk-products terminals line the shores of the Southern Branch south of the Jordan Bridge. The aforementioned examples cite the impact of the waterway closure on just two of those facilities. David Host, President of T. Parker Host, told the *Virginian Pilot*, "All of a sudden, you understand the importance of bulk shipping because that's what goes up and down the Southern Branch of the Elizabeth River."

Friday, January 9, 2004, the City of Chesapeake held a Press Conference to provide a status report on repairs to the Jordan Bridge. City officials stated their top priority was to free the span from its current position and provide unrestricted access for vessels on the Elizabeth River. They informed the public that contractors had begun work to raise the bridge to its maximum height within 12 to 14 days from that date. The future of the bridge would be determined after the span was raised and vessel traffic restored.

Chesapeake officials recognized the economic impact of the maritime industry and that while automobiles have alternative routes; commercial vessels have no alternative. By working together as an industry, the maritime community was able to effectively communicate the importance of keeping the Southern Branch open.



## Empty Container Yard to Service PMT

January 19, 2004, opening day for the new empty container depot at 800 Constitution Avenue in Portsmouth. Hampton Roads Services, LLC. has an agreement with Virginia International Terminals (VIT) to operate a depot for the receipt and dispatch of empty containers. The container yard (CY) is close to Portsmouth Marine Terminal (PMT) and will hold up to 2,000 TEU's that would otherwise be impeding operations on the terminal.

Chassis will not be stored or made available at the CY. The containers will be live lifted and grounded or mounted. A motor carrier will bring a bare chassis to pick up an empty container and remove the bare chassis if delivering an empty container. The current container inventory benchmarks for steamship lines will remain unchanged and will be the combined inventory from the marine terminal and the CY. The CY hours of operation are 7am to 6pm, Monday to Friday.

Congestion on the terminal has been a challenge as PMT has worked to manage 15% growth while accommodating the construction of the Pinnars Point interchange. This additional capacity will provide some much needed relief. With fewer empties tying up valuable terminal space, congestion will be reduced, delays should be fewer, and over-all operations are expected be more efficient. Just as importantly, the additional capacity will allow for additional growth.

## Port Security Focuses on "Smart Box" Containers

In an effort to protect U. S. ports from terrorist threats, the Department of Customs and Border Protection, this month, will begin testing a high-tech ocean container nicknamed the "Smart Box". The "smart box" is designed to prevent container tampering while in transit. It is equipped with locks and sensors that can signal when the container has been tampered with.

The Department of Homeland Security discussed plans to improve security on containers which are now only secured by bands of plastic or metal and contain a tracking number. The Department asked shippers to voluntarily install stronger locks and electronic sensors on all of their containers bound for the United States.

A recent study by Rand Europe, a security think tank, found that containers remain a serious security risk. Security experts say these containers could be tampered with by terrorists to smuggle bombs, weapons, or other harmful devices. "By taking away the ability to trade, you threaten the nation's way of life", stated Tom Ridge, Secretary of Homeland Security, in a speech on new cargo security programs.

Although the new security initiative is not a mandate, it merely sets minimal standards for container upgrades. Shippers that comply with the new container upgrades will benefit when Customs establishes a fast-track for containers that meet the requirements.

Robert Perez, C-TPAT Director, said Customs will supply selected importers with an electronic sensor to be secured inside a container that can detect if the box has been entered while in transit and relay the information to Customs. Commissioner Robert C. Bonner indicated that the agency will not require the use of the "smart box", but in time they will become a C-TPAT best practice.

**Distribution of Coal Dumpings at Hampton Roads**

(in net tons of 2,000 lbs.)

	Jan-2004	1 month 2004	Jan-2003	1 month 2003
<b>Total Hampton Roads</b>	<b>2,090,800</b>	<b>2,090,800</b>	<b>1,851,139</b>	<b>1,851,139</b>
NS	1,123,734	1,123,734	830,333	830,333
Pier IX	455,651	455,651	518,086	518,086
DTA	511,415	511,415	502,720	502,720
Export Cargo - H. Rds.	1,479,965	1,479,965	1,203,659	1,203,659
NS	1,052,787	1,052,787	764,933	764,933
Pier IX	306,525	306,525	335,313	335,313
DTA	120,653	120,653	103,413	103,413
Coastwise & Other - H.R	610,834	610,834	647,480	647,480
NS	70,947	70,947	65,400	65,400
Pier IX	149,126	149,126	182,773	182,773
DTA	390,761	390,761	399,307	399,307

Source: Hampton Roads Coal Piers

**Port of Hampton Roads TEU's**

(Twenty Foot Equivalent Units)

	Dec-2003	12 month 2003	Dec-2002	12 month 2002
<b>Hampton Roads</b>	<b>138,601</b>	<b>1,646,279</b>	<b>132,880</b>	<b>1,437,779</b>

Source: Virginia Port Authority

**Customs Receipts - Virginia Customs District**

	Dec-2003	12 month 2003	Dec-2002	12 month 2002
Hampton Roads	\$26,705,224	\$350,196,657	\$26,043,517	\$312,522,209
Other VA	\$418,445	\$20,773,756	\$3,301,678	\$39,620,134
<b>*Total</b>	<b>\$27,123,669</b>	<b>\$370,970,413</b>	<b>\$29,345,195</b>	<b>\$352,142,344</b>

\* Figures for December 2003 do not include Newport News and Richmond totals.

**Passenger Cruises**

	Jan-2004	1 month 2004	Jan-2003	1 month 2003
Number of Vessels	2	2	0	0
Number of Passengers	2397	2397	0	0

Vessels by Type	Jan-04		YTD-04		Jan-03		YTD-03	
	Arrive	Sail	Arrive	Sail	Arrive	Sail	Arrive	Sail
<b>BULK</b>								
AMERICAN	0	0	0	0	0	0	0	0
FOREIGN	7	9	7	9	10	9	10	9
<b>TOTAL</b>	<b>7</b>	<b>9</b>	<b>7</b>	<b>9</b>	<b>10</b>	<b>9</b>	<b>10</b>	<b>9</b>
<b>COAL</b>								
AMERICAN	3	3	3	3	3	3	3	3
FOREIGN	17	18	17	18	12	14	12	14
<b>TOTAL</b>	<b>20</b>	<b>21</b>	<b>20</b>	<b>21</b>	<b>15</b>	<b>17</b>	<b>15</b>	<b>17</b>
<b>COMBO</b>								
AMERICAN	0	0	0	0	0	0	0	0
FOREIGN	4	4	4	4	4	4	4	4
<b>TOTAL</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>
<b>CONTAINER</b>								
AMERICAN	14	16	14	16	7	7	7	7
FOREIGN	125	126	125	126	111	113	111	113
<b>TOTAL</b>	<b>139</b>	<b>142</b>	<b>139</b>	<b>142</b>	<b>118</b>	<b>120</b>	<b>118</b>	<b>120</b>
<b>GENERAL</b>								
AMERICAN	0	0	0	0	0	0	0	0
FOREIGN	10	10	10	10	4	6	4	6
<b>TOTAL</b>	<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>	<b>4</b>	<b>6</b>	<b>4</b>	<b>6</b>
<b>OTHER</b>								
AMERICAN	2	2	2	2	1	1	1	1
FOREIGN	2	2	2	2	0	0	0	0
<b>TOTAL</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>
<b>RORO</b>								
AMERICAN	0	0	0	0	0	0	0	0
FOREIGN	12	11	12	11	6	6	6	6
<b>TOTAL</b>	<b>12</b>	<b>11</b>	<b>12</b>	<b>11</b>	<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
<b>TANKER</b>								
AMERICAN	1	1	1	1	0	0	0	0
FOREIGN	10	11	10	11	9	7	9	7
<b>TOTAL</b>	<b>11</b>	<b>12</b>	<b>11</b>	<b>12</b>	<b>9</b>	<b>7</b>	<b>9</b>	<b>7</b>
AMERICAN	20	22	20	22	11	11	11	11
FOREIGN	187	191	187	191	156	159	156	159
<b>TOTAL</b>	<b>207</b>	<b>213</b>	<b>207</b>	<b>213</b>	<b>167</b>	<b>170</b>	<b>167</b>	<b>170</b>



# HRMA Highlights



## **SPONSOR SPOTLIGHT** **The Peninsula Financial Group**

Mr. Derry L. Haywood, II founded The Peninsula Financial Group, a full-service financial services firm, in 1995, and has been providing financial services to the community at large for 20 years. Mr. Haywood remains highly involved in community activities. He is an active member of Gethsemane Baptist Church in Newport News, and is a Board member of several important community service organizations. The Virginia Peninsula United Way, the Virginia Peninsula Chamber of Commerce, the Food Bank of the Peninsula, and the City of Portsmouth Planning Commission make up a partial list of organizations that have been strengthened by Mr. Haywood's leadership.

Five years ago Mr. Haywood became deeply involved with the maritime industry when he first became a member of the Board of Directors for Virginia International Terminals (VIT). He has served on VIT's Board every year since and is a past President of the Board. As a supporter of the maritime community Mr. Haywood has been highly involved in educating the public on the importance of the Port. He has worked to build the goodwill of the industry and remains committed to the maritime community.

The President of The Peninsula Financial Group, Mr. Haywood, and his partner, Mr. Jim Blassingham, have a combined 40 years of experience in providing a superior level of financial services. The firm provides a full range of financial services to businesses, churches, non-profit organizations, individuals and families. Among those services are deferred compensation plans, pension and profit sharing plans, a variety of investment strategies, 401K programs and administration, group and individual life, health, and disability insurance. Their focus with the maritime industry is employee benefits and executive benefits and compensation plans. The Peninsula Financial Group possesses a unique understanding of the financial needs of the maritime community.

**THE PENINSULA FINANCIAL GROUP**  
**780 Pilot House Drive, Suite 100A**  
**Newport News, VA 23606**  
**Phone: 757-873-4508**  
**Email: PFG1@Mindspring.com**

## **HRMA Committee Activity** **(December)**

### **TOWING & BARGE OPERATORS** **COMMITTEE MEETING:**

The committee continues to address the issue of Ballast Water Management. The industry faces possible new regulations mandating that towing vessels and barges have Ballast Water Management plans. These plans would be onerous and costly to implement and manage.

### **JOINT COMMITTEE MEETING:**

The Inland Transportation Committee, the Freight Forwarders & Customhouse Brokers Committee, and the Steamship Trade Committee held a joint meeting. The parties discussed how to equitably handle the difference in turn times at the container terminals. Increased volumes led to congestion on the terminals, which meant it took longer for truckers to get in and out of the piers. Industry partners continue to work together as the Port copes with prosperity.

At the same meeting, there was a discussion of Virginia International Terminal's (VIT) efforts to bring all the steamship lines in the Port into a cooperative chassis pool. Recognizing the potential for operational improvements and better equipment maintenance, the Inland Transportation Committee officially endorsed VIT's efforts.

Attendees were reminded of the shortage of truck drivers. Driver shortage is a challenge for the Port of Hampton Roads and ports across the nation. Along with other workforce development and training initiatives, the HRMA is working to attract new drivers to the industry.



# News Briefs & Announcements



## Leo Marshall Retires from Maritime Community



Mr. Marshall has seen many changes in his 23 years with the South Tidewater Association of Ship Repairers, Inc. (STASR). One thing that will change for the organization is his position as the Executive Director. Mr. Marshall retired on December 31, 2003.

Mr. Marshall came to the Maritime Industry after a career in the Navy which he left with a rank of Captain in 1975. His military decorations include two Legion of Merit Medals, a Bronze Star Medal and the Meritorious Service Medal.

His legacy at the association is expanding the membership from 13 members in 1984 to 175 members today. It also includes the Tidewater Maritime Training Institute, an entity he created in 1980. A highlight of his service was overseeing a landmark agreement between environmental groups, the federal government and ship repairers to reduce the use of tributyltin (TBT), in paint used on ship hulls. He will be remembered in the industry for his tireless commitment to the organization.

Although this is the first time in 60 years Mr. Marshall will not have to work, he was quoted saying "I'm not going to be a couch potato....I'm going to do things that make me think".

We wish Mr. Marshall well in his next endeavor.

## New Trucking Safety Regulations

New regulations under the federal safety rules, which increase the number of hours a truck driver must set aside to rest in a 24 hour period, took effect this month. Truck drivers need to increase rest periods to 10 hours, up from 8 hours, in a 24 hour period. Time spent waiting at loading docks or fueling their rigs will be included as working hours. The total time a trucker can be on duty fell from 15 hours to 14 hours.

The government estimated these new rules could cost trucking companies approximately \$1.3 billion a year. Wal-Mart Stores, Inc., just one of the shippers who opposed the new rules, indicated that their costs would increase by \$24 million just for additional trucks. Many motor carriers plan to pass the costs on to customers.

These changes are designed to alleviate trucking accidents due to trucker fatigue. There are approximately 410 trucking fatalities a year, these new rules will save up to 75 lives a year says Annette Sanderg, Administrator of the Transportation Department's Federal Motor Carrier Safety Administration.



## The Port of Hampton Roads' Premier Event Hampton Roads Maritime Association's 84<sup>th</sup> Annual Banquet

Thursday, April 29, 2004  
5:30 p.m. Reception, 6:45 p.m. Dinner  
Norfolk Marriott Hotel

Annual Banquet Golf Outing  
Friday, April 30, 2003  
Cahoon Plantation, Chesapeake

Contact HRMA: (757) 622-2639  
for more information on these events.



# Membership News



## **HRMA Welcomes Virginia Asset Management**

Virginia Asset Management, Hampton Roads Maritime Associations' newest member, was established in 1986 in Richmond. The Hampton Roads division opened in January, 2003. It is an independently owned and operated firm that provides personal and business insurance and investment services, comprehensive financial planning, and employee benefit planning. It is affiliated with Securian Financial Services, Inc., a national financial services network.

Susan Martin, Investment Specialist, has over 20 years experience in the financial services industry. She is a Certified Financial planner and has worked extensively in the areas of trust and estate planning, retirement plan designs, and investment management.

---

## **HRMA Welcomes Mid Eastern Builders**

Mid Eastern Builders, Inc. (MEB) areas of specialty include water and wastewater treatment, manufacturing and distribution, warehousing, and office and retail projects.

Clients include Carter/CAT, Norfolk Southern Corporation, Smithfield Foods, Philip Morris, the Virginia Zoological park, the Virginia Beach Correctional Facility, as well as the Army, Navy, Marines and Coast Guard.

MEB celebrated its 20th anniversary in 2002 and is one of the top general contractors in the state of Virginia. Named "Business of the Year" by the City of Chesapeake in 2002, MEB has evolved to become a diversified general contractor that self-performs much of the work on its projects.

Mr. Tom Atherton has been with MEB for 5 years as Vice President of Business Development.

## **T. Parker Host Inc. Expands Coal Department**

T. Parker Host (TPH) takes pride in announcing that effective January 1, 2004, Tim Altman joined their Coal Department. Mr. Altman had been with Consol Energy for over 27 years and retired on December 31, 2003. Tim will help TPH service their coal customers in coal blending, loading supervision, transportation, and overall assistance in quality assurance for the coal export process.

In addition TPH is pleased to announce the employment of Terry Bruce, who recently retired from Norfolk Southern Corporation after 30 years of service. Terry will assist Tim and the rest of the Coal Team in meeting customer expectations.

---

## **New Cargo Tracking System through Norfolk Southern**

Norfolk Southern Corp. announced it would offer a new cargo-tracking system to shippers that would allow the railroad to track shipments across transportation modes. NSC is combining the transportation management systems of two units; MODALGISTICS, which tracks rail cargo, and TransWorks, which tracks cargo on the highway.

---

# **Happy New Year Welcome 2004!**



236 East Plume Street  
Norfolk, Virginia 23510

P.O. Box 3487  
Norfolk, Virginia 23514  
(757) 622-2639; FAX 622-6302

web site: [www.portofhamptonroads.com](http://www.portofhamptonroads.com)  
email: [hrma@portofhamptonroads.com](mailto:hrma@portofhamptonroads.com)

PRESORTED STANDARD  
U.S. POSTAGE PAID  
NORFOLK, VA  
PERMIT NO.1930

---

---

## Club Contacts

### *Hampton Roads Coal Association*

Contact: Will Browning, 622-3321

### *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

- |                    |   |
|--------------------|---|
| Jan 21             | <b>Foreign Commerce Club</b><br>"State of the Port", Joseph Dorto<br>12:00 Radisson             |
| Jan 24             | <b>Traffic Club</b><br>Installation of Officers<br>5:30 Ramada Plaza Resort, Virginia Beach     |
| Jan 28             | <b>Motor Truck Association</b><br>Welcome Back Meeting<br>6:00 Holiday Inn Express Military Hwy |
| Feb 3              | <b>Propeller Club</b><br>Board of Director's Meeting<br>12:00 Town Point Club                   |
| Feb 10             | <b>Propeller Club</b><br>Membership Luncheon<br>11:30 Radisson                                  |
| Feb 11             | <b>Coal Association</b><br>Business Meeting<br>6:15 Town Point Club                             |
| Jan 24             | <b>Traffic Club</b><br>Port Night<br>5:30 Holiday Inn, Chesapeake                               |
| Feb 13 -<br>Feb 15 | <b>SOMI</b><br>28th Annual Sweetheart Meeting<br>8:00 Ramada Inn 57th Street                    |
| Feb 18             | <b>HRMA</b><br>Maritime Breakfast Briefing<br>7:30 Norfolk Yacht Club                           |