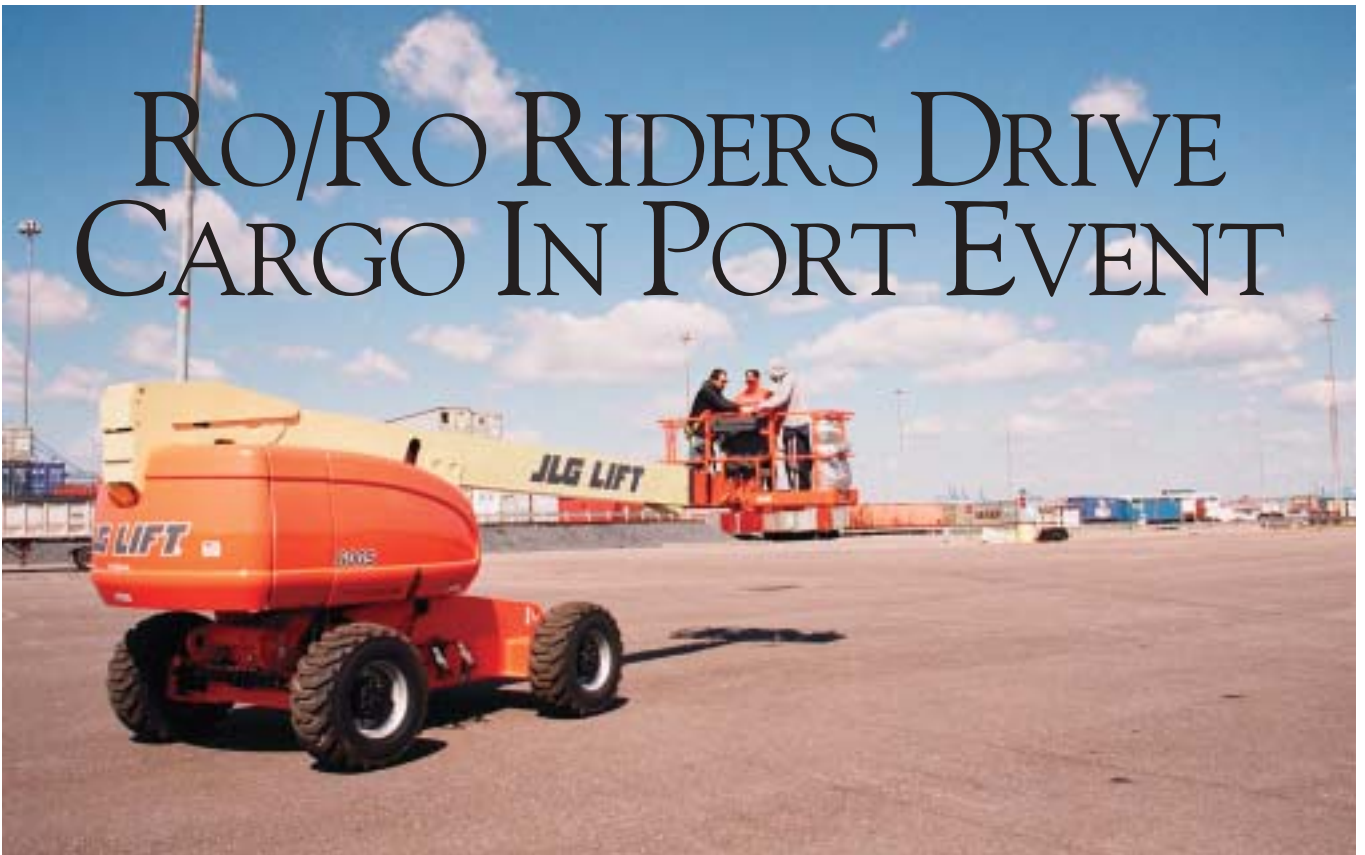


Ro/Ro Riders Drive Cargo In Port Event



BY BETH RUBIN
PHOTOGRAPHY BY BILL McALLEN

AT THE PORT'S RECENT TWO-DAY Ro/Ro RODEO, CLOSE TO 300 CARGO HANDLERS UPDATED THEIR SKILLS DRIVING Ro/Ro CARGO. ⚓ DRIVING SELF-PROPELLED CARGO, SUCH AS TRUCKS, FARM MACHINERY AND CONSTRUCTION EQUIPMENT, AND MOVING THESE OVERSIZED, OFTEN UNWIELDY PIECES OF EQUIPMENT ON AND OFF SHIPS AND AROUND THE TERMINAL REQUIRES SPECIAL SKILL. ⚓ REPRESENTATIVES FROM NUMEROUS Ro/Ro



MANUFACTURERS INCLUDING AGCO, CNH, FENDT, JLG, JOHN DEERE, MASSEY FERGUSON, INGERSOLL-RAND AND WIRTGEN TRAINED NEARLY 300 ILA MEMBERS IN HOW TO DRIVE AND MAINTAIN VARIOUS TYPES OF Ro/Ro MACHINERY, INCLUDING TRACTORS, BACKHOES, COMBINES AND CONVEYORS AT THE EVENT SPONSORED BY THE MARYLAND PORT



Ro/Ro



Administration (MPA), Steamship Trade Association (STA) and International Longshoremen's Association (ILA). The 2002 Ro/Ro Rodeo was the seventh in the last 10 years.

Reps from Ro/Ro steamship lines and equipment manufacturers, stevedores and port processors also lent a hand at the port where about 4,000 pieces of Ro/Ro equipment a month cross the docks.

"Events like this are very important," says Lou LoBianco, Manager of Bulk, Breakbulk and Ro/Ro for the MPA. "[The Port has] hired more than 200 new ILA workers over the last two years. This is the first time for many of these drivers moving combines and farm tractors, etc. The demand is great to move [the cargo] quickly, safely and without damage. The drivers must learn to navigate very narrow places. We get the wholehearted support of all the participants because the manufacturers can see real results.

"The program proves itself over and over again, and we see it growing in the future."

The port is consistently ranked as the East Coast's number one Ro/Ro Port and has cornered a nearly 50% market share of the East Coast's Ro/Ro business due to several factors. For openers, the Port's advantageous inland location is the closest of the East Coast ports to the Midwest's leading manufacturers of farm and construction equipment. In

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— Lou LoBianco, MPA

addition, the Port boasts a highly trained labor force, high safety standards and low damage rates. These winning qualities have drawn an ever-increasing number of major Ro/Ro carriers and manufacturers over the years with CNH Global recently signing the first direct land lease ever between the MPA and a manufacturer at Dundalk Marine Terminal.

Steven Satterthwaite, Manager, Export Service and Programs for John Deere, said of this year's Rodeo, "I truly believe we made an impact on many of the ILA members and others [who participated in the Rodeo]. Activities like this can really make a difference."

The Port of Baltimore has five terminals that handle Ro/Ro and autos. Two

privately owned and operated Amports terminals; and three public terminals, Masonville, Fairfield and Dundalk.

Within one day's drive of 40% of the U.S. economy, the Port of Baltimore is served by two Class 1 railroads and is close to major interstates. Little wonder that the Port of Baltimore is the Ro/Ro Rodeo capital of the East Coast. ⚓