

EXECUTIVE VIEW

Vision and Teamwork Make the Port Number One in Forest Products

Forest products play an integral role in all our lives. Tissue paper, magazines, building materials and furniture are just a few of the items that come from forest products that allow us to live more comfortably.

Forest products also play an integral role in the Port of Baltimore. Nearly 1.3 million tons of wood products will move through the port this year and more is predicted for next year.

This was no accident or fluke. This was a direct result of our strategic plan. We studied and researched the product and found that United States plants were aging and environmental laws were taking their toll, too. So we looked to South America and Scandinavia for our future.

We realized forest products imported into the United States were good for the long haul, and we are in it for the long haul. We immediately spent \$14 million to upgrade and prepare buildings suitable for transitioning wood and paper products. We are currently adding capacity with state-of-the-art, clear-span buildings ideal for forest products — 400,000 square feet in the next 18 months.

We are an interactive port. We know our customers' needs both long and short term. The forest products industry recognizes our advantageous combination of facilities and service at our

port. "Build it and they will come," is a refrain heard over and over.

The forest products story is one of partnerships among BalTerm, the Port Administration, labor, government and the railroads. Each of these entities did their part to insure that this commodity keeps coming through Baltimore. They have made long-term commitments, and those commitments are paying dividends. Trust and understanding, and getting to know the personnel in a close relationship, form the basis of a long-term relationship the Port of Baltimore will enjoy well into the future.

All this combined has made the Port of Baltimore the number one forest product port on the East Coast, and we aim to keep it that way.



James J. White
Executive Director



BILL MCALLEN