



MARITIME BULLETIN

News and Information from the Port of Hampton Roads

Volume 71, No 6, June 2007

400 Years and Growing 1607 - 2007

As J. Robert “Bobby” Bray Sets Sail for Retirement His Legacy Lives On In A Scholarship

On June 13th, the Virginia Maritime Association (VMA) and the Hampton Roads Shipping Association (HRSA) honored Bobby Bray with a retirement dinner at the Renaissance Portsmouth Hotel. Proceeds from the dinner were used to establish the “J. Robert Bray ‘60 Scholarship” at Hampden-Sydney College. It was through the generosity of Mr Bray’s family, friends, business associates, and Hampden-Sydney College alumni, that Kip Hinkle, President of VMA, and Roger Giesinger, President of HRSA, were able to present a check in excess of \$137,000 to Walter Bortz, III, President of Hampden-Sydney College to start the scholarship.

Establishing the scholarship was how HRSA and VMA wanted to recognize the dedicated service and extraordinary leadership of Mr. Bray over the past 40 years at the Virginia Port Authority and in the maritime community. The scholarship will be awarded to qualifying Hampden-Sydney students based on financial need and academic standing.

During the course of his career Mr. Bray has been an instrumental leader in taking the Port of Virginia from three disconnected terminals to one unified Port, increasing the container volume ten fold. To show appreciation for his vision and advancement of the port, the General Assembly and the Mayors from Chesapeake, Hampton, Portsmouth, Newport News, and Norfolk presented Bobby with Proclamations. Mayor Holley, III, Portsmouth, proclaimed June 13, 2007 as “J. Robert Bray Day.” The VMA presented Mr. Bray with a “Lifetime Achievement” award for his significant contribution to improvements to the port’s terminal infrastructure, channels, intermodal connectors, and the competitive business environment that allows Virginia’s maritime industry to flourish.

Mr. Bray retires on July 1, 2007.



Walter Bortz, III holds check
as Bobby Bray looks on

Hampton Roads Transportation Authority is Approved

On June 14th, Isle of Wight’s Board of Supervisors cast the deciding vote and joined the Hampton Roads Transportation Authority (HRTA). The HRTA is needed to ensure the larger transportation projects for the region are funded. Elected Officials from the 12 localities will be members of the Authority along with members of the General Assembly, the Virginia Department of Transportation and the Commonwealth Transportation Board.

Funds for the Hampton Roads Transportation Authority will be generated from new and increased taxes and fees, which could be collected as early as January 2008. It is estimated that \$170 million will be raised by 2009. All funds raised for the HRTA remain in Hampton Roads. The HRTA can only utilize the new funds to pay for major road projects in the region including the third crossing, Route 460, Midtown Tunnel/Martin Luther King Freeway extension, Southeastern Parkway and Greenbelt, I-64 on the Peninsula and I-64/High Rise Bridge on the Southside.

Hampton Roads is rooted in maritime industries and our economy is dependent upon the Port. Improving the transportation infrastructure benefits the Port, our maritime community and the entire region.



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Virginia International Trade Alliance VITAL

Governor Kaine called for a "coordinated international marketing strategy for Virginia" in his 2006 Economic Development Strategic Plan, to increase exports by 7%, create 3,000 new jobs and generate \$300 million in foreign direct investments by 2010. In late May he launched the Virginia International Trade Alliance (VITAL) which is comprised of companies throughout the Commonwealth. This coalition will be tasked with advancing international trade and investment in Virginia.

The Virginia Economic Development Partnership and the Virginia Port Authority are providing the structure and staff to help ensure the success of VITAL. VITAL has selected 10 key international economic issues to address. Each of these items will be addressed by a task force to be Chaired by the individuals below:

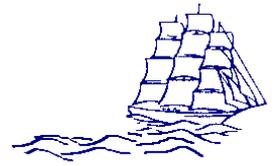
- Brand Virginia Will Hall, Tallant Industries
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The goals of the alliance will be to tap into the best practices of Virginia's businesses, serve as a central point for the development of a coordinated international marketing strategy for Virginia and prepare and implement an annual work plan designed to increase international trade and investment throughout Virginia.

Currently there are 40 companies participating in VITAL. Any business, private or public, can apply to join VITAL providing they make an annual contribution of \$1,607, to fund the activities and operations of VITAL. Being a part of VITAL offers the opportunity to connect and network with others while expanding international business opportunities for businesses and the Commonwealth.

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Cooking for the Cure



New Benefit for VMA Members

Great news! Group level dental benefits are now available exclusively to Virginia Maritime Association members. You have access to dental benefits through Dominion Dental Services' eDental program at www.dominiondental.com/edental/vamaritime.

Please visit the website or contact your local agent, Ross Winfield at 757-340-9777, ext. 355 or Suzanne Stewart at 804-901-1082 for more information regarding Virginia Maritime Association dental benefits program.

This information is also available on VMA's website www.VAMaritime.com.

American Association of Port Authority 2007 Convention

The American Association of Port Authorities' 2007 convention will be held September 30th through October 4th at the Norfolk Waterside Marriott, Norfolk, Virginia.

The conference starts with various committee and delegation meetings.

Convention sessions include such topics as: The World Economy and the Shift of Manufacturing; Growth in Ship Sizes - Where will it Lead?; Freight Mobility; Environmental Challenges from Cargo Growth; Port Sustainability; and Innovative Approaches to Port Challenges.

Networking opportunities are available throughout the convention with nightly receptions and an outing to historic Jamestown.

For more information and registration details please visit www.vaports.com/AAPAwebsite.

T. Parker Host Honors David C. Wible

On Friday, June 29, 2007, T. Parker Host, Inc. held a portrait unveiling in honor of their past President, David C. Wible, in recognition of his major contributions and dedicated service. During his career, Mr. Wible was instrumental in the unification of the ports of Hampton Roads in the late '70's and early '80's and served in a number of leadership positions in the Hampton Roads Shipping Association including two years as chairman.

In February 2003, he was honored with a resolution from the Virginia General Assembly that called him "one of the most influential and respected leaders in the Hampton Roads maritime industry."



Distribution of Coal Dumpings at Hampton Roads

(in net tons of 2,000 lbs.)

	May-2007	5 month 2007	May-2006	5 month 2006
Total Hampton Roads	2,042,620	10,614,382	1,809,867	9,028,697
NS	1,127,081	5,417,394	1,141,153	4,752,532
Pier IX	665,710	2,922,362	494,520	2,753,159
DTA	249,829	2,274,626	174,194	1,523,006
Export Coal - H.R	1,645,595	8,358,026	1,314,595	6,543,293
NS	1,060,389	5,005,718	1,087,076	4,385,348
Pier IX	395,423	1,535,645	179,652	1,316,277
DTA	189,783	1,816,663	47,867	841,668
Coastwise & Other - H.R	397,025	2,256,356	495,272	2,485,404
NS	66,692	411,676	54,077	367,184
Pier IX	270,287	1,386,717	314,868	1,436,882
DTA	60,046	457,963	126,327	681,338

Source: Hampton Roads Coal Piers

Port of Hampton Roads TEU's

(Twenty Foot Equivalent Units)

Hampton Roads	Apr-2007	4 month 2007	Apr-2006	4 month 2006
	170,105	680,870	165,431	669,578

Source: Virginia Port Authority

Customs Receipts - Virginia Customs District

Hampton Roads	Apr-2007	4 month 2007	Apr-2006	4 month 2006
	52,113,250	206,995,816	47,759,190	202,521,420
Other VA	4,840,747	14,225,568	4,944,040	17,761,610
Total	56,953,997	221,221,385	52,703,230	220,283,030

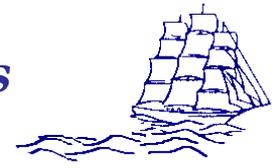
Source: U.S. Customs and Border Protection

Passenger Cruises

Number of Vessels	Apr-2007	5 month 2007	May-2006	5 month 2006
	4	5	0	10
Number of Passengers	12,496	15,504	0	21,351

Source: Nauticus

Vessels by Type	May-07		YTD 07		May-06		YTD 06	
	Arrive	Sail	Arrive	Sail	Arrive	Sail	Arrive	Sail
BULK								
AMERICAN	0	0	1	1	0	0	0	0
FOREIGN	14	12	97	80	8	12	68	68
TOTAL	14	12	98	81	8	12	68	68
COAL								
AMERICAN	1	1	3	3	0	0	0	1
FOREIGN	27	20	73	72	25	21	98	90
TOTAL	28	21	76	75	25	21	98	91
COMBO								
AMERICAN	0	0	0	0	0	0	0	0
FOREIGN	6	6	31	29	5	5	27	27
TOTAL	6	6	31	29	5	5	27	27
CONTAINER								
AMERICAN	16	18	79	76	17	17	88	81
FOREIGN	168	161	784	778	159	157	744	742
TOTAL	184	179	863	854	176	174	832	823
GENERAL								
AMERICAN	0	0	0	0	0	0	0	0
FOREIGN	9	10	48	47	11	9	50	44
TOTAL	9	10	48	47	11	9	50	44
OTHER								
AMERICAN	1	0	10	4	1	2	4	6
FOREIGN	4	4	18	12	6	7	21	25
TOTAL	5	4	28	16	7	9	25	31
RORO								
AMERICAN	0	0	0	0	0	0	3	2
FOREIGN	5	6	30	31	7	6	37	39
TOTAL	5	6	30	31	7	6	40	41
TANKER								
AMERICAN	0	0	1	2	1	1	4	4
FOREIGN	15	14	65	61	10	10	69	68
TOTAL	15	14	66	63	11	11	73	72
AMERICAN	18	19	94	86	19	20	99	94
FOREIGN	248	233	1146	1110	231	227	1114	1103
TOTAL	266	252	1240	1196	250	247	1213	1197



Dealing With Stress

The **1st Annual Carter Gunn Memorial Stressbuster 8K**, is scheduled for September 29, 2007. "This is a great way to educate the community on the physical and emotional effects of stress, and to honor Carter's life through an activity he loved," says Bobbi Gunn, Carter's wife and driving force behind the event. "Regular exercise is one of the best ways to manage stress," emphasizes Gunn, who is also an avid runner. "Not just for those suffering with stress and depression but also for family members and friends living through it." Research has also shown that physical activity can help people overcome mild to moderate depression. The Stressbuster 8K is an event for runners, walkers and kids.

See the event flyer in this months bulletin for registration details.

Reinhart Receives USS 2007 Admiral of the Ocean Sea Award

John Reinhart, President and CEO of Maersk Line, Limited will be one of three recipients awarded the United Seamen's Service (USS) 2007 Admiral of the Oceans Sea Award. The announcement of the award was made by John Bowers, Chairman of the USS AOTOS Committee and President of the ILA, AFL-CIO.

This prestigious maritime award, a statuette of Christopher Columbus, the First Admiral of the Ocean Sea, recognizes that the Western hemisphere owes its discovery to great seafarers and the people and ships that opened the world for trade and commerce.

The recipients have been selected by those who know them best; international transportation leaders and American seafarers.

The award ceremony will be held on November 2, 2007 in New York City.

Shipyards Looking to Bring in Younger Employees

On June 1, BAE Systems and Tidewater Community College (TCC) hosted ShipWorks, a day-long seminar and shipyard tour, for counselors and administrators of the Portsmouth school system.

This is one strategy that the shiprepair companies are using to promote their industry to bring in younger employees. Currently, the average age of employees at BAE Systems is 50. Bill Clifford, President of BAE shipyard indicated that the industry is headed for disaster unless we beef up our workforce. He tells his retiring workforce that he can't replace them.

BAE Systems, Earl Industries and Norfolk Naval Shipyard have apprentice programs with TCC and Northrup Grumman Newport News Shipyard operates The Apprentice School.

Maritime Bulletin Offers Sponsorship Opportunities

The \$1,000 contribution for sponsorship allows your organization to be:

- ☛ Named prominently on the cover of the Bulletin
- ☛ Featured article on page 2 of the Bulletin
- ☛ Recognized as a supporter of the Port

To Sponsor the Monthly Bulletin please fax the following information to 622-6302

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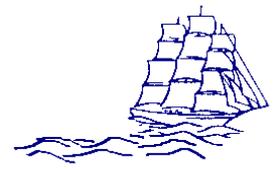
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VMA Highlights



Your Association in Action

Throughout the Month of May the VMA worked to garner support for the Hampton Roads Transportation Authority among the twelve local governing bodies that would vote on approval or denial of the regional transportation authority. These efforts included meeting directly with city council members and county board members, participating in public meetings, and calling on members of the maritime community to speak with their elected leaders about the importance of funding these large projects necessary for the continued economic success of the Port and the region, and our quality of life.

May brought VMA's three largest annual events – the International Trade Symposium, the 87th Annual Maritime Banquet, and the Annual Maritime Golf Outing. Over seven months of planning and preparation by the International Trade Symposium Committee, Annual Banquet Committee, and VMA staff resulted in the successful delivery of these events with respective attendance of 265, 915, and 178.

Each May the VMA also sponsors and assists the Marine Incident Response Team (MIRT) with the delivery of the 16th Annual Marine Firefighting Symposium. This nationally recognized program draws approximately 100 attendees from across the country to familiarize land-based firefighters and Maritime personnel on procedures necessary to handle a marine incident within a port or waterway.

On May 21st the VMA had the opportunity to meet with head of NOAA's National Ocean Service, Mr. Jack Dunnigan, to discuss issues of importance to the Port and NOAA and then provide him with a tour of the APM Terminal Virginia. Among the topics addressed were the need for NOAA to adequately fund and service navigational tools used by mariners, the need for a buoy to measure waves and currents in the entrance of the Chesapeake Bay, and concerns over proposed regulations to reduce ship speeds.

The VMA participated in a meeting with a delegation from the International Warehouse Logistics Association. Considering future investments, they came to Hampton Roads to learn more about our progress with adding terminal capacity, rail projects such as the Heartland Corridor, the potential barge services, and the general environment to support growth and the industry. Following the meeting VMA was informed they left with an extremely positive impression of the Port and our future.

May brought the opportunity for VMA to make a presentation to the Navy League about the commercial activities in the Port and highlight the cooperative coexistence of the largest naval base in the world and the second largest commercial port on the East Coast.

Committee Update

Shippers Committee

On May 9th, one day prior to VMA's International Trade Symposium and 87th Annual Maritime Banquet, the Shippers Committee met in the evening to receive updates on Port issues and recent activities of the Association.

Towing and Barge Operators Committee

VMA's Towing and Barge Operators Committee met May 16th. The committee received updates on the development of regulations for the inspection of towing vessels as well as TWIC implementation and was advised draft regulation is currently under review by industry representatives. Concern was expressed over the delays in the implementation of the TWIC program. The committee discussed the potential implications of a recent court ruling interpreting travel as working time.

International Trade Symposium Committee

VMA's International Trade Symposium Committee held a meeting via conference call on May 29th to review the International Trade Symposium and begin preliminary discussions about the 2008 International Trade Symposium.



Membership News



New Members

Alutiiq

Government Contract
737 Volvo Parkway, Suite 120
Chesapeake, VA 23320
(757) 549-9981 FAX; (757) 549-6454
Mr. Phil Bess, Project Manager
President/Owner
pbess@alutiiq.com
Recommended by: Lang Williams

Kalmar

Container Handling Equipment, Sales and Service
3300 Elmhurst Lane
Portsmouth, VA 23701
(757) 465-7995 FAX; (757) 465-9771
Mr. Dan Stevens
Director Intermodal Sales and Service
dstevens@kamarind.com

Mr. Tom McDonough
Director of Port Services
tom.mcdonough@kamarind.com
Recommended by: Rick Knapp

Signal Administration, Inc.

Insurance and Insurance Counselors
64 Danbury Road, Suite 400
Wilton, CT 06897
(203) 761-6060 FAX; (203) 761-6082
Mr. Richard W. Wood
Chief Operating Officer
pbess@alutiiq.com
Recommended by: VIT and Vandeventer

Advertise your company in the 2008 Port of Hampton Roads Annual



VMA is excited about publishing the 2008 edition of the "Port of Hampton Roads Annual." Modifying the layout of the Annual was a huge success last year so we will continue to use the spiral binding and separate the book into sections divided by tabs.

The quick reference tabbed pages provide premium advertising opportunities. Each tab provides space for one full page color advertisement and one half page color advertisement.

Major tabbed sections include:

Port Commerce
Port Services
Port Cargo Facilities
Shipbuilding & Repair
Port Transportation
Port Industry
Port Charges & Regulations
Professional Services

For more details please see this months insert



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Club Contacts

Customs Brokers & Int'l Freight Forwarders Assn.

Contact: Katie Carney, 446-1542

Hampton Roads Coal Association

Contact: Michael Carmon, 873-0165

Hampton Roads Foreign Commerce Club

website: www.hrfconline.com

Contact: Susan Long, 857-3351

Hampton Roads Traffic Club

Contact: Peter Simmons, 466-8899

Propeller Club - Port of Norfolk

Contact: Ray Wittersheim, 545-4013 x 333

Society of Maritime Industries

Contact: Dave Wooley, 391-9249

Tidewater Motor Truck Association

Contact: Shirley Roebuck, 398-0679

Virginia Ship Repair Association

Contact: Mal Branch, 233-7034

The Women's Transportation Club of Hampton Roads

Contact: Anita Bonet, 440-7215

Upcoming Club Events

- July 17** **Virginia Ship Repair Association**
12:00 Portsmouth Renaissance Hotel
- Aug 21** **Virginia Ship Repair Association**
Golf Tournament - Bayville Golf Club, Virginia Beach
- Sept 29** **Cater Gunn Memorial Stressbuster 8K Run/Walk**
9:00 a.m. Fort Story, Virginia Beach

**ALL CLUB MEETINGS
RECONVENE IN SEPTEMBER**
