

Virginia Ports Annual 2019

VIRGINIA MARITIME

A S S O C I A T I O N



SAFER
DEEPER
WIDER

6 TERMINALS. UNLIMITED POSSIBILITIES.



The Port of Virginia's deep channels, reliable double-stack rail access and network of terminals make our port a strategic gateway to and from the global marketplace. From coffee to cars to containers, The Port of Virginia can connect your business to the world – and connect the world to your business.

A CATALYST FOR COMMERCE



THE PORT OF
VIRGINIA®



VIRGINIA MARITIME ASSOCIATION

2019 VIRGINIA PORTS ANNUAL

America's First Port... Virginia and its harbor that greeted the first settlers and served as a launch site for commerce and trade, is today the largest port complex in the United States, vital to international businesses which depend on Virginia's ports for world-wide access to the marketplace. The early growth of the Commonwealth was due to the cooperative effort of private and public servants, each investing their time to strengthen the outlook for Virginia's future. Soon commerce and trade began to flourish.

Virginia's gateway to global markets is Hampton Roads, one of the finest harbors in the world. Strategically located in southeastern Virginia, Hampton Roads is one of the world's biggest and deepest natural harbors and home of the world's largest naval base at Norfolk. The region's early 17th century settlers who named the area Hampton Roads knew the harbor as "Southampton's Roadstead." Hampton was used in honor of the Earl of Southampton, a major investor of the Jamestown settlers, and "Roadstead" an old English word for a protected harbor. In 1755, the Virginia General Assembly recorded the name "Hampton Roads" as the channel linking the James, Elizabeth and Nansemond Rivers with the Chesapeake Bay. Hampton Roads is home to Virginia's thriving ports moving nearly 80 million tons of cargo annually.



VMA2020

Celebrating 100 years of Maritime Industry Growth. On February 13, 1920, with the Panama Canal now six years old, the oceans safe for commercial shipping, and trade resuming in abundance, 56 business leaders in Hampton Roads came together to form the Norfolk Maritime Exchange. The mission: To promote, protect and encourage international and domestic commerce through Virginia's Ports.

Nearly a century later, that organization is now **The Virginia Maritime Association** representing hundreds of companies engaged in the maritime supply chain industries throughout the Commonwealth and surrounding states utilizing Virginia's port. Our mission has only grown stronger: advocating for the continued growth of Virginia's maritime industries and playing a significant leadership role to ensure that Virginia remains competitive as it relates to waterborne commerce.

Join us as we recognize how important the maritime industry is to the local economy, the State's economy, and benefiting our National economy as well.

VMA2020 is more than just 100 years of history...We are celebrating our future.

The 2019 Virginia Ports Annual is published by the Virginia Maritime Association in the interest of the continued development of Virginia’s ports and the maritime community. This is the 93rd consecutive edition of the Annual and every effort has been made to set forth facts which are believed to be of most general interest to shippers and users of the port.

- ❖ The Association gratefully acknowledges the assistance given by various firms, individuals, port and industrial development agencies, and governmental departments, which have cooperated in the preparation of this Annual by furnishing statistics, technical material, photographs, and advice in regard to their respective functions.
- ❖ Publication of the Annual is made possible by the advertisers, and the section devoted to advertisements forms an essential and interesting part of the book. It is respectfully referred to readers.
- ❖ The Virginia Maritime Association will be glad to furnish information about membership and other services we provide upon request.



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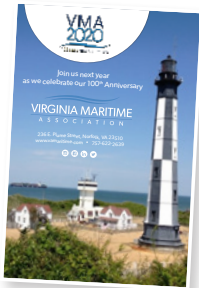


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INTRODUCTION

The Virginia Maritime Association (VMA) is proud to present the 2019 Virginia Ports Annual. This publication was first printed in 1925 in our fifth year of service. The Annual continues to serve as a reference and promotional tool, showcasing the various services and facilities available in Virginia's commercial ports.

Virginia's ports have been a boon to the Commonwealth of Virginia and the world for over four centuries. From the early founding as "America's First Port" at Jamestown in 1607 through the era of the great clipper ships to the present day Ultra Large Container Vessels and the utilization of sophisticated intermodal technology, Virginia has been at the forefront of every major change in the shipping industry.

The strategic mid-Atlantic location, deep water, streamlined transportation infrastructure, and capacity for growth offered by Virginia's ports are well known among shippers the world over. The natural advantages of our ports have historically served as a magnet for investment, attracting new industries and commerce within the state. Today, the world's largest shipping lines link Virginia's sheltered, ice-free harbors to destinations around the globe. Hampton Roads encompasses 25 square miles of easily accessible waterways and is located just 18 miles from the open sea, offering ships carrying the heaviest cargoes the ease of steaming in and out of 50-foot-deep, obstruction-free channels.

In addition to the advantages offered by easy access to the open sea, Virginia's ports are served by one of the nation's most efficient inland transportation networks. Cargo is transported with speed and efficiency by 30 miles of on-dock rail. Numerous national and regional trucking companies and two of the nation's largest railroads, CSX and Norfolk Southern, enable service to two-thirds of the U.S. population within 24 hours.

Virginia's Hampton Roads consistently ranks as one of the leading waterways in the United States for foreign waterborne commerce. In terms of general cargo volume (containerized, breakbulk and bulk cargo), our port is the second largest port on the U.S. East Coast, just behind the Port of New York/New Jersey, handling nearly 80 million tons of cargo annually.

Many factors have contributed to the phenomenal growth of Virginia's ports. One of the most important was the unification of marine terminals in the Hampton Roads harbor. In 1981, the Virginia General Assembly passed landmark legislation designed to unify the port's largest general cargo terminals under a single agency, the Virginia Port Authority (VPA), with a new single operating company, Virginia International Terminals (VIT), Inc. Unification corrected splintered marketing efforts and has made The Port of Virginia one of the fastest growing port complexes in the United States.

In addition to port unification, some of the more notable accomplishments of the last century have been:

- ◆ Improvements in speed and efficiency of our coal facilities, enabling Virginia to continue as a world leader in the coal export market; handling roughly 40% of U.S. coal exports. According to a 2011 economic analysis coal was responsible for more than 31,000 jobs in the Commonwealth of Virginia alone and generated nearly \$7.1 billion in economic output in the state.
- ◆ Attracting shippers' distribution centers and encouraging manufacturers to open and expand throughout the commonwealth by successfully demonstrating the logistical efficiencies and economic value of locating those operations close to Virginia's ports and distribution network. The nation's largest retailers are taking advantage of the proximity to eastern U.S. markets.
- ◆ Enhanced breakbulk operations at Norfolk Southern's Lambert's Point Docks (LPD) and the VPA's Newport News Marine Terminal (NNMT) have allowed those facilities to secure contracts to handle a variety of specialized breakbulk cargoes.
- ◆ The acquisition of container cranes that are among the largest cranes in the world. With an outreach of 26 containers, these giant "Suez-Class" cranes are capable of loading and unloading containers from the new ultra-large container vessels dominating the world container trade.
- ◆ Establishment of the Hampton Roads Chassis Pool (HRCP); a cooperative operating arrangement that brought steamship lines into one common chassis pool, allowing truckers to use HRCP chassis to move the container of any steamship line. This innovative concept improved equipment quality and safety, increased operating efficiency, and served as a model for chassis pools that subsequently developed across the rest of the nation.
- ◆ The opening of APM Terminals Virginia, a subsidiary of Maersk, Inc., in 2007. Now known as the Virginia International Gateway (VIG) and operated by the VPA, it was the largest private investment in the history of the Commonwealth of Virginia. This \$540 million marine cargo terminal, with 50 ft. of water, sits on a 575-acre tract on the Elizabeth River in Portsmouth. The technologically advanced facility, with an ultimate annual capacity of over 2 million TEU's, doubled the port's overall container handling capacity.
- ◆ The introduction of Norfolk Southern's Heartland Corridor rail service between the Port and Midwest markets. With the 2010 opening of the Heartland Corridor shippers began routing new cargoes over the ports of Virginia to take advantage of this double-stack service which reaches Chicago in less than 24 hours.

Virginia has many new and exciting initiatives associated with our ports which, combined with our easy access from the open sea, proximity to two-thirds of our nation's population, and excellent labor climate, confirm Virginia is the best place to do business.

INTRODUCTION

RACING FULL STEAM AHEAD, Virginia is attracting ever-increasing investment from businesses seizing upon the opportunities uniquely offered by her ports. Through the cooperative efforts of the many segments of the maritime industry, the Virginia's ports have enjoyed high levels of success by focusing on providing maritime customers with modern and secure facilities, responsive service, and efficient and environmentally sustainable operations. However, in order to accommodate future demands and the projected increase in international trade, the ports must be poised to accommodate larger vessels and must have the appropriate infrastructure to facilitate the increased traffic. Recognizing the need to plan for future growth opportunities, the following projects have been identified as key to the successful and competitive future of Virginia's ports:

- ◆ Dredge sections of the Southern Branch of the Elizabeth River to depths up to 45-ft. for better utilization of the many bulk and breakbulk facilities on that waterway.
- ◆ Develop a new marine terminal at Craney Island to maximize Virginia's cargo handling capability and provide the capacity necessary to meet future demand.
- ◆ Construction of major road and rail projects to support the transportation infrastructure of Hampton Roads. Important projects include a third bridge tunnel crossing that will connect to the Craney Island terminal, a new intermodal connection linking the VPA's Norfolk International Terminal (NIT) facility to I-64, and improving major road corridors and existing rail lines to handle increasing traffic and add capacity. These projects would meet industry's requirements for increased shipping capacity and efficiency and alleviate traffic congestion in Hampton Roads.
- ◆ Improve maritime related educational and training opportunities so Virginia continues to offer a quality work force to the increasing number of port related businesses.
- ◆ Continue to develop programs that allow for port growth in ways respectful to our environment and community.

Some of the significant accomplishments and improvements of 2018 include:

- ◆ The Virginia General Assembly approved a budget that included \$350M for the Wider, Deeper, Safer project, achieving the VMA's top priority. By January 2020, dredges will begin deepening and widening our main channels to reclaim our competitive advantage of having not only the deepest water on the East Coast, but also restoring 24/7 two-way navigation.
- ◆ The American's Water Infrastructure Act of 2018 was signed by The President, authorizing the deepening of the Thimble Shoals Channel to 56-ft. and the Atlantic Ocean Channel to a depth of 59-ft. The Act also authorizes the widening of the Thimble Shoals Channel to 1,400-ft. allowing for two-way traffic and accommodating ultra-large container vessels.
- ◆ The Southern Branch of the Elizabeth River has authorization to be dredged up to 45-ft. in areas.
- ◆ Norfolk International Terminals (NIT) has nine new container stacks using new rail mounted gantry cranes. Six more cranes have been delivered and construction has entered phase II. Over \$10M of dredging has been completed and NIT will soon be able to take ULCVs. By June 2020, all 30 new



stacks will be in service and capacity will increase by 46% on the same footprint.

- ◆ Continuing its \$320 million expansion, Virginia International Gateway (VIG) has opened four new inbound truck gate lanes, put 13 new container stacks online, and finished the 800-ft. wharf extension. By June 2019, VIG will be able to handle up to three ULCVs at once and nearly double its capacity.
- ◆ The ILA ratified a 6-year extension of the labor agreement with the USMX. The contract extension means port customers can expect labor stability through September 30, 2024.
- ◆ McAllister Towing of Virginia welcomed the ROSEMARY MCALLISTER to Virginia as one of the first EPA Tier IV tugs on the US East Coast. The ROSEMARY MCALLISTER is the most powerful shipdocking tug in Hampton Roads, a 7,000 hp, 100'x40', 80 metric ton bollard pull tugboat, allowing her to expertly handle the largest ULCV in the market today and the future.
- ◆ \$456,000 MARAD grant was awarded to the James River Expansion Project. The project is focused on growing business on the Richmond Express barge service, enhancing cargo operations at Richmond Marine Terminal (RMT) to handle increased volumes.



The VMA and Virginia's maritime community continually strive to meet the challenges that face the port industry.

The commitment to the development of new cargo handling technologies, state-of-the-art terminal facilities, initiatives to increase productivity, offer a broad base of services, as well as a reputation for cooperative labor relationships, have made Virginia a leader in the port industry. These competitive advantages have served the Virginia's ports well and will continue to position Virginia as a dominant player among world-class ports.

With its strong leadership, combined with robust regional and statewide support, Virginia will continue to meet the challenges and the needs of the international maritime community.

In its 99th year, The Association, one of the oldest in the nation, plays an increasingly essential role in Virginia's evolution as a "hub" port, and in the success of the many companies throughout the state and the nation whose business relies on the ports' operations.

Through the active involvement of its members, over 450 organizations employing over 70,000 Virginians and representing all facets of Virginia's maritime industry, the VMA has effectively incorporated a policy of cooperation under which the ports have flourished. The VMA is "The Voice of Port Industries" and remains actively involved in federal and state legislation protecting the interests of those industries. The Association has played an increasingly vital role in the growth of the ports and will continue to do so into the future.

We have many new and exciting initiatives associated with our ports which, combined with our easy access from the open sea, proximity to two-thirds of our nation's population, and excellent labor climate, confirm Virginia is the best place to do business.



IS YOUR VOICE BEING HEARD?

"The VMA is not just ships; it's terminal operators, trucks, railroads...it's banking, it's insurance...it's warehousing & distribution...It's investment."

- Edward O'Callaghan, President of Audax Transportation/Century Express



Increase your voice, your reach, and your growth...Join the VMA!



**VIRGINIA
MARITIME**
ASSOCIATION

The Virginia Maritime Association is THE unified Voice of Port Industries, bringing trade, logistics, and maritime industry professionals together statewide to promote, protect, and encourage commerce through Virginia's Ports.

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2018 ORGANIZATION OF VIRGINIA MARITIME ASSOCIATION

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McAllister Towing of Virginia, Inc.
Raymond G. Wittersheim
Técnico Corporation

COMMITTEE DESCRIPTIONS

EXECUTIVE	Shall have all the powers of the Directors between meetings of the Board.
2020	Plans and organizes the 100th anniversary of VMA.
AWARDS & MEMORIAL	Responsible for recognizing maritime achievements and distinguished service, and maintaining the Scholarship Fund at Old Dominion University.
BY-LAWS	Sets forth rules and guidelines for operating the Association, a non-profit, non-stock, civic and trade corporation.
CARGO OWNERS	Provides a forum for cargo owners to discuss issues of concern and interest related to importing their goods through Virginia's ports.
COAL	Responsible for all coal-related activities and issues in Virginia's ports.
COMMERCE DEVELOPMENT	Responsible for promoting the maritime industry and interacting with business and economic development organizations to attract trade and shipping through Virginia's ports.
COMMUNICATIONS & OUTREACH	Responsible for increasing awareness of the Association in the Virginia General Assembly, United States Congress and the general public.
EDUCATION & TRAINING	Responsible for building and strengthening partnerships with organizations that will collaborate with the commercial maritime industry to deliver training, retention and development programs necessary to meet the workforce needs to improve competitiveness and increase trade through Virginia's ports.
ENVIRONMENTAL AWARENESS	Responsible for addressing environmental issues within Virginia's ports.
EVENTS	Responsible for providing guidance and coordination to the Association's informational, social, and business development events.
EVENTS SUB-COMMITTEES	
ANNUAL BANQUET	Plans and organizes the premier event for Virginia's maritime industry.
INTERNATIONAL TRADE SYMPOSIUM	Plans and organizes the International Trade Symposium.
MARITIME BRIEFINGS	Responsible for arranging speakers to talk periodically in an open forum and to advise members on the current maritime issues and concerns facing Virginia's ports and maritime industry.
OUTINGS	Responsible for planning and organizing the Annual Golf Outing, Maritime Mixers, and other special events during the year.

COMMITTEE DESCRIPTIONS

FINANCE WAYS & MEANS	Responsible for reporting the financial position of the Association to the Board of Directors.
FIRE PROTECTION & HAZARDOUS CARGO	Responsible for coordinating efforts within the region to adequately respond to any maritime incident and for keeping the Port abreast of the current guidelines for safe transportation of hazardous cargo.
FREIGHT FORWARDERS & CUSTOMHOUSE BROKERS	Responsible for monitoring issues directly impacting the Freight Forwarders and Customhouse Brokers.
HARBOR-ANCHORAGE DREDGING & NAVIGATION RULES	Responsible for making recommendations to the Navigation Management Plan, promoting Virginia's dredging programs, and coordinating safety of navigation issues.
INLAND TRANSPORTATION	Responsible for monitoring trucking conditions and operations to include recommendations to improve road-worthiness, maintenance of intermodal equipment, and throughput and turnaround time of cargo.
MEMBERSHIP	Responsible for increasing and expanding membership opportunities, sending out promotional materials, supplying information and education about the port and our activities and other innovative marketing initiatives.
PORT PROTECTION/ EMERGENCY CONTROL	Responsible for coordinating efforts to adequately prepare and respond to acts of terrorism, improving port security and readiness, and responding to any emergencies that may arise.
STEAMSHIP TRADE	Responsible for addressing issues which facilitate Virginia as the most cost-effective port and improving productivity at all terminals.
STRATEGIC PLANNING	Tasks and goals include long range (3-5 year) planning, focusing on special action plans and expanding opportunities to utilize technology.
TERMINAL OPERATORS	Responsible for improving terminal operations and maximizing efficiency, excluding coal.
TOWING & BARGE OPERATORS	Plans Towing Vessel Safety Seminar with the USCG, coordinates movement of cargo via barges, recommendations for safe passage for waterborne traffic with regard to bridges and addressing navigation safety concerns regarding new waterfront development.
WAREHOUSEMEN	Responsible for addressing issues related to maintaining sufficient warehouse space for temporarily storing imports and exports.

***FULL LIST OF COMMITTEE MEMBERS CAN BE FOUND
ON PAGE 169.***

The Virginia Maritime Association connects professionals within the maritime, logistics, and trade industries statewide through events that promote networking (such as the **Maritime Mixers**), inform members of relevant industry developments, and encourage participation as leaders within our industries.



Subject experts are invited to speak in open forums at **VMA Briefings, meetings**, and the **VMA Symposium** to advise industry professionals on the current maritime issues.



Briefings and meetings are held statewide through **Regional Chapters**. The Symposium is held annually in May.

VMA's **Future Leader Program** offers tours and socials to members under 40 in an effort to foster a spirit of collaboration among the future leaders of the maritime industry.



VMA now offers a **Maritime Leadership Certification Program** that runs in conjunction with the future leaders (pg 168).



For More About VMA Events:

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FutureLeaders