

# VIRGINIA MARITIME BULLETIN

Volume 81, No. 2

The Voice of Port Industries

February 2017

## INTERNATIONAL TRADE SYMPOSIUM: YEAR OF TRANSITION

VMA and *American Shipper* have prepared a program that will explore topics important to the ever changing environment of transportation logistics at the International Trade Symposium on May 11, 2017, at the Norfolk Waterside Marriott.

### “Ocean Carrier Roulette, Welcome to 2017”

The collapse of Hanjin Shipping last summer may have been a painful moment for BCOs, intermediaries and the industry that serves them, but it was not the most significant. The liner shipping industry is currently undergoing a major realignment and will see the number of major global players reduced from 16 to 10, and possibly to eight before the end of 2017. In April, the ocean carrier alliances will be reduced from four to three, and their carrier members will control an even larger share of global capacity. What can shippers now expect from the remaining carriers in terms of rates, competition and service?

### “The New Supply Chain Model: What’s Driving Logistics?”

BCO’s are innovating their supply chains, seeking tighter control and quicker access to their inventories. Logistics providers are offering BCO’s more options to manage inventories, maintain reliability, and drive down costs. Panelists will discuss changing logistics practices and distribution patterns and what they mean for BCO’s and their service providers.

“Open or Shut: A New Age of Trade Policy” President Trump has withdrawn from the Trans-Pacific Partnership (TPP) and has stated his plans to renegotiate NAFTA. What does this mean for existing U.S. free trade agreements and the U.S. approach to negotiating future trade agreements? House Republicans are also seeking to impose a border adjustment tax as part of a broader corporate tax plan, while President Trump seems to prefer tariffs —either plan could unleash a multi-front trade war that will disrupt free-flowing commerce, existing trade patterns, and international transportation. Hear from the experts.

Join VMA at the 97<sup>th</sup> Annual Banquet later that evening and the Annual Golf Outing the following day at the beautiful Bay Creek Resort & Club, in Cape Charles, Virginia.

For additional information and to register for these events please visit: [Vamaritime.com/events](http://Vamaritime.com/events).

## 2017 VMA ‘PORT DAY’ BENEFITS OF PORT INVESTMENT REACH ACROSS THE COMMONWEALTH

On Thursday, February 2, over 50 business leaders from the Virginia Maritime Association participated in the 10th annual Port Day at the General Assembly. All 140 members of the General Assembly were visited to thank them for the historic \$350 million investment they made in 2016 to add capacity at the state’s largest facility, Norfolk International Terminals (NIT). Participants shared, that this investment will assure that Virginia importers continue to satisfy customers by keeping their shelves stocked and production lines working, our exporters can ship their goods to foreign markets with reliable and cost efficient transportation, and the Port of Virginia can continue to be a major economic engine. Examples of port-related announcements of new and expanding businesses across the Commonwealth were shared with legislators as well.

Supported by economic development agencies statewide, along with Virginia’s strong trade promotion incentives, forty-one new and expanding port-related business announcements were made in 2016. These announcements will account for 3.5 million feet of operating space, \$924 million of capital investment and 3,808 new jobs.

A direct dividend of the port expansion projects purchase of 60 Automated-Stacking Cranes for NIT and 20 at Virginia International Gateway (VIG), is the automated technology will be supplied by TMEIC Corporation of Roanoke, Virginia. TMEIC signed a \$50Million contract with Konecranes to provide 860 industrial drives and automation for the 86 automated-stacking cranes.





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**VIRGINIA AND GEORGIA PORT AUTHORITIES FILE  
TERMINAL AGREEMENT**

On February 24, 2017, The Virginia Port Authority (VPA) and the Georgia Ports Authority (GPA) filed to create the "East Coast Gateway Terminal Agreement" with the Federal Maritime Commission (FMC).

The agreement encourages voluntary cooperation of operational and supply chain efficiencies, safety, communications, and customer service. It will enable the member ports to work together to find ways to become more efficient and effective, benefiting the citizens of their respective states, as well as shippers and carriers.

Additionally, the cooperation includes acquisition and utilization of joint marketing materials and shared best practices for terminal operations, training, cargo handling, access, turn-times, and infrastructure, as well as promoting all-water routes from the U.S. East Coast to international markets via the Panama Canal.

John Reinhart, VPA CEO and Executive Director, and Griff Lynch, GPA Executive Director, released a joint statement indicating, "The U.S. East Coast continues to see larger vessels and cargo exchanges since the opening of the expanded Panama Canal last year. Increasingly, our customers are seeking gateway ports on the East Coast that can leverage sufficient land-side infrastructure to ensure the free flow of cargo. The states of Georgia and Virginia have made the necessary investments to prepare for this new era in global trade. The East Coast Gateway Terminal Agreement is an innovative collaboration that will allow us to find new ways to become more efficient and effective."

Their agreement is not a unique one, APM Terminals, DP World, Hutchinson Port Holdings, PSA International, Shanghai International Port (Group) Co., and the Port of Rotterdam Authority filed the "Global Ports Group Agreement" with FMC in December 2016, to promote the efficiency and effectiveness of the container port industry.



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# MARITIME NEWS

## NEW BARGE EXPANDS CAPABILITIES TO RICHMOND

The James River Barge Line/64 Express Service, replaces their existing barge with the new “Richmond Express” to operate its service between Richmond and Hampton Roads. The 309 foot barge was delivered to Portsmouth Marine Terminal on February 3, 2017. It sailed its maiden voyage, carrying 125 containers to Richmond Marine Terminal (RMT), on February 6, 2017.

Mr. Ed Whitmore, Owner and President of Norfolk Tug Co., operators of the barge services, invested approximately \$2 million to custom build the “Richmond Express.” It was built specifically to make three weekly round-trips between Richmond and Hampton Roads. The new barge is slightly longer and wider, giving it enough room to carry 125 containers, some of which can be refrigerated, an element that will enhance the service.

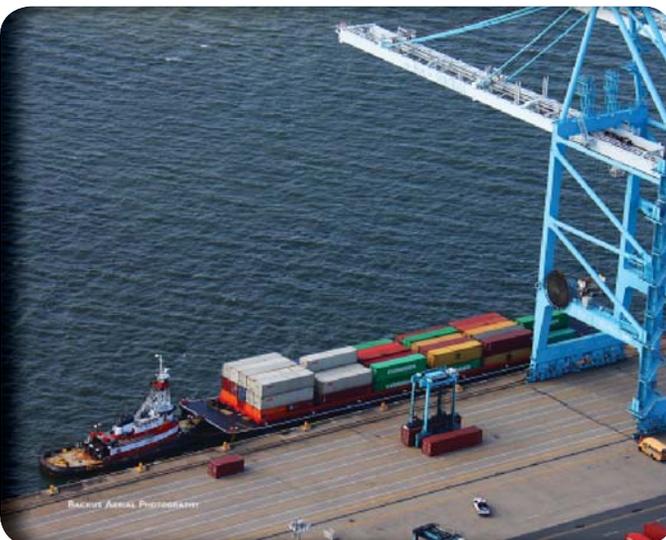
At its inception in 2008, the barge service began with a once-a-week barge, which has grown to 3 days-a-week service, in just a few years. Since July 1, 2016, the barge service carried 11,225 containers, a 41 percent increase over the same time-period a year earlier.

The barge service is going to become increasingly important to the ports as expansion projects at its two large facilities get underway. Joe Harris, spokesperson for the Virginia Port Authority noted, “This is a very important piece of the puzzle – keeping cargo moving during our expansion.”

The Richmond Maritime Terminal is an economic driver for new and expanding businesses in Central Virginia, having a barge service that extends the port 100 miles

inland, is a key element to unlocking this potential. Offering full container services by accommodating refrigerated containers allows for a diverse commodity mix increasing opportunities as well.

A few of the Virginia Maritime Association members currently utilizing barge service to RMT include: “K” Line, Lumber Liquidators, Altria and Universal Leaf Tobacco. VMA member Expeditors International opened a satellite operation in Richmond as a direct result of barge services to RMT. George Adams, Lumber Liquidator’s Director of International Transportation said, “We’re able to quickly get product in here. ... Definitely as close as we are it’s cost-effective.”




## JOIN US LIVE WELL

### YMCA Membership for Virginia Maritime Association Members

Staying fit is critical for a healthy spirit, mind and body. That’s why the Y is offering VMA members the opportunity to keep active, refreshed and rejuvenated. Quality facilities and service make getting healthy easy at the Y!



**JOIN NOW AND SAVE!**

VMA members pay no joining fee, a savings of up to \$75

Individual and Family savings for Hampton Roads and Greater Richmond Area Y locations.

VMA Member Companies, please contact Sam Davis for enrollment information [sam@vamaritime.com](mailto:sam@vamaritime.com) or 628-2673.

Spring Open Enrollment - due by April 15

# PORT STATISTICS

## Distribution of Coal Dumpings at Hampton Roads

(in net tons of 2,000 lbs.)

	Jan-2017	1 month 2017	Jan-2016	1 month 2016
<b>Total Hampton Roads</b>	<b>2,588,561</b>	<b>2,588,561</b>	<b>1,981,466</b>	<b>1,981,466</b>
NS	1,152,699	1,152,699	868,561	868,561
Pier IX	716,892	716,892	140,964	140,964
DTA	718,971	718,971	971,941	971,941
<b>Export Cargo - H. Rds.</b>	<b>2,588,561</b>	<b>2,588,561</b>	<b>1,845,607</b>	<b>1,845,607</b>
NS	1,152,699	1,152,699	868,561	868,561
Pier IX	716,892	716,892	140,964	140,964
DTA	718,971	718,971	836,082	836,082
<b>Coastwise &amp; Other - H.R</b>	<b>0</b>	<b>0</b>	<b>135,860</b>	<b>135,860</b>
NS	0	0	0	0
Pier IX	0	0	0	0
DTA	0	0	135,860	135,860

Source: Hampton Roads Coal Piers

## Port of Hampton Roads TEU's

(Twenty Foot Equivalent Units)

	Dec-2016	12 month 2016	Dec-2015	12 month 2015
<b>Hampton Roads</b>	<b>229,624</b>	<b>2,655,705</b>	<b>197,039</b>	<b>2,549,270</b>

Source: Virginia Port Authority

## Customs Receipts - Virginia Customs District

	Dec-2016	12 month 2016	Dec-2015	12 month 2015
<b>Hampton Roads</b>	<b>\$70,046,460</b>	<b>\$797,878,499</b>	<b>\$79,921,863</b>	<b>\$922,229,430</b>
<b>Other VA</b>	<b>\$77,825,556</b>	<b>\$282,770,229</b>	<b>\$4,253,332</b>	<b>\$767,607,549</b>
<b>Total</b>	<b>\$147,872,015</b>	<b>\$1,080,648,728</b>	<b>\$84,175,194</b>	<b>\$1,689,836,979</b>

Source: U.S. Customs and Border Protection

## Passenger Cruises

	Jan-2017	1 month 2017	Jan-2016	1 month 2016
<b>Number of Vessels</b>	0	0	0	0
<b>Number of Passengers</b>	0	0	0	0

Source: Nauticus

Vessels by Type	Jan-17		YTD-17		Jan-16		YTD-16	
	Arrive	Sail	Arrive	Sail	Arrive	Sail	Arrive	Sail
<b>BULK</b>								
AMERICAN	0	0	0	0	0	0	0	0
FOREIGN	17	18	17	18	14	14	14	14
<b>TOTAL</b>	<b>17</b>	<b>18</b>	<b>17</b>	<b>18</b>	<b>14</b>	<b>14</b>	<b>14</b>	<b>14</b>
<b>COAL</b>								
AMERICAN	0	0	0	0	2	3	2	3
FOREIGN	33	36	33	36	25	24	25	24
<b>TOTAL</b>	<b>33</b>	<b>36</b>	<b>33</b>	<b>36</b>	<b>27</b>	<b>27</b>	<b>27</b>	<b>27</b>
<b>COMBO</b>								
AMERICAN	0	0	0	0	0	0	0	0
FOREIGN	0	0	0	0	4	4	4	4
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>
<b>CONTAINER</b>								
AMERICAN	111	17	111	17	19	21	19	21
FOREIGN	18	108	18	108	131	126	131	126
<b>TOTAL</b>	<b>129</b>	<b>125</b>	<b>129</b>	<b>125</b>	<b>150</b>	<b>147</b>	<b>150</b>	<b>147</b>
<b>GENERAL</b>								
AMERICAN	0	0	0	0	1	1	1	1
FOREIGN	4	4	4	4	5	5	5	5
<b>TOTAL</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
<b>PASSENGER</b>								
AMERICAN	0	0	0	0	0	0	0	0
FOREIGN	0	1	0	1	0	0	0	0
<b>TOTAL</b>	<b>0</b>	<b>1</b>	<b>0</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>RORO</b>								
AMERICAN	1	1	1	1	1	2	1	2
FOREIGN	15	15	15	15	9	8	9	8
<b>TOTAL</b>	<b>16</b>	<b>16</b>	<b>16</b>	<b>16</b>	<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>
<b>TANKER</b>								
AMERICAN	0	0	0	0	0	0	0	0
FOREIGN	10	11	10	11	7	6	7	6
<b>TOTAL</b>	<b>10</b>	<b>11</b>	<b>10</b>	<b>11</b>	<b>7</b>	<b>6</b>	<b>7</b>	<b>6</b>
<b>AMERICAN</b>	<b>112</b>	<b>18</b>	<b>112</b>	<b>18</b>	<b>23</b>	<b>27</b>	<b>23</b>	<b>27</b>
<b>FOREIGN</b>	<b>97</b>	<b>193</b>	<b>97</b>	<b>193</b>	<b>195</b>	<b>187</b>	<b>195</b>	<b>187</b>
<b>TOTAL</b>	<b>209</b>	<b>211</b>	<b>209</b>	<b>211</b>	<b>218</b>	<b>214</b>	<b>218</b>	<b>214</b>



# MARITIME NEWS

## MYMIC TO DEVELOP TRAINING ADDRESSING COERCIVE BEHAVIOR IN THE MARITIME INDUSTRY

VMA member MYMIC Simulations, LLC was selected by the Ship Operations Cooperative Program (SOCP) to develop a computer based training program on the prevention of Sexual Assault and Sexual Harassment (SA/SH) in the maritime industry.

Jay Bhatt, President and CEO of MYMIC Simulations, LLC, quipped, “MYMIC is pleased to have been chosen to develop a comprehensive learning solution that will provide a computer based training package (CBT) which will deliver a strong and consistent message supported by an experienced and qualified software and content development team.”

The Ship Operations Co-Operative Program, Inc. (SOCP), established in 1993, is a non-profit organization comprised of maritime industry professionals that promotes beneficial innovations in ship and other maritime operations through the identification, development, and application of new methods, tools, and technologies. SOCP’s overall objective is to improve the safety, productivity, efficiency, security, and environmental performance of U.S. vessel operations.

The purpose of the SOCP project, supported by the Maritime Administration (MARAD), is to develop, produce, distribute and promote the use of an interactive CBT program to provide effective training for merchant mariners aboard US flag vessels, in best practices, to address SA/SH issues affecting shipboard and shore leave culture and climate in the U.S. Merchant Marine. Specifically, this training program will address the prevention and elimination of SA/SH, bullying, retaliation, discrimination and other coercive behaviors, promoting zero tolerance for such behaviors.

## STOLEN CARS INTERCEPTED BY NORFOLK CBP

During an inspection of a cargo container on January 19, 2017, U.S. Customs and Border Protection officers, at the Norfolk Port of Entry, seized two stolen cars destined for Mali, West Africa. CBP officers at the Port of Norfolk routinely review exports to determine compliance with existing U.S. export Laws.

The shipment with the two vehicles, a 2016 Chevrolet Tahoe and 2016 Mercedes Benz GLE63, worth \$140,000, was targeted for inspection due to the unusual export country. Officers discovered the Vehicle Identification Numbers did not match the Shippers Export Declaration and the Automated Export System. Titles for two older vehicles, a 1990 Honda and a 2000 Nissan were submitted by the exporter.

Upon further investigation, using a variety of inspection methods and linked databases, it was determined the VINs matched active stolen vehicle records in the National Criminal Information Center from the Sands Point Village Police Department in New York and Connecticut State Police.

Mark J. Laria, Area Port Director for the Port of Norfolk, noted, “Part of safeguarding our nation’s interests is to make sure that all exports are legitimate and lawful.”

The Customs and Border Protection is there to safeguard America’s borders, thereby protecting the public from dangerous people and materials, while enhancing the Nation’s global economic competitiveness by enabling legitimate trade and travel.

## VIRGINIA LAUNCHES ENGAGE CUBA STATE COUNCIL

Engage Cuba Virginia State Council, was launched on Monday, January 31, 2017, with leaders from across the Commonwealth. Chaired by Governor Terry McAuliffe, the council will build statewide support to urge Congress to lift the Cuban embargo. Removing trade restrictions on Cuba could open opportunities for Virginia businesses.

Engage Cuba, a D.C. based advocacy organization, is the leading coalition of private companies and organizations working to end the travel and trade embargo on Cuba. They are the only organization whose primary focus is U.S.-Cuba legislative advocacy.

Virginia is positioned to benefit from an expanded relationship with Cuba, in 2002 then Governor Mark Warner signed a million-dollar agriculture export deal and has since been the leading U.S. supplier of agricultural products to Cuba. In 2015, Governor McAuliffe joined eight other governors across the country to co-sign a bi-partisan letter to the leaders of Congress calling for an end to the remaining trade and travel restrictions against Cuba. In 2016, the Virginia Port Authority signed an agreement with Cuba’s newly constructed Port of Mariel to facilitate trade and increase vessel services between the two ports.

James Williams President of Engage Cuba commented that, “Until Congress lifts arbitrary travel and trade restrictions, Virginia farmers and businesses will be stuck on the sidelines as foreign competitors move into Cuba’s emerging markets. Increasing trade with Cuba, a growing market of 11 million people, could strengthen Virginia’s agriculture, port, and other top export industries, create jobs across the Commonwealth.”



## ASSOCIATION IN ACTION

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Much of the Association's efforts each January revolves around representing the interests of the VMA membership and the maritime industry during the legislative session of Virginia's General Assembly. The 2017 session began January 11. VMA's primary message to legislators is to thank them and provide progress reports on their 2016 investment of \$350 million to add capacity at the Port of Virginia, and to highlight new jobs and capital investments resulting from port-related business announcements that demonstrate the return on their investment.

As a representative of freight interests, VMA is a member of the Commonwealth's Multimodal Advisory Committee (MAC) and Virginia Freight Transportation Technical Committee (VFTTC) and attended its January 5 meeting. Following an update on 2025 transportation planning, a discussion took place about technology trends that will affect future transportation demand and performance, and how that fits into analysis for the 2040 multimodal transportation plan.

VMA serves on the Coast Guard's Maritime Transportation System Planning Subcommittee of the Area Maritime Security Committee. Topics of the January 12 meeting included services of the Coast Guard's Navigation Center, the tracking and reporting of ice conditions, updates on the

National Weather Service's wind prediction capabilities, and updates on key port projects affecting navigation.

On January 17, VMA was pleased to host nearly over approximately 30 students from Virginia Wesleyan College's Supply Chain & Logistics program for an overview of port operations, the maritime industry, and the role of VMA. The students demonstrated knowledge of the port and logistics and asked intelligent questions about trends in the maritime industry and career paths.

VMA attended the January 24 Leadership Retreat of the Virginia Institute of Marine Science (VIMS), discussing ways to better leverage the resources at the College of William and Mary to meet VIMS' objectives. Also discussed were government relations and General Assembly activities.

On January 30, VMA was privileged to join Cuban Ambassador Cabañas, Virginia Secretary of Commerce and Trade Todd Haymore, and Virginia Secretary of Agriculture and Forestry Basil Gooden for a roundtable discussion of the current business climate in Cuba, as well as opportunities and challenges for Virginia exports to and investment in Cuba. The meeting included brief presentations from representatives of the Cuban Port of Mariel Special Economic Development Zone.

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## COMMITTEE UPDATE

**INTERNATIONAL TRADE SYMPOSIUM (Jan. 9 & 23):** Having previously agreed on the final slate of panel topics under the theme of "Year of Transition" for the May 11 conference, committee members focused on identifying and inviting speakers. Conference promotion and early commitments by sponsors were other areas of emphasis during these committee discussions.

**COMMUNICATIONS & OUTREACH (Jan. 10):** The emphasis of the meeting was the planning of the annual Port Day at the General Assembly on February 2. This included agreement around talking points, planning logistics for visiting the offices of all members of the General Assembly, and other details related to materials, food service and transportation. The committee discussed media outreach opportunities supporting the messaging of Port Day

**MEMBERSHIP (Jan 11):** A report was given for calendar year 2016 in membership growth, regional chapter activities, and development of the Future Leaders program. Discussions transitioned to setting goals and planning in each of those areas for 2017. The committee reviewed and discussed new applications for membership to be recommended to the Board of Directors.

**TOWING & BARGE OPERATORS (Jan. 11):** Committee members were advised of an agreement reached with VDOT regarding drawbridge openings at the James River Bridge. In lieu of new restrictions, VMA agreed to seek maritime

industry restraint from requiring weekday bridge lifts between 6:30a.m. – 7:30a.m. and 3:30p.m. - 4:30p.m. Status reports were provided on the status of projects at other area bridges. An update was given regarding new Coast Guard type approvals for ballast water management systems. Committee members were reminded the Responsible Carrier Program (RCP) had been accepted by Coast Guard as an existing Towing Safety Management System meeting Subchapter M requirements.

**ANNUAL BANQUET (Jan. 27):** The 2017 Annual Banquet will be held May 11. The committee focused its discussion on securing a keynote speaker, but also made several decisions related to other banquet logistics.

**OUTINGS (Jan. 31):** The committee reviewed calendar year 2016 results for Maritime Mixers, the Chesapeake Bay Feast, and the Maritime Issues Council Annual Golf Outing. A tentative schedule was set for Maritime Mixers and the golf outing in 2017. Upon reviewing the events calendar with other port-related organizations, to avoid conflicting events, it was agreed a Chesapeake Bay Feast would not be held in 2017.



# MEMBERSHIP NEWS

## NEW MEMBERS

### Arks Enterprises, Inc.

*Technical Services*  
4304 Alfriends Trail  
Virginia Beach, VA 23455  
**Mr. David K. Edwards, President and CEO**  
Phone: 647 4838; FAX 267 9090  
e mail: dedwards@arksinc.com  
website: www.arksinc.com

### City of Danville, Office of Economic Development

*Municipality*  
427 Patton Street  
Danville, VA 24541  
**Mr. Telly D. Tucker, Director of Economic Development**  
Phone: (434) 793 1753  
e mail: telly.tucker@danvilleva.gov  
website: www.discoverdanville.com

### Industrial Development Authority of Halifax County, Virginia

*Political Subdivision*  
1100 Confroy Drive, Suite 1  
South Boston, VA 24592  
**Mr. Matthew H. Leonard, Executive Director**  
Phone: (434) 572 1734  
e mail: mleonard@halifaxvirginia.com  
website: www.halifaxvirginia.com

### Navis Energy Management Solutions, LLC

*Energy Engineering & Management Consulting*  
500 E. Plume Street, Suite 500  
Norfolk, VA 23510  
**Ms. Bobbi Wolff, CEO**  
Phone: 739 7071  
e mail: bwolff@navisenergy.com

### Spirit of Norfolk

*Passenger Vessel*  
109 E. Main Street, #109  
Norfolk, VA 23510  
**Ms. Tina Swan, Sales & Marketing Director**  
Phone: 625-1463  
e mail: tswan@entertainmentcruises.com

## ADDITIONAL REPRESENTATIVES

### Crenshaw, Ware & Martin, PLC

*Law Firm*  
150 W. Main Street, Suite 1500  
Norfolk, VA 23510  
**Mr. C. Wiley Grady, Associate**  
*(Future Leader Member)*  
Phone: 623 3000  
e mail: cwgrandy@cwm law.com  
website: www.cwm law.com

### Inside Business & The Virginian Pilot

*Media*  
150 W. Brambleton Avenue  
Norfolk, VA 23510  
**Mr. John (Ski) Miller, Advertising Manager**  
Phone: 222-3993  
e-mail: ski.miller@pilotonline.com  
website: www.pilotonline.com

### Ventker Henderson, PLLC

*Law Firm*  
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e mail: jnoonan@ventkerlaw.com  
website: www.ventkerlaw.com

## ACE HARDWARE TO EXPAND SUFFOLK FACILITY

VMA Member Ace Hardware is expanding its Suffolk facility by more than a third, adding approximately 138,000 square feet. The investment of \$10.4 million will create up to ten additional job opportunities. Construction is to begin in April with completion targeted for November.

The Suffolk facility serves as Ace Hardware's East Coast hub, receiving imports through the Port of Virginia. From the Suffolk Redistribution



Center, merchandise is distributed to Ace Hardware's Retail Support Centers, the expansion will begin serving stores as far away as Texas, New York and Florida.

Suffolk Mayor Linda T. Johnson said, "They shared our vision that operating in Suffolk is going to provide strategic value, and obviously that has come to fruition by Ace deciding to reinvest and expand once again."

# VIRGINIA MARITIME

ASSOCIATION

P.O. Box 3487  
Norfolk, Virginia 23510

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## CLUB CONTACTS:

**Customs Brokers & Int'l Freight Forwarders Assn.**  
CONTACT: Barbara Meinhardt • 533-9668

**Hampton Roads Coal Association**  
CONTACT: Joe DeMatteo • 876-5187

**Hampton Roads Global Commerce Council**  
CONTACT: Sarah J. McCoy • 683-2128  
www.hrgcc.org

**Hampton Roads Traffic Club**  
CONTACT: Melinda Dollar-Baank • 397-9203  
www.HamptonRoadsTrafficClub.org

**Propeller Club - Port of Norfolk**  
CONTACT: Noel Stokes • 540-850-7977  
www.PropellerClubNorfolk.org

**Tidewater Motor Truck Association**  
CONTACT: Frank Borum • 494-0276  
Marilynn Ryan • 354-9146  
Nicole Sapienza • 810-1047

**Virginia Ship Repair Association**  
CONTACT: Sylvia Bell • 233-7034  
www.VirginiaShipRepair.org

Upcoming maritime events are listed on [VAmaritime.com/events](http://VAmaritime.com/events)

## VIRGINIA MARITIME ASSOCIATION



invites you to a

# Maritime Mixer

THURSDAY, MARCH 30, 2017  
5:00 - 7:30 PM

*Venue to be announced*

Register at  
[www.VAmaritime.com](http://www.VAmaritime.com)

## Anchor Members

### PLATINUM ANCHORS



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**TOWNE INSURANCE**



### GOLDEN ANCHORS

Bay Diesel & Generator  
T. Parker Host, Inc.  
Port City Transportation  
VHB  
Vandevanter Black LLP  
VA Economic Development Partnership  
Virginia Pilot Association

### SILVER ANCHORS

Anders Williams Ship Agency  
CBRE | Hampton Roads  
CV International, Inc.  
Great Lakes Dredge & Dock Co.  
Pender & Coward, P.C.  
SeaGate Terminals, LLC  
SunTrust Bank  
Técnico Corporation  
Wells Fargo Bank  
Western Fumigation  
The Zydron Law Firm, P.L.L.C