

2ND IN SERIES ON CT PORT PROFILES

**Logistec Puts the “Connect” in Connecticut at New London State Pier**



Aerial view of Port of New London's 2 berths, 2 warehouses and 20 acres of laydown area.

Steel coils being discharged from vessel incoming from Europe.

Commuters on the I-95 Gold Memorial Bridge over the Thames River may have noticed more and more ships arriving at the Port of New London. Thanks to Logistec’s work to build relationships with customers and partners, business is booming at the State Pier. New London has seen an increase in bulk road salt—which keeps drivers safe through the winter—as well as general breakbulk cargo such as structural steel, aluminum, lumber, paper, marine pilings, and large project components for infrastructure projects in Connecticut and across the Northeast.

Logistec provides specialized cargo handling and port logistics services to marine and industrial customers. It’s one of the most experienced terminal operators along the East Coast, and has been in New London for over 20 years.

Cargo received in New London is distributed throughout New England, the Northeast, and the Mid-Atlantic to reach markets in both the United States and Canada. New London’s easy access to I-95, I-395, and the New England Central Railroad provides multiple avenues to transport goods.

“Intermodal connectivity is one of our many strengths here at State Pier. Speed and efficiency are critical for the rail and truck operators with whom we work so closely onsite,” says Frank Vannelli, Senior Vice President of Commercial and Business Development at Logistec. “Trucks have a one-hour turnaround time at the terminal, meaning they can have multiple deliveries to clients on the same day. We also complete a daily rail switch with our intermodal partner the New England Central Railroad. This allows for loading and unloading of rail cars offering cost competitive transportation within the U.S. and Canada.”

Logistec manages over 100,000 square feet of warehouses and more than 20 acres of open laydown area adjacent to the pier, and stores a wide variety of commodities including bulk, salt, steel coils, beams, plate, pipe, sheet piles, rebar, lumber, plywood, paper, aluminum, project cargo, and heavy lift. Logistec also offers value-added services including inventory management, distribution, processing of commodities and trucking to the customer’s final destination.

“Logistec has long worked with the Connecticut Department of Transportation and, more recently, with the Connecticut Port Authority to maximize the commercial activity and diversity State Pier’s cargo and customer base. As a result, we have increased our union work force and added a significant amount of both direct and indirect jobs in New London,” said Mr. Vannelli.

Logistec plays an important role in the region’s supply chain and employs over 1,600 people in the United States and Canada. Its network of some 30 ports and 40 terminals is strategically located across eastern North America.

**UPCOMING EVENTS:**

- March 7:** CPA Board of Directors Meeting
- March 12-14:** CMA SHIPPING 2018  
 “Profits and Values”  
 Hilton Hotel, Stamford, CT



*A busy day in New London with Docking of 2 vessels arriving from Egypt and Belgium.*

## Cargo Comeback Story

Like many ports throughout the United States, New London was hit hard by the economic slowdown of 2008-2009. Fortunately, those days are now behind us and, last year, Logistec had a record year of volume that moved through the port. The company is off to another record start for 2018, handling five vessels and over 100,000 tons of cargo in the month of January.

This increased volume and cargo mix has had a positive impact for the state. The more the port thrives, the more it contributes to job creation and regional economic development—just one of the reasons why the CPA promotes development of the state's maritime commerce and industries is important via its ports and harbors.



*Return of lumber shipments to the Port from Germany discharging using vessel gantries.*

## CPA Holds Monthly Board Meeting at Fort Trumbull

This month, the Connecticut Port Authority held its monthly board meeting at the iconic Fort Trumbull in New London. Chairman Scott Bates led discussions on reports from the Executive Director, the Strategic Planning Committee, the Engineering Committee, and the Finance Committee. As the meeting unfolded, one thing became abundantly clear: business is booming at the port of New London.

The number of vessels transporting salt, steel, and lumber was well above average in January—the result of a heightened demand for salt after several major snowstorms as well as a booming housing market requiring more materials for construction.

Demand for wind energy continues to climb. More and more developers have expressed interest in offshore wind installations. These projects create good, stable jobs while producing clean energy at a time when many Connecticut homeowners are seeing their energy costs go up. Offshore wind could be the key to bringing costs down and creating new opportunities in our state—and the CPA looks forward to being a key partner in these projects.

The CPA also awarded two major grants to fund projects in New London (see, "State Pier, Pier 7 Awarded Grants" for more information). Interest in shipping, development, and energy continues to climb, and the CPA will keep looking for ways to strengthen ties with existing partners and bring in new business.

# Connecticut's BUSIEST PORT

Even with all the cargo coming into New London, the port finds room for ferries and a number of other businesses and community activities. State Pier is located near major shipyards such as Electric Boat and the U.S. Navy Sub Base in Groton, as well as United Technologies, Pratt & Whitney, and General Electric. Commercial fisherman can also make arrangements to dock at the port, and the facility is home to the annual Connecticut Maritime Heritage Festival. Stay tuned for more in future CPA newsletters!

## NEW LONDON AT A GLANCE:

Pier 1: 1,000' long, 34.5' deep

Pier 2: 850' long, 34.5' deep

Indoor Storage: 100,000 sq. ft.

Outdoor Storage: 871,200 sq. ft.

## CPA Board Authorizes Funding for Two New Projects

At February's board meeting, the Connecticut Port Authority announced it was awarding two major grants to boost business and opportunities in New London.

The CPA awarded \$32,000 for the City of New London's Harbor Management Plan. This will allow for continued economic development at the State Pier and the surrounding area. Smaller harbors as well as the Ports of New Haven and Bridgeport are also eligible for similar awards in the future.

Additionally, the CPA approved \$20,000 towards improvements and repairs for Pier Seven. The United States Navy has previously reported that keeping warships at Fort Trumbull has become unsafe. Thanks to the CPA, Pier Seven will have the ability to upgrade its infrastructure and make additional repairs as needed.

From Connecticut's small harbors to our largest ports, the CPA is proud to grow and support our maritime economy.

## Welcome to Our Waters: CPA Holds Reception at Hartford Boat Show

On February 9, the Connecticut Port Authority hosted a reception for local lawmakers, industry leaders, Connecticut residents, and other stakeholders at the 2018 Hartford Boat Show. A key sponsor of the event, the CPA was proud to partner with the Connecticut Maritime Trades Association to showcase all the ways to harness the power of our harbors and waterways. From recreational boating to commercial shipping, Connecticut's ports have something for everyone!



Chairman Scott Bates and New London Mayor Michael Passero.

## Did you know?

Connecticut is known for its tough winters—and the Port of New London plays a vital role in keeping our roads safe. Over the past five years, local entrepreneur DRVN has worked closely with Logistec so that salt efficiently arrives at State Pier and is then transported to distribution sheds in 22 cities throughout Southeastern Connecticut.

"I have been in business since 2000 and my business is based upon the relationships I have with both my customers and my vendors. This business endeavor in New London would not have happened if not for the relationship forged between DRVN and Logistec, and the foresight to look long term" said Steve Farrelly, owner of DRVN.