



MARITIME EXCHANGE

for the Delaware River and Bay

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WHO WE ARE AND WHAT WE DO...

Serving the Port Community Since 1875

The Maritime Exchange for the Delaware River and Bay, a not-for-profit trade association, is dedicated to promoting and encouraging commerce on the Delaware River and Bay. Its members, comprising all facets of international trade and related businesses throughout Pennsylvania, New Jersey, Delaware and beyond, have come together under the Exchange umbrella. We work together to address and resolve issues of mutual concern, and to share information critical to the timely movement of cargo through the ports.

Through an aggressive government affairs program and a comprehensive on-line suite of port information services, the Exchange ensures its members, in all segments of international trade and marine transportation, are operating in the most positive economic climate possible.

Just as in 1875, the work of the Maritime Exchange continues to significantly contribute to the economic vitality of the Delaware Valley region. Through the continued strength of the membership, we are able to positively affect change at a local and national level that protects and promotes commerce on the Delaware River and Bay...and at the same time supports the many associated businesses, which serve this industry.

Government Affairs Program

The Maritime Exchange is the only advocate that speaks on behalf of all segments of the maritime industry along the Delaware River. Whether an issue is international, national, or local in scope, if it affects the maritime industry, the Exchange ensures that the industry's viewpoint is known. We are in an ongoing dialogue with federal, state and local governmental agencies, as well as with the tri-state federal congressional delegation.

Some of our recent issues and activities:

- **Port Security and the Department of Homeland Security (DHS):** In addition to addressing maritime security legislation in advance of September 11, 2001, the Exchange is working closely with U.S. Customs and Border Protection, the Coast Guard, FDA, and the Transportation Security Administration (TSA) to ensure new security rules are workable and do not unduly overburden the maritime industry.
- **TSA Partnership:** The Exchange has entered into a partnership with the TSA to influence the development of Transportation Worker Identification Credential (TWIC), TSA's nationwide common ID program for all transportation workers. Through the efforts of the Exchange the Delaware River was chosen as one of three national pilot sites.
- **Deepening the Delaware River Main Channel to 45 Feet:** This is a high priority for users of the Delaware River and the future growth of our ports. With newer ships requiring a deeper channel, we must respond or lose cargo to other ports.
- **U. S. Army Corps McFarland:** We continue to support the return of this dredge to full operating status to ensure prompt, cost effective dredging service on the Delaware River.
- **Free Trade in Steel Coalition (FTSC):** The FTSC was created in 2001 by the Exchange in response to the imposition of an International Trade Commission (ITC) Section 201 investigation on imported steel. Representing nearly 50 ports, labor unions, and transportation-related businesses, the FTSC is working to preserve the nearly 38,000 U.S. port jobs associated with the handling of imported steel.
- **Area Maritime Security Committee:** The Exchange actively participates in this port-wide initiative to help ensure the interests of port business are addressed and to lend our technical expertise to such initiatives as implementing a regional video surveillance system for all terminals and an automated notification system for emergency broadcasts.

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Maritime On-Line®

Since 1875, the Exchange has been tracking the movements of vessels on the Delaware River and disseminating that information to its members to enhance the movement of cargo. The Exchange has expanded this role and today serves as the electronic communications hub for the Delaware River and Bay, providing a port information network of unparalleled scope in the maritime industry.

Maritime On-Line, the Delaware River's on-line port information system, provides the community with

- Detailed vessel arrival and movement information
- Automated U.S. Customs and Border Protection cargo clearances
- U.S. Coast Guard electronic vessel notice of arrival and crew list submission tools
- Real-time commercial cargo vessel position information through Automatic Identification System (AIS)

This unique information system will play a key role in the rapid clearance of cargo, providing the crew list background and other information required by the DHS. Maritime On-Line provides an easy, cost effective way for carriers to comply with the CBP 24-hour rule, USCG advanced notice of arrival requirements, and other mandated reporting requirements as they emerge. Our systems are supported by a trained and experienced operations staff that is available 24 hours a day to provide needed navigational information. For more information or to arrange for a personal tour of Maritime On-Line, contact Darleen Michalak at 215-925-1524 or dmichalak@mxops.org. Information is also available on our web site at www.maritimedelriv.com.

Communications

Complementing our government affairs and on-line services, the Exchange keeps its members and the port community informed through various publications...available on line or in hard copy.

- **The Beacon**, is a bi-monthly newspaper designed to assist its readers with activities and events affecting the tri-state port community...and gives advertisers an opportunity to reach over 5000 prospects.
- **The Port Directory**, with over 1500 listings, provides the most comprehensive, single source of current business and government contacts.
- **The President's Letter**, regularly provides timely news, events, and updates on important issues.
- The **Federal Register Highlights**, the official daily publication for rules, proposed rules, and notices of Federal agencies and organizations, as well as executive orders and other presidential documents, are issued electronically on a daily basis to keep members informed of new federal regulations pertinent to the maritime industry.

Committees

Through its committees, the Exchange provides a forum for its members to meet, exchange ideas, and provide direction to the Exchange. Members meet directly with government officials, business partners, and even competitors to discuss port issues. Exchange members are encouraged to participate in committee activities and to lend their expertise as we tackle important topics.

- **Maritime Operations Committee** – Meets to discuss significant Federal and local regulatory issues relating to cargo coming to Delaware River ports. Representatives of key federal agencies, such as the Army Corps of Engineers, U.S. Coast Guard, U.S. Customs and Border Protection, and Immigration are on hand to listen to industry concerns and provide critical updates
- **Credentialing Workgroup** – Works with the Transportation Security Agency on issues surrounding the Transportation Worker Identification Credential such as the Delaware River pilot project implementation, ID card technical and data requirements, scanning and access control equipment, and background checks. The committee also meets to address and plan other local and regional credentialing initiatives to complement the TSA project.
- **Non-Federal Dredge Committee** – Comprised of key port stakeholders and tri-state Department of Transportation officials, the committee meets to address the full range of issues concerning dredging and disposal projects associated with private berth and facility dredging on the Delaware and Schuylkill Rivers.
- **TRACS Technical Committee** – Meets to provide developmental direction and to discuss technical and procedural changes to TRACS, the Exchange's community based cargo tracking and release system certified on the U.S. Customs and Border Protection Automated Manifest System (AMS). In addition, the committee also meets with U.S. Customs representatives to review regulatory changes that affect cargo clearances and processing.