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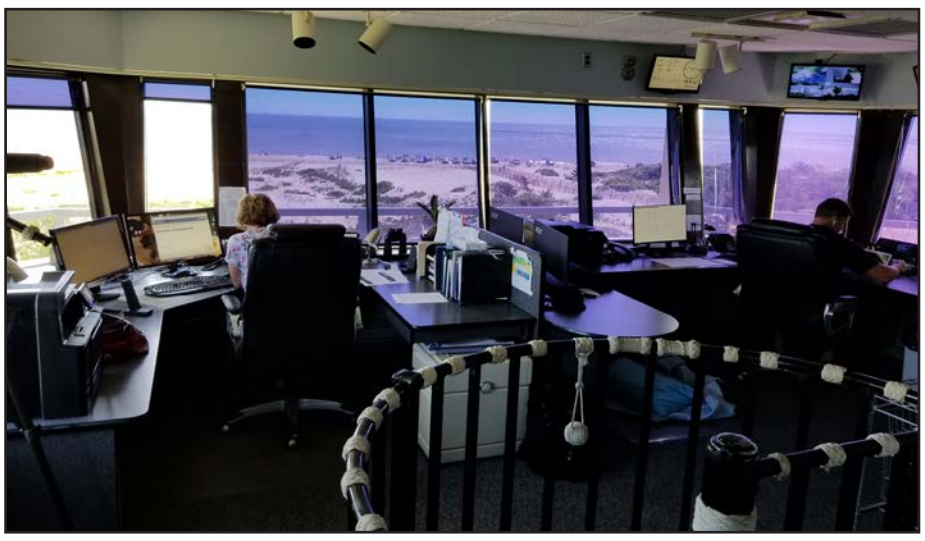
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Fall 2022
Volume 32, No.4

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Delaware River VHF network goes digital

New platform helps ensure consistent communications



View from inside the Cape Henlopen Ship Reporting tower in Lewes, Del., operated jointly by the Maritime Exchange and the Pilots' Association. The tower provides both organizations with an unobstructed view of the mouth of the Delaware Bay, the pilot boarding area, and federal anchorages and is home to VHF radio, radar, and Automatic Identification System antennas and transceiver equipment.

The Maritime Exchange and the Pilots' Association for the Bay & River Delaware celebrated a major milestone in September when they migrated the jointly operated Delaware River VHF radio network to an all-digital platform. "With new technologies and capabilities evolving in the VHF world, retiring the remnants of the legacy analog equipment was a necessary step to take advantage of opportunities to improve communication and redundancy," said Exchange President Lisa Himber.

The new platform is software-based, eliminating the need for stand-alone radio consoles. Because virtual radio consoles reside on a PC or laptop, the Exchange and Pilots' have much more control over the radio functionality, can customize the VHF console for each watchstander, and most importantly, can operate the radios from anywhere on the network.

The latest migration was not the first foray into the digital VHF world. Beginning over a decade ago, the Exchange and Pilots' took the first steps to move away from the analog environment.

As updated technology and communication options emerged,

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Exchange launches committee with a fruit focus

"For over 40 years, winter fruit from Chile has been among the most important cargos moving through Delaware River ports," said Robert Palaima, Exchange director and chair of the Chilean & American Chamber of Commerce. "Our port operators have spent over four decades developing an expertise in safely and efficiently handling these perishable commodities—and what's more important, we have formed relationships with our colleagues at exporting ports to help ensure smooth processing all around."

According to Andrés Rodríguez, Chile's Agricultural Attaché to the U.S. and Canada, "The United States is the main market for Chilean fruits, representing 30% of our shipments. And the East Coast receives 73% of that product, reaching 578,099 metric tons in the last season. This is the result of many decades working together and many more to come."

So in the vein of enhancing those relationships and building on the region's already outstanding reputation for collaborating effectively to identify opportunities for improvement, the Maritime Exchange has created a new Chilean Fruit Working Group, which kicked off in October.

"The Maritime Exchange and its members have long worked closely with ASOEX, the Chilean exporters association. When the idea to create this new committee arose during a visit to Chile this past summer, we followed up on it," said Exchange President Lisa Himber.

The goal is to explore ways to improve pre-season planning and enhance communication between local supply chain partners and overseas counterparts before and during vessel and cargo operations. The working group will attempt to mirror and liaise with the new ASOEX Table Grape and Logistics Committees.

"We are looking to communicate with ASOEX in real time as events require," Himber said. "Providing a unified voice as a community will help the Chilean exporting partners in their planning as well, allowing all parties to make adjustments as needed."

The Chilean & American Chamber of Commerce will work jointly with the Maritime Exchange on the new initiative.

Exchange or CACC members interested in participating should contact exchange@maritimedelriv.com.



Interview with

Pete Flores

Executive Assistant Commissioner, CBP Office of Field Operations



As Executive Assistant Commissioner, Office of Field Operations, U.S. Customs and Border Protection, Pete Flores leads over 31,000 personnel within the offices of Admissibility and Passenger Programs, Agriculture and Trade Liaison, Cargo and Conveyance Security, and many others. He has had a long and distinguished career with CBP, serving most recently as Director of Field Operations for the San Diego Field Office. The Beacon *thanks EAC Flores for taking time from his busy schedule to visit with the Exchange and its members in October.*

Q: CBP in general and the Office of Field Operations especially has multiple missions that sometimes conflict. Can you tell us how you will prioritize your activities in the near term?

A: Happy to. One of our key focus areas is implementing automation initiatives that help align our missions, particularly security and cargo efficiency. OFO also has an economic security mission, ensuring the flow of legitimate trade. How do we capture data? Who provides it? These are among the questions we need to answer. We'll also have to wrestle with the cost of funding automation programs and ensure the processes direct IT efforts, not the other way around.

As always, we are focused on staffing, which I know we're going to talk about in more detail shortly.

The Southern border continues to be a primary area of concern. Our officers have recently seized record shipments of fentanyl, which affects the entirety of the U.S. population. Unfortunately, staff to manage this crisis is insufficient, and we've had to redirect personnel from other U.S. ports.

These are just a few of the issues facing OFO on any given day.

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FMC doing good works but needs more time

In the nearly 30 years since the Exchange dramatically ramped up its government affairs program in 1994, no issue involving the Federal Maritime Commission has risen to the top of our public policy agenda. In fact, I'm fairly certain the FMC has never even made an appearance on that agenda.

Suddenly, the FMC has become a major player in the day-to-day lives of a broad range of maritime professionals.

The Ocean Shipping Reform Act of 2022, which some have characterized as a knee-jerk reaction to temporary supply chain challenges, passed the Congress with almost no deliberation and with wholly uncharacteristic speed and bipartisan support. This act greatly expanded the FMC's powers and extended its reach well beyond its historical role in ocean shipping.

Just a few of the commission's recent actions highlight the point. The agency is:

- considering an emergency to order to force private sector information sharing;
- proposing a new data pull: the collection of total import and export tonnage and the total loaded and empty 20-foot equivalent units per vessel;
- commissioning a study of intermodal chassis pools and seeking recommendations on best practices for their management; and
- increasing the number of staff investigators to support the newly created Bureau of Enforcement, Investigations, and Compliance.

The FMC is acting as the law directs it should. But was the law as well conceived as it ought to have been?

A wee data element has caused a major issue surfacing from OSRA-22. It involves the immediate requirement for transportation partners to include "container availability date" on invoices for demurrage and detention. The mandate seeks to clarify when D&D should start, yet it does not account for the fact that different parties have different rules for free-time expiration.

The real problem, though, is that container availability date is not an existing data element used in ocean transportation shipping. Not to say it shouldn't be, but no protocol exists for readily capturing, storing, transmitting, or receiving it. Had OSRA allowed for a grace period—what Customs & Border protection frequently does through an "informed compliance" period (as compared to "enforced compliance"), we wouldn't be having this conversation.

So from the day the law passed, failure to include the date on an invoice effectively means the recipient does not have to pay it and can in fact submit a complaint of non-compliance to the FMC. This is not how FMC should be spending its time.

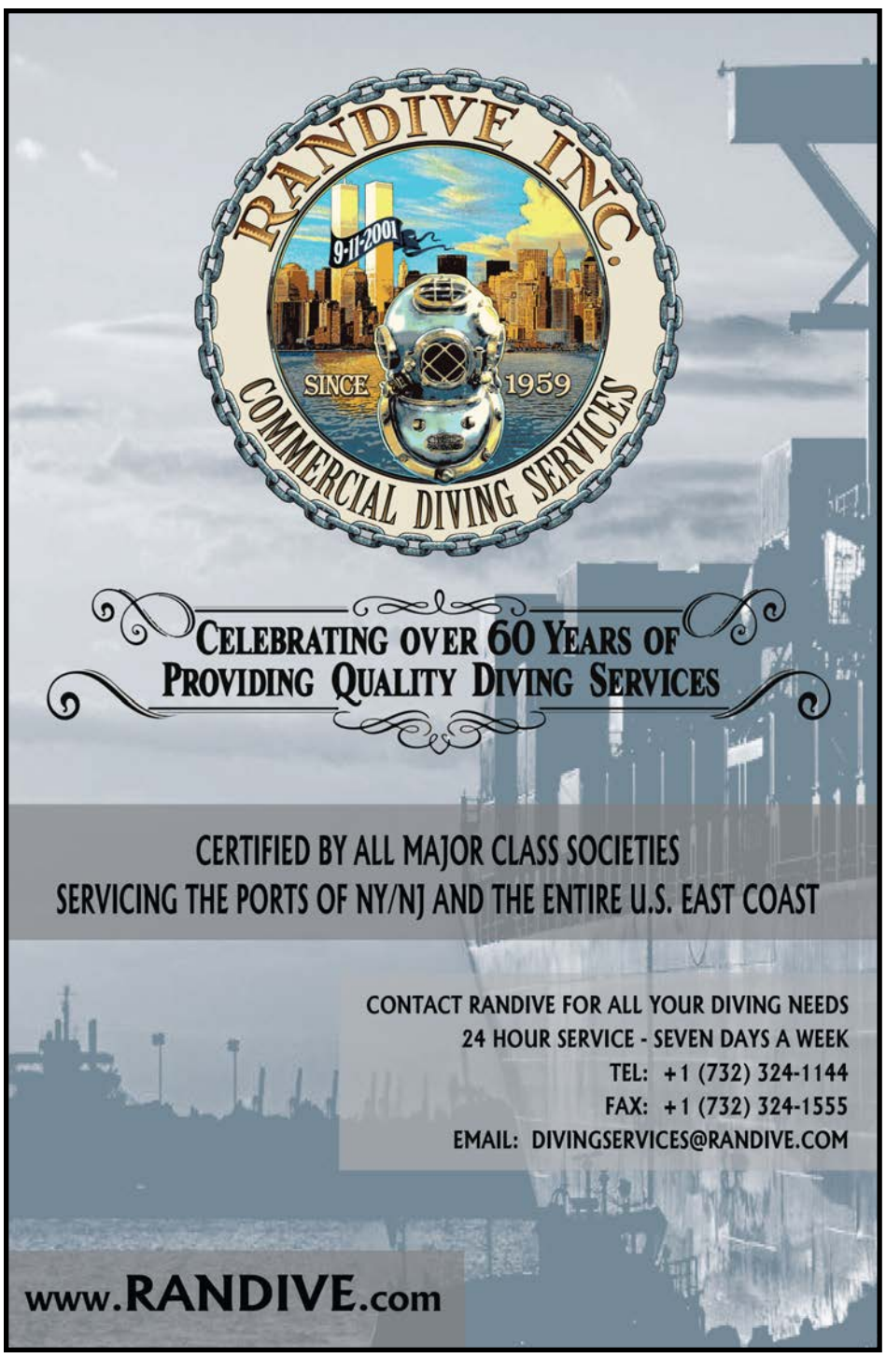
No one questions that substantial room for improvement exists. The Maritime Exchange has always supported efforts to help streamline operations and communications, particularly through data exchange. We also recognize that sometimes a nudge from the federal government can help propel us in the right direction.

Yet somehow this explosion in FMC oversight over private business practices seems to go too far, too fast.

Industry developed its current processes, systems, and business relationships over decades. The FMC, at the direction of Congress, has injected itself into these areas in very short order. The international supply chain is certainly not perfect, but the velocity and volume of actions is unsettling. They point to a transportation system in peril and needing deep federal intervention, which it is not and does not.

OSRA-22 mandates numerous obligations and deadlines, which the FMC is diligently striving to meet. Despite this, the commission should take time digest the many comments coming its way and conduct a great deal more outreach before finalizing new rules. To do otherwise is a recipe for unintended consequences.

Lisa Himber





Don’t let your Exchange membership expire!

Once again, it’s that time when we all start planning for the year to come. And part of that planning must surely include making the decision to renew your commitment to the Maritime Exchange to support another prosperous year for our port.

Delaware ports fared very well in 2022. The Exchange is projecting a year-end vessel call count of 2,365, almost 60 more than last year’s number. And with the multiple new services starting in 2022, next year is looking increasingly brighter.

As you’ll read in this issue of *The Beacon*, the Exchange Operations team is dedicated to a single purpose: assisting every one of those ship calls.

The rest of the staff is focused equally on providing services that offer practical assistance to members, on schedule and on demand.

Our efforts far exceed the traditional programs available to members, such as:

- Public policy advocacy—we’re out front on issues that matter
- Maritime On-Line access—‘nuff said
- Committees—there’s one for every need
- Training and informational sessions—getting more important everyday
- Information blasts—safety, security, regulatory changes . . . we cover it all
- Publications—including this newsletter and the annual directory
- Job board, free notary, answering service

Did you know the Exchange can answer certain regulatory compliance questions, help find contacts in business and government, and identify sources of needed information? And the list goes on. No question too big, no effort too great.

The Exchange is more than a little proud that some of our members have called us “the easy button for the port.”

Don’t delay

Your membership renewal notice is already in your inbox. Please take action right away to ensure uninterrupted coverage in your benefits.

Not a member? Easy enough to fix. Contact exchange@maritimedelriv.com to find out how.

On behalf of the board and staff of the Maritime Exchange *The Beacon* thanks you for your ongoing support!



Welcome New Members

Diamond Technologies, Inc.
4001 Miller Road, Suite 3
Wilmington, DE 19802
302-656-6050
info@
diamondtechnologies.com
www.diamdond
technologies.com

DSI Security Services
301 Old Dupont Road
Suite F
Wilmington, DE 19804
267-384-4280
www.dsisecurity.com

Calling all Delaware River Heroes!

Let’s face it. The Delaware River port community simply overflows with excellence. Now is the time to showcase some of the people who demonstrate their commitment to that excellence by nominating them as Delaware River Unsung Heroes.

Each year, the Exchange recognizes individuals judged by their peers as going above and beyond the call of duty to serve the port and its customers. A deep appreciation for the work these men and women do behind the scenes is what drives this inspiring program.

“I am looking forward to the future outstanding nominees who are doing such outstanding work but rarely make it into the spotlight. It’s exciting to have such a positive response from both our candidates and industry leadership,” said Exchange Director Barbara Hunter, who chairs the Exchange’s Membership Committee.

This issue of *The Beacon* will introduce you to the final group of 2022 honorees. “Each of the individuals recognized this year not only met program expectations but far exceeded them,” said Exchange President Lisa Himber. “It has been such a pleasure to honor so many deserving members of our community, and we are excited to continue the program in 2023.”

Do you know someone who has earned this recognition? Keep reading to learn how to nominate your candidate.

The rules are as simple as can be: Unsung Heroes must be Maritime Exchange members and be nominated by Exchange members. Note that anyone who has received previous industry recognition is ineligible.

Nominees might include an employee, co-worker, customer, vendor, or other colleague—someone who works tirelessly to keep ships moving and cargos flowing through the port. Other considerations may include someone responsible for a specific achievement, an “up and comer” who brings a fresh approach to service, or an individual who has served his/her organization with extraordinary dedication and distinction over time.

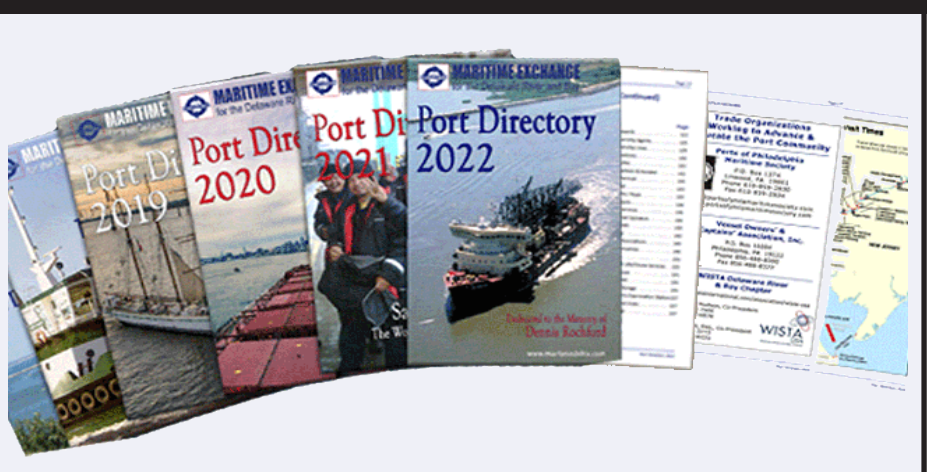
“It is such a pleasure to be engaged with this exciting program, which is shining a light on the meaningful work of our nominees,” Hunter said.

So let us come together, as we always do, to recognize these remarkable individuals and give them the credit they so richly deserve.

Please email your nominee’s first and last name, job title, and company name to hero@maritimedelriv.com by **December 16, 2022**.

We look forward to hearing from you!

Let the Exchange promote your business



Since 1966, the Maritime Exchange has produced an annual port directory, and it has become the preeminent source for contact information for the Delaware River port industry. The longevity of this publication validates its importance as a tool for navigating the port businesses along the river.

While the content of the directory has changed over the years, its main function remains the same—a way to find information and increase your company’s visibility.

Production of the 2023 Port Directory is now underway, and advertising space is still available.

If you are not already an Exchange member, consider joining to receive the special advertising rate for members and to take advantage of all the other benefits of membership outlined in another article on this page.

The Exchange also offers a 2023 Port Directory/The Beacon ad package to stretch your advertising dollar even farther. The Beacon reaches an audience of 3,000 in all segments of the industry, making it another ideal vehicle to promote your company’s brand.

And don’t forget that your full-color, full-page ad will appear on the Exchange homepage year-round, boosting your company’s digital presence.

All contracts and new artwork are due by November 18.

Visit the Exchange website to download an advertising contract at www.maritimedelriv.com/publications. You may also contact Donna Stargell at dstargell@maritimedelriv.com or call 267-670-7948 for more information.





Exchange Operations: fresh faces, the same dedication

For nearly 150 years, the Maritime Exchange has worked to fulfill its mission to promote and protect maritime commerce. The ability to meet those important goals depends largely on our Operations team, who has provided information to the Delaware River port community for just as long. Functioning 24/7/365, the Operations Department ensures members get the information they need when they need it.

Consisting of seven full-time employees and operating out of two locations, the Ops staff supplies Exchange members with vessel movement data—for today, tomorrow, and all the yesterdays going back to the early 1980s.

With Scott Anderson's retirement and Bill Bayard's passing, the last year has brought much change to a team who had worked together for many decades. "Today's operations crew, having roughly 105 years combined experience, is as hardworking and dedicated as ever," said Exchange Director of Operations Paul Myhre. "Eric Clarke, Taylor Kirk, Laura Miller, Robb Reyes, and Karen Scotton rely on each other and work cohesively to serve our members."

The team records vessel movements throughout the port, providing schedule information, relaying instructions to ships as they transit the waterway, and facilitating government boardings. This interaction between the Exchange and ship agents, pilots, pier facilities, tug companies, stevedores, line runners, and a host of other maritime partners helps keeps the port running smoothly.

Beyond ship movement updates, the staff ensures Customs bulletins, Coast Guard navigation restrictions, security and safety alerts, emergency conditions, and other information critical to the safe and efficient operation of Delaware River ports gets where it needs to go.

And if that weren't enough, the staff also provides help desk support to Maritime On-Line participants, who use the TRACS and Automatic Identification System in addition to the on-demand Ship Reporting service. Information flows from the Exchange to the community via telephone, email, VHF radio, and the Maritime On-Line system as part of the Exchange's comprehensive, sophisticated port information network.

The Maritime Exchange is the only source for conveyance and cargo information critical to private- and public-sector maritime stakeholders. The data managed by the Operations crew allows the community to meet substantial commercial, security, and navigational safety goals.

"The Operations staff is always helpful and quick to offer guidance on how to resolve issues with our manifests in TRACS," said Heather Lee, Documentation Manager at General Steamship Corp. Ltd. "It's reassuring to have a friendly voice on the other end of the phone providing support."

Give the operations f a call at 215-925-1524 to find out what we can do for you. No matter what time, someone is there to help.





Coast Guard Port Access Route Study informs change

"With the influx of new offshore wind installations, having current information about actual offshore maritime activity is critical," said Maritime Exchange Director of Operations Paul Myhre.

The U. S. Coast Guard has been working to provide just that information.

The agency recently announced the availability of the Consolidated Port Approaches and International Entry and Departure Transit Areas Port Access Route Studies. Part of a multi-year process, the Delaware River and Bay maritime community saw one of the key recommendations come to life as new anchorages opened outside Delaware Bay. The total consolidated report summarized the findings of four regional port access route studies, one of which reviewed the seacoast of New Jersey, including offshore approaches to Delaware Bay.

Completed under the authority of the Port and Waterways Safety Act, the New Jersey seacoast Port Access Route Study considered measures that could improve navigational safety given planned offshore development, potential port expansions, increased vessel traffic, existing and potential anchorage areas, changing vessel traffic patterns, weather conditions, or navigational difficulty. The study reviewed port and vessel statistics, environmental data, search and rescue operations, marine casualty data, and proposed offshore renewable energy installation areas off the coast of New Jersey and the entrance to Delaware Bay.

One study recommendation included additional precautionary areas east of the proposed offshore renewable energy installations and extending both existing traffic separation schemes leading to Delaware Bay. Another suggested establishing a new two-way route along the Delaware seacoast for transits into and across the entrance to Delaware Bay for coastwise vessels. Finally, the study suggested a fairway anchorage adjacent to the southeastern traffic separation scheme.

"The study's goal was to improve navigation safety by accommodating recent and anticipated growth in vessel size and volume of vessel traffic," said LCDR Elizabeth Marshall, Waterways Management Division Chief at Coast Guard Sector Delaware Bay. "The Coast Guard proposed establishing two new offshore deepwater anchorages off the Delaware coast to help meet this goal."

In August, the Coast Guard announced the establishment of the Indian River Anchorage and the Cape Henlopen Anchorage based on recommendations from the NJPARS.

The study concluded that a combination of changes should provide a balanced approach and ensure navigational safety.

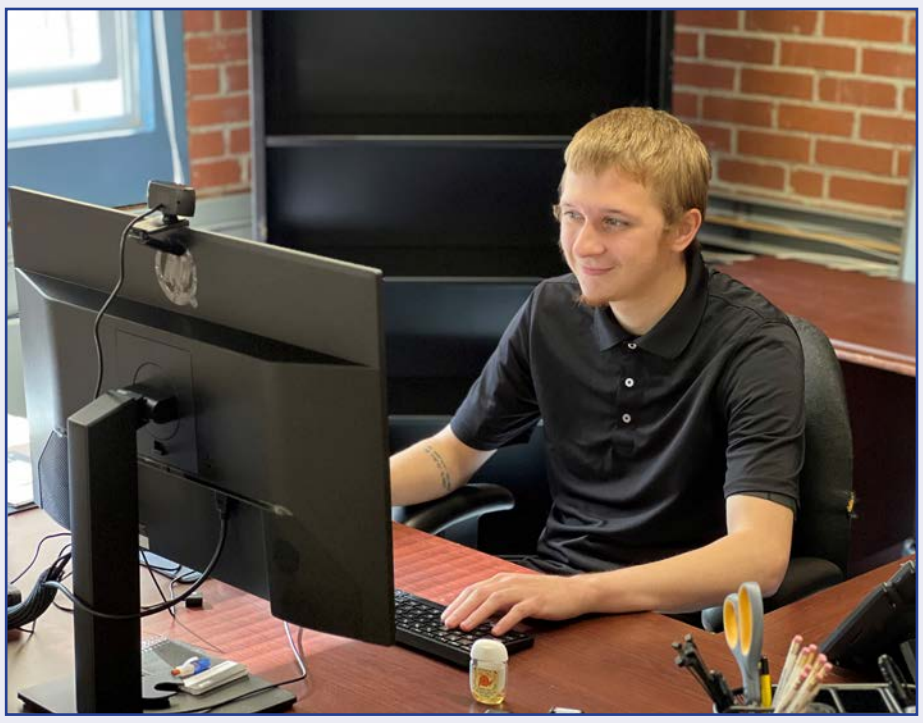
The Mariners' Advisory Committee for the Bay and River Delaware lent its support to maintaining shipping safety early in the process, citing the importance of protecting safe navigable areas, especially given the offshore wind and energy production initiatives.

"It was great to see the process work as the community participated in the study and then provided feedback on the recommendations," said MAC Chairman Capt. Drew Hodgens. "This is a prime example of how a port should operate with public and private entities working together for the greater good."

For information about the consolidated report, contact John Stone, Coast Guard, at 202-372-1093 or john.m.stone@uscg.mil.

Meet Ryan Rupertus

System Administrator



The newest member of the Exchange team, Ryan Rupertus, joined the staff in September as system administrator. He has the all-important responsibility of installing and maintaining office systems, software and network equipment, providing user support, and troubleshooting outages. Ryan will also help identify new solutions to improve productivity and improve the Maritime On-Line user experience.

He comes to the Exchange from Liscio's Italian Bakery where he served as a network administrator. Although new to the maritime industry, Ryan brings valuable IT experience in troubleshooting PC and networking issues, supporting the CISCO and Microsoft Office 365 environments, configuring and maintaining firewalls, and managing disaster recovery and backup solutions.

"The maritime industry is fascinating, and I look forward to learning more about a critical piece of our country's infrastructure. Everyone in the industry I've met has been so hospitable, and I eagerly anticipate getting to meet others in the community," Ryan said.

Ryan has a Bachelor of Arts in Computing and Informatics from Rowan University and is a Cisco Certified Network Associate, or CCNA.

"My degree gave me a more practical background in computer networking, rather than a Computer Science degree that would primarily focus on computer programming and theoretical concepts. Achieving my CCNA has given me a high level of understanding of how information travels throughout the internet and between information systems. Having had a passion for information technology since a young age, I always seek to expand my knowledge in the field, and I aim to use this knowledge to help the Exchange achieve its goals and to increase efficiency in the greater maritime industry."

When not working on networks, Ryan enjoys traveling, gardening, gaming, and urban exploration.

Welcome aboard, Ryan!



DBRC's Gaudiosi retires, Poole takes the conn





A highlight of Rich Gaudiosi's retirement recognition ceremony was when Coast Guard Captain of the Port Jonathan Theel presented Gaudiosi with a "USCG Certificate of Merit" for his long and dedicated service to the port community and his many technical contributions to the Executive Steering Committee and the Area Committee. Also shown here are Gaudiosi (right) with incoming DBRC President Bob Poole.

Saying goodbye to a trusted leader is always very difficult.

In conjunction with the Delaware Bay & River Cooperative annual meeting on Oct. 6, board members and friends honored Rich Gaudiosi on his retirement after 13 years as the organization's president. During his tenure, Gaudiosi successfully led DBRC through a period of significant change across the region's energy sector.

The DBRC is a not-for-profit corporation organized to offer protection from oil spills in the Delaware Bay and River area. It has the important mission of planning for and responding to spills from the mouth of the Delaware Bay to the Betsy Ross Bridge in Philadelphia.

"Being the President of DBRC has been both rewarding and challenging. Navigating the cyclical nature of the petroleum business, and the evolution of the port requires constant evaluation of future changes, and small businesses must be nimble enough to adjust quickly to those changes," Gaudiosi said. "I have been blessed with the leadership staff, member companies, and dedicated employees to help not only to survive the changes, but also to grow."

Monroe Energy's Bill McEnroe, who chairs the DBRC board, cited Gaudiosi's vision, passion, innovation, and ability to move ever forward despite the challenges. Recognizing the impossibility of listing all Gaudiosi's many accomplishments, he said the highlights included the formation of the Industrial Fire Group and expanding environmental mitigation strategies and methodologies to include the liquid pipeline and off-shore wind industries. "Rich's leadership inspires confidence and generates followership across the team and in the community we serve, which is the highest compliment I can pay to any leader," McEnroe said.

The Maritime Exchange relationship with Gaudiosi dates back to his time at the Coast Guard, before he joined the DBRC crew. "We build relationships with our colleagues at the Coast Guard—many of whom become good friends—and being able to continue those relationships beyond their short Coast Guard tours in our region is a rare pleasure," said Exchange President Lisa Himber. "Rich stands among a very elite company of men and women who have significantly contributed to the success and safety of our port with not only keen understanding and vast expertise but also style and graciousness."

A New Era

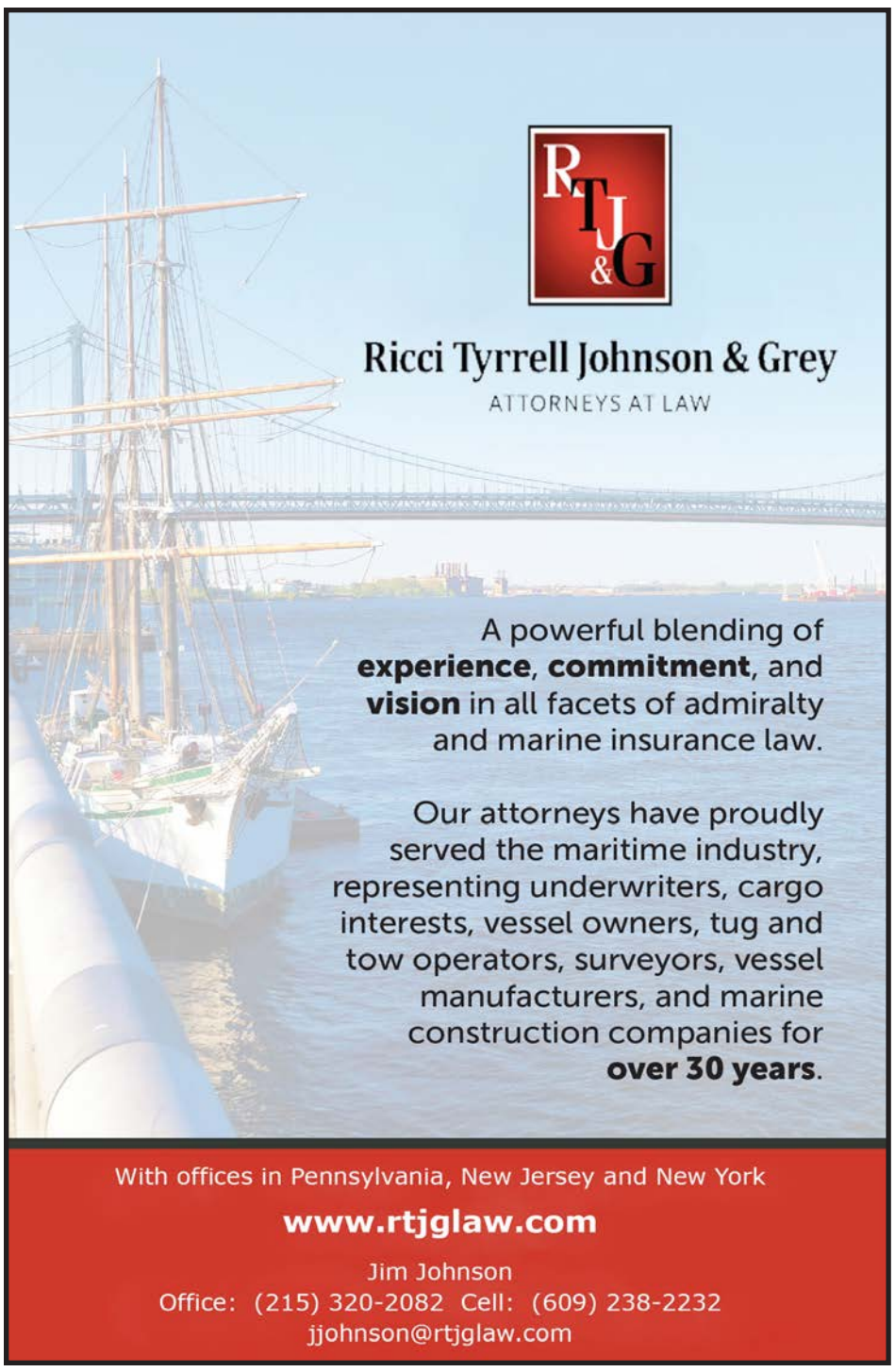
The DBRC board named Bob Poole to fill the president's role. A highly experienced, successful, and well-regarded leader in the oil spill industry, Poole's love of the water started as a small boy fishing and hunting in the Delaware Bay and River and continued into his adulthood. He started his maritime career in the U.S. Coast Guard and then became an OSRO [oil spill response organization] provider with several environmental companies in the area. He has worked multiple projects locally and throughout the U.S., including—but certainly not limited to—the "Athos I" and "Anitra" spills in the region and responding to the World Trade Center and "Deepwater Horizon" events.

Moving up from his position as DBRC's director of operations, Poole brings over 20 years of COOP experience to the position. Known for his steady leadership and innovation, he will expand activities based on the organization's past successes and address the continuously changing climate in which DBRC and its members must operate.

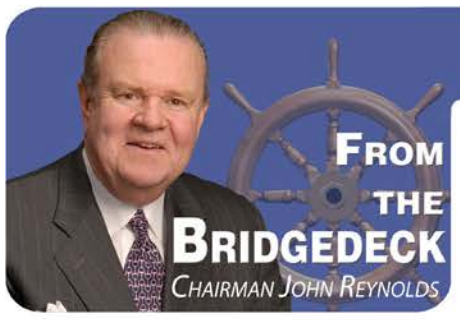
"I look forward to building on the legacy left by the three presidents before me. For the next stages of growth, I plan on building on member services, training, securing new response equipment, and growing DBRC's membership," Poole said.

The Exchange wishes Bob much success as he leads DBRC's evolution to meet tomorrow's energy vision while protecting the environment today.

And to Rich, we can only say what a pleasure it has been to know and work with him. Fair winds and following seas.







Fort Delaware another local treasure

My article on Fort Mifflin in the last issue of *The Beacon* reminded me of my four years at Fort Schuyler in New York from 1961 to 1965. While cadets no longer lived inside the Fort, every day we marched to the classrooms and dining rooms (mess halls) set up at the Fort. As we looked out across Long Island Sound, we could see an identical structure called Fort Totten. We would soon learn that these forts were built to guard the sea approaches to New York City and that two more identical forts, Fort Hamilton and Fort Wadsworth, guarded the approaches of the city in New York harbor.

While Fort Mifflin provided protection to Philadelphia, the attack on the Fort during the Revolutionary War proved that a Fort was needed further away from Philadelphia to delay possible invaders. A fortification further downriver would also provide protection for other vital port cities such as Chester, Marcus Hook, Wilmington and New Castle. This Fort, which would be called Fort Delaware, was designed in 1815. Construction began in late 1817 and continued over many years with numerous modifications.

Fort Delaware's first documented commander was Major Alexander Fanning, who took command in 1825. Its next commander, around 1829, was Major Benjamin Pierce, the older brother of 14th U.S. President Franklin Pierce. Modifications and expansion would continue up to the Civil War, when Fort Delaware went from protector to prison—for captured confederates, local political prisoners, and privateers.

The first prisoners were housed inside the Fort in sealed off casemates and empty power magazines. In these small rooms, the names of confederates can still be seen carved into the brick. By August 1863, more than 11,000 prisoners were on the island, and by war's end, it held almost 33,000 men. While it is said that conditions were relatively decent, about 2,500 prisoners died at the Fort. Half of the deaths occurred during a smallpox epidemic in 1863.

After the Civil War and during the Spanish American War and

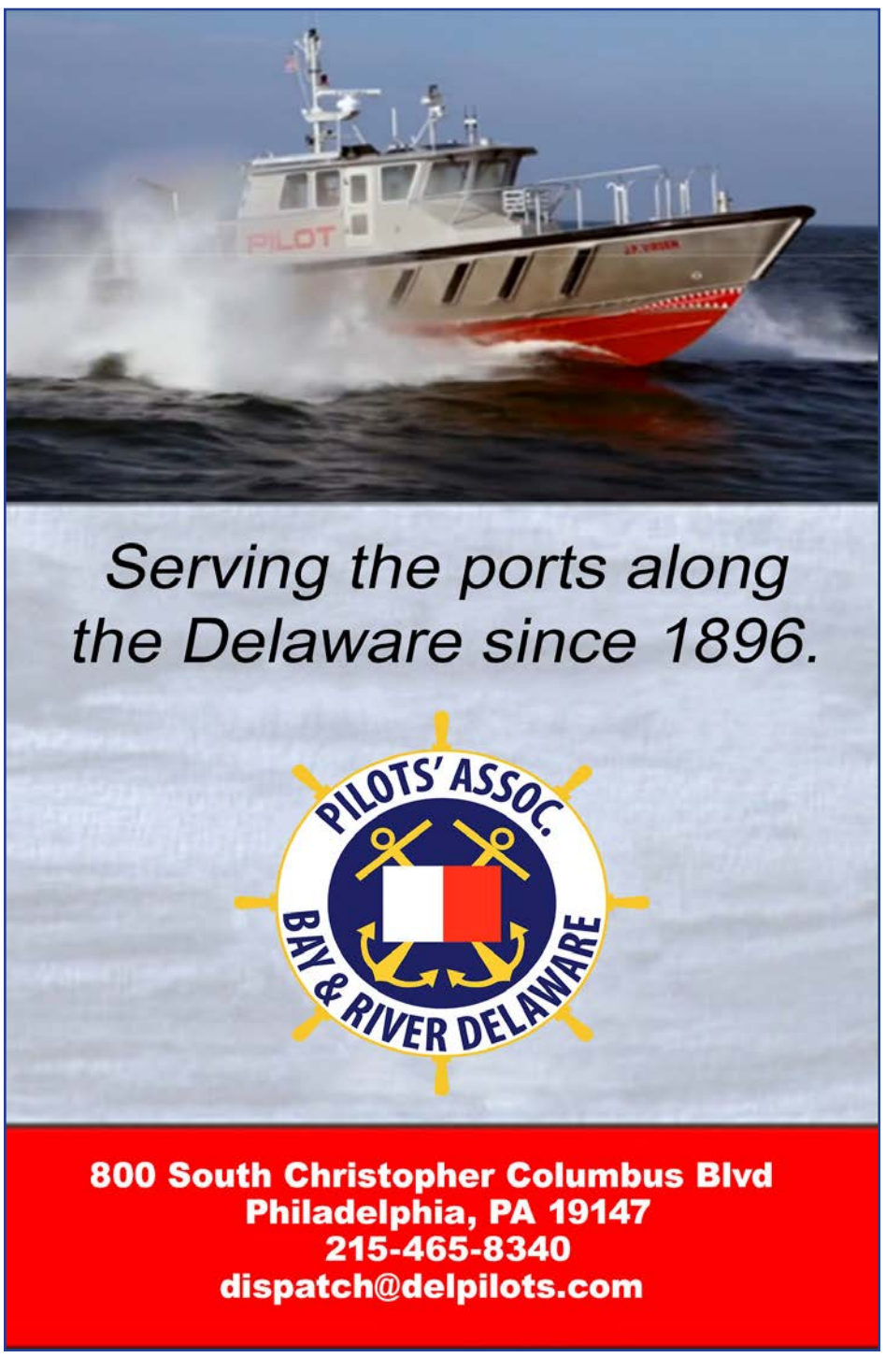


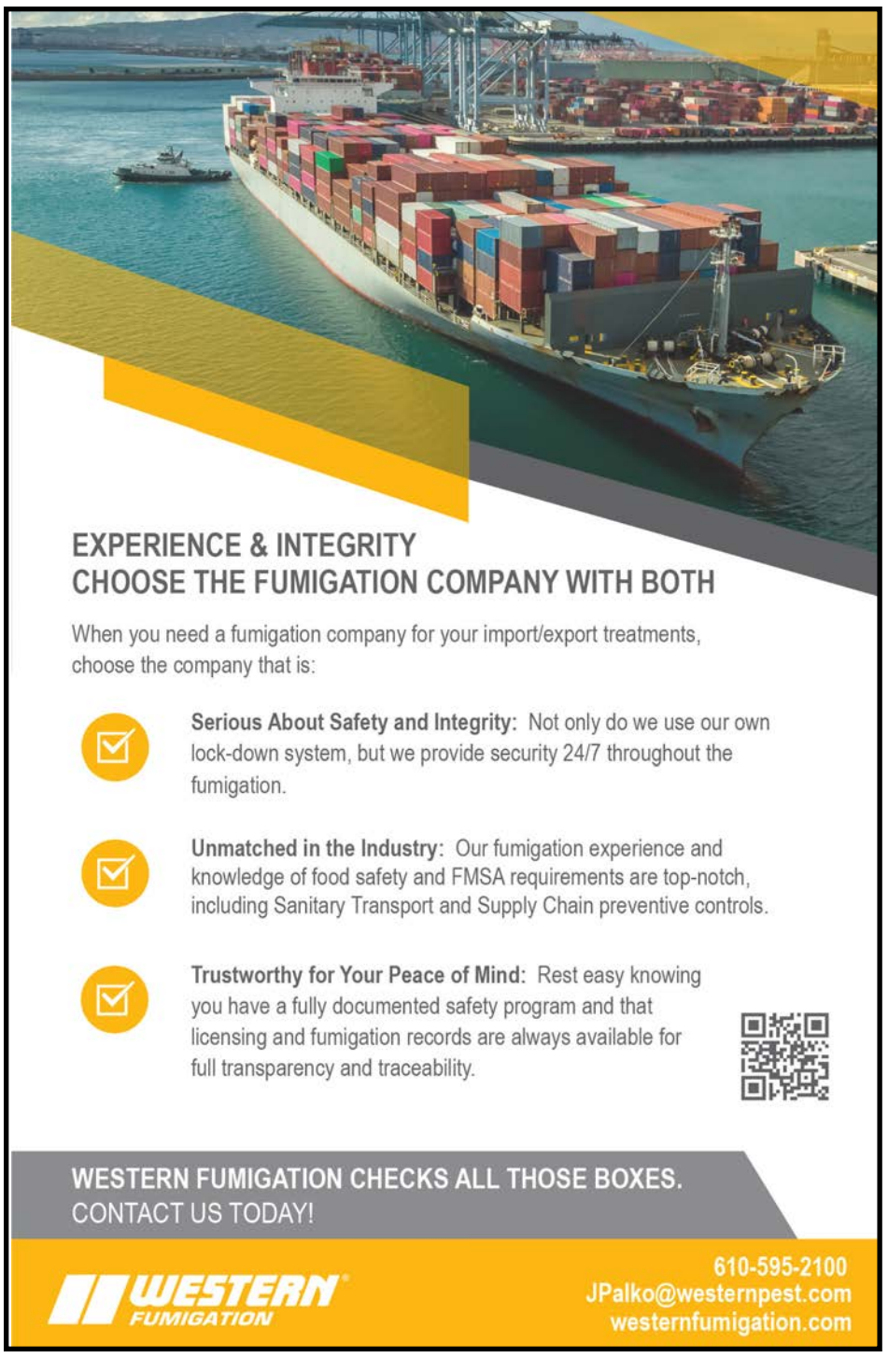
Fort Delaware State Park is only accessible by ferry from Delaware City to Pea Patch Island.. Photo courtesy of Wikimedia Commons, Missy Lee

World War I, the Fort was operated by a small garrison of the 4th U.S. Artillery, and new gun batteries were added as part of a program initiated by the Board of Fortifications. Fort Delaware saw little activity during World War II and was declared a surplus site by the federal government at the end of the war.

The State of Delaware acquired the Fort from the U.S. government in 1947. Today, Fort Delaware State Park encompasses all of Pea Patch Island, including the Fort. As of 2018, transportation to Fort Delaware from Delaware City is provided by a seasonal passenger ferry. Once on the island, which offers tours and numerous special programs, visitors are brought to the Fort on a jitney. A dedicated group of park staff and volunteers interpret the roles of people who were at the Fort during the civil war.

I highly recommend you visit this national treasure and appreciate the role played by all the Forts that helped protect our country.





Unsung Heroes, Round 3!

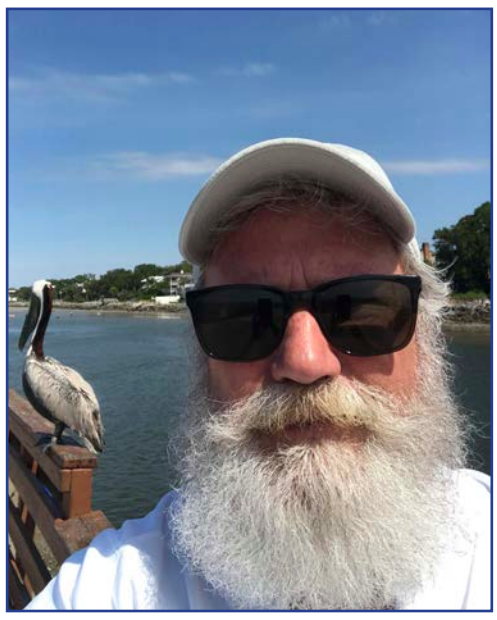
This issue of The Beacon *brings us to the final cohort of Unsung Heroes for 2022. The Exchange staff was extremely excited to be able to feature such a worthy group of members—in some cases meeting them ourselves for the first time.*

As we said when we first launched this initiative, the Delaware River port community abounds with men and women who work their hardest each and every day, not for honors or recognition but for the sheer pride that comes with doing the best possible job to service our port and its customers.

Congratulations to Jim Taviano and Bob Verrico, both long-time colleagues of the Exchange, and Robert Ramos, one of our newest friends!

Jim Taviano

General Manager
Terminal Shipping Co., Inc. - A Division of John S. Connor, Inc.



Ship agencies have a unique role among maritime businesses. Like most Exchange members, they concern themselves with ensuring the goods we need arrive on time and in saleable condition. Yet ship agents must coordinate every facet of each ship's port call—from arranging for pilots, tugs, and labor to coordinating government documentation and inspections to making sure the crew is well tended.

To say that Jim Taviano has been a leader in his field for more than 30 years is an understatement. He helped build Terminal Shipping as a force in the region and continues his record of success now that Terminal is part of the John S. Connor team.

Jim's maritime career began in 1979, when he joined Norton Lilly as a runner in Baltimore. He moved to the Norton Lilly Philadelphia office in 1983. "In 1985, I joined Rob Herb at Tager Shipping and on to Terminal Shipping in 1992," Jim said. "And the rest, as they say, is history."

Many reasons might exist to enjoy working for a shipping company, but Jim is able to single out one in particular. "The opportunity to meet and interact with so many people from all over the world is one of the top things on the list," he said. "Even being able to take a trip abroad to meet with some of my overseas colleagues is something I never get tired of."

Those who work with him notice Jim's dedication, professionalism, and expertise. "I would venture to say that Jim is the most respected ship agent operator on the Delaware River," said Terminal Shipping Co. Director Rob Herb. "Jim is a man of his word, and it has been a true honor to work by his side through the years."

Despite his unwavering commitment, Jim is not only about the job.

He likes to reminisce about when his children were young. "I enjoyed coaching my children in various sports as they grew up. And after our son moved on to high school, I continued coaching lacrosse for our local township program. The highlight was coaching a team with my son as he was older," Jim said. He still coaches to this day.

The Beacon is especially pleased to recognize Jim, who over the years has shared his knowledge and understanding of key issues, particularly those related to Customs processing, with Maritime Exchange staff. No matter how busy, Jim has always responded to questions, explained processes, and provided advice to the Exchange team whenever needed.

Congratulations, Jim, on your many years of service, commitment to our ports, and your unceasing dedication to excellence. You are a true Unsung Hero!

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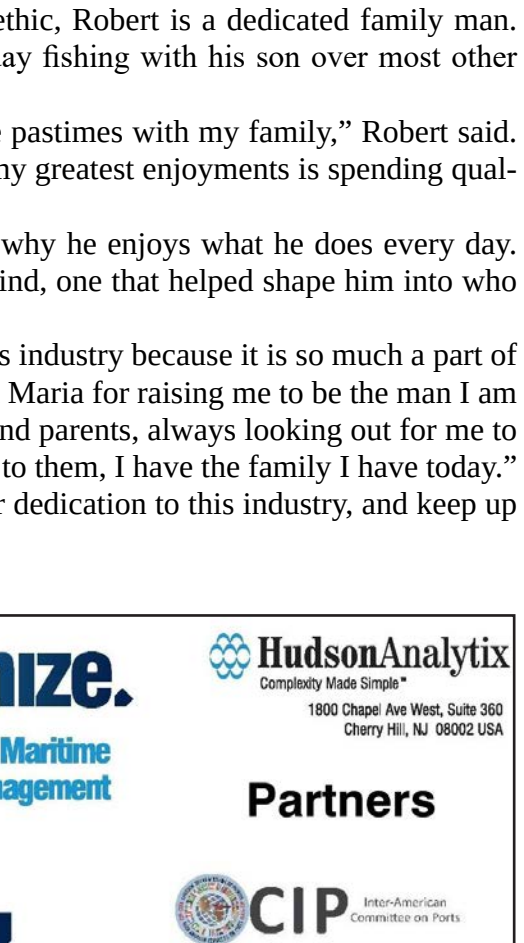
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Robert Ramos

Traffic Coordinator
Advance Customs Brokers



Acting as skilled problem solver is one of the many hats Robert Ramos wears daily with Advance Customs Brokers.

Supporting his peers in troubleshooting complex issues allows him to better understand those issues. Robert has become an expert in air and ocean shipments and coordinating truck dispatching, all while minimizing costs to the client.

And that is precisely how Advance Customs Brokers President & CEO Pat Compres sees him. "Robert is hardworking and is always the person that will help his peers and the company when they need it the most," she said.

Not every day is going to be perfect, but Robert is a person who understands everyone must keep going. "Working closely with government agencies to resolve cargo issues can be a real challenge. It is important to ensure everything is shipped out on time and is as fresh as possible. Like the saying goes, the wheel must always keep turning," he said.

In addition to his hard work ethic, Robert is a dedicated family man. In fact, he values spending the day fishing with his son over most other activities.

"Fishing is one of my favorite pastimes with my family," Robert said. "At this point in my life, one of my greatest enjoyments is spending quality time with my family."

Robert can list many reasons why he enjoys what he does every day. But one in particular comes to mind, one that helped shape him into who he is today.

"I don't see myself leaving this industry because it is so much a part of me. I am very thankful to Pat and Maria for raising me to be the man I am today. I think of them as my second parents, always looking out for me to make me a better person. Thanks to them, I have the family I have today."

So thank you, Robert, for your dedication to this industry, and keep up the outstanding work!



PhilaPort: Wan Hai will relieve East Coast supply chain congestion

New service connects U.S. exporters with growing Asian markets

In a development that is expected to dramatically expand trade between Pennsylvania and Asia, PhilaPort welcomed the arrival of the vessel "Wan Hai 315" to the Packer Avenue Marine Terminal in August. International dignitaries, elected officials, supply chain professionals, and port officials were on hand to celebrate the service's maiden call.

"The arrival of Wan Hai Lines' Asia–America 9 (AA9) Service gives shippers a better alternative for trading with Asia. More broadly, it will help alleviate U.S. East Coast port congestion," said PhilaPort Executive Director and CEO Jeff Theobald.

The weekly container service makes calls to Haiphong, Vietnam; Shekou (Shenzhen), Shanghai, and Qingdao, China; Kaohsiung, Taiwan; and Balboa, Panama on its way to Philadelphia. It is an ideal service for shippers from the U.S. East Coast, Mid-West and eastern Canada.

"Velocity, velocity, velocity. Today, shippers only care about speed to markets. They are motivated to find better alternatives to what they are experiencing today," said Tom Holt, Jr., of Holt Logistics, part of a group that operates the terminal under a long-term lease from PhilaPort. "This new service gives shippers a product that is unheard of in these times."

According to export development officials, Pennsylvania-manufactured goods and farm products need more efficient routes to China, Pennsylvania's biggest overseas export market. In 2021, the Commonwealth saw exports to China of $3.4 billion, surpassing the 2020 total of $2.9 billion and the $2.6 billion exported in 2019.

In 2020, Pennsylvania exported $335 million in goods to Taiwan. The two-way trade is valued at over $1 billion.

As U.S. manufacturers diversify sourcing and look for other growing Asian markets, Vietnam tops the list of targets. It is one of the fastest-growing economies in the world. Pennsylvania exports to Vietnam have risen significantly, from $85 million in 2019 to $109 million in 2020 and up to $113 million in 2021.

"We know that the Packer Avenue Marine Terminal sits at a unique nexus not found anywhere else on the U.S. East Coast: a port that has capacity to grow along with deep water, three class I railroads, a direct connection to I-95, and surrounded by one of the fastest growing industrial warehouse markets in North America," said Sean Mahoney, PhilaPort's Director of Marketing.

In 2016, Gov. Wolf provided $330 million for port development. This, among other improvements, rebuilt terminal berths, bought three super post-Panamax cranes, built new warehousing, acquired land adjacent to the terminal, and built the 155-acre Southport Marine Terminal.



Pennsylvania Gov. Tom Wolf visited the Port of Philadelphia to welcome Wan Hai Lines, Ltd. at its maiden call to Philadelphia. Shown here are (l-r) Joe Hohenstein, Pennsylvania State Representative, Tom Holt, Jr., Holt Logistics, Randy Chen, Vice-Chair, Wan Hai Lines, Gov. Wolf, Jeff Theobald, Executive Director and CEO, PhilaPort, Leo Holt, President, Holt Logistics, Jim Kenney, Philadelphia Mayor, Yassmin Gramian, Secretary, Pennsylvania Department of Transportation, Rita Chen, Deputy Director, Taipei Economic and Cultural Office, Lt. Col. Brandon Drobenak, Deputy Commander, U.S. Army Corps of Engineers, Joseph Martella, Port Director, Area Port of Philadelphia, U.S. Customs and Border Protection, and Gerard Sweeney, Chairman, PhilaPort. Below, Exchange President Lisa Himber expresses the maritime community's appreciation to Gov. Wolf for the commonwealth's substantial investment in port infrastructure in recent years.



In February 2022, the governor again entrusted the port with additional capital resources—$246 million. The money will improve the terminal platform—reinforced paving, drainage, electricity, lighting—to utilize fully electric rubber-tired gantry cranes and other new container moving equipment Holt Logistics plans to purchase.

"Where we are today is only a whisper of where we can be 10 years from now," said PhilaPort Chairman Jerry Sweeney. "Wan Hai Lines' maiden call announces the next chapter of the Port of Philadelphia's historic upward trajectory."

The economic impact of the 40,000 TEUs total per year includes:

- 720 new jobs in the Commonwealth
- 157 of those will be direct PhilaPort jobs
- $194.4 million in economic impact
- $7.2 million in state and local taxes

Bob Verrico

Training and Service Manager
Western Fumigation



Many readers of *The Beacon* already know Bob Verrico very well. He has built a reputation and a network of friends and colleagues through his dedication to his work, day in and day out. Bob is known as a leader who sees a challenge and runs toward it. Not only that, he is one of the friendliest, funniest, people in the maritime community.

Bob serves as the training and service manager at Western Fumigation, a position he has held since 1987. He is responsible for operational logistics and management, technical training in applicator and worker safety, and pest management compliance and documentation.

He manages compliance U.S. DOT, OSHA programs and the Certified Applicator Compliance program with state regulatory agencies across nearly a dozen states.

Bob is not a man for whom a single driver makes or breaks his day. He believes there is much to keep him passionate about his job. "I love the people I get to meet, the new problems we can solve, and the great people I work with," he said.

Everyone Bob interacts with knows how committed he is and enjoys watching him operate. And this particular quality is one of the main reasons Western's Director of Fumigation Shannon Sked knew it was time to recognize Bob as an Unsung Hero. "The Delaware port community is fortunate to have such exemplary people as Bob Verrico to support the core mission of the ports and the surrounding communities," Sked said.

Bob is a certified course instructor in New York State and is a trainer for fumigation recertification courses in New Jersey, Pennsylvania, Maryland, and Delaware. He is also a co-author of the Pennsylvania Training Manual for Structural Fumigation in collaboration with Penn State University.

Bob embodies what a distinguished and respected employee should look like and operates with true professionalism every day.

As *The Beacon* is learning about many of its heroes, Bob enjoys being a family man. "Family time is the most important thing in life," he said emphatically. But that's not all that keeps him energized. "Hunting and shooting in competitions are also among my favorite hobbies," he said.

Thank you, Bob, for exemplifying a true Unsung Hero and for your unending service to our port!

Gratitude beyond measure



By: LT Kelly Steele
U.S. Coast Guard

"Planes, Trains, and Automobiles" is the title of a 1987 classic movie starring Mike Martin and John Candy. I recently watched this movie and thought, if only Neal (Martin) had the opportunity to take a ship to his destination. The commercial shipping trade is often overlooked, especially by the average person. Insert me as the average person. For the past 16 years, I've worked for an organization responsible for many regulations in the shipping industry, and it wasn't until my opportunity to work with the Maritime Exchange that I got to dive into the moving parts within the trade.

It all began when I was allowed to leave my Coast Guard uniform on hangers and step into the civilian maritime sector for a six-month program called Marine Industry Training. The Maritime Exchange graciously allowed me to spend a portion of that time with them. This led to interactions that broadened and increased the depth of my maritime knowledge. I'd like to thank each Exchange member organization that was willing to take time from their busy operational schedules to host me.

I had the pleasure to work with several companies. One of those was Energy Transfer, a natural gas and petroleum transport service. Energy Transfer impressed me with the tenure of its staff. Many people I encountered worked with the company for over 30 years. All members of the team readily shared their knowledge, and I was especially impressed with how they handled safety. The workday started with a safety discussion. Walls are covered with quirky safety reminders. As a Coast Guard marine casualty investigator, I understand the importance of making safety a part of organizational culture.

Repauno Port and Rail Terminal has plans to grow into a major port competitor. Since Repauno took over the facility from DuPont, it has invested over $275 million in upgrading facility and improving security measures. Repauno partnered with an organization called Clean Planet Energy to build a facility that will take non-recyclable plastics and turn them into circular-naphtha. Their goal is to repurpose over 20,000 metric tons of non-recyclable plastics each year.

At Greenwich Terminals, I learned the correct term for the machine responsible for moving containers around the facility: reach stacker. During my time as a Port State Control Examiner, I just saw it as a big forklift when we visited the terminals for inspections. The container terminal reminded me of a beehive. Each person within the facility has a specific role, depending on each other to meet operational demands.

Commercial trade along the Delaware River brings thousands of foreign-flagged vessels into its terminals each year. Those vessels are crewed by members from all over the world. These seafarers spend months at sea with limited access to basic needs or communication with family members. Approximately 40,000 seafarers come into the terminals on the Delaware River. Imagine being that seafarer. After weeks or months at sea, I'd be aching for personal creature comforts.

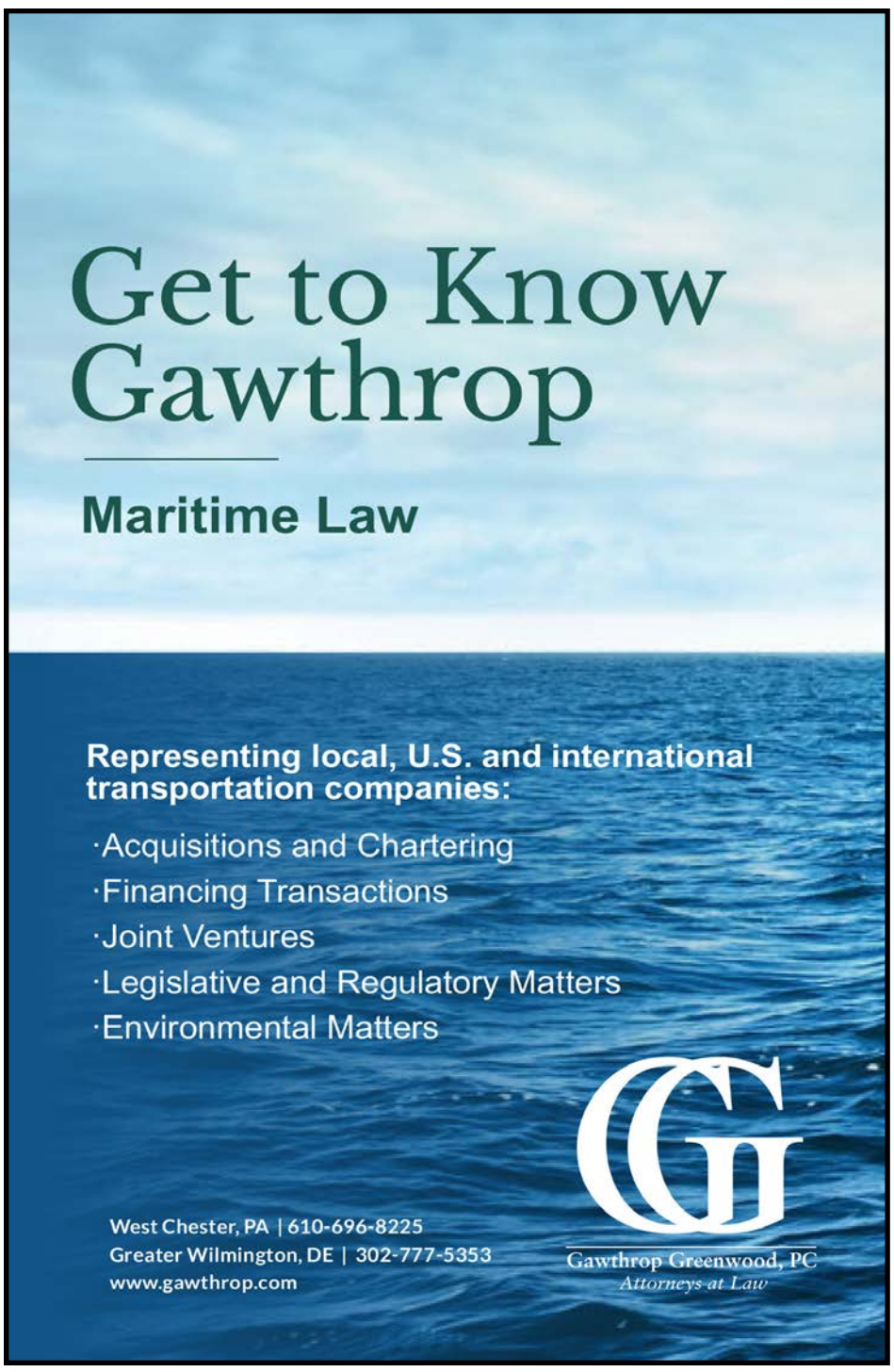
The Seamen's Church Institute (SCI) of Philadelphia and South Jersey brings a unique service that doesn't focus on revenue but on humanitarian outreach to the seafarers and the maritime community. SCI is mostly known for providing transportation services to the seafarers granted shore leave, but over the past couple of years, it played a vital role in getting seafarers COVID-19 vaccinations. SCI leveraged relationships with small and large pharmacies to ensure every seafarer who wanted to be vaccinated received a shot. This was a huge undertaking for a small, minimally staffed organization. SCI's goal is to personally visit every vessel in port, and with over 21 facilities spread over three states it's not an easy task. It's just a phenomenal mission. During the pandemic, SCI started shopping for seafarers and delivering their purchases to the vessels. Today, even as restrictions are lifted, SCI drivers still offer delivery services. This is because they learned that most of the seafarers granted shore leave were officers, and most of the rated crew had to remain onboard for operations. Humanitarian efforts like this can easily be overlooked, so physically witnessing the smiles on the faces of the seafarers was my favorite memory of this whole experience. There is no greater joy than serving others.

Working with different Exchange member organizations, I gathered more details about the organizational history, operational demands, safety postures, and training plans, while observing the purpose and impact of our regulatory parameters.

The Maritime Exchange is quite an amazing unsung hero in its category. Before my time with the Exchange, I only knew of it as the organization we used to update vessel inspection clearances. Once I reported to the Exchange, my jaws dropped and my eyes bulged from learning about the impact the Exchange has on the Delaware River. The Exchange takes pride in the services it offers to the public and their members. The staff members are few but mighty, fully vested in serving the Delaware River community. Systems like TRACS and Maritime On-Line lighten the load for many stakeholders. The daily emails of important maritime-related news or federal regulation changes are just a small piece of their extra-mile efforts. At the Exchange, we talked in great detail about the Chilean fruit season and issues of demurrage and detention. My memories of the Exchange will linger like my memory of the Tower's view, on and on.

Thank you so much, Lisa and crew, for embracing this Coastie.

Fair Winds and Following Seas.





A Changing of the guard at ASOEX Exchange, CACC bid fair winds to Bown and welcome Marambio



During a recent trip to Chile to meet with growers, exporters, carriers and other partners in the Chilean fruit trade, the Maritime Exchange and the Chilean & American Chamber of Commerce visited with the team at ASOEX, the Chilean exporters association. On behalf of the CACC board and membership, (left) John Ercolani, Miriam Borja-Fisher, and (far right) Exchange President Lisa Himber recognized retiring (second from right) President Ronald Bown for his 35-year tenure at the helm of ASOEX. "ASOEX has been and continues to be one of the Exchange's strongest partners," Himber said, "And we look forward to continuing our successful working relationship with ASOEX under the leadership of incoming President Ivan Marambio." (Shown right.)



Communication system on the river gets an upgrade

continued from page 1

they upgraded the circuits that connected each office site to the remote radio and antenna stations from an analog to digital platform. Several years later, newer communication protocols provided a more cost-effective platform with better redundancy. Migrating to digital consoles and radio transceivers allowed for the removal of the final analog components.

"This is the third successful joint VHF radio project undertaken by the Pilots' and the Exchange," said Captain David Cuff, President of the Pilots' Association. "In 2008, the radio network was converted from analog to digital. In 2014, we migrated to a new method of connectivity. This year, we have integrated software radios that provide more clarity, flexibility, and reliability. We continue to leverage the resources and talents of both organizations to provide a first-class communication network on the Delaware River."

Consisting of four main radio transmitters, the Delaware River VHF system covers over 100 miles of waterway, connects personnel across four offices, integrates several local backup radio units, and now allows the operation of the VHF radios from virtually any PC or laptop with internet connectivity.

"The VHF software platform was necessary and logical progression. For the Exchange to maintain 24/7 operations, we must implement solutions that provide the greatest flexibility," said Maritime Exchange Director of Operations Paul Myhre. "Prior to COVID, we had already moved in this direction in a limited scope to operate both onsite and remotely. The pandemic just reinforced what we already knew was critical to our VHF capabilities."

Communication on the river has come a long way from the days of signal lights, semaphore flags, and telegraph. What might the founders of the Exchange and the river pilots of the 1800s think when even the staff today finds the new capabilities remarkable compared to those of only a decade ago.

"The complete digitalization of the VHF radio network is a huge step for us," said Michael Fink, Director of Information Technology for the Maritime Exchange. "We are no longer limited to the hard-wired analog consoles that, while serving us well for the past 30-plus years, constrained our abilities to respond to outages and ensure business continuity. Circuit and equipment failures are far less impactful when you can quickly spin up a radio console on a different PC, even at an alternate location."



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Army Corps moves forward on 2022-23 channel maintenance

Only a handful of Maritime Exchange members engage with the U.S. Army Corps of Engineers on any regular basis, but the Corps' work affects the prosperity of the entire port system.

Among its numerous other responsibilities, the U.S. Army Corps is charged with supporting navigation safety on federal channels such as the Delaware River. The Corps Philadelphia District achieves this by performing hydrographic surveys to report channel conditions and maintaining the waterways through dredging.

Each year, the Philadelphia District solicits bids for a maintenance dredging contract on the Delaware River. This annual dredging is essential to maintaining the Delaware River at its authorized depths.

"With the competition for resources resulting from federal infrastructure funding and the explosion in private and public dredging projects, receiving responses that meet the government requirements is never certain," said Exchange President Lisa Himber. "That's only one of the many reasons that having the 'McFarland' and its successor available to work on the Delaware River is so critical."

This year the contract award process was as painless as it was possible to be. Yet just two years ago, the only responsive bidder to the annual maintenance dredging solicitation was unable to mobilize immediately to the Delaware River because of prior contract commitments.

In order to maintain navigation on the Delaware River during the six-month delay, the Corps deployed the hopper dredge "McFarland" to multiple areas of the waterway to address shoaling hot spots until the contractor dredge could arrive. Though a hopper dredge was not the most effective tool for these areas, in an emergency situation, having the "McFarland" available was essential to ensuring ships could safely navigate the Delaware.

Norfolk Dredging Company, which has a long history of Delaware River work, was awarded the current contract in September. "In addition to having confidence in Norfolk's ability to meet the contract requirements, since Norfolk was already on the river for deepening cleanup maintenance, both the company and the public will save costs associated with this year's maintenance," said Michael Landis, Operations Chief for the Corps Philadelphia District.

Pre-dredging contract activities began in October, and the schedule will see Wilmington harbor dredged in November of 2022, Marcus Hook Range in December-January, New Castle Range in January-February of 2023, wrapping up with Deepwater Point in February and March.

"We look forward to working with the Army Corps of Engineers, the Pilots, and the Coast Guard to provide a deeper channel in a safe and timely fashion," said Norfolk Dredging Vice President Stephen M. Newton.

Also underway

The channel deepening to 45 feet revealed a few rock outcroppings that needed removal. In June, the Corps awarded a contract to Cashman Dredging to remove the final four of these, located in the Marcus Hook and Bellevue Ranges. "These four rock areas were located outside of the rock blast zones from the deepening contracts and only discovered in post-contract surveys as the rocks were located at a 45-foot depth and not impeding navigation. This contract was awarded to remove them below a 47-foot depth to ensure deep draft vessel safety in the future," Landis said.

Work began work on September 18—almost a month early—and was completed within 10 days.

With the "McFarland" in drydock undergoing repairs and renewing U.S. Coast Guard certification until next spring, the Corps has arranged for the hopper dredge "Dodge Island" to clear sand waves in the lower Delaware Bay, which should continue until mid-December.

"Most people don't realize what it takes to keep the port open for business. It is a never-ending process for the Corps of Engineers," Himber said.

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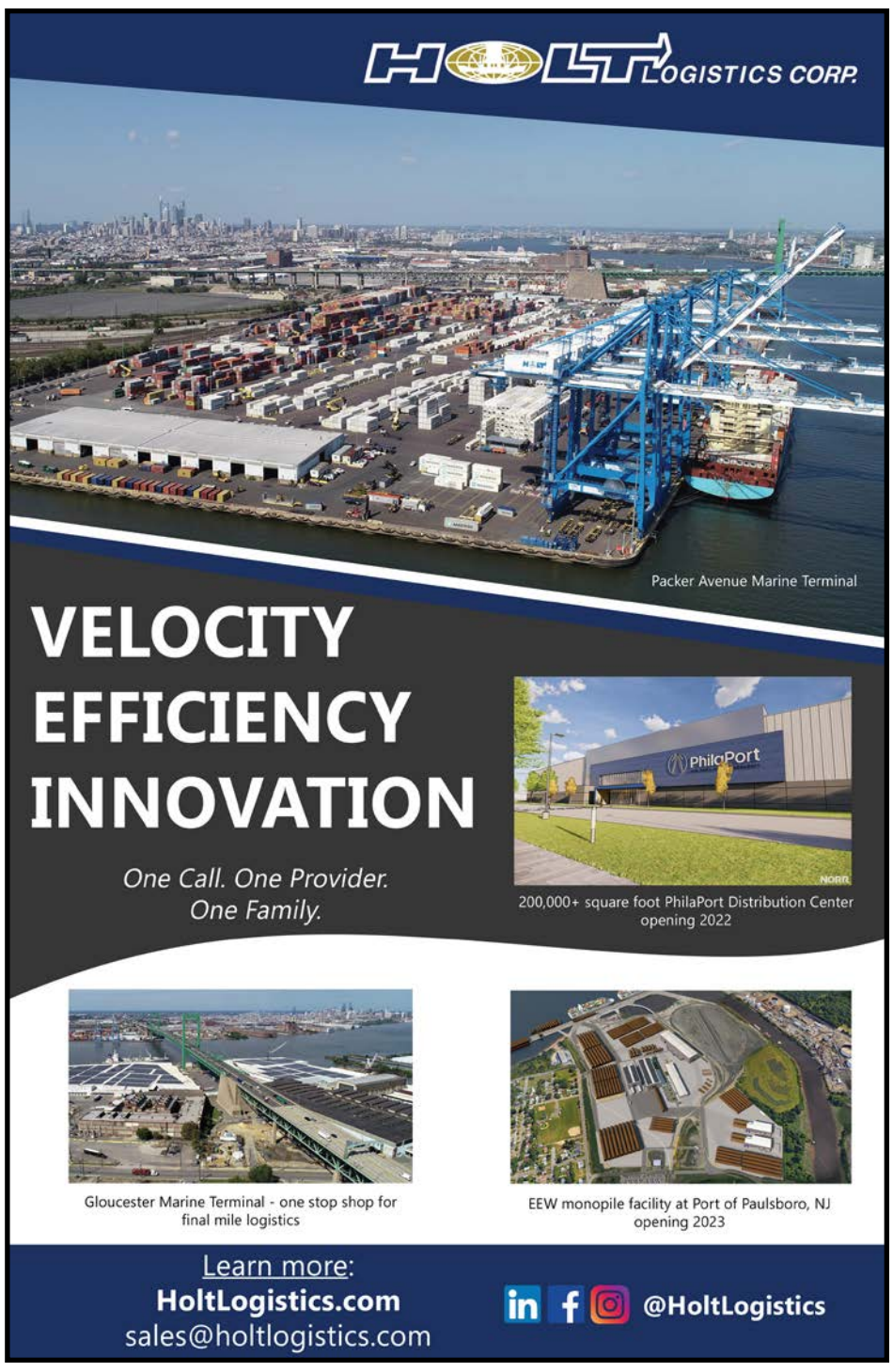
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Looking ahead with excitement

By: CAPT Jonathan "JT" Theel, Commander
U.S. Coast Guard Sector Delaware Bay

I was recently asked what are my biggest concerns within the Delaware Bay port complex, and I didn't need long to think about it.

First, energy! I used to highlight that this area was the largest petrochemical port complex on the east coast. However, times have changed. We no longer see the volume of petroleum products coming into our port. BUT… As oil shipments decrease, we see increased demands for alternative energies such as liquefied natural gas, wind, solar, and hydrogen. The port is evolving as the world economics change, and that presents both opportunities and challenges for the future.

In addition to evolving, the port continues to grow. Every foot of available draft added to the channel increases the scope of vessels that can call upon our port. Across the nation, vessels are looking for accessible, cost-advantageous, and more efficient ports. The near future is unpredictable with a supply chain still recovering from COVID impacts, potential shifts within the marine transportation system due to inflation, and a current shortage of skilled employees and merchant mariners. Delaware Bay's future depends on innovative solutions and resiliency.

As the Captain of the Port, I'm excited about the next couple of years. Although industry advances much faster than we do, we have the opportunity to be part of this transformation. People who report to Sector Delaware Bay want to be part of something bigger. They want to keep the public safe and protect the environment. Thanks to the growth and diversity within this port complex, we keep them professionally challenged and certainly very busy!

One Million containers discharged at PSA Penn Terminals!



On 30 August 2022, PSA Penn Terminals handled its one-millionth TEU since joining PSA in September 2019. It marked the historic event with a Delaware River cruise that brought guests waterside as workers offloaded containers from the "Independent Quest," operated by long-time partner Independent Container Line. PSA Penn Terminals CEO John Brennan was extremely pleased with the work that his team accomplished, saying, "We would like to congratulate our staff, whose hard work and determination made this achievement possible. As we forge ahead, our goal is to provide the highest level of service to our partners and customers for continued success. We are already looking forward to celebrating our next milestone!"



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GT USA Wilmington poised for continued growth

Announces strategic positioning for Edgemoor Development

In October, GT USA Wilmington, a wholly owned subsidiary of The Gulftainer Group, celebrated the start of its fifth year of operation at the Port of Wilmington. Amid uncertain economic times, the business continues to grow, in both tonnage and employment. Through August 2022, tonnage throughput and labor hours increased 41% and 15%, respectively, over the same period last year.

CEO Joe Cruise said, "The last nine months have seen record volumes and employment at the port. We are actively recruiting more employees to support our growing operations. I want to thank all employees for their hard work, dedication, and commitment to our customers. Our efforts continue to be devoted to providing excellent service to our current customers at the port, growing new business, and the development of Edgemoor."

As a part of the further development of the port, the company has reconfigured its board of directors. The board is now composed of three independent directors: Tim Pohl, Michael Sullivan, and Mike Jackson. Pohl, who has been serving on the board along with Sullivan, will chair the board. Jackson, former director of Delaware's Office for Management and Budget, brings with him a set of skills and experiences that will be particularly relevant.

Securing the capital to develop Edgemoor is a central priority for the company. Edgemoor will expand capacity, create more jobs, and highlight Wilmington as an economically attractive import and export hub. GT USA Wilmington continues to collaborate with its existing stakeholders to ensure additional capital is available for ongoing expansion plans.

"The board would like to highlight the excellent results achieved by the GTW team and union labor at the Port of Wilmington, and we look to build upon their success," Pohl said. "I am also excited to lead the forthcoming capital-raising process to position the new port of Edgemoor for a bright future."

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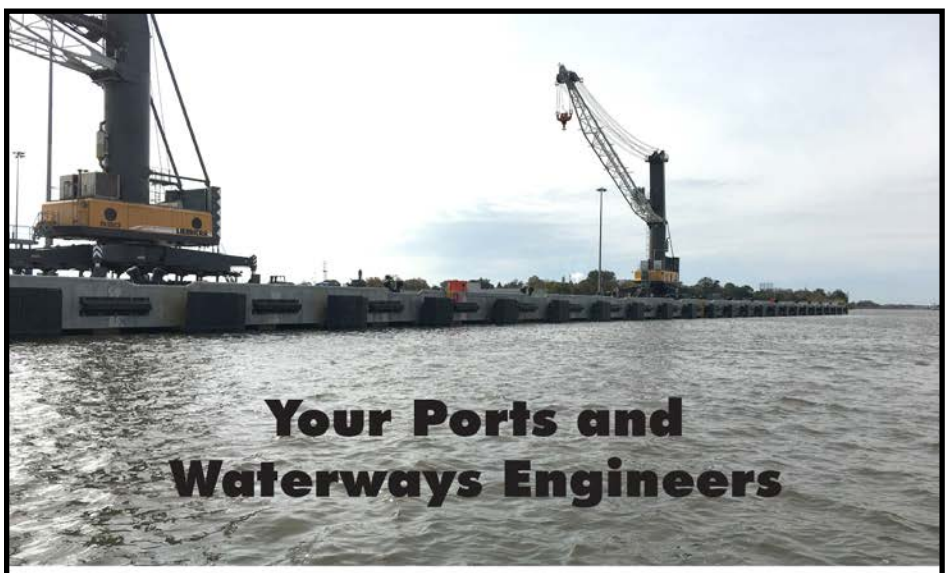
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South Jersey ports operating cleaner and greener

The South Jersey Port Corporation has deployed its first all-electric terminal tractor, the vanguard of 27 cargo-handling "green machines" funded by a $6.6 million grant from Gov. Phil Murphy's administration. The program is part of the governor's $100 million initiative to grow the green economy by creating new jobs while battling climate change through clean energy alternatives. The governor plans to make New Jersey fully powered by clean energy by 2050.

"As we work determinedly to safeguard New Jersey against the impacts of climate change, we must electrify not just light-duty vehicles but the medium- and heavy-duty tractors and equipment upon which our thriving logistics industry depends," Gov. Murphy said. "There is no better place to continue our efforts than at the South Jersey Port Corporation, which is contributing to our state's national reputation as an offshore wind hub. Here in South Jersey, we're proving that transitioning to clean energy both complements and catalyzes the growth of new industries and the generation of good-paying jobs."

The governor is funding his "green machine" initiative by leveraging proceeds from the reentry into the Regional Greenhouse Gas Initiative and from the Volkswagen Mitigation Trust Fund. In addition, New Jersey and private corporations are investing $1 billion to build port facilities and infrastructure to make New Jersey the epicenter of the job-rich $100 Billion offshore wind energy industry.

"Creating family-sustaining jobs is one of our prime objectives," said SJPC Executive Director & CEO Andrew Saporito. "But, as Governor Murphy warns us, there will be no jobs if we destroy our planet and communities in the process. Jobs are inextricably connected to how we protect our environment and shrink our carbon footprint to zero. We strive to be a better neighbor in the communities we serve by making our operations cleaner and greener while also building the green economy on initiatives such as offshore wind development."

With this investment, SJPC will replace 27 pieces of older gasoline and diesel forklifts and cargo handling equipment with new electric-powered units and associated charging stations. SJPC aims to convert systematically all of its energy-consuming assets to zero carbon within the next decade as suitable replacement equipment becomes commercially available.

SJPC has become the cornerstone of New Jersey's growing Green Energy Economy. Its unparalleled location, combined with available land and warehouse space and an integrated network of highway, rail, and marine facilities, provide the infrastructure to support offshore wind energy investments along the Atlantic Coast. The port's Paulsboro Marine Terminal has already emerged as the prime manufacturing site for components of offshore wind turbines.

Lithuanian Delegation Visits Exchange



On September 23, the Exchange welcomed Algis Latakas, Port Director for Klaipėda, Lithuania to discuss Maritime Exchange initiatives and provide insight into the Maritime On-Line® system. Shown here are (l-r) Algis Latakas, Krista Butvydas Bard, Honorary Consul General of the Republic of Lithuania, Michael Fink, Director of Information Technology for the Exchange, and Jolanta Vitkauskaite, Diplomat (Trade & Energy) for the Lithuanian Embassy in Washington DC. The visit was one stop in the region on a mission to explore trade opportunities.

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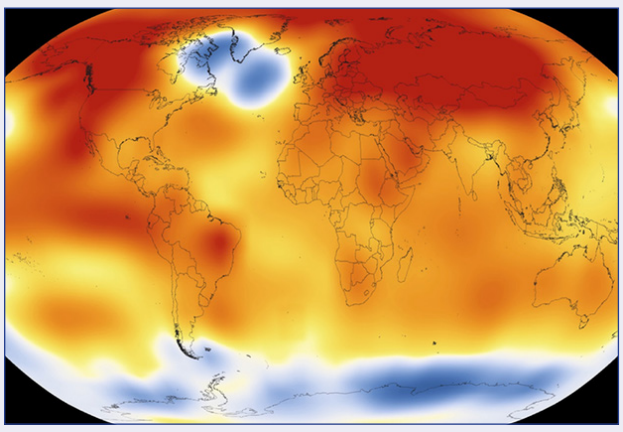
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NOAA models show North Atlantic cooling



A recent National Oceanic and Atmospheric Administration report shows that average global ocean temperatures have been warming consistently over the past century.

Yet the report reveals one notable exception: a region in the North Atlantic dubbed the "warming hole," which has shown a cooling pattern.

This persistent anomaly is often attributed to a slow-down of a global ocean circulation system called the Atlantic Meridional Overturning Circulation. Yet a new modeling study supported in part by the Climate Program Office's Climate Variability & Predictability Program suggests a different driver.

Results from a Community Earth System Model simulation show that most of the cooling trend can be explained by atmospheric processes alone. A group of researchers found that enhanced westerly winds work to effectively remove heat from the ocean surface, and the cooling is reinforced by wind-driven ocean processes. These results offer a better understanding and a new perspective to the "warming hole" phenomenon, emphasizing the role of the atmosphere as a thermal driver in the North Atlantic.

Q&A with EAC Flores

continued from page 1

Q: With ongoing port congestion and supply chain issues, how do you address your own and industry's concern that CBP remains perpetually understaffed?

A: We are at 100 percent appropriated staffing. If you talk to my people, that is not enough, and I agree whole heartedly. Our Workload Staffing Model shows a need for 1,800 additional officers. One of my jobs as EAC is to make sure Congressional appropriators are informed of our needs.

When I started in 1988, we were under budgeted and understaffed, just where we are today. We have to take it upon ourselves to make CBP more efficient and effective through the automation initiatives and pilots and to improve process flows from a targeting and release perspective.

Our ability and commitment, even during COVID, to hire, train, and equip employees and get them out into the field is important to us. From a trade perspective, we never saw a slowdown and actually experienced increases in 2020, 2021, and 2022 as much as 40 percent, the majority of which were in the ocean environment. If we had not taken the steps we did during the past two and a half years, we would be in a poor spot now as passenger travel rebounds.

Q: You talk a lot about automation. What role does automation play in addressing the increased demands on CBP and its ability to facilitate cargo?

A: When we talk about automation, we talk about information flow. It's about determining how CBP gets enough information—the right balance of information from a security perspective—to ensure we have the confidence that we are going to safely let something in the country and balance that with the release and facilitation of cargo. That's driven programs like Risk-Based Sampling as well.

Automation has increased our ability to cut down vetting and inspections and in some cases has reduced the release process from six or eight days to one to three days. Our ability to reduce that time means product is getting to customers a lot quicker, which reduces costs for everyone in the process.

In the next iteration of the Automated Commercial Environment, or ACE 2.0, we are looking to move away from the concept of automating a form and calling it "automation." Rather we will focus on the process flow. We have to ask ourselves what the process looks like today and what it will look like tomorrow. We need to identify who is involved in that process and who has the information. Ultimately, we need to match these answers as best as possible to the requirement to move cargo and ships and build systems with these factors in the forefront. And as we develop ACE 2.0, buy in from our stakeholders will continue to be important to CBP. Whether we do that in the Commercial Customs Operations Advisory Committee, a task force, or through industry meetings, we need to make sure we get it right.

Q: As industry and the federal government work to alleviate supply chain issues, there seems to be more of a demand to share information not only between U.S. trading partners but at the international level as well. Where does CBP stand on potentially adopting international data standards for ACE?

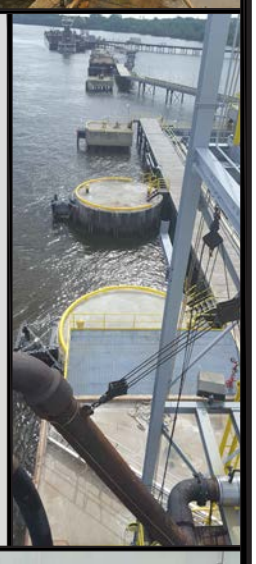
A: CBP will absolutely have to play a role in developing and adopting standards. CBP has done a better job on the passenger side to achieve interoperability and open architecture with the ability to ingest information in a useful format. On the cargo side, we still have some work to do. That will be something we look forward to as we build ACE 2.0.

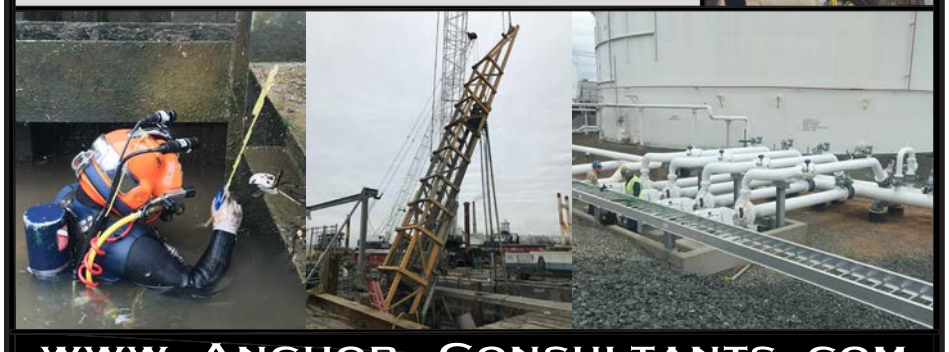
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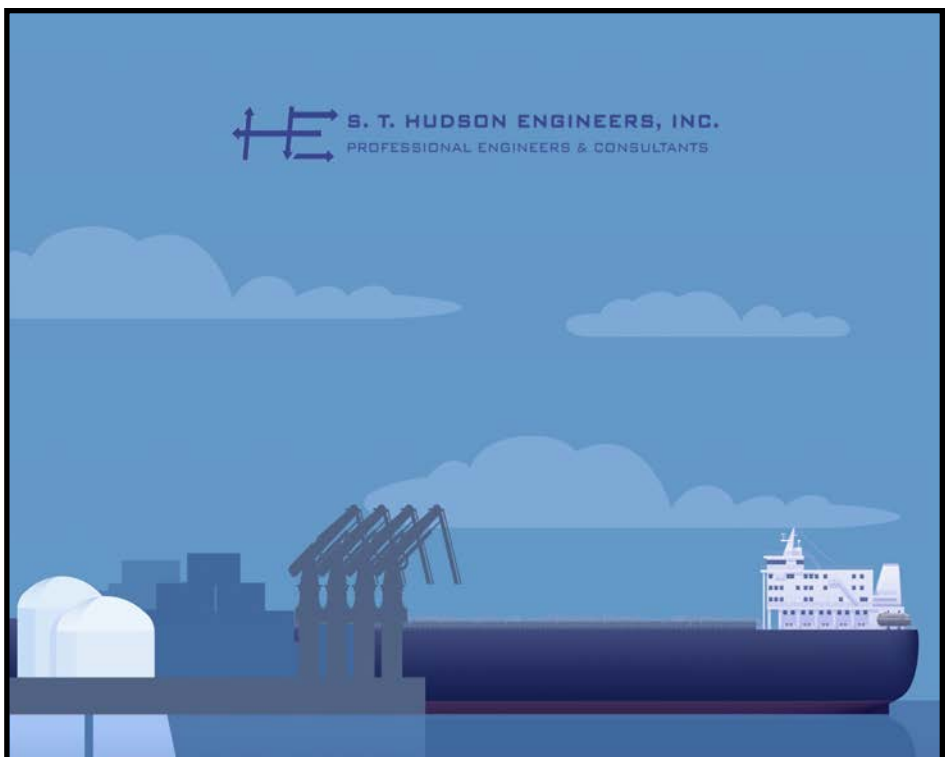
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Editorial

Delaware Valley ideal for clean hydrogen hub

The Biden Administration recently announced a $7 billion investment in the Regional Clean Hydrogen Hubs program, and the Delaware River area is poised to claim a share of that money.

So everyone is on the same page: a clean hydrogen hub is essentially a network of hydrogen producers, consumers, and connective infrastructure located in close proximity.

The benefits are readily apparent: multi-million dollar investments in energy infrastructure and the resultant thousands of construction, operations, and downstream jobs.

Beyond the economic impact, H2Hubs, as they're called, are expected to lead to significant decarbonization in many sectors of the economy. Escalating the production, processing, delivery, storage, and end use of clean hydrogen is crucial to the Department of Energy. The end target is to develop a national clean hydrogen network that will support the administration's goal of a completely clean electrical grid by 2035 and net-zero carbon emissions by 2050.

The program, funded by the bipartisan infrastructure law, seeks to create H2Hubs in areas where clean hydrogen can be produced and used locally and possibly regionally. Through the Department of Energy, the program intends to fund 6 to 10 regional clean energy hubs in geographically diverse regions throughout the U.S.

Hard not to support a program that will bolster the economy, clean the air, and potentially drive maritime commerce.

Why the Delaware River?

At one time in the not-too-distant past, eight oil refineries dotted the banks of the Delaware. Though that number is now down to three, the region has maintained its stature as a preeminent force in energy.

Joining the Delaware City, Monroe, and Paulsboro refineries are the newly repurposed Marcus Hook Terminal and the Repauno Port & Rail facility as major handlers of gases. With the Salem and Hope Creek nuclear generating stations in South Jersey and Bloom Energy manufacturing hydrogen fuel cells in Newark, Del., coupled with the development of the New Jersey Wind Port and the Ørsted and US Wind offshore wind installations, the region is literally teeming with potential.

The Delaware River clearly meets H2Hubs program criteria. The first benchmark, feedstock diversity, requires is that at least one H2Hub can demonstrate the production of clean hydrogen from fossil fuels, renewable energy and/or nuclear energy. We've got that covered. Another measure is end-use diversity, including industrial, commercial, residential, and transportation. Check. The hub must be located in or near natural gas producing regions. Check. Employment options, such as skilled labor, strong unions, and population density are important to the program goals. Check.

A final competitive edge is that our region is also prepared to support a new energy supply chain through its seaports as soon as the relevant technologies are available and production levels surpass local demand, thus connecting it to a national and international clean energy network.

Next steps

The Department of Energy is now soliciting proposals from potential H2Hub applicants. A Mid-Atlantic Clean Hydrogen—MACH2—coalition formed to tackle the daunting tasks of formalizing the new organizational structure, coordinating the producers and end users, engaging the transportation sector and the many other partners needed to make the program a success, and completing the proposal. Unless given an extension, MACH2 will submit its concept paper to the DOE by the November 7 deadline. DOE Secretary Jennifer Granholm and her staff will then review all submissions and invite viable candidates to present full proposals, currently due in April of 2023.

To meet the geographic diversity requirement, DOE will almost certainly need to select a location in the Mid-Atlantic. The Delaware River area is exactly the right place to make this happen.

The Beacon is the official newsletter of the Maritime Exchange for the Delaware River and Bay. The Exchange encourages its readers to submit letters to the editor at any time in response to articles that appear in *The Beacon* or to address other topics of interest to the port community.

Please direct any correspondence, comments, or inquiries regarding the contents of this newsletter to:

exchange@maritimedelriv.com

Maritime Exchange, Attn: Beacon Editor
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New report highlights need to combat gender discrimination in maritime

With thanks to the Women's International Shipping & Trade Association, we now know that gender-based discrimination, harassment, and bullying are all too prevalent in the maritime industry.

The information comes from a broad survey designed by WISTA International, Anglo Eastern, International Seafarers Welfare and Assistance Network, and the International Chamber of Shipping. Respondents included 1,128 female seafarers from nearly 80 countries.

Here are some of the sobering findings:

- 60% of these women reported encountering gender-based discrimination onboard.
- 66% respondents concur that their male employees had harassed and intimidated female co-workers.
- 25% admitted to having encountered onboard harassment, including being approached with personal questions, overly familiar remarks, or being invited to meet privately in a cabin.
- Although nearly 75% of respondents said they felt comfortable escalating their concerns to senior officers, only 13% actually did so.

These rates are higher than those reported by women in shore-based positions. Some studies of U.S.-based gender discrimination place the figure at around 40 percent. Even that number is far too high.

It is a truth universally accepted that maritime has historically been, and in many areas remains, a completely male-dominated industry.

Yet as women have made gains in recent years, it seems they are not yet treated as the equals they should be by an unacceptably large number of their colleagues.

When it comes to maritime, seafarers are not alone in their experiences. Reports of unchecked discrimination have surfaced from the maritime academies, the military, government agencies, and the private sector.

On October 21, 2022, the U. S. Maritime Administration and the State of New York announced they will implement concurrent jurisdiction at the U.S. Merchant Marine Academy. The goal is to ensure crime victims, including those of sexual harassment, have access to local resources and assistance from local government authorities. That the Maritime Academy is focused on fostering a culture of respect and accountability is welcome news.

Though the study findings are indeed shocking, they do not suggest that all men, or even most of them, are guilty of wrongdoing or even bad attitudes. But the report does outline a lingering problem that should have long been eradicated.

Let us consider this a wake-up call.

Beyond the interpersonal implications of an environment that tolerates bullying and harassment, WISTA India founder Sanjam Sahi Gupta, who co-chairs the WISTA International Diversity Committee, also notes the practical considerations. Pointing to the industry-wide concerns over the lack of new talent, she recognizes that the next decade will be characterized by a greater need for qualified seafarers. One of the most effective strategies to stop the growing disparity, she says, is adopting gender-inclusive policies within a safe work culture.

So here is a call to Exchange members and other readers of *The Beacon: p*lease be sure your non-harassment policy is current and most of all, enforced. Companies, and nonprofits, that have not yet implemented such policies must take steps to do so right away. This protects both employer and employees/volunteers. And it is one of the best first steps all maritime organizations can take to help stamp out this unconscionable practice.

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By: A. Robert Degen, Esq.
Law Office of A. Robert Degen

Exchange President Lisa Himber's view from the "Wheelhouse" provides an overview of the Ocean Shipping Reform Act of 2022 (OSRA-22) as well as insight into potential problems with implementing the act. As she indicates, the Federal Maritime Commission, the agency tasked with implementing OSRA-22, has infrequently, if ever, been the subject of Exchange commentary or focus.

Accordingly, a brief primer on the FMC, the key provisions of OSRA-22 and the current state of its implementation may be helpful in assessing the potential impact on members and the affected businesses.

FMC background

In the lead up to and following World War I, Congress recognized the importance of international sealanes to U.S exports and imports. Starting with the Shipping Act of 1916, Congress passed numerous laws to promote the U.S. merchant marine.

The 1916 act created the U.S. Shipping Board to monitor and respond to foreign laws and practices deemed unfavorable to shipping in foreign trade. A succession of agencies—including the U.S. Shipping Board Bureau, the U.S. Maritime Commission, and the Federal Maritime Board—oversaw U.S. shipping until 1961, when the task of promoting a healthy U.S. merchant marine was divided between two new agencies: the Federal Maritime Commission, charged with regulating U.S. ocean commerce to ensure a reliable international ocean transportation supply system, and the Maritime Administration, created to promote America's merchant marine and oversee the U.S. emergency reserve ocean fleet.

The Shipping Act of 1984 and the Ocean Shipping Reform Act of 1998 expanded the FMC's authority. The first gave the agency authority to monitor competitive conditions and carrier activities to ensure carrier agreements complied with the act. The 1998 act increased the FMC authority to provide exemption from the statutory provisions and to address restrictive practices by foreign governments and state-controlled carriers.

That brings us to today.

OSRA-2022

OSRA-22 passed in response to several FMC studies that identified U.S. stakeholder concerns over 1) increased costs of ocean shipping during the COVID 19 pandemic; 2) unreasonable demurrage and detention charges imposed by ocean carriers, seaports, and marine terminals; and 3) supply chain bottlenecks due to operational problems, including an information vacuum relating to "blank sailings" or canceled port calls, voyages, and shipping routes.

In response to those concerns, OSRA-22 provided the FMC with additional tools to eliminate unfair charges, prevent unreasonable denial of American exports, and improve oversight and enforcement tools needed to address unfair practices.

Some of its key provisions include:

- authorizing the FMC to self-initiate investigation of ocean carriers business practices and initiate enforcement measures;
- prohibiting ocean carriers from unreasonably refusing to deal with U.S. exporters;
- shifting the burden from the shipper to the ocean carrier in claims of unreasonable detention and demurrage charges;
- requiring that ocean carrier and terminal invoices for detention and demurrage provide proof of compliance with federal regulations;
- prohibiting retaliation by ocean carriers against shippers or threatening denial of service; and
- requiring the FMC to collect and publish import and export data on tonnage and TEUs shipped to and from the U.S.

OSRA-22 implementation

The act specifically provides deadlines for regulatory implementation of the provisions of the act. In accordance with those provisions, the FMC has taken the following steps toward implementation:

- June 24, 2022, notified industry that OSRA-22 provisions prohibiting assessing non-compliant charges, issuing non-compliant invoices for demurrage or detention charges, and the requirements relating to demurrage and detention invoices are self-executing and in effect immediately;
- July 14, 2022 provided guidance to the industry for those wishing to file "charge complaints" against common carriers for charges not compliant with OSRA-22;
- August 8, 2022 published a proposed rule concerning OSRA-22's requirement that FMC collect and post monthly data on containerized vessel imports and exports to and from the United States. Comments closed October 7, 2022;
- September 21, 2022, proposed a rule concerning the prohibition of ocean common carriers from unreasonably refusing to deal or negotiate vessel space accommodations. The proposed rule significantly includes a mechanism by which the burden of proof shifts to the carrier once the shipper has made out a prima face case of unreasonable refusal to deal. Comments closed October 21, 2022; and
- October 14, 2022, proposed a rule that would require common carriers and marine terminal operators to include specific minimum information on demurrage and detention invoices and outlines certain billing practices relevant to appropriate timeframes for issuing invoices, disputing



charges with the billing party, and resolving such disputes. If finalized as written, the rule also would confirm the act's requirement that the burden of proving the reasonableness of a charge is on the carrier. Comments are due December 13, 2022.

As Lisa Himber noted, whether OSRA-22 will be seen as government overreach or will result in unintended consequences will likely have to await full implementation of the act's provisions. Another factor may be changes in shipping conditions as the effects of the COVID 19 pandemic hopefully recede into the rear-view mirror.

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Notes & News

Selected by her peers, **Sandra Knapp, Esq.** of **Gawthrop Greenwood, PC,** who specializes in admiralty and maritime law, appears in the 29th edition of The Best Lawyers in America® and the third edition of Best Lawyers: Ones to Watch in America.™ Both publications base inclusion on rigorous peer-review surveys, and Best Lawyers noted that this year's results were determined using more than 12.2 million confidential evaluations by top attorneys who select these honorees. Well done, Sandy!

South Jersey Port Corporation strengthened its management team with the recent appointments of **Lisa M. McLaughlin** as treasurer and chief financial officer and **August E. (Gus) Knestaut** as director of legal and regulatory affairs. "These are two excellent, highly-experienced and accomplished professionals who now have responsibility for some of the most critical aspects of the SJPC's legal, regulatory, and financial operations," said Andy Saporito, SJPC Executive Director and CEO. Welcome aboard!

South Jersey Biz magazine highlights Ørsted in its latest issue for submitting its construction permit application for **Ocean Wind 1** to the Department of Environmental Protection. Ørsted has made significant investments in the region, including at New Jersey's first offshore wind manufacturing facility at Paulsboro Marine Terminal by committing to utilization of the New Jersey Wind Port, the first purpose-built port for offshore wind in the U.S. Another step forward!

The **Philadelphia-Israel Chamber of Commerce** announced that **Ravid Butz** has been named as its new Executive Director. Butz is Israeli born and arrived in the Philadelphia region at age 16. He is an active member of Philadelphia's entrepreneurship community and serves as a coach to founders and business leaders around North America. He also founded PhotoLounge in 1997, a Philadelphia photo retail company now in its 26th year. He holds degrees from Temple and Penn. Join us in wishing outgoing PICC Executive Director Vered Nohi success in her future endeavors and welcoming Ravid Butz!

The **Delaware Valley Chapter of the Steamship Historical Society** is finally holding chapter meetings post-COVID. The new venue is the U.S. Coast Guard Sector Delaware Bay, located at 1 Washington Avenue in Philadelphia. Meetings take place on the third Sunday of each month at 2:00 in the afternoon. For more information about this group of maritime enthusiasts, contact Chapter Chairman Steven Loveless at 215-495-8889 or at slldvcsshsa@gmail.com.

After 13 years of dedicated service, **Linda Conlin** is stepping down from her role as President of the **World Trade Center of Greater Philadelphia**. During her tenure, the WTCGP earned recognition as a leading member of the World Trade Centers Association, made up of more than 300 members worldwide and where Conlin served on numerous advisory committees and councils. Under her leadership, the WTCGP became one of the most effective economic development organizations and catalysts for economic growth and job creation in the region. Congratulations Linda!

Interested parties may send applications for the position of WTCGP President to info@wtcgp.org.

Calendar of Events

11/09	Maritime Exchange Board of Directors Meeting 11:00 a.m.
11/15	Seamen's Church Institute Board Meeting Noon
11/16	World Trade Center of Delaware Board Meeting
11/17	New Castle County Chamber of Commerce Women's Leadership Conference Chase Center, Wilmington, DE 9:00 a.m. – 3:00 p.m. Visit http://www.ncccc.com/WLC.htm
11/20	Steamship Historical Society of America Delaware Valley Chapter Meeting Sector, 1 Washington Avenue, Philadelphia, PA 2:00 p.m. – 3:00 p.m. Contact Steven Loveless, slldvcsshsa@gmail.com
11/22	Chilean & American Chamber of Commerce Friend of Chile Luncheon Union League, Philadelphia, PA 11:30 a.m. – 2:00 p.m. Visit CACC website
12/01	Joint Holiday Dinner Ballroom at the Ben, Philadelphia, PA 6:00 p.m. – 10:00 p.m. Purchase Tickets
12/02	USCG/AMSC General Members Meeting 1 Washington Avenue, Philadelphia PA 9:30 a.m. – noon Contact Glena Tredinnick, Glena.T.Tredinnick@uscg.mil
12/08	Mariners' Advisory Committee Meeting Popi's Restaurant, Philadelphia, PA 11:00 a.m. – 2:00 p.m. Visit www.macdelriv.org
12/13	Maritime Exchange Innovations Working Group Meeting 10:00 a.m. – 11:00 a.m. Contact exchange@maritimedelriv.com
12/14	Maritime Exchange Executive Committee Meeting 11:00 a.m.

For a complete schedule and event details, visit www.maritimedelriv.com.

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