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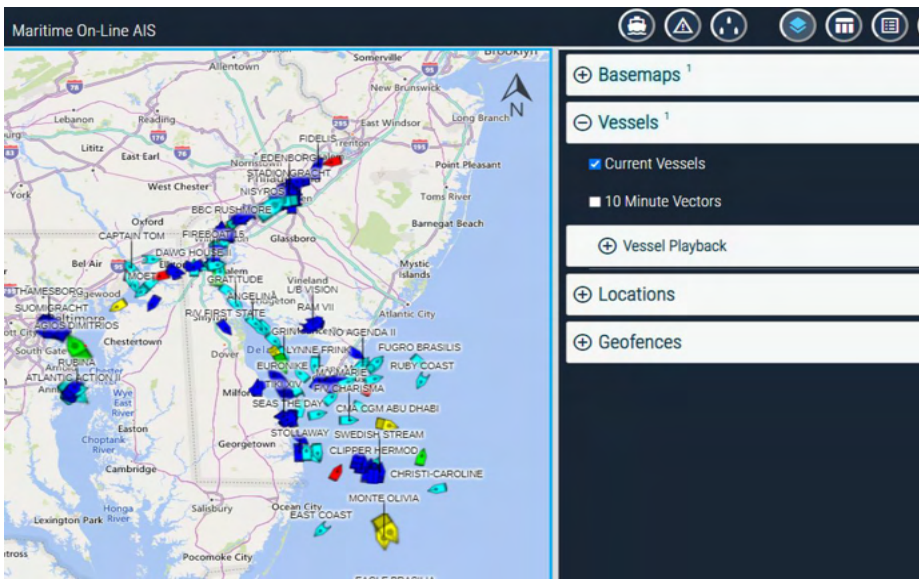
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Exchange releases latest AIS enhancements



After months of work, the Exchange launched the latest major update to its Maritime On-line® Automated Identification System in April.

"Today, it is hard to imagine ever operating in the maritime environment without a common operating picture of real-time ship movements," said Exchange Director of Operations Paul Myhre, "but it was only in 2007 that the Exchange first offered an AIS platform using static map pictures." Since then, he said, the Exchange has added many new features—like the frequently requested "moving" safety or security zone that follows a target ship—and completed three major system overhauls.

"The update is user-friendly, and the system is intuitive," said Christopher Rowland, President of Wilmington Tug, Inc. "We love the ability to easily search for a vessel and quickly jump to its location on the map."

With the latest update, MOL AIS now provides map annotation capability, single-click screen captures, calculations of area between specific locations, and sorting capabilities on the primary data panel.

"We are excited to work with the Maritime Exchange again to migrate the product to a new platform," said ICI President Corey Tucker. "This interface provides greater map visibility, maintains key information users need, and provides the longevity the Exchange needs."

Subscribers will still find the unique features they have come to expect. The only system of its type in the country, the Exchange AIS not only provides ship positions, but through its link to the other MOL components users can access ship

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Mariner East 2 Complete

Energy Transfer expansions continue to grow port business at Marcus Hook

By: Joseph McGinn, Vice President of Public Affairs
Energy Transfer





Sunoco Marcus Hook Refinery, circa 1939 vs. Energy Transfer Marcus Hook Terminal, 2019.

As the energy industry has transformed over the last several decades, so too has the former Sunoco refinery on the banks of the Delaware River in Marcus Hook, Delaware County—along with its port business.

After over a century of oil refining, the facility has shifted to become the hub for the natural gas liquids business on the entire east coast by Sunoco's successor, Energy Transfer. The transformation stems from a number of factors: the closing of the former Sunoco Refinery in 2011 due to increasing crude oil prices and an economic downturn; the discovery of abundant natural gas liquids (NGLs) in the Marcellus and Utica shale fields of Ohio, West Virginia, and Southwestern Pennsylvania; and the construction and expansion of Energy Transfer's Mariner East Pipeline System.

Originally, Sunoco imported energy products from Africa, the North Sea, and Venezuela into the port at Marcus Hook before refining and shipping them westward via pipeline. Today, the roles are reversed. There is so much energy supply coming *from* the Marcellus region that the Sunoco pipeline system was expanded with two additional pipelines built, carrying products from the Marcellus and Utica shale plays eastward to Energy Transfer's Marcus Hook Terminal. The Mariner East Pipeline System and the Marcus Hook Terminal now work in tandem to provide energy locally—and they have enough to export to the other parts of the United States and to allies overseas.

The Mariner East 2 project endeavored to build two new pipelines in the same corridor as existing pipelines, which have safely carried both refined products like gasoline and diesel as well as NGLs like butane, propane and ethane, across the state for years depending upon consumer

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Interview with

Alexander Grabois

Trade Representative for Philadelphia, ProChile



Hailing from New Jersey, Alexander Grabois joined ProChile in 2015 and has held Assistant and Trade Representative positions in the Chicago office and the Trade Manager position in the Washington D.C. office. Since November 2020, he has served as the Trade Representative of ProChile's first-ever Philadelphia office.

Q: Please tell us about ProChile's mission and your role here in Philadelphia.

A: ProChile is the Chilean governmental organization responsible for the promotion of goods and services from our country to markets around the world. We have 57 offices throughout the world, 7 offices in the U.S., Philadelphia being the newest. Our mission is to expand the portfolio of Chilean products in foreign markets as well as to support the economic relationships with key markets around the world. We do this by supporting companies of all sizes and providing guidance on a variety of trade related topics.

Since ProChile Philadelphia opened in November 2020, my role has been to work as the primary contact for trade matters and needs in the Delaware River region. We have worked diligently to support the industry through key initiatives relating to the trade of fresh fruit and logistics while also promoting the presence of Chilean products in the market. ProChile is sector agnostic; we work with traditional products such as fresh produce, seafood, and wines as well as more innovative and newer goods and services that can include food innovation, IT services, HealthTech, CleanTech, and Green Hydrogen, among many others. ProChile looks to support the public sector, importers, ports, distributors, and retailers in ensuring they have support for the Chilean products already in their portfolio as well as introducing new, innovative products that highlight the strong commitment to development and diversification.

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Channel dredging: A new perspective

There's a core group of Exchange members who are keenly interested in the day-to-day advances the U.S. Army Corps of Engineers and its contractors are making in the effort to get the channel maintained to its authorized 45-feet depth. Most notable are those piloting the deep-draft ships transiting the waterway and the terminal operators anxiously awaiting more water. And no port stakeholder pays closer attention than PhilaPort, the local sponsor.

The rest of us understand that completing this work is important for the future viability of the port. Yet it seems likely that a large majority of members have only loosely followed the 45-foot deepening project and the follow-up maintenance since it first started over two decades ago. I put myself in this group—those who relied on my predecessor Dennis Rochford's monthly updates to learn the latest news.

Over the last eight months, I have engaged more directly with the Corps of Engineers and others, receiving briefs on the trials and tribulations as well as the successes as they occur and helping plan upcoming activities. I have learned a great deal, and some of the revelations were surprising.

For many years, I joined the rest of the port community in unsuccessfully trying to comprehend why it was taking so long. Recently, it has become clear that completing a project of this magnitude is a lot more complex than most of us would expect.

This newfound understanding comes thanks to the guidance of people like Gahagan & Bryant's Bob Callegari, who is also a former Corps' planning chief, Pilots' Association President David Cuff, current Corps' Operations Division Chief Mike Landis, Lisa Magee of PhilaPort, and GBA's Stan Lulewicz, former Corps project manager.

So much is going on behind the scenes that most port stakeholders never see. Trying to choreograph the contracting process with the always-insufficient available equipment, with the environmental windows that restrict dredging, with pipeline owners, and with safety zones in an active waterway is no easy feat. Could some of these processes be improved? Of course.

At the same time, though, too many factors are outside human control. As we know well, adverse weather is the enemy of progress; multiple heavy rainstorms or an active hurricane season can increase shoaling significantly. Equipment malfunctions, which cannot always be prevented with maintenance, might add weeks or months to the schedule. Budgets, too, must be sufficient to meet the need—and they haven't always been. And no one can plan around unforeseen events, such as the tragic death of Norfolk Dredging employee Rahsaan Stevens that halted work for the duration of the investigation.

Now that we're getting close to the end (I know, we've said this before) of this long, long tunnel, attention has to turn to disposal site capacity. This is not a subject that makes for particularly compelling reading, but it is one that means a great deal if we are able to reap the benefits of the deepening work over the long term. The extra five feet of water means more dredged material each year. The Corps of Engineers will have to find a home for far more material than in the past.

Beneficial re-use projects are always the most desirable, but the Corps has to plan for disposal capacity that can accommodate whatever material must be moved to keep the channel at 45 feet. That planning work is underway now, and it must be completed quickly. Otherwise, everything we have done to date—and paid for with taxpayer dollars—is at risk.

Dredging may not be the most interesting public program, but it is among the most important to the ongoing and future viability of our port.

Lisa Himber





Meet some of our port's Unsung Heroes

The Delaware River maritime industry owes its progress and success to hard workers, industry veterans, eager up-and-comers, and those who slog it out day after day, year after year to serve their customers—our customers—and give them the best experience possible. So many of them are unknown beyond the people they work with directly. They complete their tasks and achieve their companies' goals not for the sake of seeking recognition but for the satisfaction of a job well done.

It is the front line workers who are often the face of the port to the rest of the world. Every day they work to streamline the movements of cargo, conveyance, and crew, resolve workaday problems as they arise, find new and better ways to do business, and collaborate with their peers to meet constantly evolving new challenges.

The Exchange is excited to kick off a series of articles highlighting some of these important members of our community, recognizing them as the true Unsung Heroes they are. That they were nominated for this distinction by their bosses, co-workers, or colleagues is a testament to both their dedication and their abilities.

This issue of *The Beacon* will introduce the first four of the tristate port industry's Unsung Heroes, giving readers a chance to meet these exemplary individuals, all of whom go above and beyond the call of duty to provide outstanding service. The Exchange is proud to be able to share their stories.

Sincere thanks are due to the Exchange members who recommended these individuals for recognition, enabling the Exchange to shine a spotlight on some of the women and men who make up our port family. Your participation in this important process is greatly appreciated.

Yet we save our heartiest thank you for the Unsung Heroes themselves. Your unwavering dedication to the success of the regional maritime industry is what makes Delaware River ports a great place to do business.

We hope you enjoy getting to know these heroes as much as we did. Stay tuned to future issues of this newsletter to meet more of our port heroes.



Welcome New Members

Global Reefers
11 Gist Road, Suite 201
Wilmington, DE 19801
484-880-1729
info@haroldcohen.net

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One Park Place
Suite 400
Annapolis, MD 21401
elikr@orsted.com
440-991-5597
www.us.orsted.com

Is your hazmat training current? Get certified on June 1

Chances are, you and your employees must meet national and international training requirements for handling certain goods or related documentation.

The USDOT and the International Maritime Organization require that employees who handle hazardous material, dangerous goods, or associated paperwork must receive employer-provided transportation security and compliance training. This includes shoreside personnel who prepare, handle, load, unload, or plan the stowage or transport of dangerous goods. Refresher training is also required to account for regulatory changes.

Under 49 CFR Part 172 all such employees must be trained and certified within 90 days of employment and receive recurrent training at least every three years.

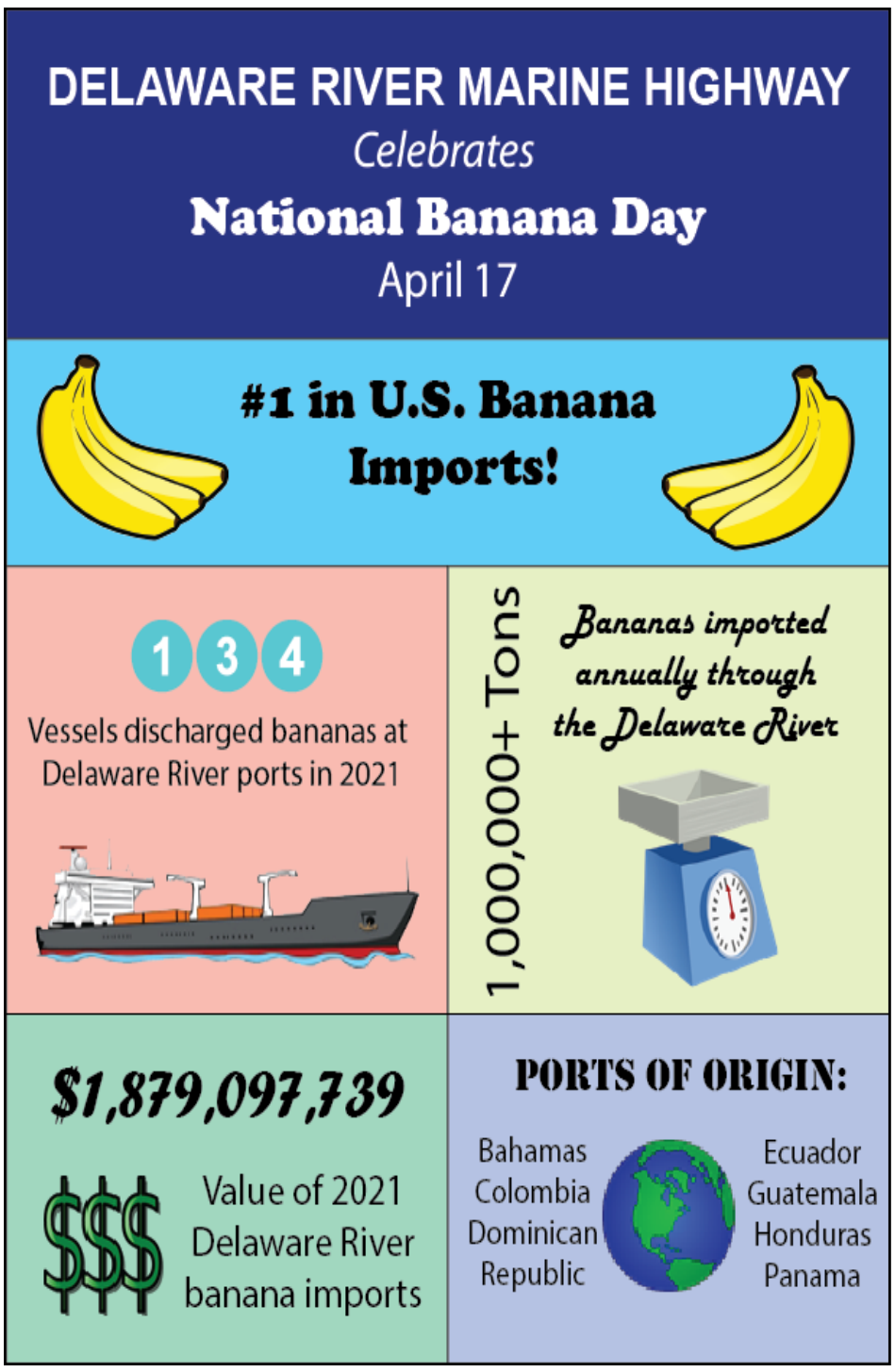
The Exchange is here to help

Do you or your personnel need this mandatory training? Look no further.

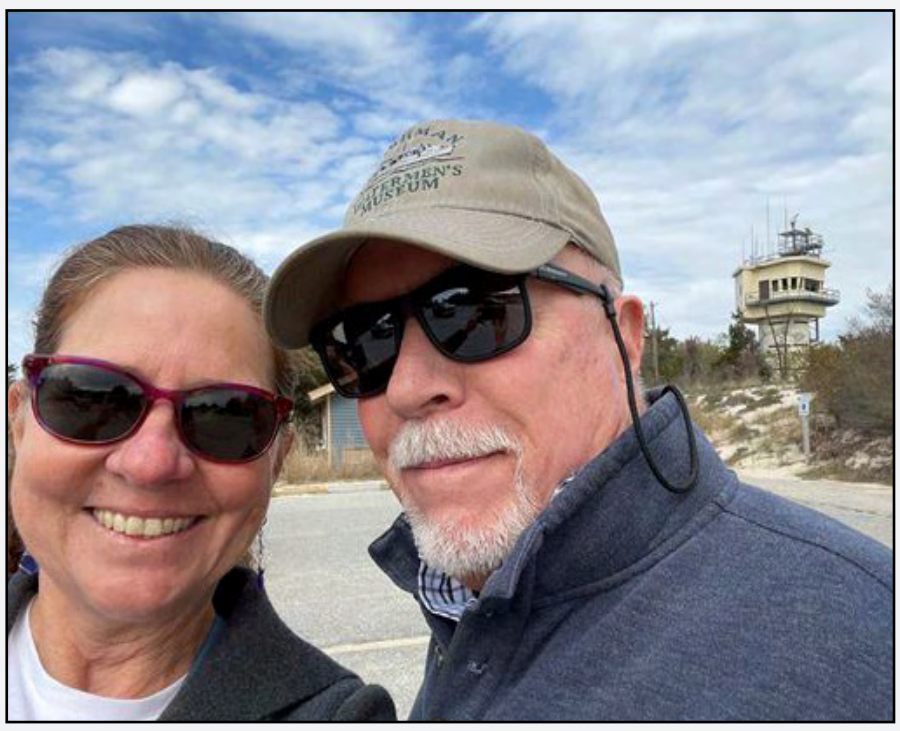
On June 1, 2022, the Exchange will offer a one-day virtual HazMat Transportation Training Workshop from 9:00 a.m. to 4:00 p.m. The course will cover IMDG 39-18 and IMDG 40-20. Registration is $325 for Exchange members and $425 for non-members, and all students must register by Wednesday, May 25.

This course recognizes how busy maritime industry workers are and provides in a single day the same instruction that others present over several days.

Watch for registration info coming soon, or contact Christina Lista at clista@maritimedelriv.com to find out more!



Exchange staff show off the Lewes, Del. tower



Bill McGinnis of Greenwich Terminals and Betsy Payne were the latest Exchange members to go aboard the Ship Reporting Tower, operated jointly by the Maritime Exchange and the Pilots' Association, in Lewes, Del. McGinnis was impressed with what he saw and said he'd go back again in a heartbeat. "It's awesome. Really an amazing asset for the Delaware River Maritime industry," he said, giving "kudos to Karen and Rick for explaining all the installed electronics and answering every question we had."

The tower, which turned 75 last year, is located in the Cape Henelopen State Park and overlooks the entrance to Delaware Bay.

Exchange welcomes new directors

As most Exchange members know, our organization has experienced what for us was a substantial employee turnover over the last two years. Yet after a stable staff roster for almost 20 years, losing several employees at the same time was not completely unexpected.

The same is true of our board of directors. The men and women who comprise the Exchange board are dedicated to our mission for the long haul. Yet we have seen a number of retirements recently that will change the composition of the board. This phenomenon is bittersweet—we sincerely thank our directors and wish them well but are sorry to lose their guidance, experience, and institutional memory. On the other hand, it is a pleasure to welcome new faces and expand our network of colleagues, allies, and friends within the Delaware River port community.

With that as a backdrop, we wish Jesse Chambliss, Jean Wm. Cureton, Pat Kennedy, Jack Mallaugh, and Mike Nesbitt fair winds on their retirements and Daniel Van Duzer best of luck in his new position in Houston.

Please allow us to introduce you to the newest members of our team: Joe Cruise, Michael Cureton, John Deemer, John Ercolani, and David Monk. We also welcome Brian Bost of Moran Shipping Agencies to the board and hope to feature him in an upcoming issue of The Beacon.

Meet Joe Cruise

Chief Executive Officer
Gulftainer Wilmington USA, LLC



With more than three decades of experience in the international and domestic shipping and ports industry, Joe Cruise is responsible for leading and managing all sales activities for GT USA. In August of 2021, he was named as CEO for Gulftainer at the Port of Wilmington.

Before taking the helm at GT USA Wilmington, Joe was the commercial manager at the company's container and multipurpose cargo terminal at Port Canaveral, Fla. He also previously served as vice president of customer care for Trailer Bridge Inc., in Jacksonville, Fla., where he was responsible for supply chain improvements. During his tenure at Trailer Bridge Inc., Joe led and developed pricing strategies, interfacing with Fortune 100 companies to small businesses. He also has held marketing, planning and senior financial analyst roles for Crowley Maritime Corporation and United States Lines, Inc.

Joe earned a bachelor's degree in business administration with a specialization in finance from the University of Florida.

Welcome aboard, Joe!

Meet Michael Cureton

Port Manager, Philadelphia and Baltimore
Norton Lilly International



Just like many Exchange directors—and members—for Michael Cureton the maritime industry is a family business. His grandfather worked for 25 years at Sun Ship then superintended ship repair for Sunoco Inc., and his uncle Jean Cureton sailed for Sunoco before starting his own ship agency.

Michael firmly believes the ship agent's job is first and foremost about coordinating and communicating. An agent organizes Customs' inspections, pilot boardings, tugs to dock and undock the ships, crew changes, vendors and technicians, ship provisions, crew medical emergencies when needed, and filling just about any other need the ships may have.

After graduating high school in 1991, Michael joined the U.S. Coast Guard. He was stationed in Portsmouth, Va. as a machine technician in the engine room of the Coast Guard Cutter "Forward." Upon leaving the Coast Guard in 1996, he spent the next ten years in the construction industry, primarily working as a heavy equipment operator.

Michael joined his uncle at Delaware Valley Marine as an agent and vessel coordinator in 2007 and was handling his own ships after only three months in the job. In 2014, Norton Lilly bought Delaware Valley Marine, and Michael went with the business, working for his new employer as an operations manager. He was named Port Manager in in 2021, assuming responsibility for Norton Lilly's Philadelphia and Baltimore operations.

In addition to serving on the Exchange board, Michael is a member of the Seamen's Church Institute Board of Directors and was recently named as Secretary of the Mariners' Advisory Committee for the Bay & River Delaware.

The Exchange looks forward to working with Michael in his new capacity as a member of the board.

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Meet John J. Deemer

Health, Safety, and Environmental Manager
PBF Energy, Delaware Valley Refining Complex



John was among the Exchange's most active members well before joining the board in 2021. His experience as HSE Manager at the Delaware Valley Refining Complex of PBF Energy, a role he assumed in January 2021, has made him an invaluable source of information and guidance to the Exchange on a wide variety of important matters.

Among his responsibilities is management of the occupational safety, process safety, environmental, emergency response, and security programs for the Delaware City, Del. and Paulsboro, N.J. refineries. Previously, John served as HSE Manager for the Delaware City Refinery from November of 2013 through December 2020 and as Environmental Manager for the Paulsboro Refinery from October 2010 through October 2013. Before joining PBF, John was the Environmental Manager for the Valero McKee Refinery located in Sunray, Texas. He served as an Environmental Engineer at the Valero Delaware City Refinery from 2004 through 2006 and as an Environmental Engineer at the ConocoPhillips Refinery in Trainer from 1998 to 2004. John was an environmental consultant for 11 years prior to coming to work in the petroleum refining industry.

In addition to serving on the Exchange board, John is a longstanding member of the Exchange's Private Berth Dredge Committee. He is also the Delaware Bay and River Cooperative Board Vice Chairman and Vice President of the Board of Directors of the Seaman's Center of Wilmington.

John has a BS in Physics from Lebanon Valley College. He lives in Wilmington, Del. with his wife of 33 years, Pamela. They have two children, Michael and Colleen, and recently welcomed their first grandchild, Sadie.

Meet John Ercolani

Vice President
J&K Fresh East, Div. of 721 Logistics



As one of the Delaware River maritime industry's rising stars, John Ercolani has always been willing to share the perspective of the younger members of the port community through his work as a volunteer on numerous Exchange committees and initiatives.

Being young by no means indicates inexperience. John is a licensed Customs Broker and Certified Customs Specialist with over 20 years in the industry. As a co-managing member of 721 Logistics, he leads its operations team and all corporate operational aspects. He is also deeply engaged in matters affecting his clients and works diligently on their behalf to facilitate cargo processing through Customs & Border Protection, USDA, Food & Drug, Agriculture Marketing Service, Food Safety Inspection Service, and a host of other government agencies.

John is also active in numerous trade associations beyond the Maritime Exchange. He is a member of the Chilean & American Chamber of Commerce board, holds a leadership position with the Customs Brokers and Freight Forwarders Association, and is a member of the International Fresh Produce Association Global Development Committee.

John is an alumnus of Rider University in New Jersey and studied Business Administration & Economics. He lives in South Jersey with his wife, Jillian, and three children, Mia, Jack, and Savanna.

Meet David Monk

Operations Manager
Energy Transfer



Dave Monk is all about the safe, reliable, and efficient operation of petroleum transportation systems. Dave was named to the Exchange board in March of 2022 to fill a vacancy created by retiring director Mike Nesbitt.

His job at Energy Transfer requires extensive knowledge of numerous laws and regulations, including Coast Guard, the Pipeline and Hazardous Materials Safety Administration, and the Federal Railroad Administration. In his current role, he functions as the enterprise expert on marine operations and provides support to Terminals Management, Business Development, and Engineering & Construction for routine operations and project development. Dave and his team of Marine Technical Advisors support terminal managers on safety, environmental, and regulatory activities centered around cargo transfers and logistics for ships and barges.

He started with Energy Transfer in 2015, having worked in operations at Sunoco Logistics from 2012 to 2015 and as a Marine Technical Advisor for Sunoco, Inc. Prior to that, he worked for Maersk Line as Program Manager of its tanker fleet and OSG as an Assistant Marine Superintendent. He started his maritime career as a Third Mate for Polar Tankers in 2004.

Dave earned a BS in Logistics and Intermodal Transportation from the U.S. Merchant Marine Academy. He has trained extensively and holds numerous certifications, including a USCG License, Dangerous Liquids PIC, Inert Gas, Crude Oil Washing, Vapor Recovery, and multiple certifications from the ABS Academy.

The Exchange looks forward to working with Dave in his new position at Energy Transfer and on the board.



Unsung Heros

Betty Browne

Documentation Manager
Terminal Shipping Co./John S. Connor



A true industry veteran, Betty Browne has worked in the maritime industry for over 56 years. In her role at Terminal Shipping, she is responsible for the all-important job of filing electronic export and manifest data for exporters and shipping lines, in addition to processing export bills of lading, customs paperwork, and she answers the phones on top of all that. According to Terminal Shipping Co. Director Rob Herb, "Betty is one of the most dedicated and steadfast people I know. She has shown her commitment to our customers and this port for not just years but for decades, working day in and day out to ensure there are no CBP snags to hang up vessel and cargo processing."

With so many years of service under her belt, Betty has become a true expert at her craft and is glad to share her knowledge with peers. "Her expertise in Customs and Customs documentation, coupled with her specialty in ACE filing, makes Betty an all-around, well-versed maritime community member. She goes above and beyond as the office organizer, and the Terminal Shipping team would not be the success it is without her," Herb said.

Betty has always appreciated her career in maritime, especially the variety and that every day is different. "I've enjoyed it, it's just interesting. And most of the time I know what I'm doing, which helps too," she joked.

Recognition is well past due for Betty, a true maritime industry Unsung Hero.

Dusko Gargurevich

Traffic Coordinator
Advance Customs Brokers and Consulting



Dusko Gargurevich says working at Advance Customs Brokers feels like home. This Unsung Hero is has a large and diverse portfolio of responsibilities, including monitoring containers for Customs clearance, verifying vessel schedules, communicating with steamship lines and terminal operators, and training new team members, to name just a few of his job functions.

Dusko never leaves anything to chance, taking every measure to ensure that his clients receive their cargo on time. "Dusko has a lot of integrity. He is a cancer survivor and continued to work while undergoing treatment during the pandemic," said Pat Compres, Co-Owner and Managing Member of Advance Customs Brokers. "He consistently makes an effort to get up in the morning, go to work, and be positive. He is a very strong person all-around."

His favorite part of his job? Keeping Advance Customs Brokers' customers happy and working with his close-knit and supportive team. "Dusko tries to help everyone and always steps up to the plate."

Hats off to Dusko—the epitome of an Unsung Hero on all levels.

Kelly Burns

Customer Service Supervisor, Containers and Cargo Data
PSA Penn Terminals



Kelly Burns is the reason her team loves coming to work each day. Kelly describes her responsibilities as "coordinating the chaos that is a port!" It is the perfect job and environment for a high-energy worker who enjoys being busy. Kelly's daily tasks include managing a team of over a dozen people, training new team members, overseeing communications with shipping lines, testing functionality of the terminal operating system, processing payroll for four customer service departments, processing truck drivers, and much, much more.

Kelly joined Penn Terminals in 2013 and has since continued to move up in the company, acquiring a wealth of cross-functional customer service knowledge that she gladly shares with her team. "When customers call with an issue," said Diana Schiller, Lead Container Clerk, "the response is usually, 'Ask Kelly!'"

It is clear Kelly loves her job—especially her team and supportive management, and the sentiment is clearly reciprocated. Schiller credits Kelly for creating such a great work environment at Penn Terminals. "We feel more like a family, all working together for a common goal, a job well done. We support, help, and celebrate each other every day and look forward to doing it all again tomorrow. Not many people can say they look forward to going to work in the morning, but Kelly makes sure her team can," she said.

Congratulations, Kelly, and thanks for all you do!

Paul Hughes

Customer Service Manager
PSA Penn Terminals

Paul Hughes is the definition of a stellar manager. He oversees three separate offices that handle an average of 600 transactions per day, assisting truck drivers moving cargo in and out of the terminal. Paul prides himself on managing a fast, friendly, and efficient team, and he describes his most important responsibility as making sure his crew has all the necessary tools and information to perform their tasks to the best of their ability.

When Paul joined Penn Terminals in 2014, President and CEO John Brennan tasked him with a challenging job: changing his team's trajectory—previously it was a group that suffered low morale and high turnover. Not only did Paul meet that mark, he was even able to grow the team. "It took many, many long hours, but Paul successfully shepherded his team through that rough time and has continued to fine tune it into the well-oiled machine it is today," Brennan said. "As Penn Terminal's business has grown, so has the team Paul leads, which now stands at 24."



Paul says the best part of his job is to be able to see people develop skills, meet their personal goals, and thrive while working in an enjoyable atmosphere. He is thankful for a management team that encourages this type of work environment as a key part of meeting the company's business objectives.

Cheers to a commendable Unsung Hero, Paul Hughes.

NOAA launches new chart display service

Known as NCDS, the new National Oceanic and Atmospheric Administration Chart Display Service is now available.

NCDS renders NOAA electronic navigational chart (NOAA ENC®) data with "traditional paper chart" symbology in online and offline applications for which a basemap of nautical chart data is desired—including GIS, web-based, and mobile mapping applications. The new service uses symbols, labels, and color schemes familiar to those who have used NOAA paper nautical charts or the NOAA Custom Chart application. NCDS is available as Esri REST Map Service, OGC Web Map Service, and MBTiles formats.

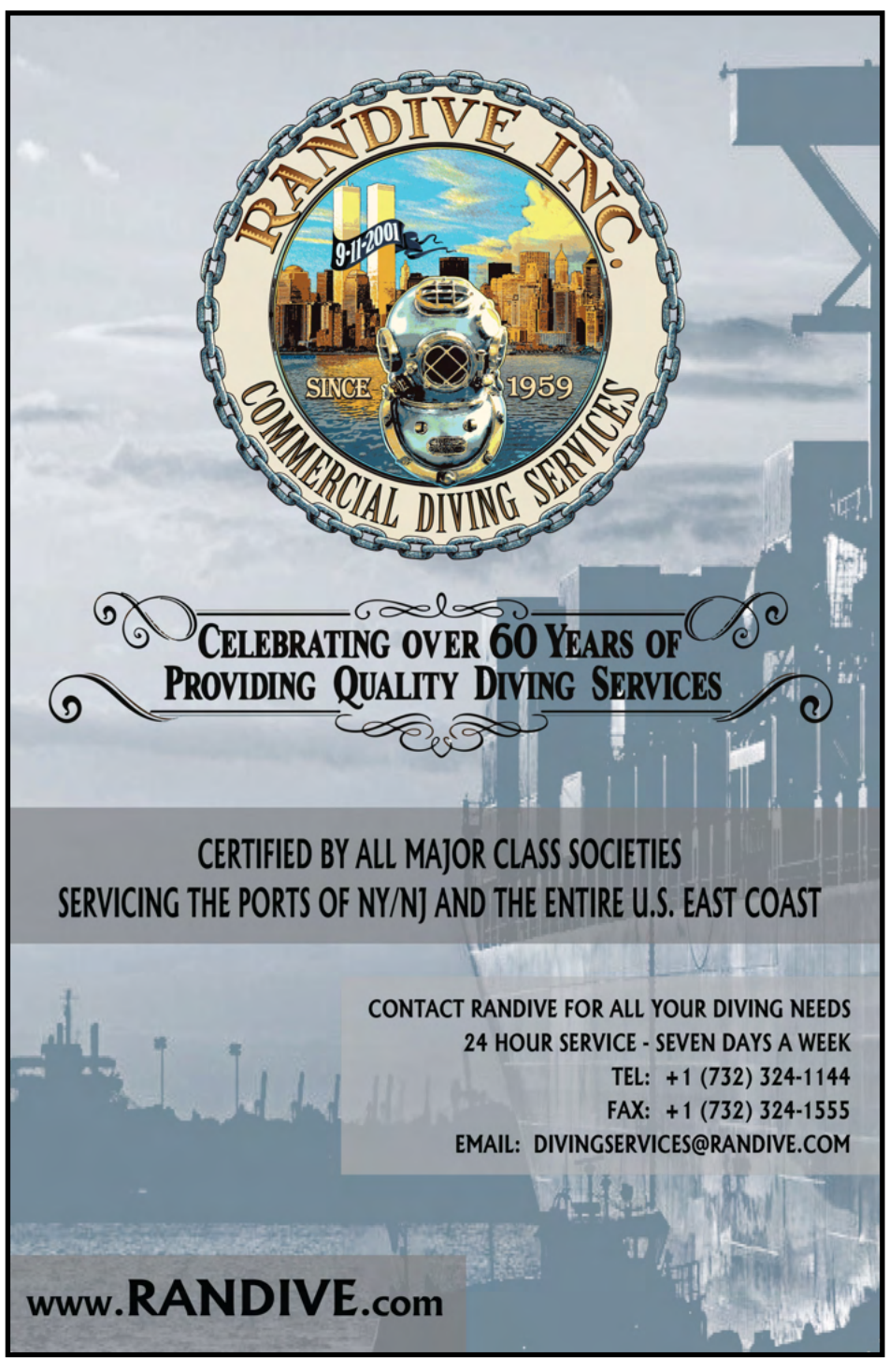
NOAA is developing its own online NCDS viewer that will enable users to easily pan and zoom through U.S. ENC data. This preview of the viewer will soon be available on the Coast Survey website.

The NCDS replaces the RNC (Raster Navigational Chart), Tile Service and the Seamless RNC service. These shut down on March 15 as part of NOAA's continuing transition away from traditional paper and raster nautical charts to focus on improving and modernizing ENC coverage. Production of all traditional paper and raster charts will end by January 2025.

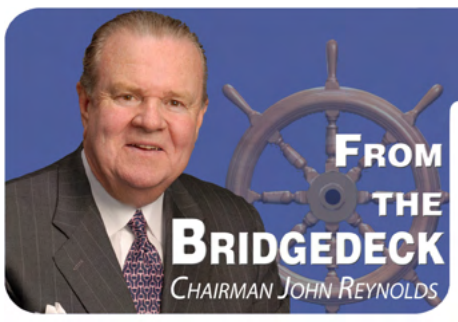
Links for these ENC-based display services are on Coast Survey's ENC Display Services web page. Note that the links do not open viewers that can display the ENC data directly. The links provide access to the rendered ENC data that software and web map developers can use in their applications to display the data.

Coast Survey is interested in knowing how developers are implementing the new NOAA Chart Display Service in online and offline applications, and what users think about the way the ENC data is being portrayed. Submit questions or comments, and report problems, through Coast Survey's ASSIST stakeholder engagement and feedback tool.









Report of the Board of Directors

John Reynolds, Chairman

Following is an extract of the Report of the Board of Directors delivered at the Exchange's 147th annual meeting on March 9, 2022.

Though 2021 was another difficult year for many across the country and around the world, we felt things on a deeper level here at the Maritime Exchange. It was a year of great loss with the passing of Dennis Rochford, former Maritime Exchange President, in July.

But change can be positive, and we also see that firsthand here at our organization, with Lisa Himber taking the helm as president of the Maritime Exchange. In addition, we brought on three new staff members, Joseph Calabretta, Director of Finance and Administration, Maura Fry, MOL Account Manager, and Christina Lista, Communications Manager.

The Exchange and the Delaware River port community endured the many challenges confronting our industry. Yet the Delaware River did not just persevere, it succeeded, achieving many accomplishments in year two of a global pandemic.

Advocacy/Public Policy

Not Quite at 45 Feet Yet – While the U.S. Army Corps of Engineers has technically completed the 45-foot deepening project, many areas of the river previously deepened have silted in over time. In 2021, the Corps focused its energies on letting contracts to clear shoaling throughout the region and expects this process will continue for the intermediate term as the newly deepened channel settles. The Exchange and the 45-foot Stakeholder Group maintained the monthly meeting schedule with the Corps to receive updates, provide guidance, and look for options to speed the process.

Hindering progress was the fact that the Corps dredge "McFarland" went into drydock for repairs halfway through the year. This substantially hampered efforts to keep the channel and deepwater anchorages free of shoals. Efforts to overcome these and other obstacles are ongoing in 2022.

Tariffs Hurting U.S. Business/Consumers – The Exchange and its coalition kept pressure on the White House to rescind harmful tariff policies. In December of 2020, we wrote to then-President-elect Biden and his transition team encouraging the removal of trade policies that negatively affect the American economy. Throughout the remainder of the year, we continued efforts to inform the U.S. Trade Representative, the Congress, and other policymakers of the effects of the tariffs and encourage them to take action. To date, the tariffs have cost American businesses, farmers, manufacturers, and consumers over $116 billion.

Supply Chain/Workforce Poses Serious Challenges – As the year progressed, crippling backups at ports and inland facilities throughout the world took a substantial toll on global maritime commerce. While the Delaware River did not feel the effects as deeply as other U.S. and international ports, our region was not immune. Among the most pressing issues still remaining is the lack of workers to fill jobs driving trucks, in port facilities, in warehouses, and throughout the transportation chain. The Exchange is developing programs designed to help meet this challenge.

NJ DEP Proposes Air Quality Rule – On March 1, 2021, the New Jersey Department of Environmental Protection proposed a rule that would dramatically change the way the state handles permits for fumigations. If finalized as written, the rule would severely jeopardize the ability of applicators to provide cost-effective and timely fumigations and would lead to significant delays in processing import/export cargoes. The Exchange encouraged NJDEP to rescind the rule altogether and work directly with industry to form a mutually agreeable solution.

Chilean Plums Temporarily Halted – After suspending imports of plums from Chile, the Exchange worked with industry stakeholders to communicate to the USDA the need to resume trade of this important cargo. In response to a November 3 federal register notice proposing an avenue to reopen the line of trade, the Exchange, the Chilean and American Chamber of Commerce, and the World Trade Association wrote to USDA leadership to request a temporary federal order authorizing fumigation for Chilean plum imports; this was granted on January 25, 2022.

Major Funding for the Delaware River Center of Excellence Designation – In May, the Maritime Administration designated the Delaware County Community College, on behalf of the regional college consortium, as a Center of Excellence (CoE) for Domestic Maritime Workforce Training and Education. The designation allows institutions

continued next page



147th annual report

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that prepare students for careers in the U.S. maritime industry to enter into agreements with MARAD to help advance student and faculty recruitment, enhance facilities, award student credit for military service, and receive assistance in the form of surplus equipment or temporary use of MARAD vessels.

In 2020, the Exchange was instrumental in bringing together a coalition of academia and industry to facilitate the CoE application. Our team will continue efforts to translate this designation into practical programs to help recruit and train maritime workers.

Infrastructure Investment and Jobs Act Funding – With the passage of the Infrastructure Investment and Jobs Act (IIJA) in November, the federal government will invest over $17 billion in port and waterway funding over the course of five years.

Of this funding, the Philadelphia District will receive $25 million to support ongoing work to create additional capacity at the Pedricktown and Killcohook disposal sites and $7 million for much-needed Salem River dredging. A $5 million Schuylkill River dredging project and other smaller projects will also receive IIJA funding.

Around the Port

Repauno Port & Rail Terminal Loads First Vessel – In January of 2021, the Repauno Port & Rail Terminal successfully received and loaded its first ship using its state-of-the-art rail-to-ship loading system. By the end of the year, it had handled 34 ships. The terminal is designed to safely and efficiently handle a wide variety of freight, providing critical logistics services to a multitude of industrial segments.

PhilaPort Distribution Center – PhilaPort broke ground on a new distribution center in March, a major step to maximizing cargo throughput at the Packer Avenue Marine Terminal that is expected to generate hundreds of jobs. The $42 million, 201,621 square foot food-grade warehouse building is a critical step in the development of the Port's Packer Avenue Marine Terminal and should be completed in the summer of 2022.

COVID-19 Vaccinations for Seafarers – Last spring, the U.S. became the first country to offer vaccinations to foreign seafarers. The Seamen's Center of Wilmington and the Seamen's Church Institute of Philadelphia and South Jersey have been partnering, collaborating, and coordinating with each other, with pharmacies, and with seafarer centers across the U.S. to make sure that seafarers calling Delaware River ports are vaccinated and boosted against COVID-19.

New Jersey Wind Port – September 2021 saw the groundbreaking for the New Jersey Wind Port. A first-in-the-nation infrastructure investment of its kind, the port will provide a location for essential staging, assembly, and manufacturing activities for offshore wind projects on the East Coast. The New Jersey Wind Port has the potential to create up to 1,500 manufacturing, assembly, and operations jobs as well as hundreds of union construction jobs. It is set to open in winter 2023/2024.

Port of Wilmington Electrification Project – Also in September, the Port of Wilmington unveiled the first phase of its electrification project—its new stacked container yard and five new, all electric Rubber-Tired Gantry Cranes. The improvements will increase overall productivity and operational capabilities at the port, improve customer service levels, and create a cleaner, greener, safer environment.

Philly Shipyard Enters OSW – Philly Shipyard announced in November it will enter the offshore wind market with its first commercial newbuild order since 2013. The shipyard will build a Jones Act-compliant Subsea Rock Installation Vessel for Great Lakes Dredge & Dock, the dredging company's first offshore wind vessel. The vessel should be completed by the end of 2024. The contract, valued at approximately $197 million, complements Philly Shipyard's long-standing designation as the leading U.S. commercial shipyard for tankers and container ships. The shipyard is currently building U.S. Maritime Administration National Security Multi-Mission Vessels. A keel-laying ceremony for the first of five new NSMVs took place at Philly Shipyard on December 10.

Operations and Information Technology

Ship Calls Rebound – The Delaware River saw 2,312 ship arrivals in 2021, up 5.3% over 2020. On the import side, steel ships saw the largest growth, jumping from 96 ships in 2020 to 121 in 2021 (+26%). Vehicles also saw a substantial increase, with year-over-year numbers climbing from 115 in 2020 to 135 last year (+17.4%). Containerized cargo continued its upward trend of the last few years, with 606 ships offloading containers in 2021 compared to 554 in 2020 (+9.4%). Chemicals rounded out the top Delaware River imports, increasing from 91 to 103 (+13.2%).

Export cargoes continue to grow with the natural gas liquids segment remaining strong. The port saw the 239 outbound gas ships in 2020 increase to 313 in 2021, a 31% gain. Export steel grew by 9.8% with 45 ships last year, and 835 ships departed the Delaware River laden with containers in 2021, representing a 6.9% increase over 2020.

CBP Eliminates Paper – After nearly 12 years, the Exchange celebrated a win with the elimination of CBP Form I-418, the document required to process arriving and departing crewmembers. The staff worked with CBP and industry partners to develop and launch a pilot program beginning in 2009 that ultimately resulted in the transition to electronic crew processing. In a similar vein, in 2021 the Exchange worked with CBP to automate the vessel entrance and clearance process to eliminate additional paper forms. This work is culminating in another automation pilot expected for launch this year.

Radio Upgrade Underway – The Exchange and the Pilots' Association kicked off a major project to convert the VHF radio network to a fully digital platform to meet current and future communication needs. The new system will expand both organizations' remote operations capabilities to ensure service in the face of extreme weather events, pandemics, or other emergencies.

Major Updates to Maritime On-Line – The Exchange completed programming of the electronic export manifest module that TRACS participants will use to join the CBP pilot. Although CBP has yet to announce its plan to mandate export manifest filing, participating in the pilot program helps ensure that Maritime On-Line users have a voice in program development and are ahead of the curve when participation becomes mandatory.

Exchange staff worked with developers to update the Notice of Arrival/Departure module to meet new Coast Guard requirements and made several emergency enhancements to TRACS to address unannounced CBP changes.

Staff also began a project to migrate the user interface of the Automatic Identification System to a different platform. The update will replace the end-of-life software currently in use, with work scheduled to continue into 2022.

Member Programs and Services

Virtual Programs – The Exchange rolled out several virtual programs for members in 2021, including its signature *Delaware River 101* training and a follow-up course dubbed *Delaware River 102*. We also launched more targeted talks under the *Maritime Matters* umbrella, an educational series designed to provide timely, relevant updates to members.

Committees Foster Dialogue – The Exchange Maritime Operations Committee and Innovations Working group held regularly scheduled discussions designed to bring industry and government together to solve problems and find ways to improve operations. The Exchange also continued to administer the Cold Storage Facility Task Force, managing the annual independent audit of participating facilities and monitoring federal efforts to modify regulations.

In Closing

The Delaware River port complex closed out 2021 on an overwhelmingly positive note. This year is already poised for an abundance of continued growth, not just in cargo numbers but also world-class innovation. Our region has many state-of-the-art projects in store—including investments from the Infrastructure Investment and Jobs Act and offshore wind development. As our industry continues to modernize and advance, so will the Maritime Exchange. More than ever, it's an exciting time to be in the Delaware River maritime community.



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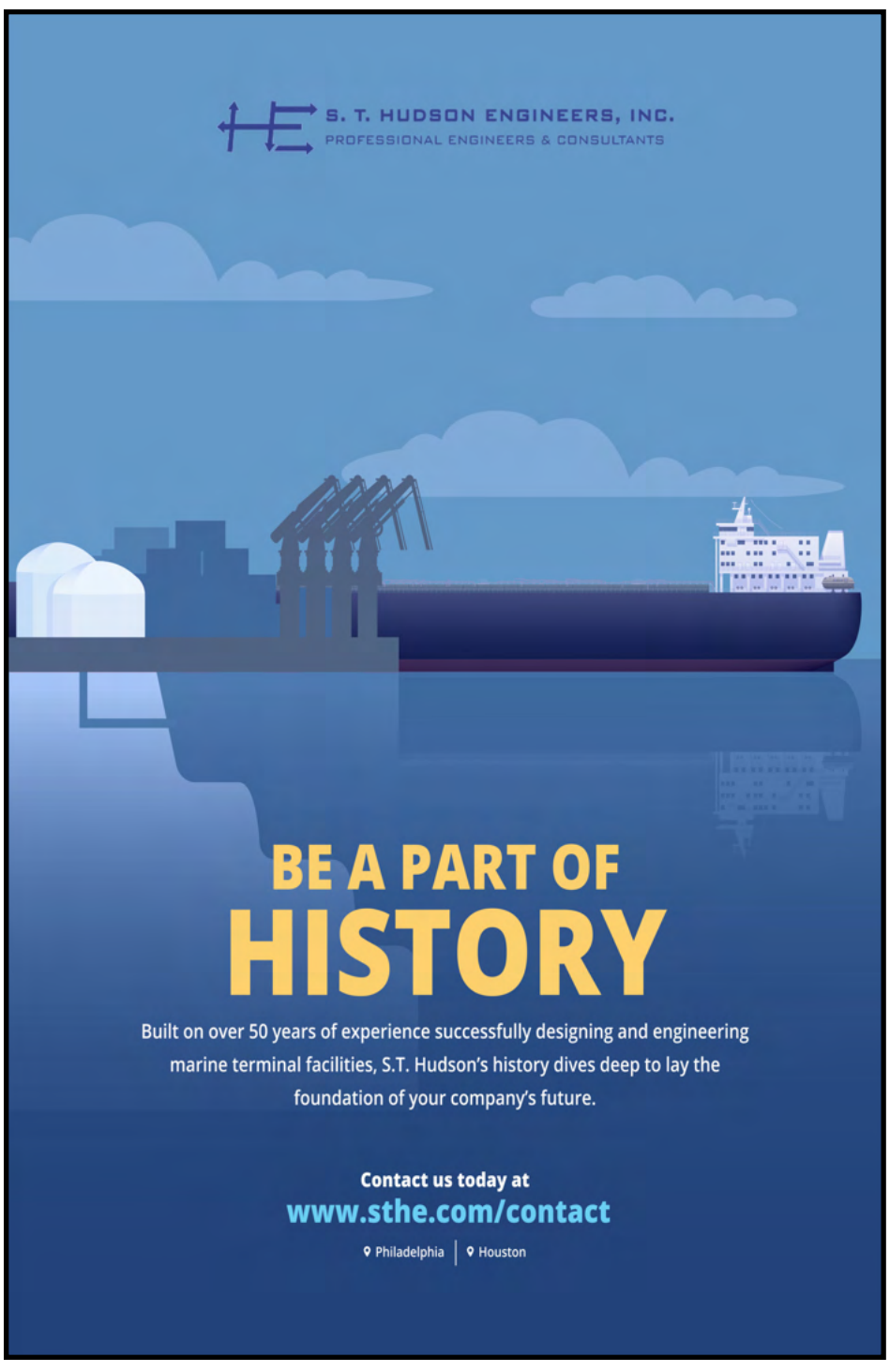
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Western Partners with USDA on Potential Alternative Fumigant

By: Miriam Borja-Fisher, Senior Business Development Manager
Western Fumigation



(l to r) David Kleinguenther-USDA-APHIS, Shannon Sked-Western, and Spencer Walse-USDA-ARS discuss the technical and operational aspects of eFume during the trial.

Winter in the Delaware River ports would not be the same without imported fresh produce filling our terminals and warehouses. The exponential growth in the volume of perishable imports since the 1980s continually demands new ways of handling and treating these foods to keep them flowing quickly and efficiently. American families have come to rely on imported fruits and vegetables during the winter, when domestic crops are not widely available.

While the 2021-2022 fruit season was particularly challenging not only for our region but for the nation as a whole, this did not derail Western Fumigation's plan to conduct a trial in April using eFumeTM—a promising, sustainable alternative to current fumigation treatments. Also included in the project were our colleagues at USDA, Holt Logistics, and the product manufacturer, Draslovka Services.

We are long-term partners in the perishable commodities industry. Our search for sustainable alternatives began over a decade ago and dates even further back to our co-founding of the Crop Protection Coalition and MBAO.

The Crop Protection Coalition hosts the Methyl Bromide Alternatives Outreach conference, Fumigation and Alternatives for Production, Storage and Trade. This was established in 1983 to foster the search for alternatives and to maintain the safe use of methyl bromide until viable alternatives are found. Western Fumigation currently chairs the CPC.

The April project was a proof-of-concept trial conducted by USDA-ARS's Dr. Spencer Walse and team, based in Parlier, Calif., in conjunction with Drs. Scott Myers and Mauri Hickin of the USDA-APHIS Massachusetts Lab and local staff including David Kleinguenther.

Dr. Walse has been working with Draslovka Services in California conducting trials on domestic citrus for export. He was very encouraged by the results of the east coast trial, made possible with the help of William H. Kopke, Jr. Inc., which supplied the pallets of grapes used in the trial.

"It was critical to determine whether this alternative would be operationally feasible since we only have access to the terminals for a specific number of hours during the night and have to be mobile and out of the way before normal port operations resume the following morning," said my colleague Bob Verrico, Service Manager for Western.

eFumeTM is currently undergoing EPA review for final approval. Concurrently, USDA-APHIS continues to conduct laboratory efficacy trials that are showing promising results as a potential drop-in alternative.

Shannon Sked, Western Fumigation Director, said, "With increased regulatory pressure on the fumigation industry, this novel chemistry offers a balance of security for the international supply chain while preventing accidental introductions of catastrophic invasive pest species at the same time. Although nothing is perfect, ethyl formate has a significantly lower human risk profile, is not a hazardous air pollutant, and is a GRAS (generally regarded as safe) chemistry. And let's not forget, it's showing really good efficacy on surface-feeding invasive pests."

While more research is needed, there is great promise in being able to ensure food security while protecting domestic agriculture at the same time. That combination is a really good deal! As a matter of fact, that is the mission of Western Fumigation.

"We certainly are grateful for our partners in this trial. This team effort is helping us to ensure our mission is met," Sked added.

Western sees the registration of eFumeTM as an all-around win for industry and regulatory agencies, allowing the sustainable flow of commerce and ensuring that Americans have access to nutritious food year round.

The next step is to conduct a large-scale operational trial that will allow USDA-APHIS to gather additional real-world data to establish a treatment schedule and lay out procedures for its field staff. We look forward to keeping industry informed of our progress.

WISTA gathers at Exchange



The Maritime Exchange was pleased to host members of the Women's International Shipping & Trading Association Delaware River and Bay Chapter as they gathered for an evening of networking and education. Chain.io founder Brian Glick led a discussion on the increasing role of logistics and technology in the transportation chain and shared strategies for avoiding the pitfalls and delays rampant in the shipping industry today.

AIS - ship data in real time

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schedules and reports, cargo manifesting, stowage information, and notices of arrival/departure.

"Each AIS update is loaded with complexity," Myhre said. "There is so much custom code and integration to bring all the data available through our system together through a single window. Providing a one-stop-shop for all pertinent data is one of the things that sets our AIS platform above others." Having staff available to answer questions and help solve problems on a 24/7/365 basis is another key ingredient in the Exchange's recipe for success.

Toggling the numerous feeds and map layers remains intact, and the system still includes vessel playback and track information functionality.

The real-time vessel position data and enhanced mapping capabilities are complemented by NOAA nautical chart information, the ability for users to add their own locations and track their own fleets, and multiple geofencing options. Users can determine who receives geofence breach alerts and under what circumstances—based on such variables as a target movement into a specified zone or its speed. Alerts can also be limited to a specific group of vessels.

In addition to providing real-time information to the community, AIS is an integral component of the Exchange's own efforts to monitor and report ship activity on the waterway. "We use the system constantly to keep an eye on anchorage congestion and provide the information needed to ensure vessels have a safe place to drop the hook," said Exchange MOL Account Manager Laura Miller.

The Exchange still maintains its own infrastructure, with AIS receivers located strategically along the Delaware, providing coverage of the entire port complex and full redundancy in the event a site is offline. Myhre noted that unlike many of the free systems, data is in fact real time, with no delays.

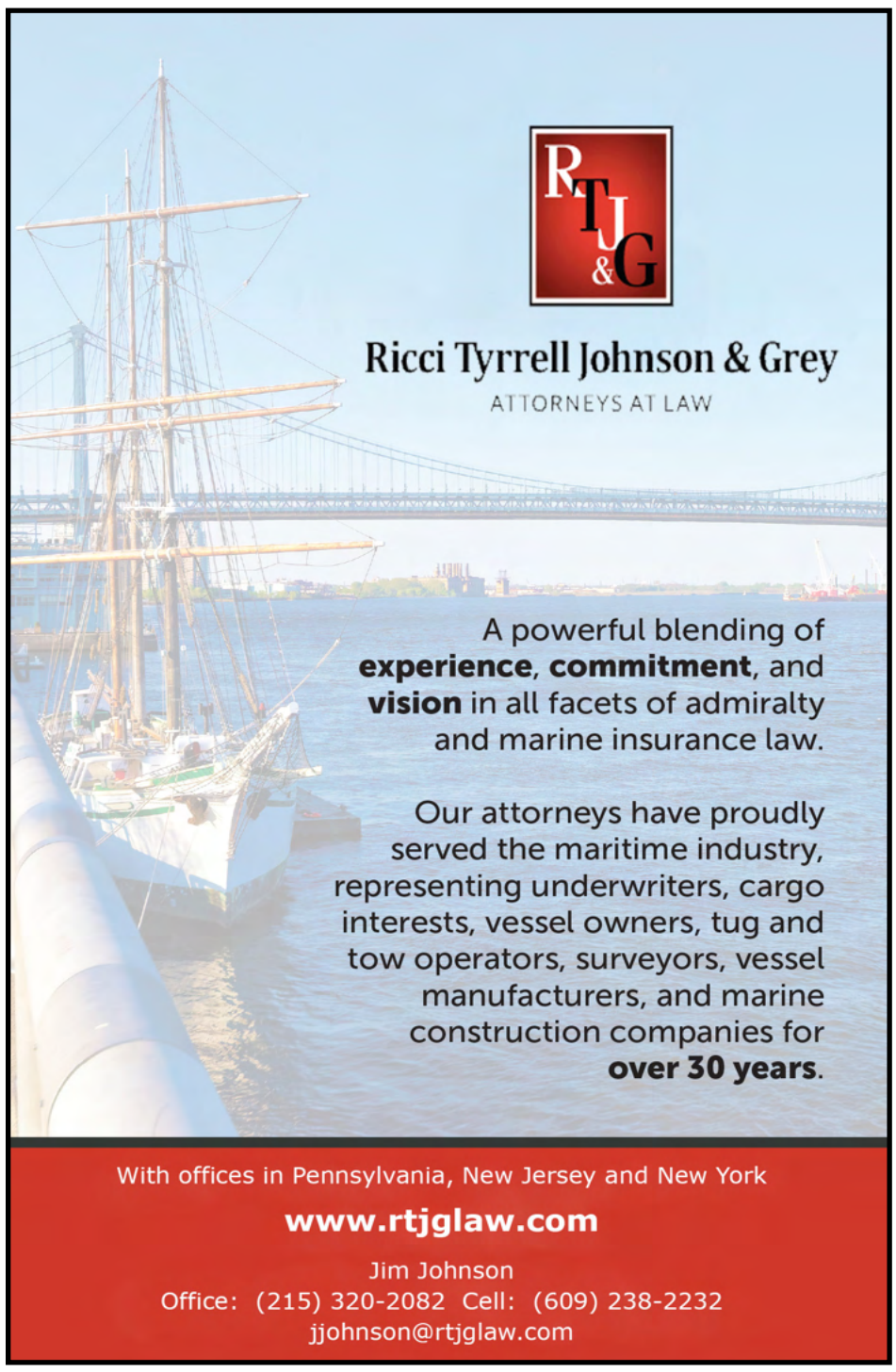
Yet a successful user experience goes beyond display and functionality. With that in mind, the Exchange is gearing up to enhance the system backend in the coming months. While this will be transparent to subscribers, the AIS backbone is what most affects system performance.

To learn more, please visit https://maritimedelriv.com/mol or contact Paul Myhre at ops@maritimedelriv.com.











The ripple effect of kindness

By: Christine Lassiter, Executive Director
Seamen's Center of Wilmington, Inc.

As many readers of *The Beacon* are aware, services provided by the Seamen's Center of Wilmington and the Seamen's Church Institute are critical to the morale of the seafarers arriving on the Delaware River. Most of the crews we meet serve contracts of nine months or longer and desperately miss home and family, especially now while the pandemic lingers and war wages on.

For all of us at SCW, it has been a joy to help these mariners, to have the opportunity to make friends with people from all over the world, and to know in some small way we have brightened their lives. The tiniest of good deeds spread a big message of kindness, thoughtfulness, thankfulness, and caring.

The generosity from the maritime and local community, individuals, and organizations are what allow SCW's ripple of generosity to continue. We are very thankful for the support we receive, and the mariners who pass through the ports of Delaware River are as well.

Thank you for your continued support!

Navigating diverse growth and change

Harbor Safety Conference to focus on a strong maritime industry

The Transportation Research Board and the Massachusetts Bay Harbor Safety Committee are excited to announce the 18th Biennial National Harbor Safety Committee Conference at the Boston Park Plaza in Boston, Mass. on June 13-15, 2022. The national conference continues to be one of the premier gatherings of waterways stakeholders from the private sector, government agencies, and academia.

The TRB partners with the U.S. Coast Guard to convene this vital marine national transportation event. The Massachusetts Bay Harbor Safety Committee is the lead host for the conference in 2022.

Harbor safety committees, like the Mariners' Advisory Committee for the Bay & River Delaware, are where waterways stakeholders gather to consider matters encompassing safety, security, mobility, and environmental protection of ports and waterways.

This three-day event enables committee members throughout the nation to come together to share best practices, discuss policy and regulatory issues, highlight solutions, dialogue with government agencies, and form relationships that enable a robust transfer of ideas in between gatherings. The conference typically draws between 200-300 maritime professionals throughout North America.

Topics to be covered this year include federal waterways policy and regulatory issues, competing usage of harbors and waterways, automation and autonomous technologies, cyber and security issues, coastal resilience and port infrastructure, maritime training and workforce development, harbor safety committee best practices, lessons learned from the COVID-19 pandemic, and more.

For more information or to register, visit https://trb.secure-platform.com/a/page/harborsafety.

Get cracking for Crab Feast 2022!

New location sure to be a crowd pleaser

The Ports of Philadelphia Maritime Society is pleased to announce that the 2022 Crab Feast will take place at National Historic Landmark Fort Mifflin. The site is one of the only remaining intact Revolutionary War battlefields, according to its website.

"The Maritime Society is not only bringing the Crab Feast to a different venue, but bringing it to one with strong ties to our maritime heritage," said Society President Nathan Hauser. "We're especially excited to introduce this important site to the many members of our maritime community who may not be aware of it or, if they are, haven't had an opportunity to visit."



Hauser said the venue will offer a host of amenities beyond the traditional eating, drinking, games, and camaraderie that have come to characterize the Crab Feast. "Fort Mifflin boasts panoramic waterside views, and our guests will be able to tour the facility, either on their own or guided, and have the opportunity to fire a cannon," he said. Others may appreciate its status as one of the most haunted sites in the nation, often featured in paranormal investigations.

After starting as a Revolutionary War garrison, the fort found a new calling as a military prison during the Civil War, and in World Wars I and II it continued to serve the country as a Naval ammunitions depot. Though the City of Philadelphia assumed ownership of part of the site in 1962, the U.S. Army Corps of Engineers still uses a portion of the grounds, making it the nation's oldest fort in continuous military use.

Mark your calendar

Also new for 2022 is that the event will be held on a Thursday. The Crab Feast will take place on the afternoon of September 15, 2022. As usual, the Russ Larsen Memorial Golf Outing—again at Springfield Country Club—will kick off the day.

Stay tuned for more information. Look forward to seeing you there!

Arrested ship, "M/V Ocean Force," 14 months in the Delaware finally out

By: Helene Pierson, Executive Director
Seamen's Church Institute of Philadelphia and South Jersey

On February 12, 2021, the "M/V Ocean Force" went to Big Stone Anchorage, after shifting from Wilmington, where the U.S. Coast Guard arrested the vessel for toxic chemicals on board. The local media captured stories of the crew, including a two-part story in *The Philadelphia Inquirer* and a deep dive into the crew by talented writer Rafael Alvarez for *The Village Voice* in New York City.

Thanks to the advocacy work of the Ukrainian Consulate and the International Transport Workers' Federation—the seafarer's union—the last seven members of the crew, who were mainly Ukrainian, received special parole into the United States because of the war in Ukraine.

The untold tale behind the story is, of course, the amazing work done by our dedicated and collaborative port community. The U.S. Coast Guard was at its finest overseeing the vessel with a spirit of human compassion for the crew stuck on board. The Seamen's Church Institute of Philadelphia and South Jersey continually tended to the human needs when "Ocean Force" traveled upriver for provisions in the first 11 months of the ordeal, and nearly every day at Pier 82 since the vessel arrived during a blizzard in late January. SCI provided free Wi-Fi, heaters, transformers when the boiler failed, haircuts, medical assistance including COVID-19 vaccinations, and more. "M/V Ocean Force" had



Moran Towing tugs maneuvered between Pier 80 and Pier 82 to begin towing for "Ocean Force" out of the Delaware River after over a year in port.

five different agents since it was arrested: Inchcape, Host, Gulf Harbor, GAC, and finally Norton Lilly. The Pilots' Association for the Bay and River Delaware provided periodic take-out meals, Christmas gifts, and even performed a goldfish rescue.

On the final day, the docking pilots, line runners, and tugs did an amazing job towing the "Ocean Force" downriver for its journey to the Bahamas. It took over 14 hours for the tow from Pier 82 to the end of the Delaware River.

Energy Transfer completes pipelines

continued from page 1

demand. Following several years of construction, the two new pipelines were completed this spring.

As the pipelines were built and their transport capacity continued to increase, Energy Transfer continued to revitalize and build equipment at the Marcus Hook Terminal, allowing more product to come through the facility for processing and storage before delivery.

While Sunoco and Energy Transfer previously exported some crude oil and refined products from the docks at Marcus Hook, there was no significant port business prior to the Mariner East projects commencing a decade ago. Ships were loaded with propane and butane at ambient temperatures from storage caverns at Marcus Hook rather than from pipelines, which was inefficient and took a long time.

Since 2016, as portions of Mariner East began to come online, more than 1,000 NGL ships have arrived at the docks at Marcus Hook. This reflects a five-year increase of 215 ships, starting from just 67 ships in 2016 to 282 in 2021, with more than 300 estimated to arrive throughout this year.

Fortunately, the NGL export business is only projected to grow from here. With final portions of the Mariner East pipelines to be commissioned this spring and potential expansion projects at the Marcus Hook Terminal, Energy Transfer's port business is poised to thrive for decades to come, maintaining a significant presence on the Delaware River.

Q&A with Grabois

continued from page 1

Q: How does the maritime industry, specifically within the tristate region, relate to your work?

A: The Delaware River maritime industry is of great importance and is very relevant to our day-to-day work, particularly with regard to the fresh fruit imports. The Delaware River region currently receives 52% of all Chilean fresh fruit exports to the United States, which totals over US $1 billion/year. Additionally, we have found that the current infrastructure and expertise of the local maritime industry have the potential to open doors to integrate the port as a future hub for a wide range of other products such as seafood, meats, and other refrigerated products given the capacity and cold storage that this region has. This region has also become an important receiver of lumber products from Chile.

We are very fortunate to have very close relationships with many key players in the maritime industry and support that has been the direct result of years of work and collaboration with Chile, a unique characteristic. Chilean fruit trade has been fortunate enough to work as a driver of the maritime industry, supporting economic development and jobs in the region through the high number of ships arriving in the winter months.

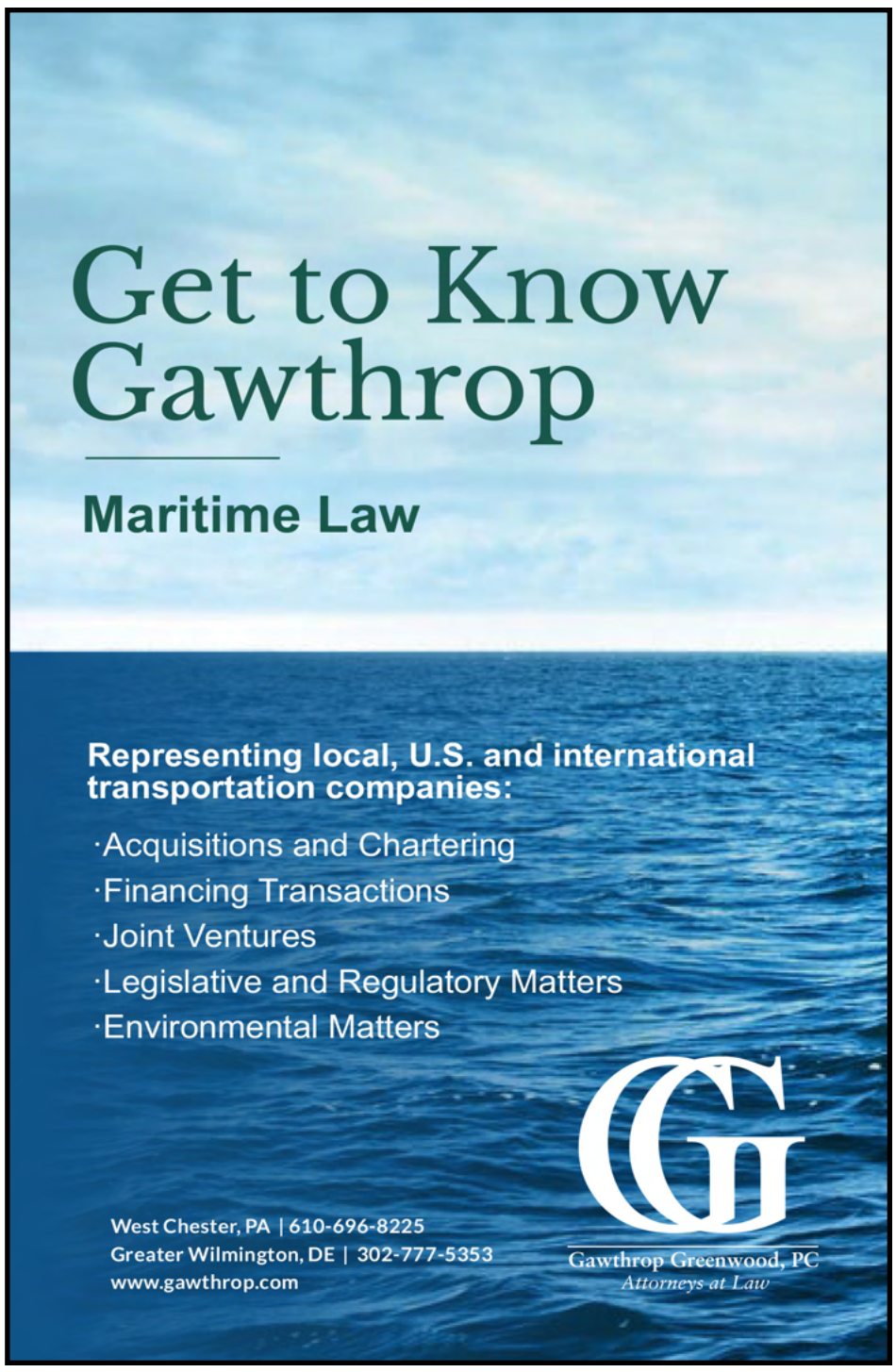
Q: What are some projects or initiatives in the works?

A: Our office has been working to develop its presence here through a variety of projects that look to highlight the strengths of Chile's export portfolio while also educating and creating opportunities for new companies and products to enter the market. A focus for us in the coming year is to develop tools and resources for small- to medium-sized companies, particularly those led by indigenous populations and women, to continue to foster an inclusive and diverse economic outlook.

Some of the activities we have planned include training sessions and focus groups with the Rutgers Food Innovation Center and a soft-landing and acceleration program for Chilean start-ups in the IT field. These projects share the goals of market preparation and guidance on key tips and local resource availability to incentivize their expansion to this region as they look to globalize.

Q: Why is the Delaware River region important to ProChile?

A: The Delaware River region is essential for ProChile in large part due to the know-how and experience of the region's key players in doing business with Chile as well as an openness to the attraction of new and innovative goods and services. The region has many factors that work in its favor for a Chilean company, namely the resources mentioned above along with a business community that not only recognizes Chile but also holds the country in very high regard, which can open many doors.



ICL and PSA Penn Terminals honored by Irish-American chamber



His Excellency Daniel Mulhall (second from right), the Ambassador of Ireland to the U.S., presented this year's Irish American Business Chamber & Network Ambassador Award to (l-r) John Brennan, PSA Penn Terminals, Conor Mowlds, Port of Cork, and Michael Mann, Sr., Independent Container Line.

On March 4, 2022, the Irish American Business Chamber & Network presented its Ambassador Award to Independent Container Line, PSA Penn Terminals, and the Port of Cork, Ireland at a ceremony at the Union League in Philadelphia. The award, named in honor of the Ambassador of Ireland to the U.S., recognizes and promotes achievements, raises awareness, and strengthens the position of Pennsylvania, New Jersey, and Delaware as a prime place for Irish and U.S. companies to do business and for local companies to learn more about Ireland's business opportunities.

Michael Mann, Sr., Vice President at Independent Container Lines, John Brennan, President and CEO of PSA Penn Terminals, and Conor Mowlds, Chief Commercial Officer at the Port of Cork, accepted the award, and representatives in County Cork, Ireland, joined the ceremony virtually to congratulate the recipients.

During his acceptance speech, Brennan commended Independent Container Line for bringing new business to the region. "In June 2020, two months after the start of COVID in this country, ICL stepped up with a direct call line, a new business venture, in a time when we all thought bad things were afoot," he said. "Not only did they do it, it was very successful, and it continues to be successful to this day."

"ICL is very honored to be participating in the trade between Ireland and the U.S. of $150 billion. We've been running a weekly transatlantic service since 1985 between the U.S. and Northern Europe," Mann said. "We were excited to offer the things that we pride ourselves on, our schedule of liability, our personalized service, and our customized logistics solutions . . . plus a pretty quick transit from Cork to Chester of 10 days."

Cork is the key Tier 1 seaport in the south of Ireland. ICL's service between the Port of Cork and PSA Penn Terminals in Chester, Pa. is the only direct route connecting Ireland to the U.S.

Marine Highway Program gets $14.8M boost

The U.S. Department of Transportation Maritime Administration recently announced the availability of an additional $14.8 million in funding, for a total of $39.8 million, for the America's Marine Highway Program (AMHP). MARAD also extended the application deadline to June 17, 2022.

In March, the Department announced the availability of nearly $25 million in grant funding for the AMHP through the bipartisan infrastructure law. MARAD has amended its FY 2022 Notice of Funding Opportunity to make all this funding available during the current grant application period.

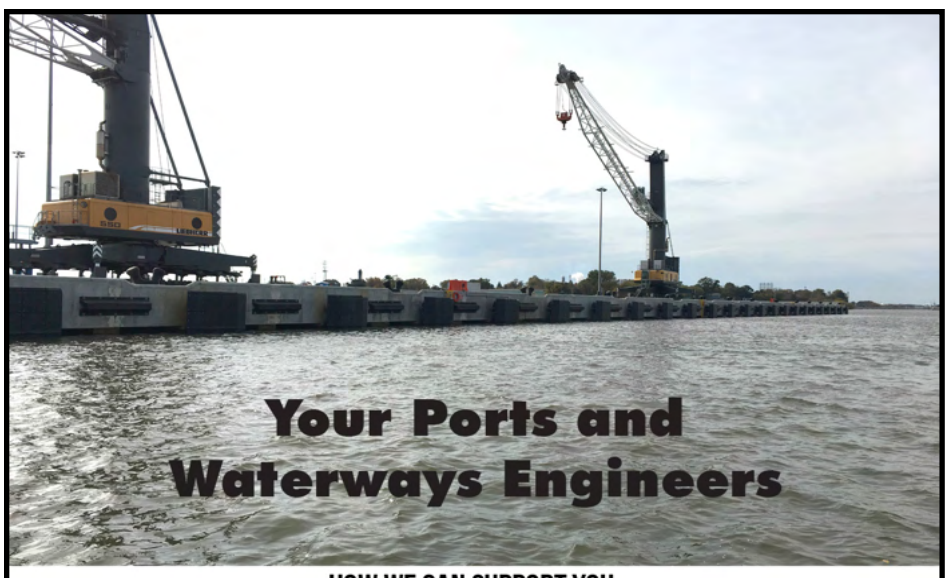
The America's Marine Highway Program supports the increased use of the nation's navigable waterways to relieve landside congestion, provide new and efficient transportation options, and increase the productivity of the surface transportation system. By working closely with public and private organizations, the AMHP helps create and sustain American jobs in U.S. ports, on vessels, and at shipyards, while also improving the nation's supply chains.

"Under the President's leadership, we are making a once-in-a-generation investment in our ports and intermodal infrastructure to move goods faster, strengthen supply chain resiliency, and reduce the climate impacts of port operations," said Acting Maritime Administrator Lucinda Lessley.

DOT recently expanded the marine highways program through the designation of a new marine highway route, two new marine highway projects, and the approval of one project designation extension. MARAD has extended the application deadline to June 17, 2022 in part so that these newly designated projects can prepare applications for funding.

To be eligible for a grant award, a project must have previously been designated as a Marine Highway Project by the Secretary of Transportation.

Applications for the grants are due on June 17, 2022 by 5 p.m. To review the Notice of Funding Opportunity, see https://www.federalregister.gov/documents/2021/05/24/2021-10914/notice-of-funding-opportunity-for-americas-marine-highway-projects.



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MSC adds new services to Philadelphia

Scan Baltic and Indus 2 give shippers new options



On the bridge of M/V "MSC Michaela" (l-r) CBP Insp. Damiani, Sean Mahoney and James Walsh from PhilaPort, Tom Holt, Holt Logistics, MSC Capt. Carlo Fortuna, Christian Holt and Phillip Holt from Holt Logistics, and CBP Insp. Mason.

In April, PhilaPort welcomed the maiden call of a new liner service to the Port of Philadelphia's Packer Avenue Marine Terminal. The container ship "M/V Cornelia" is part of Mediterranean Shipping Company's new Scan Baltic service.

This service gives U.S. shippers direct connections to Bremerhaven, Germany, Gothenburg, Sweden, and Klaipeda, Lithuania.

"A weekly Baltic call fits perfectly into our portfolio of services," said Jeff Theobald, Executive Director & CEO of PhilaPort. "MSC is the largest container shipping company in the world. It is also the #1 carrier in the Port of Philadelphia. Cargoes to and from Germany are important. However, we are also excited that Scan Baltic gives us access to all the other Baltic countries for cargos such as forest products and seafood."

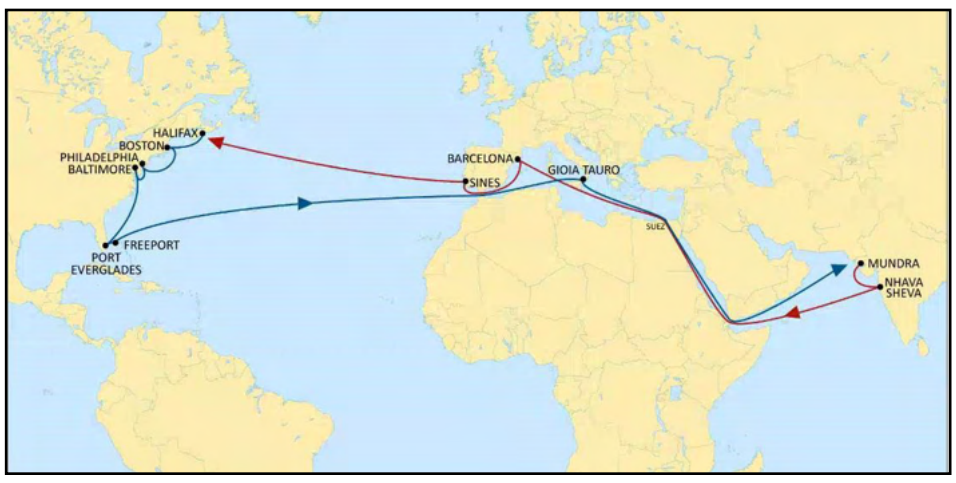
MSC's Indus 2 service also started in April, with the arrival of the 6,730 TEU container vessel "MSC Michaela" on April 27.

This service connects Philadelphia to India, Italy, Spain, and Portugal.

"Shippers want more efficient options, and this new India/Med service meets that need," Theobald said.

Philadelphia continues to play a major role in assisting international supply chains with alternate strategies to overcome worldwide logistics challenges.

"We are very thankful that we have additional capacity," said Sean Mahoney, PhilaPort's Director of Marketing. "We are adding space and equipment, which will allow many more services to call at the Packer Avenue Marine Terminal."



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Cocoa beans from West Africa to Philly



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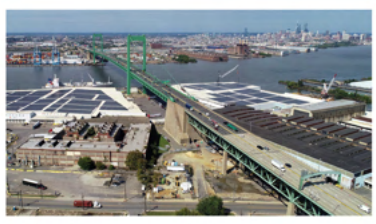
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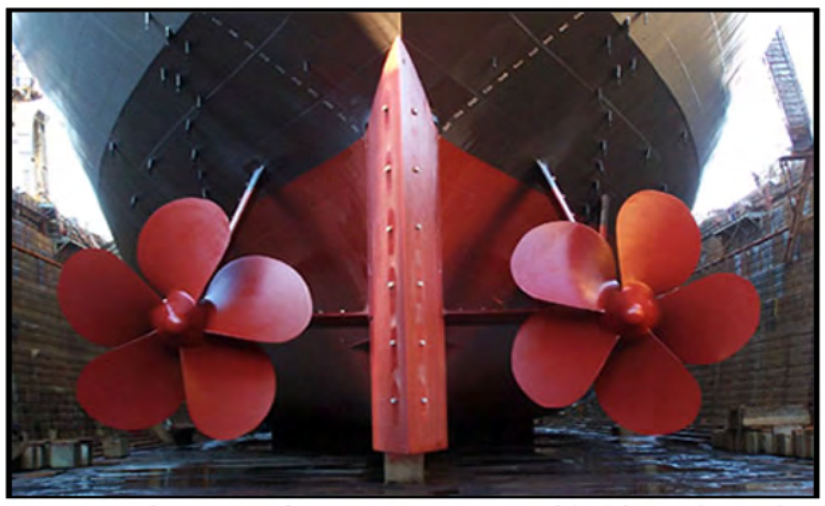
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Editorial

Information is power—always has been

The private sector in general, and the maritime industry particularly, has long known that having access to timely, accurate information is essential to successful operations.

The Exchange takes great pride in the fact that our organization was formed in the 1870s specifically to collect and share maritime information and has ceaselessly adhered to its critical mission in the nearly 150 years since.

The point is, data has real value, and our industry predecessors understood that. Yet just having information isn't enough. To realize the greatest benefit, information must be shared.

Law enforcement, public safety, and response organizations started to figure this out right after 9/11. We then added "actionable," to the list of adjectives used to describe critical information. "Actionable" is just as relevant in the maritime sector. For example, when the Exchange reports a vessel arrival time, shoreside partners can finalize schedules for tugs, labor, and a host of other services.

In many ways, the federal government remains in the dark ages. Granted, Customs and Border Protection included features like "secondary notify party" to its manifesting system in recognition of the need for information sharing among trading partners. It also added other participating government agencies to its Automated Commercial Environment. But for the most part, in the early days of automation and continuing today, many federal agencies, including CBP, build information systems in silos.

Only now has the federal government started to recognize that information sharing is a key solution to enhancing supply chain fluidity, not just during the current supply chain crisis but well after it is resolved. As you read in the last issue of this newsletter, the Federal Maritime Commission started its Maritime Transportation Data Initiative in December of 2021. Among other goals, MTDI is looking at gaps in maritime information exchange and how they might be filled.

On top of that, the Biden Administration launched its FLOW—Freight Logistics Optimization Works—program in March of this year. A data sharing initiative to pilot freight information exchange between transportation partners, FLOW is attempting to bring together diverse perspectives across the supply chain, both public and private.

Whether these new federal initiatives prove helpful remains to be seen. But the simple fact that the U.S. government recognizes the need to improve data sharing is encouraging.

At the Exchange, we understand that community systems work. We have built on our original ship reporting program over the last 30 years to add import cargo and crew/passenger manifesting, cargo stowage locations, and real-time vessel tracking. Late last year we added an export manifesting program to our Maritime On-Line network.

So imagine how surprising it was at a recent meeting to hear a high-level federal official disparage the idea that transportation businesses and organizations sometimes have to pay to obtain information.

Collecting, validating—especially validating—entering, storing, and sharing data takes substantial resources. Organizations like the Exchange and others in the business of providing information need to pay their people, install and maintain networks, and keep their lights on just like any other private or public entity.

If information is power, data has value. It is a commodity like any other, and the people who recognize this always have been and always will be well ahead of those who do not.

Celebrate National Maritime Day – May 22, 2022

Since first opening its doors nearly 150 years ago, the Maritime Exchange has ardently championed the Merchant Marine. Without it, the Exchange would not exist, as there would be no waterborne commerce on the Delaware River to promote or protect.

It took the U.S. Congress just a little bit longer to recognize the value and importance of merchant shipping. Only in 1933 did the Congress create a national holiday to celebrate and honor the Merchant Marine and to recognize the brave, hardy men and women who serve aboard merchant ships. The day also commemorates the 1819 voyage of steamship "Savannah" from the U.S. to England, marking the first successful crossing of the Atlantic with steam propulsion.

Today's Merchant Marine is facing commercial hurdles never seen previously. In times of war, the U.S. merchant fleet is called to serve its country, stepping in to support all manner of crisis operations. Yet even when the sailing is smooth, mariners are quietly going about their business to ensure cargo gets where it needs to go—frequently facing dangerous conditions and always far from home.

This year National Maritime Day falls on a Sunday. Please join the Exchange by taking a few moments to remember those who have served in the Merchant Marine in the past and salute the mariners so diligently working on our behalf today.

Letters

Thanks for a great ride



(l) Chairman John Reynolds and (r) Exchange President Lisa Himber presented Director Capt. Michael Nesbitt with a certificate of appreciation at the Exchange's March Board meeting following the announcement of his retirement from Energy Transfer. Capt. Nesbitt served on the board and the Executive Committee since 2010 and was active in the Exchange's Private Berth Dredging Committee. He also participated in the Mariners' Advisory Committee, national Navigation Safety Advisory Council, and International Convention on Standards of Training, Certification, and Watchkeeping. His fellow directors and the Exchange staff wish him well in his retirement and extend their thanks for his dedicated service to the organization.

At its March 9 meeting, the Maritime Exchange Board of Directors adopted a resolution acknowledging and thanking me for my service over the last 12 years. It was my last board meeting before retiring from Energy Transfer on April 1.

I was taken by surprise by the kind gesture, as it would be another three weeks before my final day at Energy Transfer. What I didn't have ready was a proper thank you and words to express my admiration for the board.

So much work behind the scenes comes from this organization that folks in this port may never know. The Maritime Exchange has always been there to assist when issues arise. The mission is all about improving the competitive advantage of the port in many ways, such as support of 45-foot channel, private berth dredging facilitation, pest control and dunnage issues, obtaining grants for the PORTS (Physical Oceanic Real-Time System) and other data gathering, and great support for the oil and gas industry. I certainly have known some of the sacrifice and dedication to that mission in support of this port.

What I would have wanted to say at the presentation of the resolution was that I was very proud to be associated with this board and the shared respect during this period. Please accept my heartfelt thanks to this family of professionals and best of luck in the board's continued success.

Mike Nesbitt

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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
240 Cherry Street, Philadelphia, PA 19106

General Average—Where a vessel owner asks the cargo owner to pay for his own mistake

Legal Ease

By: Stephen Galati, Esq.,
Shareholder, Mattioni, Ltd.

Recent maritime casualties, including the groundings of the "Ever Given" in the Suez Canal and the "Ever Forward" in the Chesapeake Bay, have brought the concept of General Average, an ancient maritime doctrine of which few are aware or understand, to public attention.

General Average is a principle of maritime law that essentially establishes that all sea cargo stakeholders (owner, shipper, etc.) evenly share any damage or losses that may occur as a result of voluntary sacrifice of part of the vessel or cargo to save the whole in an emergency. Its basis is that a party who has suffered extreme financial loss in order to save property belonging to others has the right to be compensated.

General Average was recognized by the U.S. Supreme Court as early as 1806. The Court held that the loss occasioned by cutting away masts and throwing goods overboard to lighten the ship in a storm, or money paid to redeem captured ship and cargo, are subjects of General Average. Ship, cargo, and freight all benefited, and therefore all must contribute. The principles, however, are thousands of years old. As recorded in the third century:

> It is provided by the *Lex Rhodia* that if merchandise is thrown overboard for the purpose of lightening a ship, the loss is made good by the assessment of all which is made for the benefit of all. —*Julius Paulus Prudentissimus, Opinions of Paulus (circa 230 AD)*

The owner must meet three requirements before declaring General Average: (1) a common, imminent danger or peril; (2) a voluntary sacrifice for the common benefit; and 3) the successful avoidance of the peril.

By declaring General Average, a vessel owner is asking the cargo interests to contribute to the costs incurred to rescue or save the vessel, which in turn are rescuing or saving the cargo. Payment contributions are made on a *pro rata* basis, reflecting the respective values of the vessel and cargo.

The General Average terms are generally outlined in a shipment's bill of lading. Typical costs for which the vessel owner seeks contribution include port of refuge expenses such as towage, pilotage, loading and unloading of cargo, repairs necessary for the successful completion of the voyage, collision and salvage expenses, and wages and provisions.

The expenses must be the direct consequence of the General Average act and will not include loss or damage due to delay, demurrage, loss of market, or deterioration of the cargo. In the case of the "Ever Given," lost revenue for the Suez Canal did not fall under General Average.

The most common cause of General Average adjustments is engine failure. General Average is permitted even if the casualty is caused by the negligence of the crew or fault of the ship. It is not permitted, however, if the owner did not exercise due diligence in making the vessel seaworthy at the commencement of the voyage. An unreasonable deviation, such as where the ship changes its voyage route to pick up additional cargo, is also a defense to a claim for a General Average contribution.

General Average adjustments are typically made according to a standard code of practice known as the York-Antwerp Rules, which are universally incorporated into bills of lading and charter parties. After declaring General Average, an owner will appoint a General Average adjuster, a neutral third party, to determine which losses qualify for General Average, the total cost of the incident, as well as the amount each party owes, etc.

Importantly, once General Average is declared, cargo owners will need to provide General Average guarantees, and any affected cargo will not be released to the cargo owner until the General Average guarantee has been provided. Typically, this guarantee takes the form of a bond or underwriter's undertaking from a cargo owner's insurance company; a cargo owner who does not have insurance may be required to make a cash deposit. This can be a great financial hardship, especially since the cargo owner



will not have his cargo. As an example, General Average was declared following the 2018 fire on board the "Maersk Honam," and cargo owners had to pay 54% of the cargo's value to get it released. This leaves shippers with uninsured cargo highly vulnerable to losing it, as the owner can hold the goods under lien until the deposit is paid.

The typical length of time for a General Average claim to be resolved ranges from two years to seven years.

Steve Galati is a shareholder with the law firm of Mattioni, Ltd., with offices in Philadelphia, Pa. and Swedesboro, N.J. He can be reached at sgalati@mattioni.com or 609-670-1192.

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Notes & News

Gawthrop Greenwood, which practices extensively in maritime and transportation law, is welcoming three new attorneys to the firm's offices in West Chester and Wilmington. Joining the team are Lauren A. Nehra, who clerked with the Delaware Attorney General's Office, criminal defense attorney Kelly Jurs, who is qualified in Pennsylvania to serve as defense counsel on capital cases, and Ellen B. Koopman, who draws on her professional experience as a public servant and an attorney representing public servants to assist a multitude of clients. Welcome aboard!

This year marks 100 years of operation for the **New Castle County Chamber of Commerce**. Happy Anniversary to NCCCC members and staff!

PhilaPort announced Ryan T. Mulvey is new Director of Government & Public Affairs. Mulvey comes to PhilaPort with fifteen years of management experience, having held chief of staff positions in both the Pennsylvania Senate and Pennsylvania House of Representatives. Mulvey also worked for the First Judicial District of Pennsylvania. Mr. Mulvey's extensive experience in the 5th Senatorial District and the House has well equipped him with the knowledge needed for his new role. Mr. Mulvey will be PhilaPort's liaison with federal, state, and local elected leaders and other public officials.

Congratulations to **Urban Engineers** on winning the Associated Pennsylvania Constructors Diversity Award. The award honors organizations that are champions in advancing diversity and fostering a culture of inclusion within their workforce, business processes, and in the communities they serve. . ". . .We believe that building a workforce through inclusion, acceptance, understanding, and respect of diverse cultures and backgrounds leads to fresh ideas, personal and professional growth for our staff, and ultimately, better projects and service to our clients," said President and CEO Kenneth R. Fulmer, PE. Well done!

South Jersey Port Corporation moved its corporate headquarters to the Camden waterfront. SJPC is occupying office space in the Ferry Terminal Building, just a short drive from the Balzano Marine Terminal. The new office will allow SJPC to consolidate the executive, engineering, administrative, and accounting departments into one location, providing better efficiency and meeting space for business development and administrative functions. The move will also meet future port operational and space needs.

The new address is:

2 Aquarium Drive, Suite 100, Camden, NJ 08103

Calendar of Events

05/11	**Maritime Exchange Board of Directors/Organizational Meeting**
05/12	**Maritime Exchange Maritime Industry Job Fair** Brandywine Plaza Hotel, Claymont, DE, 4:00 p.m. - 7:00 p.m. https://maritimedelriv.com/career Contact exchange@maritimedelriv.com
05/13	USCG/AMSC Managing Board Meeting 1 Washington Avenue, Philadelphia, PA, 9:30 a.m. - 12:00 noon Contact Glena Tredinnick, Glena.T.Tredinnick@uscg.mil
05/18	World Trade Center of Delaware Board Meeting
	British American Business Council of Greater Philadelphia International Networking and Major League Soccer Match, 6:00 p.m. - 10:00 p.m. Register at https://babcphl.com/
05/19	Ports of Philadelphia Maritime Society Annual Dinner Cescaphe Ballroom, 5:30 p.m. - 9:00 p.m. Register at www.portsofphilamaritimesociety.com
06/01	**Maritime Exchange Virtual HazMat Training** 9:00 a.m. - 4:00 p.m. Contact exchange@maritimedelriv.com
06/04	Seamen's Center of Wilmington Tug Boat Cruise Port of Wilmington, 5:30 p.m. - 7:30 p.m. Register at https://www.scwde.org/fundraisers.html#/
06/08	**Maritime Exchange Executive Committee Meeting**
06/09	Mariners' Advisory Committee Meeting Popi's Restaurant, Philadelphia, PA, 11:00 a.m. - 2:00 p.m. Visit http://www.macdelriv.org
	WTC of Greater Philadelphia Global Business Conference 1801 Liacouras Walk, Philadelphia PA, 8:30 a.m. – 12:00 noon Visit https://web.wtcphila.org
06/10	USCG/AMSC General Members Meeting 1 Washington Avenue, Philadelphia PA, 9:30 a.m. - 12:00 noon Contact Glena Tredinnick, Glena.T.Tredinnick@uscg.mil
06/14	**Maritime Exchange Innovations Working Group Meeting** 10:00 a.m. - 11:00 a.m. Contact exchange@maritimedelriv.com

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

