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Rochford recognized for service to industry



Exchange President Dennis Rochford (right) *addressed over 200 attendees on Nov. 6 at the "Friend of Chile" luncheon where he received the Marulli Lifetime Achievement Award. Rochford has lead the Exchange staff and championed Delaware River port businesses since becoming president of the organization in 1994. Also honored was Miriam Borja-Fisher* (left) *of Western Fumigation, long-time Chilean fruit trade advocate and active member of the Exchange's Agriculture Working Group.*

How does a community of engaged stakeholders thank a man for over three decades of unremitting activity to advance the shared cause of prosperity for a regional port complex?

The answer, this year, is to recognize him through the Chilean & American Chamber of Commerce Albert S. Marulli Lifetime Achievement Award.

"The Chilean & American Chamber of Commerce is proud to honor Dennis Rochford with this award," said CACC Chairman Robert Palaima. "Dennis' deep knowledge of public policy, wise counsel during periods of crisis, and 30-year work record in support of Chilean trade all directly contribute to the preeminent position our ports along the Delaware River enjoy with this valuable cargo."

At the same time, CACC honored Miriam Borja-Fisher of Western Fumigation with the "Friend of Chile" award.

CACC's Lifetime Achievement Award honors the memory of Albert S. Marulli, who dedicated 68 years of his life to establishing and advocating for the industry. Recipients are recognized for their activism in promoting improved commercial and trade relations between the Republic of Chile and the Greater Philadelphia region.

According to CACC Executive Director Christina Lista, "Dennis is an accessible, reliable, and involved advocate for Chilean trade, and our Chamber is grateful to have him as a . . . leader in combatting issues related to the industry."

The Exchange has worked tirelessly to benefit Chilean trade under Rochford's tenure as its president. Notable among these activities are opposing moving the marketing order for Chilean grapes from April 20 to April 10, participating in a national stakeholder coalition to work with USDA on user fee increases, and spearheading a local working group to improve CBP-Agriculture processing of perishable commodities.

"Chilean fruit is an important economic contributor to our ports, and Dennis has successfully developed the relationships necessary to keep this trade connection strong," said Maritime Exchange Chairman John Reynolds. "I cannot think of anyone who more deserves this award."

Rochford has fostered a partnership with Asociacion de Exportadores de Chile, known as ASOEX, in a program dedicated to promoting the safety of workers who handle Chilean grapes. Key to this relationship was the formation of the Delaware River Cold Storage Facility Task Force, a voluntary initiative managed by the Exchange which since 2011 has helped stave new EPA mandates.

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Small bump in PORTS® funding for FY20

"It certainly isn't everything we were seeking, but after so many years of effort, it's good start," said Maritime Exchange President Dennis Rochford.

Rochford and other industry stakeholders are buzzing about the $2.5 million funding increase for the Physical Oceanographic Real-Time System, known as PORTS.

"PORTS is an indispensable tool that augments the information used by professional mariners to make safe, timely decisions," said Jonathan Kemmerley, president of the Pilots' Association for the Bay and River Delaware. "It provides invaluable services to mariners and numerous other waterway users. These include real-time environmental observations, forecasts, and other geospatial information — such as water levels and temperatures, currents, salinity, atmospheric pressure, and wind — that inform vessel owner/operator and mariner decisions about ship transit times, safe under-keel and air-draft clearances, and cargo loading capacity, among others."

The system is a valuable decision-support tool that improves safety, efficiency, and coastal resource management. "Mariners rely on PORTS to plan transits, and in many cases, adjust in real time during transits," Kemmerley said.

PORTS serves a diverse array of users beyond commercial maritime interests, including municipal

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Interview with

Pennsylvania Congresswoman

Chrissy Houlahan



U.S. Rep. Chrissy Houlahan is an Air Force veteran, engineer, entrepreneur, and educator who is continuing her career of service as the first woman to represent Pennsylvania's 6th District in Congress. The freshman lawmaker has already shown herself as a strong supporter of the port industry, and The Beacon *recently took the opportunity to ask her about her key concerns.*

Q: You've said, ". . . I know firsthand that jobs are created and improvements are made to our communities when we invest in our infrastructure." Given that transportation is one of your key priorities, can you tell us what seaport infrastructure improvements you think would most benefit Pennsylvanians?

A: We need a major investment in infrastructure of all forms — roads, bridges, rail, ports, and energy infrastructure, among others. Infrastructure is the backbone of our economy and important for our national security, too.

During my private sector career, I was responsible for our global supply chain, and that experience taught me how one little logistics hiccup — a ship delayed by weather or a port closure or a truck that had to take a longer route due to construction — can impact your business.

Fast forward to my 10 months in Congress, and the issues I hear most about from my community are what you'd expect: we need improvements on the roads we drive . . ., we need extension of commuter rail further into Chester County and beyond, we need the structurally deficient bridges in our community rebuilt. As my community's representative, I'm supporting investments in this kind of infrastructure which is essential to our everyday lives while also thinking about the national challenges like cyber attacks on our telecom or energy infrastructure.

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Too much change for one year

The first thing all Economics 101 students learn is that the only constant is change. It's a basic truism of our existence, just like death and taxes.

In the business world, change can often be very positive, such as when we apply a new process to make employees more productive and diversify our workforce.

Equally as often, changes in the business climate are negative. Like when a top salesperson leaves for a competitor or a key customer closes its doors.

But the worst effects come during the transition time from old normal to new normal.

We've said it many times in these pages before, and we'll probably say it again. Industry simply hates uncertainty.

Since the trade war with China started over 18 months ago, the international trade industry has been plagued by uncertainty. First were the increasing metal tariffs. Initially set on a finite group of commodities, tariffs on goods from China were ultimately expanded to include almost all consumer products. Peppered in among the phased-in increases were threats of even larger percentages. A complex matrix of exclusions and processes to request exemption didn't help. And additional countries were added to the list; remember when we thought the Trump administration was going to wage an economic war on Mexico if that key trading partner didn't move to decrease illegal migration? The result: a stampede at the border to stockpile goods.

But that trade action never saw daylight, nor did the expected tariff increases against China in October. Yet due to the ongoing unpredictability, businesses have scrambled to find new markets, and potential investors — and potential customers — have all but disappeared.

Trade wars aside, our industry has faced change on numerous fronts this year.

Another looming crisis is the IMO 2020 mandate. The International Maritime Organization requirement to decrease the percentage of sulfur allowed in ocean carrier bunker fuels starting on Jan. 1, 2020 has been on the books for years, but — as is typical for new international mandates — the year leading up to implementation has been fraught with unanswered questions. What alternatives to high-sulfur fuel oils exist? Can scrubbers be cost effective? How much will low-sulfur fuels cost? Is capacity sufficient? Will carriers pass on additional costs and if so, to what extent?

These issues are coming to a head as the deadline nears. While it has become clear that shippers and beneficial cargo owners will face substantially higher costs to comply with the new requirement, the amount of the increase remains (you guessed it) uncertain.

The road is as murky as the water, as truck spot and contract rates are shifting as well.

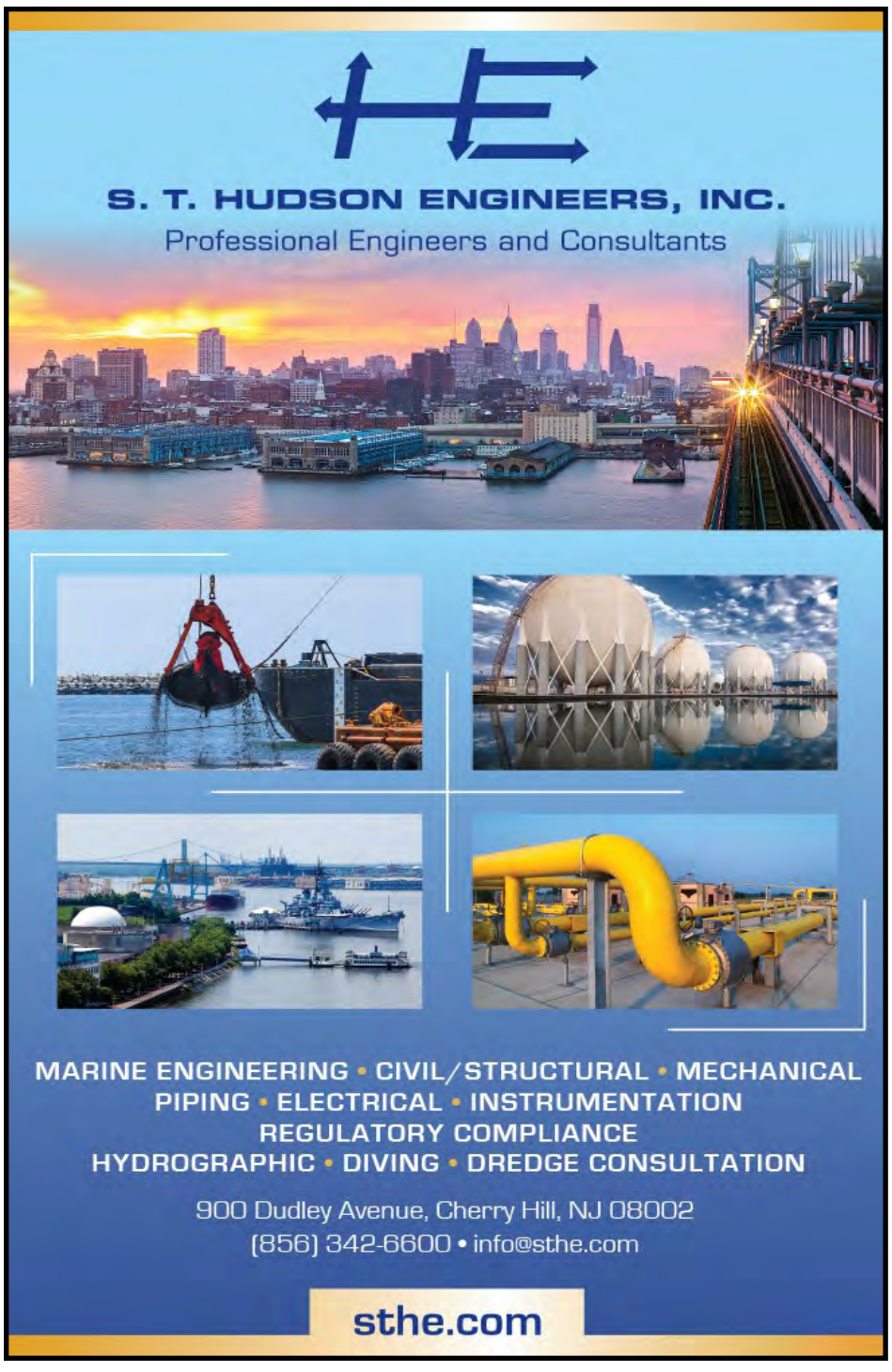
Bankruptcies among failed trucking lines and ocean carrier alliances have decreased competition and options for importers. For now.

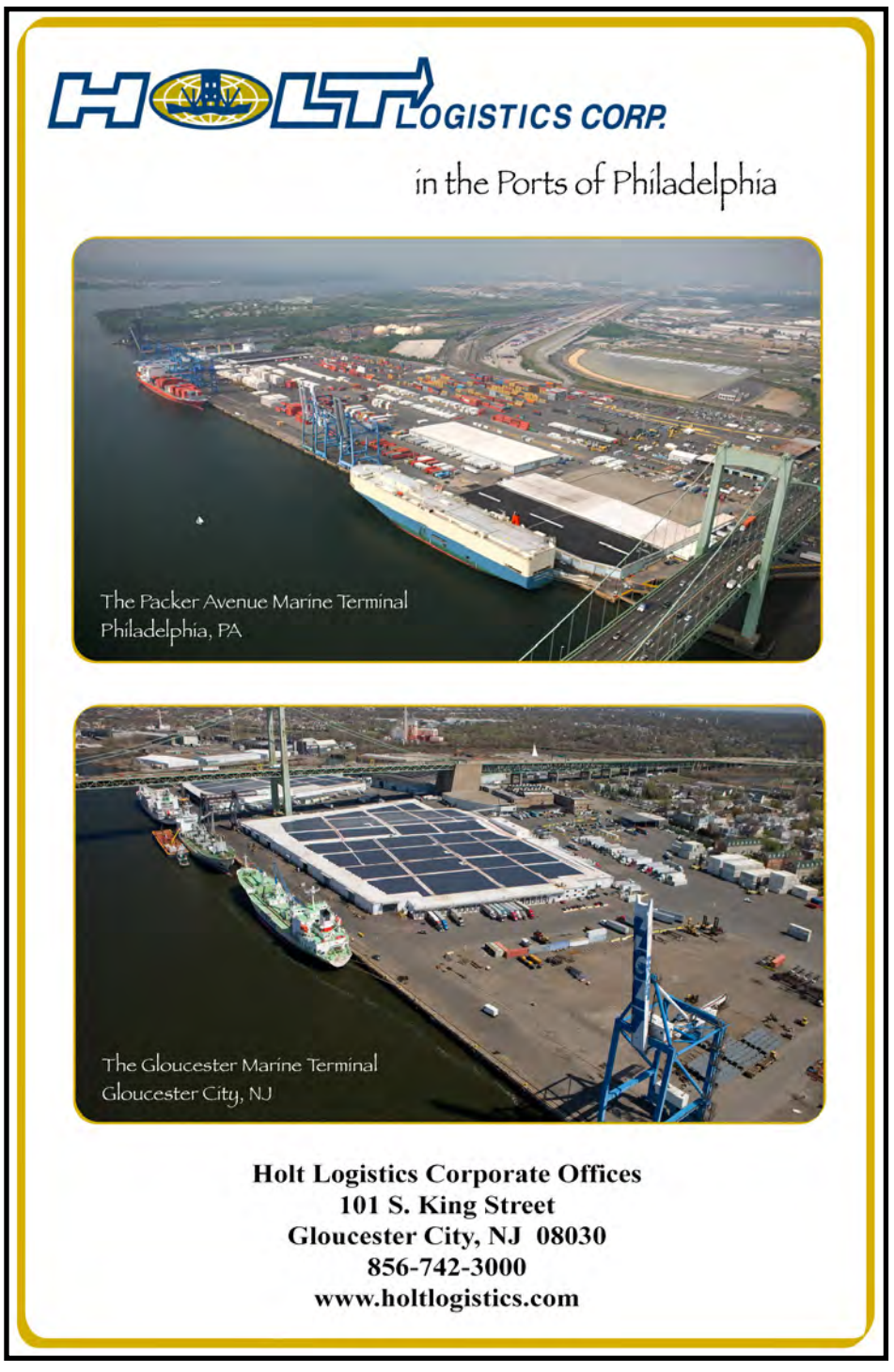
Back and forth. Up and down. To say this has been a difficult year for the international trade industry is a high-caliber understatement.

We know change is constant. But how about a bit of a break every now and then?

Here's hoping 2020 brings with it some stability.







Exchange adds export manifest to MOL offerings

"Given the Exchange's track record of providing user-friendly applications, Voigt Maritime looks forward to the integration of an export manifest piece," said Bill Knowlton, vice president at Voigt Maritime.

The Exchange couldn't agree more. "We are proud to announce the beginning of a long-considered, much-discussed, and finally approved export manifest system for Maritime On-Line," said Lisa Himber, the organization's vice president.

The Exchange postponed export system development for two primary reasons. "First was lack of consistency within the federal systems," Himber said. "Over the years, Customs and Border Protection and Census have launched several efforts aimed at capturing export data electronically, including the Automated Export System and the Vessel Management System. It seems the new system now under pilot test is going to stick."

Because Delaware River ports lean heavily toward imports compared to exports, lack of participant enthusiasm also drove the delay.

But increasing pressure on government agencies for electronic data filing over paper, coupled with a growing desire on the part of system users to automate processes, has propelled the project to a higher priority.

Since 1989, the Exchange TRACS system has been available for carriers to transmit electronic import cargo manifests to CBP. "The good news is that the export system looks much like TRACS, so the development life cycle should be relatively short," said Exchange Director of Operation Paul Myhre. "We expect to be participating in the pilot by the end of spring."

Once testing is complete and the system is certified, participants can begin sending live export data. Through the pilot, the Exchange and its users will have a say in what works and what doesn't as CBP finalizes its export system. "This will also give Voigt a voice in the development of the system with CBP," Knowlton said.

A key concern is that only container carriers are currently participating in the export system pilot. "Our participation will ensure the system accommodates breakbulk and bulk shipments without workarounds, unlike those the CBP import system requires," Myhre said.

When complete, users will have a single portal to file import manifests, export manifests, importer security filings, and stow plans.

"We are excited the Exchange is developing an export manifest component to complement its import side," said Moran Shipping Agencies Vice President Thomas Sullivan. "Having a single software provider that does both helps make our operation more efficient and allows us to serve our customers better."

TRACS is just one component available to data filers through the Maritime On-Line suite of applications. Others include the electronic advance notice of vessel arrival and departure, ship schedules and reports, a comprehensive vessel database, and real-time vessel tracking.

Contact Paul Myhre at ops@mxops.org to see what Maritime On-Line can do for you.

Pilots host PA delegation for river tour



In September, the Pilots' Association for the Bay and River Delaware hosted thirteen members of the Pa. House of Representatives Commerce Committee for a waterside port tour aboard the pilot launches "Delaware" and "Brandywine." The tour included stops at PhilaPort's Packer Avenue Marine Terminal, the "SS United States" docked at Pier 82, and the Philadelphia Navy Yard. Participating in the event were committee chairman Mark Keller (R-Perry), Mike Jones (R-York), Barry Jozwiak (R-Berks), Joshua Kail (R-Beaver), Marci Mustello (R-Butler), Martina White (R-Phila.), John Galloway (D- Bucks), Joe Ciresi (D-Montgomery), Malcom Kenyatta (D-Phila.), Jeanne McNeill (D-Lehigh), Chris Rabb (D-Phila.), Mike Driscoll (D-Phila.), and Margo Davidson (D-Delaware).

Welcome New Members

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Eddystone, PA 19022
610-353-1401
ejohnson@canopyprospecting.com

MITRE Corporation
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McLean, VA 22102
703-983-0544
jludvigsen@mitre.org
www.mitre.org

Moffatt & Nichol
2780 Lighthouse Point East
Suite D
Baltimore, MD 21224
410-563-7300
www.moffattnichol.com

The Water Resources Association of the Delaware River Basin
7 North Waterloo Road
Devon, PA 19333
610-850-9106
wraed@wradrb.org
www.wradrb.org

Individual Member

Jane O. Rowan

Himber named to NCC Chamber board

The members of the New Castle County Chamber of Commerce Board of Directors unanimously elected Exchange Vice President Lisa Himber to join their ranks beginning in January of 2020.

"This is a great opportunity for me and a big plus for Exchange members," Himber said. "Clearly the chamber is ideally suited to fostering positive economic change in New Castle County, and this can only benefit the county's three commercial cargo facilities — Delaware City Refinery, the Port of Wilmington, and Oceanport — and the many businesses which support them. I look forward to being part of that effort."

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Hammering away at undersea rock



Activity to finish the 45-foot channel deepening remains underway. During October, the Great Lakes Dredge and Dock Company used the dredge "New York" and a hydraulic hammer to remove rock pinnacles recently identified in the channel near Marcus Hook.

Meetings, meetings: Who can attend them all?

Business travel, staffing shortages, unexpected fires to fight, and countless other reasons prevent many maritime professionals from attending important meetings.

The Exchange is working to help in this regard by combining events whenever possible.

The Maritime Operations Committee and Agriculture Working Group are venues under which industry and government come together to address legislative, regulatory, and operational matters affecting ship and cargo processing. The dedication of both groups results in improved processes and resolution of challenges as they arise.

The two groups typically meet back to back as many of the attendees — and presenters — overlap.

This fall, the Exchange and CBP agreed to combine the Exchange committee meetings with CBP's quarterly trade meeting, which was met with much relief by members trying to juggle their schedules. "It's good to have the interaction between all the agencies and the trade in one room at one time," said George Sibley of J & K Fresh East. "It's beneficial to hear information that could affect J & K operations from agencies we don't normally deal with." Sibley also said an extra bonus is the chance to see old friends and catch up on industry news. He gives a big thank you to the Maritime Exchange for its involvement and willingness to jump in on behalf of the trade.

At the October meeting, discussions included CBP statistics, compliance alerts, and staffing resources. USDA addressed the invasive Spotted Lanternfly infestation and its effect on the port, and Coast Guard provided navigation news and discussed efforts to keep our port safe and secure.

"The Agriculture Working Group is an excellent example of a public-private collaboration that develops mutually-beneficial solutions that improve international trade compliance and grow business in the Area Port of Philadelphia," said Joseph Martella, CBP Port Director for the Area Port of Philadelphia. "These meetings provide us an opportunity to share CBP's latest national and local agriculture threat assessments and regulatory changes, while providing our trade stakeholders a voice to address any potential impacts that CBP enforcement initiatives and inspections have on their operations."

Attendees walked away from the joint meeting with a little more space on their calendars as well as confidence that with everyone working together, our port continues to grow successfully.

Exchange members are welcome to participate in the meetings. Contact Darleen Michalak or Beverly Ford at exchange@maritimedelriv.com for additional information.

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New maritime training center launches in October

The Citizens Bank Regional Maritime Training Center has officially opened its doors for business.

Local leaders, including Representative Mary Gay Scanlon (D-PA), Philadelphia Mayor Jim Kenney, and PhilaPort Executive Director & CEO Jeff Theobald joined Citizens Bank and the Collegiate Consortium for Workforce and Economic Development to celebrate the opening.

The center is housed in a former PhilaPort facility. "A 21st century port requires a 21st century approach to training our workers," Theobald said when the center was first announced. "We've seen tremendous growth at the port in recent years, and we hope this partnership will help that growth continue, allowing us to remain competitive while keeping our workers safe."

Citizens Bank Chairman & CEO Bruce Van Saun cut the ribbon on the new facility, located at 3062 South 61st Street in Southwest Philadelphia. He also announced an additional $75,000 investment to expand training opportunities for maritime industry personnel. "We are proud to support the Citizens Bank Regional Maritime Training Center and its continued expansion to serve the maritime industry," Van Saun said. "Providing the region with its first formalized maritime training program will help elevate the local workforce and drive economic growth."

The $75,000 investment adds on to the $100,000 the bank provided last year to create the center. The extra funding will help expand training for maritime industry personnel, including immersive classroom, simulator-based, and hands-on learning opportunities designed to improve safety, efficiency, and productivity.



Local civic, business, and port leaders came together on Oct. 3, 2019 for a ribbon-cutting ceremony to celebrate the official opening of the new regional maritime training center.

"With the official opening of the Citizens Bank Regional Maritime Training Center, we are making good on our commitment to expand opportunities at the port," Kenney said. "This investment will help support family-sustaining jobs and elevate our region's position as a leader in the maritime industry. Public-private partnerships of this kind are what make our city so special and serve as the key to our growth and prosperity."

The Collegiate Consortium for Workforce and Economic Development, which includes Bucks County Community College, Camden County College, Community College of Philadelphia, Delaware County Community College, Montgomery County Community College and Drexel University, developed the curriculum for the training center.

Another partner is Philadelphia Works, the city's workforce development board, which helped fund and has overseen training services at the center.

Among other things, the training helps workers become certified or recertified in operating motorized equipment routinely used in and around the port. To date, 45 people have taken training at the center, and more than 200 employees are scheduled to be trained through the fall.

Exchange welcomes new board member



The Maritime Exchange is pleased to announce that Andrew Saporito, recently appointed executive director/CEO of South Jersey Port Corporation, has joined its board.

Mr. Saporito spent the last 38 years at the Port Authority of New York and New Jersey. His latest position was as senior advisor–special projects in the Port Department, where he previously served as deputy director.

Mr. Saporito began his port authority career in 1981. He joined the Port Department in 1986 and held management positions in port sales, leasing, facility operations, and management.

In 2002, Mr. Saporito was named general manager of New Jersey marine terminals, managing the operations, maintenance, construction, security, environmental, and tenant service activities for the 2,400-acre complex. He became assistant director of business development in 2012, where he was responsible for leasing and property development, marketing and trade development, and the finance functions of the Port Department.

Mr. Saporito is a member of the Board of Directors of the Maritime Association of the Port of NY/NJ and the Operations and Cruise Committees of the American Association of Port Authorities. He received a bachelor of science degree in commerce from Niagara University.

Please join the Exchange in welcoming Mr. Saporito to the Delaware River port community.

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"USS Olympia" — Finding the Philadelphia sailors

By: John Brady
Executive Director
Independence Seaport Museum

In November 1921, the "USS Olympia" brought the World War I Unknown Soldier home from Europe. Over fifty of the sailors aboard the ship for that 1921 voyage joined the Navy in Philadelphia, Pa. Some were born in Philadelphia, others were immigrants, but all served with distinction.

The Independence Seaport Museum, which owns the "USS Olympia," is trying to find the families of the 1921 crew. We're doing so because 2021 is the 100th anniversary of the Tomb of the Unknown Soldier, and we want to make sure these family members are included in commemoration events.

The "USS Olympia's" muster rolls are housed at the National Archives in Washington, D.C., which provided a copy of the September 1921 crew list. We then cross-checked that data with veteran's compensation applications available on Ancestry.com, looking for sailors who joined in Philadelphia.

Gennaro DiGiovanni

DiGiovanni was the "USS Olympia's" bandleader. His 1934 application provided little-known information about the music maker. He was born in Naples, Italy on September 15, 1870 and immigrated to the U.S. in 1890. He was living at 1128 S. 15th Street in Philadelphia when he joined the U.S. Navy in 1892 and served on the "USS San Francisco" (1895-1898) and the "USS Texas" (1898-1899). While the date he transferred to the "USS Olympia" is uncertain, we do know he was aboard for the 1921 voyage. He retired from the Navy on February 4, 1924 at the Philadelphia Navy Yard.

DiGiovanni was a family man. He was married to Giovannina Varile DiGiovanni, and they had four children: Attilo, Edmund, Rita, and Gloria. Edmund followed his father into the Navy and served during World War II.

William Kunz

Kunz was another who served aboard the ship. Born in Philadelphia on January 4, 1898, he was living at 2830 North 25th Street when he enlisted into the Navy on February 12, 1919. His parents Adolph and Carrie were born in Germany. Adolph was a lager maker, and when William was two the family lived at 3043 Darin Street.

Kunz served on active duty for 30 years, retiring on March 1, 1949. He served as a pharmacist's mate second class aboard the "USS Olympia." Kunz was the guy you went to when you got sick.

Elmer Tomlinson

Tomlinson also served aboard the "USS Olympia" and joined the Navy at Philadelphia. He was born on October 5, 1890 in Wyoming. His parents, Thomas and Eliza, were born in England. Sometime between 1890 and 1917, the family moved to Chaleroi, Pa.;

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Maritime: A promising field for new talent

By: Haley Diamond, Manager, Women's Transportation Seminar

There are more than 1,800 men and women in the WTS maritime community that we have the honor of celebrating for this year's World Maritime Day. They work in academia, construction, engineering, environment, finance, marketing, planning, and operations, to name a few. Their fields are as diverse as they are.

The WTS mission to attract, sustain, connect, and advance women's careers to strengthen the transportation industry aligns closely with the International Maritime Organization's 2019 World Maritime Day theme: "Empowering women in the maritime community."

We spoke to Tori Collins, who focuses on program performance and compliance for the Office of Ports and Waterways at the U.S. DOT, Maritime Administration, about her career in maritime.

"Admittedly, it was by an act of providence that I was recruited to work with the Maritime Administration," Collins said. She lived and worked in Chicago before attending a federal job fair for VISTA and Peace Corps Alumni in Washington, D.C. What began as a great way to see old friends and network in July ended in a job offer in October.

In 2014 Collins began her career in maritime. "When I did my research, I realized that I knew very little about the industry, specifically how freight was shipped in this country and the overall importance of the ports as a key to the nation's economy." Now, five years later, Collins has settled in at the Maritime Administration, a place she describes as a ship and her role to be a good shipmate. "I understand how increasing opportunities for more funding at the port for infrastructure upgrades can trickle down to a small business owner in middle America."

Collins is a newer generation of maritime professionals. Lisa Himber, Vice President at Maritime Exchange for the Delaware River and Bay, has been on the scene since 1988. She shares in *The Beacon*, the Exchange's publication, her hesitation for this year's World Maritime Day theme in the article "What's that about 'empowering women?" She writes, "Does the scarcity of female maritime leaders result because the industry systemically allows only a select few women to reach that status, or is it that far too few young girls and women choose maritime as a career?" Himber presents a valuable question.

We followed up with Himber to better understand how maritime has changed and if "empowerment" is still the right benchmark. "I believe that women who enter the field today have a much better chance of advancing their careers than I did in the 1990s, just as I had more opportunities than the women who came before me in the 1980s," Himber said. "When I started, I met almost no women who were encouraged — by either families, friends, schools, or even government agencies such as Coast Guard — specifically toward maritime, and today it still seems that a relatively small number of women I meet were specifically counseled in this direction."

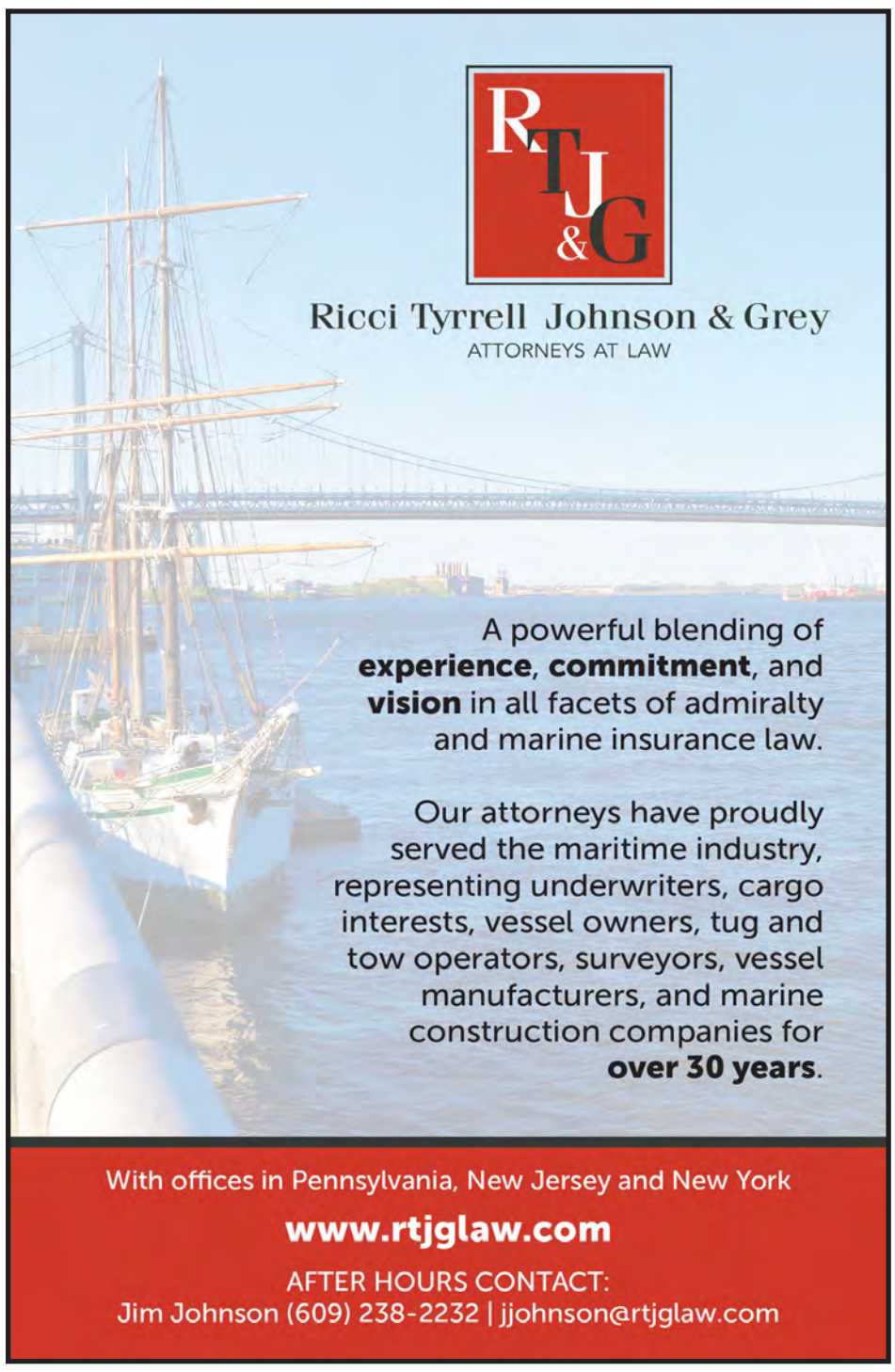
Collins, a success story for federal recruitment, told us "across the U.S., when visiting ports or attending industry conferences, I see more women represented and the role of women continues to grow in the shipping industry." Which creates a recurring theme: the need to recruit talent to the industry.

"Talent is equally distributed. Therefore, if women or people of color or other underrepresented groups aren't being encouraged to enter an industry or supported in their careers then you don't have the best people. You left some of the best people behind, and you'll be the poorer for it," Collins said.

In her article, Himber concludes by saying, "I'd elect to spend more effort educating the upcoming generations on the value of choosing maritime careers." In our follow up, Himber shared with us that such efforts are important, especially in a male-dominated field like maritime. "As an example, I attended a meeting just last week where of about 70 or 80 people in the room, only five were female. Some young girls may not realize how many options are available to them in maritime. Helping them to understand those options could have a huge impact."

To those young girls, Collins offers the following advice, "Explore as many opportunities as you can and think outside of the box when doing so! Maritime is one of the oldest industries. It incorporates a variety of opportunities. The importance of maritime for both commercial trade and tourism results in stable, well-paying jobs, and an increase in retirements due to an aging workforce creates new career opportunities."

The WTS Foundation itself was created to formalize our community's mission to educate and welcome young women and girls into the transportation industry. By educating them about the opportunities in maritime — from academia and construction to marketing and planning — we can genuinely "Empower Women."





Memories of the "N.S. Savannah"

The arrival of the "N.S. Savannah" at the Philly Shipyard several weeks ago triggered a number of long-buried memories.

I first heard about the "Savannah" as a cadet at Fort Schuyler in 1962. All the seniors who majored in nuclear engineering were excited about the chance to sail aboard her. Other than learning that the "Savannah" went on her maiden voyage in August of 1962, I heard little about the ship over the next few years.

My first real encounter with this famous ship was at sea in the Mediterranean around 1967. I was second mate aboard the "Biddeford Victory" for Prudential Lines, and we were sailing east in very hazy weather. As usual on a World War II ship, the radar was not working, and I did my best to keep a sharp lookout. To my surprise and shock, the "N.S. Savannah" came out of a fog bank and passed port to port less than one mile away. I wondered then — and still do — what was happening on her bridge with all that modern equipment that we met so close.

I would not see this celebrated ship again until McAllister Towing brought her up the Delaware from Baltimore and docked her at the Navy Yard. What a homecoming from when she was built by New York Shipbuilding in Camden, N.J. in 1961. While on the Delaware, she will be dry docked for maintenance and pre-decommission work, to include removal of nuclear support systems leading up to the removal of the reactor.

The "N.S. Savannah" was designed by George G. Sharp, and her nuclear reactor was manufactured by Babcock and Wilcox. The ship cost over $18 million to build, and her nuclear plant cost over $28 million. She was christened by First Lady Mamie Eisenhower at the ship's launching on July 21, 1959.

Her length is 596 feet, and her beam is 78 feet. The gross tons are 13,600 and deadweight 9,900 long tons. She could make a speed of 21 knots, and her range was 300,000 miles with her nuclear plant.

"Savannah" could carry about 60 passengers and about 60 crew.

The concept of the ship was not to make money but to serve as a "peace ship;" that is, she would serve as an ambassador for the peaceful use of atomic power. According to an Eisenhower administration statement to Congress, "The President seeks no return on this ship except the goodwill of people everywhere."

Many critics have since called the "Savannah" a failure. I believe it was a success as it demonstrated what was possible with nuclear power. During her active career, "Savannah" traveled 450,000 miles to 45 foreign and 32 domestic ports, visited by 1.4 million people in her function as an Atoms for Peace project.

I hope to get to visit her as soon as the public is again permitted aboard.



Rochford receives lifetime achievement award

continued from page 1

"We are pleased to enjoy a rewarding rapport with ASOEX and a productive relationship with EPA," Rochford said. "These strong connections have been instrumental in ensuring successive successful Chilean fruit seasons for Delaware River ports, and we must continue working in partnership to ensure workable international agreements are in place to safeguard this important trade."

Rochford's efforts to benefit Chilean fruit trade complement his determination to promote the port generally. His unflagging leadership through a maze of hurdles to complete the 45-foot main channel deepening is well known in the region. He has also opposed actions designed to restrict steel trade, supported federal funding for additional Coast Guard and Customs personnel, and promoted programs designed to improve navigational safety. Yet these are just a few examples of Rochford's many contributions toward ensuring a Delaware River maritime success story.

In recognition of his efforts over the years, Rochford has received numerous industry awards. Most recently, the Water Resources Association of the Delaware River Basin bestowed its 2019 Achievement Award on Rochford in April of this year. He has also received the World Trade Association Man of the Year award, the Seamen's Church Institute Spirit of Port award, the Ports of Philadelphia Maritime Society Man of the Year award, and the Port of Wilmington Maritime Society Babiarz Award, among others.

"Receiving the Marulli achievement award is quite an honor for me," Rochford said, "and I share it with my dedicated staff at the Maritime Exchange. I thank the CACC and community members for this acknowledgement of my years of service to the maritime industry."

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PhilaPort launches Southport Terminal

Purpose-built auto terminal first of its kind on the Eastern Seaboard



Officials from PhilaPort, Glovis America, and DVR, join Pennsylvania Gov. Tom Wolf (center) *at the Southport ribbon-cutting ceremony on Oct. 29, 2019. The event took place in the new 108,000 sq. ft. vehicle processing center.*

PhilaPort has accomplished something that has not been seen in Philadelphia for nearly half a century. It developed new maritime infrastructure from the ground up.

In October, PhilaPort launched its new 155-acre Southport Auto Terminal, situated directly adjacent to Pier 122 in South Philadelphia. "This is the first marine terminal built in Philadelphia in over 45 years," said PhilaPort Director of Marketing Sean Mahoney, "and the purpose-built design has made it the most efficient facility on The Eastern Seaboard."

Mahoney said that auto facilities in other areas have evolved over many years, making them a hodgepodge of non-adjoining space. "Southport was designed as dedicated contiguous acreage so cargo moves directly from the ship to the vehicle processing center along a straight line. Minimizing the number of turns dramatically increases efficiency and reduces risk to the cargo," he said.

The $110 million facility was included as part of Pa. Governor Tom Wolf's $300 million capital investment program for Philadelphia ports, designed to create jobs and double capacity. Other projects funded under the program included new cranes at the Packer Avenue Marine Terminal and improvements to the main on-dock warehouse at the Tioga Marine Terminal (*see related article, page 11)*.

"To compete in global markets Philadelphia needs world class facilities," said PhilaPort Executive Director and CEO Jeff Theobald. "With the opening of the Southport Auto Terminal and the improvements made at the Packer Avenue Marine Terminal, we now have facilities that can compete with any port facilities on the East Coast."

Operated under a partnership between Glovis America, a subsidiary of Hyundai, and Delaware Valley RoRo, the site currently handles 200,000 Kia and Hyundai autos per year. The new facility expects to grow that number to over 350,000. It can accommodate 24,000 cars at any one time, which increases to 35,000 when factoring the overflow capabilities at Pier 122 and activity at the 108,000 sq. ft. vehicle processing center.

"PhilaPort estimates that the Southport facility will be responsible for about 100 ship calls per year," said Maritime Exchange President Dennis Rochford. "That's not only great news for Philadelphia, but every new ship call to one facility produces an economic multiplier that benefits the port business community as a whole." A 2018 study commissioned by the Exchange found that automobile imports generate about $65 million in business revenues for the region each year and account for 555 jobs per ton. Auto imports by ton have increased nearly 200% since 2010.

Engineers raised the facility about 4.5 feet, bringing the terminal above the 100-year floodplain. Mahoney said "This is huge for Glovis and Delaware Valley RoRo. Given the value of the cars stored here at any time, keeping them above the floodplain translates into substantially lower insurance costs to the vehicle processors."

"Our strategy of developing a mega auto facility is now accomplished," said Glovis Chief Operating Officer Scott Cornell. "This facility will support Hyundai Motors, Kia Motors and Tesla now and well into the future."

The Southport terminal is served by two Class I railroads, NS and CSX, with additional service supplied by CN. Though the Hyundais and Kias come primarily from South Korea, about 25% arrive from Mexico. Offloaded and processed in Philadelphia, the cars are destined to locations from Virginia to Maine.



PORTS funding critical to waterway protection

continued from page 1

planners, private and public response organizations, academia, and water resource agencies. Among other critical activities, the system supports coastal resource protection, municipal and county waterway planning, and drinking water resource management.

From the maritime stakeholders' perspective, two key issues are at play. "First is that federal funding has not kept pace with system expansion or upgrade needs," Rochford said. "No less important is the fact that the federal government has yet to recognize its own responsibility to fully fund the system."

Today, PORTS users nationwide are responsible to pay for ongoing system operation and maintenance of their own systems, while NOAA funds the underlying databases and quality assurance processes. As reflected in the recent Hydrographic Services Review Panel report, stakeholders see this approach as impractical, untenable, and unsustainable given that there is not often a readily identifiable and isolated beneficiary to take responsibility for system maintenance.

Rather, since PORTS protects a federal channel, the Maritime Exchange and others throughout the U.S. believe federal dollars should fund the entire system, just as the Army Corps of Engineers maintains channel depths and the Coast Guard maintains aids to navigation.

According to Big River Coalition Executive Director Sean Duffy, "The Lower Mississippi River PORTS system is critical to mariners and [others] who utilize the real-time information to promote navigational safety along the nation's busiest waterway, where annually more than 500,000 barge and 20,000 ship movements occur. The Big River Coalition believes NOAA should be funded to fully maintain the PORTS sensors as part of a national strategy to modernizing our infrastructure."

The Exchange and its partners are seeking a budget increase of $10 million per year. Rochford said that when talking about federal budgets, $10 million is a "rounding error" for many departments. "But this small funding increase would allow NOAA to accomplish several major objectives necessary to ensure that PORTS remains viable well into the future," he said.

First, it would reduce the maintenance backlog on existing equipment. The additional funds would also modernize the nearly 30-year-old system, ensure a consistent, current platform across the nation, expand PORTS to other locations and upgrade services, and resolve inconsistent funding of PORTS operations and maintenance throughout U.S. waterways.

"NOAA has done tremendous work with its constrained financial resources

continued on page 10

Penn Terminals under new ownership

Penn Terminals came under new ownership in September when PSA International Pte Ltd finalized its purchase from Macquarie Infrastructure Partners. The Delaware River facility is a privately owned, multipurpose marine terminal in Eddystone, Pa. created in 1986 from a previous Philadelphia Naval Shipyard property.

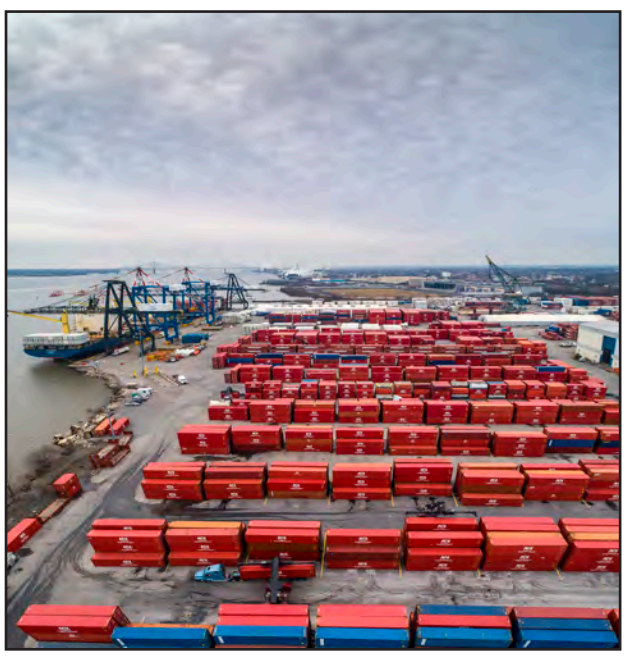
The 80 acres of terminal, warehousing, and stevedoring services enable the port to handle container, perishable, project, super sack, steel, pipes, forest products and other break-bulk cargos.

PSA is a global port group with flagship operations in Singapore and Antwerp — its portfolio comprises a network of over 50 coastal, rail, and inland terminals in 18 countries. In North America, PSA also operates Ashcroft Terminal, British Columbia's largest inland port facility, and Halterm Container Terminal.

"This acquisition represents PSA's very first foray into the USA. We are delighted to embrace Penn as the newest member of the global PSA family and to be able to participate in its continued growth and expansion," said Tan Chong Meng, Group CEO, PSA International. "We are committed to partnering with the state of Pennsylvania, customers, staff and the local community, as well as key stakeholders to augment Penn's capabilities and connectivity in order to better serve the needs of shippers and receivers in the greater U.S. Mid-Atlantic region and beyond."

"Since we acquired Penn Terminals in 2008, we have worked closely with the Penn management team to reliably, safely, and efficiently handle customers' cargo," said Karl Kuchel, CEO of Macquarie Infrastructure Partners. "We are proud of the growth that Penn has achieved under our ownership and look forward to seeing this continue under PSA's ownership."

The port recently increased its handling capacity with the addition of two new Post-Panamax ship-to-shore cranes in late 2018, bringing its total count to four. With approximately 2.85 million cubic feet of on-dock reefer warehouse space, Penn Terminals is a key component of the cargo handling infrastructure of the Delaware River.



GT USA Wilmington: One year later



GT USA Wilmington first anniversary celebrations at the Port of Wilmington.

By: Kathryn Bradley, Head of Communications
Gulftainer USA Wilmington

In the fall of 2018, Gulftainer and the State of Delaware signed a 50-year concession agreement for GT USA Wilmington (GTW) to operate the port, make improvements to the existing infrastructure and operations, and to build a new 1.2 million TEU container facility at the nearby Edgemoor site.

On October 3 this year, GTW marked its first year as operator of the port. "To say we've hit the ground running is probably an understatement," said Eric Casey, CEO of GTW. "We began making improvements almost immediately, and this has resulted in benefits to the port, its customers and, of course, the wider economy," he added.

The initial program of civil works has been mostly completed. This included the refurbishment and re-enforcement of berths 1-6 and the extension of rail for the ship-to-shore cranes from berth 3 to berth 6, greatly expanding the versatility and resilience of the berths. All these projects finished on time and within budget. Notably, the berth 6 project was finished a full nine months ahead of schedule.

The phased upgrade to the roofing of warehouses A, B, and C and the installation of additional racking for palletized cargo not only increased capacity, but more importantly improved safety and security of that cargo. These initiatives were completed by August 2018.

Moving forward, improvements to upgrade the container yard capacity from 350,000 TEUs to 600,000 TEUs, as well as additional capacity for roll-on roll-off cargo, are on the horizon. A new gate design is under way, and we are currently working traffic modelling to ensure we continue to improve traffic flow to handle the expanded capabilities of the port.

In addition, plans for new dry and reefer warehouses are currently out to bidders, and demand from customers has caused us to evaluate additional warehouse expansion.

New cargo handling equipment has been purchased, including 9 x 41-ton KoneCrane Rubber Tired Gantry cranes and 3 x 45-ton Reach Stackers, 16 terminal tractors from Terberg Tractors Americas along with 30 x all-electric forklift trucks and new lifting gear to support bulk and palletized operations. This fuel-efficient, low-emission equipment has been introduced in a phased manner throughout the year from mid-June, with the subsequent deliveries scheduled before the first quarter of 2020.

In addition to physical infrastructure improvements, training and cross-training of the legacy workforce to upgrade skills, implementation of the new terminal operating system technology, and a new focus on health and safety have begun. This training has had a direct effect on the productivity at the port, which has shown a 33% improvement since the start of year and, most importantly, seen a 25% fall in recorded lost time incidents. In October GT Wilmington commenced stevedoring operations on all container cargo and the majority of dry bulk and breakbulk cargo.

GTW, along with our parent company Gulftainer, has always worked to be an environmentally responsible company, so we have met on numerous occasions with the Department of Natural Resources and Environmental Control to have the port operate in an environmentally friendly manner.

Obviously as the upgrades have taken effect, we have been able to translate that into additional and new business. As a consequence, we have increased our handling of bulk cargo products, including the largest wind turbine blades seen at the port, Antares Rocket boosters for NASA, roll paper, lumber, and steel barges.

Future expansion by GTW includes the construction of a brand-new dedicated container terminal at the old DuPont site at Edgemoor.

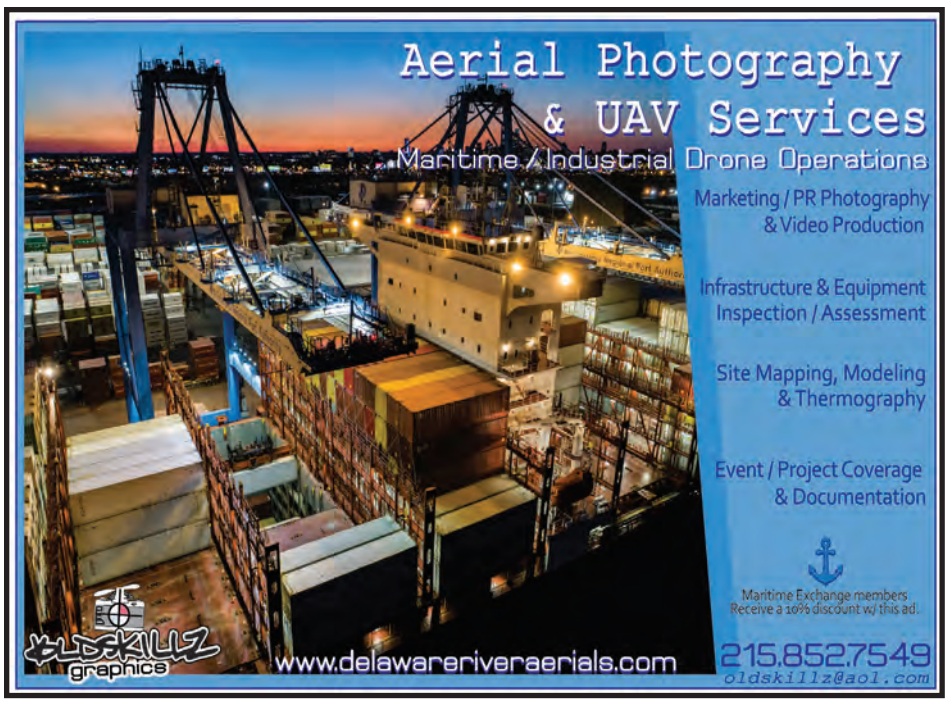
"We are extremely proud of the accomplishments in our first year of operations. We have improved the port's operations, achieved significant milestones, and are on track with the port's major expansion," said Eric Casey.



Repauno Terminal close to startup



The first dock at the Repauno Port & Rail Terminal is nearing completion. Located at river mile 86.5 on the Delaware River in Gibbstown, N.J., the multi-purpose, multi-product dock is designed to handle energy products, roll-on/roll-off, project cargo, bulk cargo, warehousing, and logistics. The river at this location has been dredged to 41 feet.



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Q & A with Houlahan

continued from page 1

Q: What options exist to fund those improvements?

A: The bottom line is these efforts are expensive, but worth it. I'm open to any and all smart ideas about how to fund them. I recently helped pass the Full Utilization of the Harbor Maintenance Trust Fund Act, which works to ensure that any money collected into the Harbor Maintenance Trust Fund is spent on our critical port and harbor needs.

I'm also supportive of legislation called the Climate Action Rebate Act. This bill would impose a fee on carbon emissions and reinvest that revenue — some of the revenue would go towards supporting lower-income families who are hit hardest by any regressive tax while some of the revenue would go towards infrastructure investment. It's creative ideas like this that we need to lift up because we can no longer say that as a nation we can't afford to invest in infrastructure. For our working families, for our economy, for our national security, we can't afford NOT to.

Q: You are equally well known as a champion of small business and job creation. What is Congress doing to support small businesses in the maritime industry and elsewhere?

A: Small businesses are critical to any supply chain. I see one of my jobs in Congress as lifting up the successes of our small business community so that we can all learn from them while also using my voice and vote to change policies that are holding small businesses back. For example, I am working on legislation called the RAMP for Innovators Act. This bipartisan bill is about improving the SBIR/STTR (the federal government's small business investment programs) to help businesses bring their research and ideas to market. I'm also working through the Small Business and Armed Services Committees, on which I sit, to ensure that our small business contractors can meet the security and certification requirements — especially around cybersecurity — needed to do business with the government.

Q: As a member of the newly inaugurated, bipartisan Future of Defense Task Force, you will, among other activities, assess national security innovation to meet emerging threats. What advice can you give maritime stakeholders to help them ensure that seaports are given parity with land border ports and airports?

A: I'm really excited about the opportunity to serve on this bipartisan task force, which is really trying to get out of the annual budget cycle to think about the long-term national security challenges and opportunities we face. The way we engage in warfare is evolving: our adversaries are investing in new technology and frankly, we aren't matching them. We have to ask the tough questions about what we can do without in order to make room for investment in the future. But some things won't change — power projection through our sea forces will still be critical even as we start to explore the newer domains of cyber and space, and the vast majority of international commerce will continue to depend on the security and efficiency of our seaports. And the maritime industry will always be an essential component of our forces' logistical tail. I would encourage the maritime industry to join us in the conversation about the way our adversaries' tactics and strategies are changing and to work closely with us on meeting those threats.

PORTS funding

continued from page 8

in developing and implementing the PORTS program around the country," said Jim Walker, director of navigation policy and legislation at the American Association of Port Authorities. "Flat funding for a decade is a tremendous challenge."

Stakeholders have long tried to work with Commerce Department budget writers and members of Congress to increase PORTS funding. While some in Congress have been supportive, efforts to gain the backing necessary to increase the budget have fallen well short of the mark.

Until now.

In its FY20 report, the Senate Commerce, Justice and Science Appropriations Subcommittee added $2.5 million to the PORTS budget to continue the "expansion of the PORTS network, which is now in place in 33 locations . . ."

"AAPA appreciates Senate Commerce, Justice and Science Appropriations Subcommittee Chairman Jerry Moran and Ranking Member Jeanne Shaheen on the PORTS program funding increase for FY 2020. We will be advocating for this funding in the upcoming conference committee negotiations," Walker said.

"The old adage, 'if you think safety is expensive, try paying for an accident' applies here," Duffy said. "Maritime futures are linked to larger vessels, and increasing real-time sensors providing air gaps, current, water-level, and visibility information represent sound investments. The coalition is proud to work with the Maritime Exchange and other navigation interests to advocate for increased funding for the PORTS program and is hopeful that the $2.5 million increase is confirmed via the federal appropriations process."

Rochford said the $2.5 million increase is a very positive first step, and he hopes it paves the way for other meaningful changes.

PhilaPort breaks ground on new on-dock forest products warehouse

Tioga Marine Terminal makes space for new customers



The future forest products warehouse at PhilaPort's Tioga Marine Terminal.

PhilaPort recently broke ground on a new $12 million warehouse at its Tioga Marine Terminal. The 100,000 sq. ft. on-dock warehouse will include unique features to facilitate the handling of forest products. These include indoor loading for ten rail cars and truck loading docks and clear-span staging areas with extra-high ceilings.

"One of PhilaPort's strengths has always been forest products,"said Jeff Theobald, PhilaPort executive director & CEO. "This new warehouse will help us attract new forest products business, which already exceeds over a million tons a year."

For over 40 years, the Port of Philadelphia has been a leader in handling forest products, including lumber, wood, moldings, high-grade paper for packaging, and wood pulp used in a variety of tissue products. "This new warehouse cannot be built quickly enough," said Robert Palaima, president of Delaware River Stevedores, which operates the terminal. "We have had to turn customers away because we simply did not have the space."

Since 2014, the terminal has handled wood pulp from Brazil. The pulp is destined for U.S. manufacturing in Pennsylvania and throughout the U.S. Northeast.

The warehouse construction, which includes extensive rail improvements, will be complete by the end of the first quarter of 2020.









WTC DE roundtable focuses on free trade



Consulate General of Canada Phyllis Yaffe *(center-left)* and her staff met with World Trade Center Delaware in October to discuss building support for the U.S-Mexico-Canada Free Trade Agreement among the Delaware River Congressional delegation. Shown here *(l-r)* are Trade Commissioner Mark Scullion, Deputy Consul General Khawar Nasim, Ms. Yaffe, World Trade Center Delaware Director of Operations Nesrin Cakiroglu, Exchange President Dennis Rochford, and Damian Ferrese, Senior Advisor – Economic and Trade Policy.

POWMS honors Coulahan and Haroldson

The Port of Wilmington Maritime Society presented its 2019 John E. Babiarz Award to John Coulahan, President of Murphy Marine Services. Created in 1999, the Babiarz Award recognizes deserving individuals who have made significant contributions to the Port of Wilmington, taking into account all aspects of the port's activities and contributions to Delaware's economy and its citizens.

John Haroldson, who retired from GT USA Wilmington as its Director of Commercial Services in July, received the society's lifetime achievement award. This is only the second time in the organization's history that it has given a lifetime achievement award, which is reserved for those who have spent their entire careers in the maritime industry and have made significant impact in the area.

To learn more about the society, visit www.powms.org.

Hauser elected to lead POPMS

At the 83rd annual meeting of the Port of Philadelphia Maritime Society, members unanimously elected Nathan Hauser to lead the organization as its president over the next two years. He succeeds outgoing president Art Sulzer, who will remain active on the board as immediate past president.

Hauser, who is Vice President and General Manager for Moran Towing of Philadelphia, has served as the society's vice president for the last two years.

"I am proud of the work we've accomplished in recent years and look forward to continuing our efforts in support of the maritime community today as well as the upcoming generations of maritime professionals," Hauser said.

Other officers elected at the October 24 meeting include Lynn Cointot as vice president, Linda Greene as secretary, and Colleen Kirk as treasurer.

Jonathan Kemmerley, Gavan Dunleavy, Leslie Gerhard, and Michael Scott were elected to three-year terms on the board of governors.

New leadership at PDE and WRA

Skelly Holmbeck joined the team at the Water Resources Association for the Delaware River Basin as its executive director in August. The association promotes the sustainable and resilient management of water resources within the Delaware River basin, which spans four states and provides drinking water for 15 million people. Holmbeck also serves as investment advisor for Ben Franklin Technology Partners, as a board member for the Chester County Solid Waste Authority, on the board of directors of the Smart Energy Initiative of Southeastern Pennsylvania, and on the Advisory Board of the Urban Land Institute of Philadelphia.

Also in August, Kathy Klein, who had been serving since March as the organization's interim executive director, was named as permanent director at the Partnership for the Delaware Estuary. The organization is dedicated to leading science-based and collaborative efforts to improve the tidal Delaware River and Bay. It also hosts the Delaware Estuary Program, one of 28 Congressionally designated programs throughout the U.S. working to improve the environmental health of the nation's estuaries.

Klein has worked to improve environmental quality in the Delaware River Watershed for the past 30 years and has been a leader in development, strategic planning, and programmatic design and implementation efforts for several regional organizations.

Best of luck to both of you in your new positions!



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Uwe & Chris Schulz receive 2019 "Seafarers' Friend"



Chris & Uwe Schulz

Seamen's Center of Wilmington Executive Director Joan Lyons usually has a tough job picking a single recipient for each year's Hickman Rowland Seafarers' Friend award. "With so many ardent supporters, selecting just one can be a real challenge," she said.

Not so this time.

In announcing the 2019 award winners, Uwe and Chris Schulz, Lyons said, "Uwe and Chris are among our most generous donors, but their support goes well beyond money. They drive two hours each way to attend our events, and Uwe will call periodically just to check in and make sure all is going well. Capt. and Mrs. Schulz donated their waterfront condo in the Cayman Islands for our raffle, and it was actually Uwe's idea to sell a fixed number of raffle tickets to encourage sales and generate the maximum funds possible."

"The SCW serves seafarers, and that's where I came from," said Uwe Schulz, referring to his career sailing merchant ships before he came ashore to lead what is now known as the Ports of the Delaware River Marine Trade Association, or PMTA "Things have changed so much since I was at sea," he said. "In some respects, sailing is easier today than it was in my time, but one thing certainly hasn't changed: the sacrifices seafarers make to support their families. For example, I was only able to be home when two of my four children were born."

Inaugurated in 2004, the award recognizes individuals and organizations who show kindness to seafarers and to the center and acknowledges their dedication to supporting mariners crewing the ships arriving at Delaware ports.

"Under Uwe's leadership, PMTA was extremely generous to the center," Lyons said, "and we're so grateful that the association is carrying that tradition forward. But since he retired, Uwe and Chris have personally continued their friendship and support to our mission. It's really easy to tell when someone's heart is really in it."

Uwe Schulz is also Vice Chairman of the Maritime Exchange board and volunteers his time helping the Seamen's Church Institute of Philadelphia and South Jersey as well.

Honors also to Jim Hunter

At 91, and after 30 years of service to SCW, founding volunteer Jim Hunter recently announced his resignation from the SCW volunteer corps. On board since before the doors first opened, Hunter has made countless friends, climbed innumerable gangways, and logged untold miles in SCW vans.

While he will continue to serve on the Seamen's Center board of directors, seafarers from around the world and fellow volunteers will miss his wry humor, gracious assistance, and the many stories they have shared.

The Maritime Exchange joins SCW in honoring Uwe and Chris Schulz and recognizing Jim Hunter for his three decades of service!

WTC DE honors Scuse

World Trade Center Delaware will celebrate its 50th anniversary on December 5 at the Hotel du Pont. As part of the festivities, Delaware Governor John Carney will present guest of honor, Delaware Secretary of Agriculture Michael T. Scuse, with the WTC DE Champion of Trade Award. Scuse is being recognized for his unique contributions to international trade.



Scuse previously served with the U.S. Department of Agriculture as acting U.S. secretary of agriculture, acting deputy secretary of agriculture, and under secretary for farm and foreign agricultural services. He was Delaware Secretary of Agriculture from 2001-2008 and also served as Chief of Staff to former Gov. Ruth Ann Minner.

The theme of the annual gala is "Festival of Food," and it celebrates Delaware's agriculture industry. Tickets are still available for the evening of food — featuring dishes made with Delaware products — music, and mingling.

For more information, visit www.wtcde.com.

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Happy Birthday Airforce!



The Armed Services Council of the Union League in Philadelphia honored Lt. Gen. VeraLinn Jamieson at its celebration of the U.S. Air Force's 72nd birthday. Exchange Chairman and Armed Services Council member John Reynolds *(r)* joined the celebration on Sept. 9, 2019 along with *(l-r)* Lt. Col. Lou McDonald, USAF (ret.), Lisa McDonald, and event honoree Jamieson, who serves as the deputy chief of staff for Intelligence, Surveillance, Reconnaissance and Cyber Effects Operations.

THE BEACON



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Shipping in the 1960s-1970s

By: Elroy Dittmer, Jim Taylor, and Joe Zehner

This is the second in a two-part series of articles looking at changes in steamship agency work over the last fifty years.

The first installment in this series covered the business, the workers, and the office. This article takes a look at the all-important work of the ship agent in greater detail.

Documentation

Documentation generally meant bills of lading and manifests.

The bill of lading is the essential document of ocean shipping and in other transportation modes as well. The b/l indicates who is shipping to whom, on which ship, from and to which ports, and a description of the cargo. It also sets out the conditions of carriage, with protections for the carrier.

In earlier days, the bill of lading was on a printed form exclusive to the ocean carrier. While most conditions were standard, some variances did occur. The completed bs/l were put together in sets, stamped, then signed by authorized personnel who verified information prior to document release.

Government regulations required paper SEDs (shipper's export declaration) be filed at the Customhouse. The documents were numbered by U.S. Customs, and carriers then needed to have them on hand for all cargo. The SEDs had to be assembled for presentation to U.S. Customs within four days after clearance of the vessel. Customs would audit agencies to confirm compliance and issue heavy fines for discrepancies.

SED information was, and still is, collected by the Census Bureau to generate import and export statistics. U.S. Customs collects the SEDs and issues any fines for late and incorrect filings.

Employees called freight cashiers handled the release of the bills of lading, and they determined whether a given forwarder or shipper had "Due Bill" privileges (credit agreement) or had to pay cash to obtain the original bills. The consignee would need the original bill of lading to retrieve the cargo at its destination. At that time, there was no electronic transfer of documents and infrequent wire transfer of funds.

Manifests were also required. For ships making long international voyages, bill of lading copies and manifests would be sent by international courier. Company employees would sometimes carry them via air flight to the destination. In many cases, particularly if the vessel's transit time to her first foreign port was short, documents had to be placed onboard prior to sailing. This required lines or their agents to print, assemble, and rush all documents to the vessel prior to sailing. The volume of paper documents was very often quite large.

For U.S. imports, the basic procedures for handling cargo in many ways mirrored the protocols for export goods. Cargo manifests were received from the origin port(s) by the agent at the discharge port. The agency at the first port was responsible for assembling and presenting the "traveling manifest" for U.S. Customs. The first-port agent also was required to keep a full copy of the traveler in case of any inquiries or discrepancies.

The importer or owner of the import goods would employ a Customhouse broker to prepare the required Customs entry. The broker would obtain information needed to prepare this entry, including the payment of any relevant duties or fees due to the government.

Prior to cargo pickup, the vessel agent had to receive the endorsed original bill of lading for the goods to prove ownership. The agent also had to receive a written copy of the Customs clearance prior to cargo release. These processes have been automated since the mid-1980s.

A copy of the delivery order must also be delivered to the agent in advance with the ocean bill of lading and Customs clearance.

In some ports, for example New Orleans, cargo wharfage fees also had to be paid in advance by the cargo owners or their brokers. It is customary for marine terminals to charge loading and/or unloading truck, rail, or barge fees based on the cargo type; these must be paid at delivery and are normally arranged by the brokers.

Marine terminals normally allow a certain number of "free days" that cargo may be stored on the terminal to permit the above protocols. If the cargo remains past the free days specified, the terminal will assess a penalty (demurrage) that must also be paid prior to cargo release. Any cargo damage sighted on delivery must be reported to the line and or agent. After a decision is made by the cargo owner, cargo condition must be documented on the delivery order before cargo release.

Operations and husbandry

This function included vessel docking and undocking, pilotage, vessel boardings 24/7, and contact with government agencies. In addition, arranging ship's crew matters and coordinating stevedoring fell under this department.

After receiving the ETA at the sea buoy of the arrival port from the vessel, the agent would coordinate with the pilots, tug companies, and line handlers. This was essential to avoid delays in transiting, docking, and sailing. Delays could be costly, especially with stevedores (longshore labor ordered on arrival), or they could cause safety issues.

The vessel agent was also responsible for coordinating with all government agencies. A vessel arriving from a foreign port entailed the presence of all government agencies to clear the vessel for entry into the U.S. The vessel was considered in quarantine until cleared, and no outside parties were permitted to board until the quarantine flag was taken down from the ship's mast.

If arriving from another U.S. port, the "coastwise" ship had to have the traveling manifest, listing all cargo onboard for each discharge port. Back then, all of this was done on paper. Of-

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Shipping

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ten the ship agent boarded with U.S. Customs, Plant Quarantine, and representatives of other government authorities, a group called the "boarding party." Many functions had to be followed up at the Customhouse. Regulations were very strict and remain that way today, though many functions are now handled electronically.

Any ship that could not produce its port clearance was subject to a fine or possible arrest. Ships were required to account for their transits if longer than expected by Customs. Any extended diversions had to be accounted for with copies of the ship's log.

Ships coming from the vicinity of Bermuda and the Bahamas posed a significant problem due to drug trafficking. A foreign arrival was a major event on the East Coast, particularly in those days. For Soviet vessels, the boarding party included Customs, Immigration, USDA, Coast Guard, and the State Department. A foreign arrival often required two boarding agents due to the volume of paperwork for all the different government agencies involved.

There were many restrictions regarding Warsaw Pact crewmen, and a majority of the crew were not allowed ashore. As we had not yet entered the electronic age, immigration officers carried thick books with the records of all seamen. Those with a record of rules violations or illegal shore activity would be detained onboard and, in some cases, require posting a security guard on the vessel. All Warsaw Pact vessels were considered a security risk, and advanced arrivals were strictly monitored. Any port with significant U.S. Navy or other Department of Defense activity was forbidden to these vessels, which were considered special interest vessels, or SIVs.

Communication with the ship while in port was done in person as ships were not allowed to use their radio transmitters in port. It was usual for the agent to visit the vessel every morning to communicate with the captain on any ship's needs. When a ship was at anchor, the agent would visit by launch. If communications with the office were needed, the agent would take a launch ashore, contact the office by payphone, and then launch back to the ship.

Handheld two-way radios came into being in the 1970s and they later included "phone pads," which allowed agents to make calls via the marine operator. It is common practice now for most agents to place cellphones on vessels on arrival, allowing direct communication with the vessel while in port.

Most of the above relates to breakbulk cargo shipments, but most agencies also represented bulk carriers, sometimes referred to as full-cargo vessels. These often had to arrive and anchor and be inspected prior to being put on a waiting list for the bulk terminal that would perform the cargo loading. Inspectors had to be arranged, and when the vessel was deemed ready for loading, a notice of readiness was presented to the loading terminal and other parties. This was all required to be done on paper and presented in person.

Thus, an important item for boarding agents to carry in those days was carbon paper. Most ships did not have copy machines; anything requiring a copy would be written using pencil carbon so the agent and ship had copies.

Some of us older shipping folks wonder how we were able to function without all the modern computers, cellphones, e-mail, electronic transmission of documents, and the many more devices we take so much for granted now but that did not exist in the 1960s and most of the 1970s. When handheld radios were introduced, we thought this was about as good as it would get.

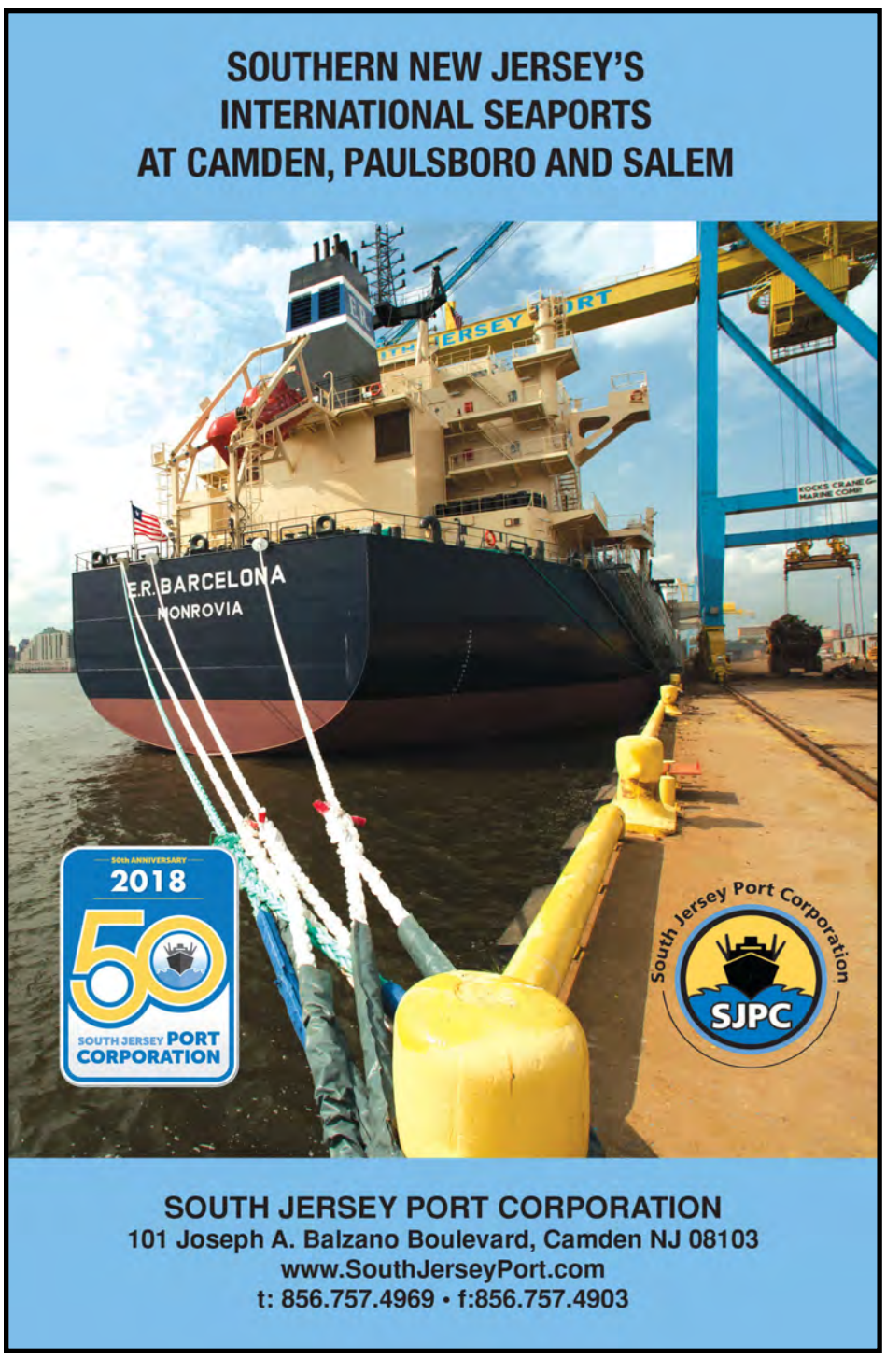
Despite all the changes in the modern era, some of the shipping practices of the 60s and 70s are still being used today. This is particularly true in the vessel operations department.

It would be very difficult, and maybe even impossible, to operate modern container ships without computer assistance. We are now on the doorstep of autonomous ships and perhaps even self-operating container cranes. Breakbulk cargo still moves to ports around the world, and many of the practices followed decades ago are still employed.

However, specialized vessels, containers, and modular cargos are capturing some of this activity as well. Integrated systems can now record when cargo is loaded into a container, the container can be tracked from manufacturer's loading dock all the way to destination. Fewer and fewer people are needed in the loop.

Shipping was a community in the 1960s and 70s — some of us even had fun!







Search for "Olympia" families

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we know this because a May 19, 1917 article in *The Chaleroi Mail* referenced Tomlinson's participation in a Navy parade.

Tomlinson joined the Navy in 1915 and was reported to be aboard the "USS Memphis" when it ran aground near Santo Domingo in 1916. The next update was an October 30, 1918 article which shared that Tomlinson was serving as chief printer at the Great Lakes Training Station near Chicago and that he recently was on leave visiting his parents in Philadelphia.

In 1921, Tomlinson was the chief printer aboard the "USS Olympia," and the Navy included him on the March 31, 1942 muster roll of the U.S. Navy Recruiting Bureau. It is not clear whether Tomlinson served in the Navy during the interwar years, and we have had difficulty finding out what happened to him after World War II.

I'm sharing this information about the "USS Olympia" sailors because I need your help locating their families. The full list of the sailors who joined the Navy in Philadelphia can be found at https://flagshipolympia.org. Please look at this list to see whether you or any of your friends know any of these sailors. If so, please ask them to contact Kevin Smith at ksmith@phillyseaport.org.

In 2021, we will mark the 100th anniversary of the Tomb of the Unknown Soldier. Philadelphia men brought him home, and we want to ensure their service to the country is recognized.



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Editorial

Now is the time to plan for port grants

There's nothing not to like about free money.

Though the federal government is now operating under a continuing resolution, which in effect means final funding available for federal programs in FY20 is far from certain, it seems likely Congress will ultimately pass a budget. This will put discretionary programs like homeland security grants back on the table.

Applications windows are unfortunately short, and those vying for funds must complete a number of steps to be eligible. So the Coast Guard and the Area Maritime Security Committee urge potential port security applicants to start planning now.

"Why so early?" you might ask.

Not to put too fine a point on it, many stakeholders believe the region has been given the short shrift since the demise of the fiduciary agent model.

Between 2007 and 2011, Delaware River ports were allocated a specific dollar amount to be used for security grants. The Area Maritime Security Committee selected the most appropriate projects, the Captain of the Port gave final approval (or not), and the fiduciary agent disbursed funds and kept detailed records. While FEMA and subject matter experts from several other agencies reviewed the applications, the primary FEMA responsibility was to manage the program at the national level. This approach was logical, as FEMA program managers, who are aptly trained to set and implement policy, most likely do not know a great deal about individual seaport risks and needs at any given time.

Yet for reasons still unknown, the powers that be decided that model was not optimal for port security grants, despite the fact that many other grants are managed the same way using state agencies as fiduciaries.

As a result, since FY12 port grant applicants here have competed with those from ports throughout the country for a very limited pot of dollars. Clearly, most maritime stakeholders recognize that areas like New York/New Jersey and Los Angeles/Long Beach face greater risks than other port regions and thus should receive a greater share of the funding. But the dollars available for the rest of us have been largely insufficient.

This year, applicants in the port region known as "Southern Tip of Lake Michigan" received over $2.9 million in security grants. In Sector Delaware Bay, a Group I port still considered to be among the highest-risk regions, applicants got slightly over $2.6 million.

What this tells us is that decision makers in Washington do not really understand our infrastructure, our operations, and the risks they pose.

To be fair, it might also suggest that Delaware River port interests are no longer applying for projects likely to buy down the greatest risks.

Under the leadership of Captain of the Port Scott Anderson, the Area Maritime Security Committee is now working to tackle both those potential roadblocks.

The first prong of the attack is to educate FEMA. Without a full understanding of the region's security needs, it is unlikely the agency will give Delaware River ports the level of funding commensurate with their economic significance or risk profile.

The second is to educate marine terminal operators, law enforcement, responders, and other potential applicants about the value of the Port Security Grant Program. But the AMSC also requires some education itself; it needs to know the challenges or barriers to success these organizations face or perceive when applying (or not) for security grants.

The Maritime Exchange urges all potential grant applicants to engage in this important conversation and help effect positive change for our ports.

To get involved, contact AMSC Grants Subcommittee Chair Lisa Conte at Lisa.Conte@ohsp.state.nj.us.

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Navigation safety should not be "pay to play"

All too often the federal government is reactive rather than proactive when it comes to protecting public safety. The condition of the nation's bridges and roadways is the most visible testament to that practice.

Another is that the National Oceanic and Atmospheric Administration requires users to pay to maintain the Physical Oceanographic Real-Time System.

Developed by the National Ocean Service in 1991, the system known as PORTS® has required local users to pay operations and maintenance costs. Almost universally, this responsibility has fallen to seaport stakeholders. And from time to time, funds to replace failed equipment are not available.

The Maritime Exchange and others have worked relentlessly to educate policy makers in Washington — both executive and legislative, over successive administrations and multiple sessions of Congress — about the importance of the system and the need to provide for full federal funding.

Unkind words are often used to describe the type of person who keeps trying the same thing time and again with the expectation of a different result. And it is easy to see why the maritime industry's consistently unsuccessful efforts to secure PORTS funding might fit this pattern. Yet when the outcome is as important as this one, we cannot give up just because it is hard.

We must pursue it because it is right.

The facts are in our favor. First, PORTS is a powerful program that benefits everyone, not just commercial cargo ships, within the regions where the systems operate. Its stated goals are to promote navigational safety, improve the efficiency of U.S. ports and harbors, and *ensure the protection of coastal marine resources* (emphasis added).

Coast Guard uses the system to augment preparedness and response during Nor'easters and such catastrophic events as Superstorm Sandy. The Delaware River Basin Commission's models draw on data from PORTS to simulate movement of contaminants during spills into the estuary. And PORTS data support academic research, such as providing insight into what happens during large floods that change the ecology of the bay, potentially creating a need for different resource management strategies.

Second is the fact that the cost is minimal. For only $15 million annually, communities in 33 seaport areas nationwide could have access to an invaluable decision-support tool. In government spending terms, $15 million is a mere drop in the bucket. It is hard to imagine any other federal program that provides such a significant benefit for so little investment.

Most important is the public safety function of PORTS, which NOAA itself acknowledges. The PORTS website reads, "The need for [PORTS] is great and rapidly increasing; maritime commerce has tripled in the last 50 years and continues to grow. Ships are getting larger, drawing more water and pushing channel depth limits to derive benefits from every last inch of draft . . .. With increased marine commerce comes increased risks to the coastal environment, making marine navigation safety a serious national concern."

According to a 2000 report, the federal government implemented its policy of requiring local funding for PORTS because the system brings enhancements to both navigation safety and efficiency, which can result in significant local economic benefits.

To which we say, "Of course it does." Just as air traffic control systems and military installations do. Federal safety and security programs frequently engender economic benefits, yet no one believes those costs should be shared among users and beneficiaries.

That the Senate Commerce, Justice and Science Appropriations Subcommittee saw fit to increase PORTS funding in FY20 is encouraging. This will help meet one of the key objectives: to expand this system to additional port areas.

But the Department of Commerce, which houses NOAA, and Congress need to understand their responsibility to ensure existing systems — some of which are nearly three decades old — are modernized, that they are maintained to their full operating capability at all times, and that the overall network runs on a consistent, current platform nationwide.

Public safety should not be held hostage to private sector budgets. It is well past time to act to resolve this perpetual funding shortfall.

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:

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Offshore wind projects: lay down the law

Legal Ease

By: Andrew S. Levine, Esq.
Stradley Ronon Stevens & Young, LLP

As states begin the process of ramping up the wind energy component of their renewable portfolio standards, the prospect of offshore wind is becoming an increasingly attractive siren to those seeking low-carbon energy alternatives. The opportunity for substantial development in the Mid-Atlantic area is a matter of record, as parties are regularly responding to myriad RFPs for large-scale wind arrays on a scale well beyond ground-based counterparts. This article discusses the burgeoning opportunities for the port community as support and supply chain components of these projects and touches upon some of the legal issues that could arise as permitting and construction begin.

The three major federal environmental statutes triggered by an offshore continental shelf wind project are the National Environmental Policy Act, Endangered Species Act, and Migratory Bird Treaty Act. Of these, the environmental impact statement (if needed) under NEPA would touch upon the impacts to the two other statutes, as well as a broad array of potential impacts to water quality from construction and operation. It would also examine in detail the decision-making process that lead to the conclusion that an offshore wind project was the government's final decision.

What is left unexamined by NEPA and the other environmental laws is the supply chain implications of a wind development. One of the most exciting aspects of large-scale projects of this type is the intensity of need and use of steel and other important industrial materials. Thus one of the potentially important aspects of renewable energy development is the very real need for industrial processes to create the components of electricity generation, such as the need for steel in vast quantities and state-of-the-art carbon fibers for the blades. However, one question remaining is whether in evaluating the greenhouse gas implications of any given generation technology, the supply chain use of fossil fuels should be included in the carbon calculations attributable to the proposed project.

In theory, if the U.S. is to maximize its opportunities for economic expansion in renewable energy, advocating for and even subsidizing the domestic mining and production of the raw materials needed for the tower, turbine, and blades could create new opportunities for mining metallurgical coal (just as its use for energy generation declines) and steel manufacture. This in turn gives rise to considerations under the Clean Air Act and Clean Water Act (among others) with respect to emissions.

Whether the supply chain is serviced domestically or internationally, ports are likely to benefit from the increasing need for both shipping and laydown services. While the wind towers are generally regulated under federal environmental laws, the laydown areas are land-based and most likely impacted by state programs and local zoning and land-use regulations, as are the power cables that would lead from the offshore array to the local distribution system.

The model in Europe contemplates laydown areas often approaching 1,500 acres, whereas the U.S. model will likely need to make do with much smaller parcels adjacent to or near established ports. For example, the German Port of Bremerhaven is well in excess of 1,000 acres of impervious surface. That project grafted into the U.S. in the Mid-Atlantic region, assuming a parcel of similar magnitude is available, would present complex issues relating to stormwater control, and most likely high quality wetland-filling and stream-crossing permits, given the proximity to the coast.

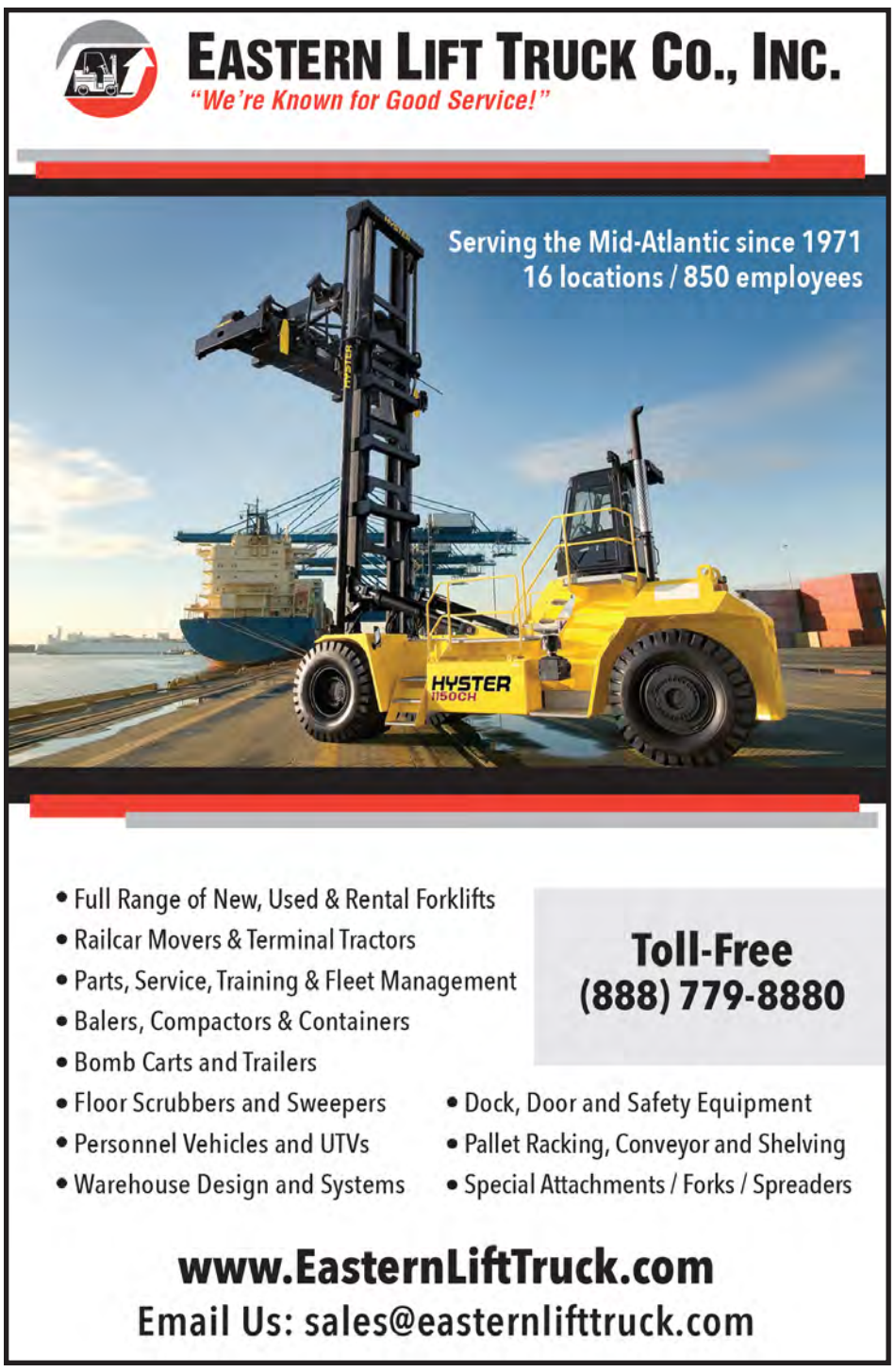
Moreover, given the proximity of these facilities to sensitive waterways, and the industrial nature of the use, regulators will also keep a close eye on storm water discharges. Even much smaller laydown areas in the vicinity of ports in this region are sure to raise similar issues, and thus mitigation costs would need to be incorporated into the project pro forma at the earliest opportunity as the associated costs could be material for financing.

In sum, the opportunities for port development associated with offshore



wind projects in the Mid-Atlantic are quite substantial. While this article has raised issues regarding local and federal environmental and land use requirements, the general perception is that this is a favorable commercial opportunity linked to crucial renewable energy proliferation. Ports may wish to proactively begin to identify portions of existing sites or nearby properties that would be suitable for this use and commence the approvals process quickly in order to market pre-approved facilities.

As has been demonstrated with midstream natural gas projects, a party's ability to demonstrate readily-available laydown yards can be a material boost to that party's likelihood to land a major deal in support of the project.





Notes & News

The **Maritime Academy Charter School** has new leadership**. Capt. Scott Cointot** has been appointed to the position of chairman of board of directors, **Eugene Mattioni, Esq.** was appointed to serve as chief executive officer, and **Michele Krajewski** is serving as the new vice chairperson as well as board secretary. Congratulations, all!

Newly appointed chairman of the **Delaware River & Bay Authority**, **Samuel E. Lathem**, was originally appointed to the commission 18 years ago and is its longest serving commissioner. DRBA also welcomed **Veronica O. Faust** as its newest commissioner. Ms. Faust is an attorney practicing at the Morris James law firm.



Calendar of Events

11/19	PhilaPort Board Meeting
11/20	DRPA/PATCO Board Meeting
	Seamen's Center of Wilmington Board/Annual Meeting
11/21	Massachusetts Maritime Academy Annual Alumni & Friends Gathering River Winds Restaurant, West Deptford, NJ RSVP to Gavan Dunleavy at 215-431-3102
12/5	PPMS & WTA 22nd Annual Joint Holiday Dinner Ballroom at the Ben, Philadelphia, PA Contact Linda Greene, 610-859-2830
	World Trade Center Delaware Gala – A Festival of Food: Celebrating Delaware Agriculture Hotel DuPont, Wilmington, DE Contact info@wtcde.com
12/6	AMSC MTOG Meeting
	AMSC General Members Meeting USCG Sector Delaware Bay Contact Glena Tredinnick, Glena.T.Tredinnick@uscg.mil
12/10	AMSC Cyber Subcommittee Meeting Contact Glena Tredinnick, Glena.T.Tredinnick@uscg.mil
12/11	Maritime Exchange Executive Committee Meeting
12/12	Mariners' Advisory Committee Meeting
12/13	Chapel of Four Chaplains Wreaths Across America Service Chapel at the Philadelphia Navy Yard Contact 215-218-1943
12/17	PhilaPort Board Meeting
12/18	DRPA/PATCO Board Meeting
1/08	Maritime Exchange Board of Directors Meeting
1/15	DRPA/PATCO Board Meeting
1/21	PhilaPort Board Meeting
1/23	Traffic Club of Philadelphia 112th Annual Dinner The Union League of Philadelphia, Philadelhia, PA Contact Maureen Waddington, tcphila@gmail.com

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