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Exchange ramps up new CBP-Ag Working Group

Focus is agriculture product processing

The Exchange is pleased to announce the creation of a new committee dedicated to facilitating the movement of agricultural cargos and materials throughout regional ports. This comes after months of informal discussions and has already led to improvements in inspection protocols in the region. The new group will work to resolve issues of concern as they arise and identify continuing opportunities for improvement.

"Among the foremost benefits our members derive from the Exchange is the ability to work collaboratively under our umbrella for the overall benefit of our port and its customers," said Exchange Vice President Lisa Himber. "The CBP-Ag Working Group demonstrates the strong and ongoing partnership between industry and regulatory agencies in this region."

Fruit remains the number one cargo import in the region based on vessel calls. In 2015, 490 fruit ships arrived at Delaware River ports, a 12 percent increase over the previous year. Regional facilities also handle a number of other agriculture products, such as cocoa, paper, plywood and pulp, just to name a few. At 179 ship arrivals last year, steel shipments, some of which interest CBP Agriculture officers due to the use of wood packing materials, are also a major commodity in the region and a focus of the new working group.

Over 40 representatives of business and government attended the inaugural meeting, held on December 15 of last year. The working group will meet monthly.

CBP Area Port Director Susan Stranieri strongly supports the new group and has committed to continued collaboration with industry. "Bringing the issues to the forefront has been helpful, and we want to hear from stakeholders about how things are going," she said. Among the improvements made so far are new metrics for wood packing material inspec-

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Exchange membership a big value at a small cost

With extremely tight and ever-changing markets, businesses operating in the maritime industry know more than others the importance of value when choosing where to invest hard-earned dollars. Maritime Exchange members recognize that one of the smartest decisions they make each year is renewing their commitment to the Exchange and its important work.

"Independent Container Line has been a Maritime Exchange member for over 30 years. Exchange staff help us every day to ensure compliance with our manifest filings, and their efforts as advocates for the maritime transportation industry have repaid us for the annual dues many times over," said ICL Senior Director of Delaware River Operations Sean Clancy.

Since 1872, the Exchange has been the go-to information source for Delaware River port stakeholders. And, as the premier advocate for regional businesses, the Exchange represents the interests of members with elected and appointed officials locally and in Washington, D.C.

"We head into 2016 focused on continuing the effective representation of our members on the issues that matter most to them," said Exchange President Dennis Rochford. "Our members set the agenda, and it is their collective voice that drives our successes."

Join the team

The start of a new year is the perfect time to try something different. Visit the Exchange Web site or, better yet, make new personal connections by contacting Exchange staff to learn about the many programs and services available to members.

"We joined the Maritime Exchange to be a part of the local shipping and port community. The exchange of ideas and the support by all of the members of the Maritime Exchange, and the experience, knowledge base, support and influence of the Maritime Exchange and its staff is invaluable," said Michael Smolenksi, president & CEO of Coil-Tainer, Ltd. "From being kept abreast of news and issues on the Delaware River to influential help with maritime government offices and the support of our local government representatives, there is no other organization to join and be a participating member of than the Maritime Exchange. Join today, we did."

Renewal season underway

The Exchange is committed to providing superior service, an approach that is not lost on members and system users alike. "The TRACS cargo manifesting system is intuitive, and the customer service is superior to anything else on the market. Whenever you call, they are always there to help," according to Melissa Shell, general manager of T. Parker Host.

Membership renewals for 2016 are now due. Keep in mind that only members who have paid their dues are eligible to receive the full scope of membership services.

Member support is the cornerstone to effecting continued and positive change in the Delaware River maritime industry. "We are extremely appreciative of members' confidence in our mission and goals, and we're thankful for the opportunity to continue helping members advance their own goals throughout the coming year," Rochford said.

Visit www.maritimedelriv.com, inquire directly via exchange@maritimedelriv.com, or call Beverly Ford at (267) 670-7946 to learn how the Exchange helps members meet day-to-day and long-term business needs.

A shout out to TRACS participants!



The Maritime Exchange recently caught up with some of our friends at Inchcape Shipping Services, Inc. Shown here are (l-r), Erin Benson, Barbara Gentile, April Hale, and Raija Jefferson, who have worked closely with the Exchange on the TRACS cargo manifest system since its launch in 1989. The Exchange relies on Inchcape and other TRACS users for suggestions and guidance on system development when faced with new federal regulatory changes or user-suggested enhancements. Thank you Erin, Barb, April, Raija, and all the other TRACS users that helps make TRACS a continuing success!

Interview with

Michael C. Karlovich

Vice President Corporate Communication PBF Energy



PBF Energy is one of the largest independent petroleum refiners and suppliers of unbranded transportation fuels, heating oil, petrochemical feedstocks, lubricants and other petroleum products in the U.S. PBF currently owns and operates four domestic oil refineries, two of which are located in the tri-state region. PBF's Michael Karlovich recently provided The Beacon *with some insight into the important role PBF plays in regional commerce.*

Q: Will you describe PBF Energy's assets in the Delaware Bay region and the overall economic climate?

A: PBF Energy is a publicly traded company (NYSE–PBF) whose subsidiaries own and operate oil refineries in Delaware City, Del. and Paulsboro, N.J. Both manufacturing facilities are located on the Delaware River, a vital transit route for delivering raw materials to the refineries and for shipping products to customers in the region and around the world.

Delaware City and Paulsboro literally "refine" a raw material — crude oil from North America and other continents — into a range of everyday products from fuels to fertilizers to components for consumer goods. Products that provide society with the highest standard of living and mobility in history include gasoline, diesel, jet fuel, and lubricants, as well as ingredients for hair spray, cosmetics, and bubble gum. End-use products also include plastics to make computer, telephone, and television cases. Even those bubbles in your soda may come from refinery gases.

PBF's two East Coast refineries run as an integrated system, and the Delaware River plays an important role in making them more competitive. This is important as beginning in 2009, four

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Tugs, barges key to safety, commerce

As you will see elsewhere in this issue of *The Beacon*, vessel arrivals at Delaware River ports totaled 2,242 ships in 2015, a gain of five percent over the previous year. Since 2010, ship traffic has jumped 10 percent.

It would appear our regional port is finally starting to turn the corner from the Great Recession of 2008-2009. Prospects for continued growth appear to be good across most cargo lines.

With this increase in river traffic comes reminders of days gone by, when congestion was our biggest problem. With any luck — and the careful planning with which our three major port authorities are approaching port expansion — we'll be in that happy position again in the not-too-distant future. The key to managing the potential congestion that comes with increased trade is a solid system of communication among local mariners.

As we did then, the Maritime Exchange stands ready today as a partner providing critical services to the many mariners who make their livings from the Delaware River. Foremost among the many affiliations we hold in the highest regard is the longstanding, productive relationship the Exchange has with the Pilots' Association for the Bay & River Delaware. The cooperation and mutual assistance between the two groups goes back to the 19th Century and remains strong today, most notably visible in the joint operation of the Ship Reporting Tower in Lewes, Del.

The Exchange has also been a key partner of the many barge and tug operators who ply our waterways. We are proactive in providing much-needed traffic information through a growing number of communications channels — clearly dramatically different than was the case at our founding in 1872, and even much improved from a mere 10 years ago — and the mariners on the water continually contact our watchstanders and automated systems for the latest updates.

As we look ahead toward additional gains in cargo volumes and ship traffic, particularly as those ships become larger with the completion of the channel deepening project next year, the Exchange will continue to seek additional opportunities to provide mariners and shoreside service providers with information needed to support their daily operations and longer-term planning.

Utilization of federal anchorages along the Delaware River is a particular focus.

A March 12, 2008 Coast Guard Sector Delaware Bay Marine Safety Information Bulletin recognizes the Maritime Exchange as a resource to support the effective management of the federal anchorages within the Captain of the Port zone. Specifically, tugs with barges are asked to report to the Maritime Exchange when anchoring and departing Anchorages 7 (Marcus Hook) and 9 (Mantua Creek).

Despite the competitive nature of their businesses, cooperation among the tug and barge operators who navigate the Delaware River and Bay is extremely high. Everyone realizes the importance of a seamless communication protocol to ensuring vessels are able to move safely and efficiently as they transit the river and dock and undock at cargo terminals and petroleum facilities.

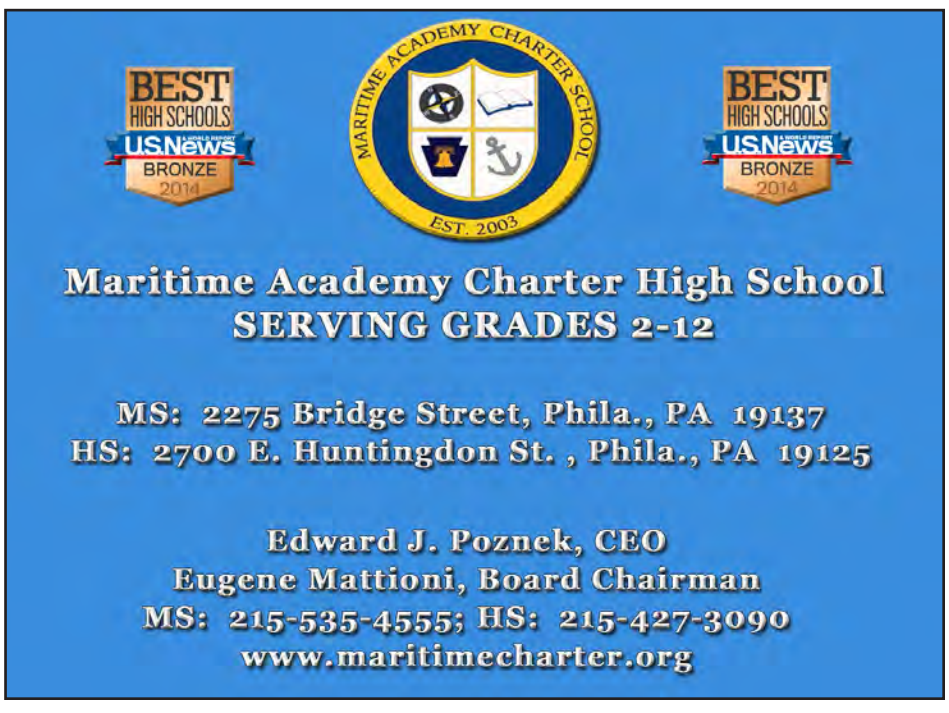
This activity will grow in value as vessel arrivals increase to pre-recession levels. Growth in the Marcellus Shale natural gas liquids exports at the Marcus Hook Industrial Complex will be a primary driver, as will the increased movement of petroleum cargos at other facilities. Tanker activity at MHIC is expected to far exceed the number of crude oil tankers that arrived when the facility operated as the Sunoco Oil Refinery.

Tugs and barges are vital to the success of the port. Their participation in regional communications systems bears witness to their commitment to our collective safety and economic prosperity.

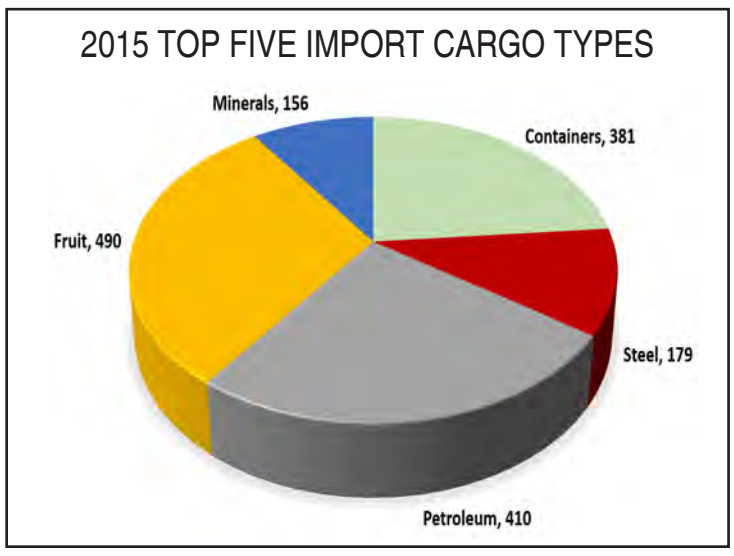








Delaware River has best year since 2008



The Maritime Exchange recently released the regional vessel arrival statistics for 2015. "Last year saw the highest vessel arrival count since 2008. We are finally starting to turn the corner after the 2008-2009 economic downturn," said Exchange President Dennis Rochford.

Exchange records show that Delaware River private and public port facilities handled 2,242 ships in 2015. This is up 5% from the 2,135 ship calls in 2014 and is a 10% increase over the 2010 number of 2,027.

"The increase is due to changes in both import and export commodities as our port profile has evolved," Rochford said. "In the last five years, the import market has seen growth in ships carrying various fruit, steel, mineral, and vehicle products as well as paper and wood cargos. Exports saw growth in natural gas liquids, mineral, and petroleum products."

Steel products saw the largest gain on the import side, increasing from 88 ship arrivals in 2010 to 179 in 2015. Fruit increased from 428 to 490 ships, minerals from 92 to 156, vehicles from 66 to 120, with paper and wood products increasing from 60 to 76 vessel calls. On the export side, gas products increased from 0 to 82 between 2010 and 2015, while minerals increased from 7 to 19 and petroleum products increased from 8 to 27.

The substantial growth in exports was due in part to the expansion of the Marcus Hook Industrial Complex and the movement of gas products from the Marcellus Shale region of Pennsylvania to Marcus Hook. "The growth of our Mariner East projects has revitalized our Marcus Hook facility," said Michael Nesbitt, marine operations manager at Sunoco Logistics. "We expect further increases in ship traffic as our production ramps up into 2016."

"In addition to growing market confidence, shippers and carriers are aware that work to deepen the Delaware River main shipping channel is nearing completion," Rochford said. "This, coupled with expansion projects in Paulsboro, N.J. and at the Southport site at the old Philadelphia Navy Yard, as well as plans to expand port capacity in Delaware, is creating real buzz about the Delaware River as a port of destination."

Welcome New Members

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Exchange releases Maritime On-Line upgrades

The Exchange is pleased to announce the completion of another round of enhancements to the Maritime On-line® system. This set of updates will improve the TRACS cargo manifesting and NOA/D On-Line crew reporting modules. "The TRACS enhancement upgraded user access rights, which will increase performance system wide," said Exchange Director of Operations Paul Myhre.

Instead of checking user rights on each page in the portal, the database server completes the check behind the scenes. "While this change is beneficial to all TRACS users, it is especially helpful to terminal operators," Myhre said. "They are in the group with the most stringent access rights, and they should see the most improvement."

Carriers and agents have always been able to provide release information directly to terminals within TRACS. This allows terminals that utilize TRACS to verify cargo is released prior to permitting it to leave facility. The update increases response time, allowing terminal users access to the information they need faster.

"At Penn Terminals, we deal with shipping lines that bring in hundreds of containers per vessel. Before a container can leave the facility, each container and bill of lading is verified in TRACS by the gate clerk," said Paul Hughes, customer service manager at Penn Terminals. "TRACS allows us to do our job more efficiently, and the Exchange is always working to make the system the best it can be."

The latest enhancements also modified the NOA/D On-Line system to meet new Coast Guard requirements. The changes align the system with Schema 3.5 standards and include new fields to identify if a voyage is less than 24 hours and the vessel's MMSI number and tonnage. The system now also includes new options for reporting the crew longshoreman work declaration.

"The Exchange is committed to ensuring MOL remains compliant with federal requirements. Equally important is our goal is to continue to incorporate additional features requested by system participants. As it has been for nearly 145 years, our focus is always on service," Myhre said.

Contact Paul Myhre at pmyhre@maritimedelriv.com to provide suggestions or for more information.

Magellan Midstream Partners: Moving what moves America

The team at Magellan Midstream Partners in Wilmington, Del. is working to make sure Delaware Valley residents have a sufficient supply of gas to feed their many cars, buses, and trucks.

Expediting such cargos as distillates — diesel fuels and #6 oil — and bunkers, the refined-petroleum facility sits on 54 acres nestled within the footprint of the Port of Wilmington. Much of the cargo originates within the U.S., and all of the region's barge companies call at the site.

Customers include a number of gas retailers located in the tri-state region. "We don't refine crude oil at our site. We serve a handful of long-term customers who trust us to handle, mix, blend and safely store refined product — all while ensuring not a drop spills into the Delaware River or anywhere else," said Terminal Manager Andy Zaun.

The facility boasts 2.8 million barrels of usable storage capacity and related infrastructure, including a deep-water dock, three miles of pipeline, and truck racks with a total of 12 loading spots. When the Magellan partnership acquired the terminal in 2005 from Delaware Terminal Company, it raised the organization's total U.S. capacity to five marine terminals with 26 million barrels of usable storage capacity. Its other marine facilities are located on or near the Gulf Coast and in Connecticut.

"Magellan has always been a somewhat unique operation within the Delaware River port community," said Maritime Exchange President Dennis Rochford. Though it sits inside the Port of Wilmington gates, Magellan owns its property and pays the port for services, such as security and dock lines. Magellan's berth on the Christina River is immediately adjacent to those owned and operated by the port and also used by tenant Wilmington Tug.

Magellan is also distinguished by the fact that most of its business takes place at night. "Because we move so many tanker trucks in and out, it's better to operate when there is less general activity within the port," Zaun said.

Zaun's comments are in line with the overarching corporate focus on safety over all else. Visitors to the facility are greeted with a large sign proclaiming "Safety Trumps Productivity."

"That's what it's all about for us," Zaun said. "We work closely with all the regulatory agencies, particularly the Coast Guard but also the FMSA [Federal Motor Safety Association] and other DOT agencies, to ensure we remain compliant and safe at all times." He also strongly adheres to Magellan's focus on customer satisfaction, noting that "We are extremely customer oriented."

"We know the Port of Wilmington is considering options to move its operation out on the Dela-

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Channel deepening rocking and rolling



Dredging towards the completion of the 45-foot Main Channel Deepening Project marches forward. The Great Lakes Dredge and Dock Company began dredging and rock removal in the area between Marcus Hook and Eddystone, Pa. in early December of last year. This work will continue through March and start up again in December of 2016. Shown here visiting the site in January are: (l-r) Dennis Rochford, Maritime Exchange; Andrew Dinsmore, Office of Del. Senator Christopher Coons; Capt. Ward Guilday, Pilots' Association; and Anthony DePasquale, Corps of Engineers.

MAC: Over 50 years old and an eye on the horizon

By: Capt. Jonathan Kemmerley

A ship in port is safe, but that's not what ships are built for.

Though the authorship of the above quotation can be disputed (U.S. Navy Rear Admiral Grace Hopper and author John A. Shedd are the frontrunners), the concept itself cannot. And whether the journey takes a tug and barge a quick ten minutes across the stream from Marcus Hook to fuel a ship at anchor or the fourteen hours a deep-loaded ship has from Newbold Island to Cape Henlopen, one thing remains constant: the stakeholders of the Mariners' Advisory Committee work around the clock to assure the smooth flow of cargo in and out of the Delaware River and Bay with a focus on safety, efficiency, and service.

Throughout the last 50 years, the role of the committee has reflected a multitude of changes in technology, the regulatory environment, and the changing landscape of the port itself. As "honest brokers of the information," our goal is to provide alerts, advisories, and non-binding recommendations to the port community. The centerpiece of the MAC, however, has been the relationships between the stakeholders themselves. Even though the names and faces change from time to time, those who have spent their lives on the river are continually generous in passing along their experience and wisdom to those who carry on the tradition. This rapport between a group of competing domestic interests, government agencies, and international shippers is the core of the MAC and the reason for its relevance today.

The work never stops, and in certain ways, it's just beginning. Technological innovations together with good old fashioned hard work enable the waterway to function like never before. The tremendous support shown for programs such as the National Oceanic and Atmospheric Administration's Physical Oceanographic Real-Time System, which provides real-time tide and weather information, benefits all users of the river. In cases where shipping companies believe that technology has moved past long-standing recommendations, the committee adjusts accordingly.

As new industries throughout the tri-state area look to move their products to market, the MAC looks ahead, anticipates their needs, and determines how the river can be repurposed so all users can prosper.

This year's ice season will present challenges not just for the U.S. Coast Guard, the National Ice Center, and those on the water but everyone in the supply chain who relies on the aforementioned "smooth flow of cargo." Interests here at home, as well as far beyond our region, are considered, and costly, disruptive measures by government authorities are only taken as a last resort to safeguard the waterway for the future generations.

The channel deepening project, slated for completion in 2017, created a host of challenges for not only those doing the dredging but also for those trying to conduct business as usual. To address those challenges, the MAC created a subcommittee to ensure that the lines of communication remained open and delays were minimized.

With an eye toward the future waterway, users — including tug operators and pilots — were enlisted to help advise U.S Coast Guard personnel responsible for improving and updating the constellation of aids-to-navigation that will mark the newly deepened channel.

We are an organization built around moving vessels safely. From the annual Ice Conference to untimely Tacony-Palmyra Bridge openings, from offshore wind farms to lost anchors in Marcus Hook Anchorage, from extinguished range lights to Navy dead ship tow plans, from block coefficients to remotely operating lift bridges, from Papal visits to Ebola preparations, and from Ice Condition 1 to La Veranda in June, MAC stakeholders are engaged. We don't have a fancy office, and we don't sponsor Pro-Am golf tournaments. We simply work diligently and collaboratively to ensure the waterway remains safe for commerce – today and into the future.

If you would like to add to the great tradition, please join us.

Jon Kemmerley is a Delaware River pilot and chairs the Mariners' Advisory Committee for the Bay and River Delaware. See www.macdelriv.org for additional information.

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Castagnola honored by Ports of Philadelphia Maritime Society

The Ports of Philadelphia Maritime Society will honor Kevin Castagnola as its Person of the Year at an awards ceremony on April 28 at the Cescaphe Ballroom in Philadelphia.



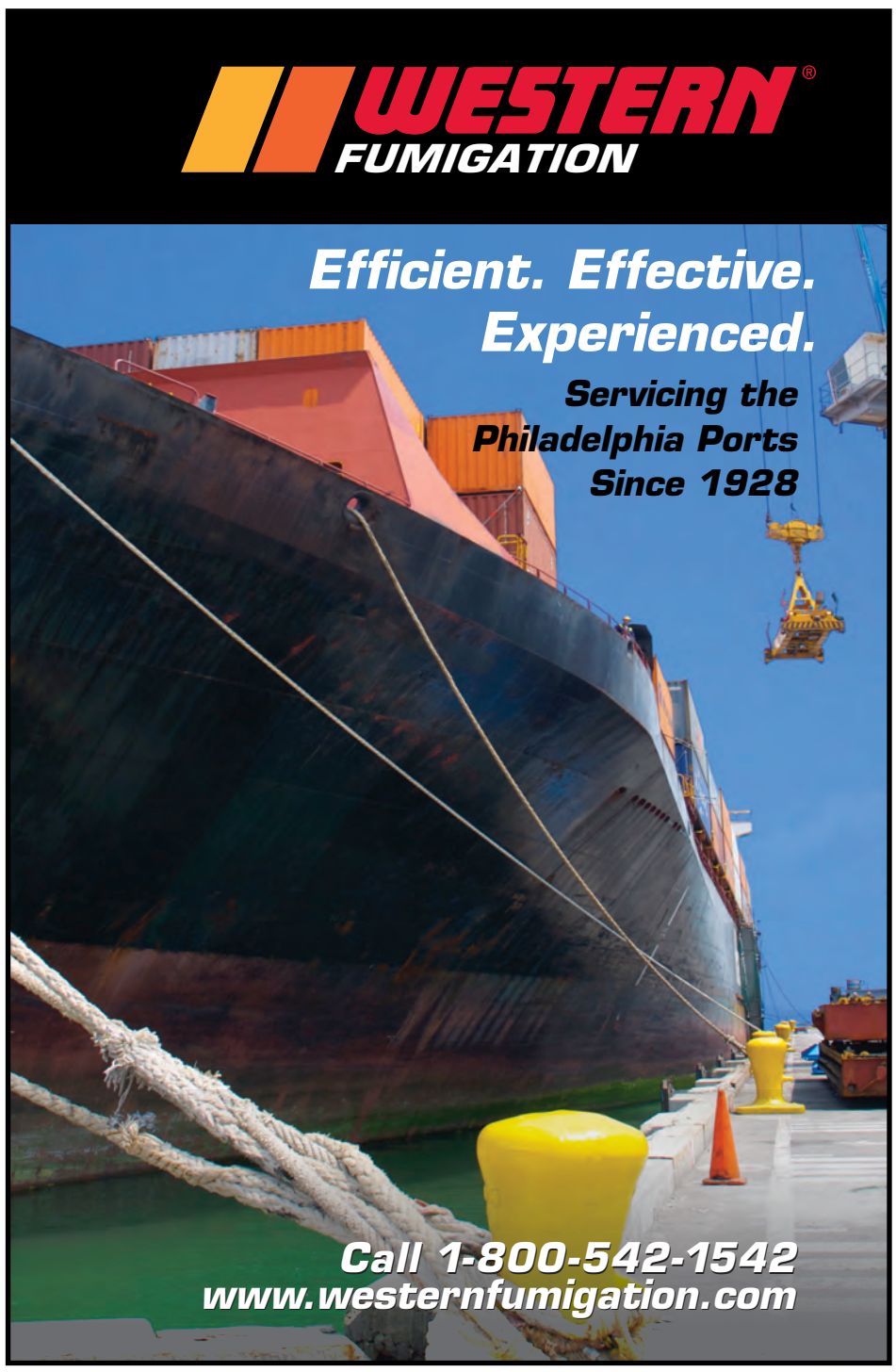
South Jersey Port Corp. Executive Director and CEO Kevin Castagnola

Mr. Castagnola joined the South Jersey Port Corporation in 1986 as a warehouse coordinator, and ascended through numerous operational positions over the next three decades. Today, Castagnola leads the port corporation as its executive director and chief executive officer.

As a well-respected member of the Delaware River port community, Castagnola sits on numerous industry boards, including the Maritime Exchange for the Delaware River and Bay. Castagnola also serves on the boards of the American Institute for International Steel, where he chairs its Port Committee, the International Wood Products Association, the Seamen's Church Institute of Philadelphia and South Jersey, the North Atlantic Ports Association, and the World Trade Association of Greater Philadelphia. Recently, Castagnola also accepted the role of president, board of trustees, for the Camden Shipyard & Maritime Museum.

The Exchange extends its sincere congratulations to Kevin on his exceptional accomplishments in the maritime industry, and on this most-deserved recognition!

For further information, contact the Ports of Philadelphia Maritime Society at www.portsofphilamaritimesociety.com.



New service from Mexico to Phila.

Late December brought the announcement of a new weekly service between the ports of Veracruz, Altamira and Philadelphia's Packer Avenue Marine Terminal. SeaLand, the intra-Americas regional ocean carrier of the Maersk Group, released plans to launch the "Atlantico" service starting in February of 2016. The new service will expand transportation opportunities between the Gulf of Mexico and the U.S. East Coast.

"This new service is the culmination of nearly two years of hard work and negotiations," said Thomas J. Holt Jr. of Holt Logistics Corporation, which leases the Packer Avenue facility. "We thank the many individuals who helped to develop this important trade line for our customers here and abroad."

The Atlantico service will particularly benefit producers and exporters of perishable goods to the U.S. by providing economies of scale and security, coupled with the reliability of an ocean service. Targeted commodities include avocados, lemons, tomatoes, and commercial cargo.

"I love the aphorism 'a rising tide lifts all boats' and can't think of a better example than the launch of SeaLand's Atlantico service and the opportunities awaiting our port community," said Ship Philadelphia First President Lawrence R. Antonucci, Jr. He noted that the new service represents a triumph for the group and shows what can happen when the port community cooperates towards a common goal.

"Three years ago, Fred Sorbello of Mullica Hill Cold Storage and Carlos I. Giralt-Cabrales, Consul of Mexico in Philadelphia, had a vision of bringing an ocean service from Veracruz to Philadelphia. Through the hard work of Ship Philadelphia First, the PRPA, the Consulate of Mexico, Maersk/SeaLand, and many others, we were able to bring that vision to reality."

The new service also changes cross border trade with Mexico from truck to ocean transportation. "This will not only positively impact our region with increased container volumes and job growth, but it will also have a national environmental and safety impact by taking trucks off the road," Antonucci said.

"We're very excited about this new weekly service with Mexico," said Philadelphia Regional Port Authoritty Chairman Jerry Sweeney. "The Commonwealth of Pennsylvania is proud to invest in its marine terminals and provide business support, which assists aggressive, savvy terminal operators like the Holts in bringing home a great piece of business like this one."

PEIA shines a light on regional energy projects

Pennsylvania is home to one of the largest reserves of natural gas in the world. Representing a broad range of interests and industries, the Pennsylvania Energy Infrastructure Alliance was formed to call attention to the important role pipeline and energy infrastructure projects play in supporting Pennsylvania's manufacturing sector and the jobs that industry creates.

With increasing development of the region's prolific shale gas reserves, Pennsylvania is now the second highest U.S. natural gas producing state.

PEIA supports investments to modernize energy infrastructure, promote reliable access to low-cost energy to power the local economy, and ensure the utmost safety and health of local communities. The organization believes pipelines are an important piece of the regional economic future, and investing in new and existing pipelines will benefit communities through new job opportunities, new industries, and new access to affordable energy over the long term.

According to PEIA founding member and Delaware County Chamber of Commerce President Trish McFarland, "Pennsylvania's energy renaissance gives us a huge competitive edge, and PEIA wants to ensure we take advantage of this opportunity. With development of the state's shale gas reserves, transporting products like natural gas and natural gas liquids is becoming increasingly important, especially for southeastern Pennsylvania, where the Marcus Hook Industrial Complex is fueling a regional revitalization."

PEIA was front and center at a Pennsylvania Department of Environmental Protection Marcus Hook Industrial Complex hearing on January 28. PEIA members have also testified before the Delaware River Basin Commission and the Governor's Pipeline Task Force to promote infrastructure investments.

According to PEIA, some of the tangible local economic benefits include tens of thousands of construction jobs, millions in annual estimated tax revenue to townships, counties and the commonwealth, and recurring benefits to manufacturing and other industries that rely on dependable energy supplies.

"When properly designed, built, and maintained, new pipelines like Sunoco Logistics' $3 billion Mariner East project . . . bring tremendous direct and indirect benefits to consumers and businesses across the state," McFarland said. "This growth is attracting new businesses with new products, which means new opportunities for our ports and its workers."

The Exchange is among the newest members of PEIA, joining local chambers of commerce, labor organizations, and other state and local groups.

"The goals of this group and its forward-looking focus align closely with the objectives of Maritime Exchange members," said Exchange President Dennis Rochford. "We look forward to engaging with PEIA and helping this port maximize the opportunities brought about by shale developments."

Consulate of Chile in Phila. to remain open

Lost passports, accidents or illness, or worse, trouble with local authorities, can ruin a trip abroad. As many who have travelled to foreign lands can attest, access to a consulate of your home country can be critical.

Consulates of other countries located in the U.S. can provide citizens with many important services as well, including visa applications and advice on trade and travel.

Because of the strong partnership between the Delaware River port business community and Chilean growers and shippers, the Chilean consulate has long been an important partner in fostering trade. Yet like so many other nations closing diplomatic missions in the face of tightening budgets, Chile's Ministry of Foreign Affairs also considered closing its consulate in Philadelphia. In January, port stakeholders and others learned that Chile's Congress authorized the Ministry to fully staff the consulate here.

"The fact remains that our office has consistently been one of the most successful among Chile's U.S. consulates," said Honorary Consul of Chile Benjamin Leavenworth. "While many other countries have closed their consulates or are considering doing so, we are extremely proud of the fact that the Ministry has reaffirmed its thirty-year commitment to the region by maintaining our offices and services staff."

The consulate was essentially mothballed over most of 2015. While Leavenworth's consular activities remained constant, such as promoting Chile's economic, cultural and political interests in the region, the office could not issue visas or provide other critical day-to-day services. The office will return to full operation in March of this year.

Trade between Chile and the tri-state region has grown exponentially since the consulate was established in Philadelphia in 1987. "In 1976, about 1,000,000 cases of grapes arrived from Chile," said Exchange President Dennis Rochford. "Now each year we see nearly 60 million cases of diversified products including a wide variety of grapes, stone fruit, citrus, berries, cherries, pomegranates, among others."

That trade also supports over half a million jobs and more than $1 billion in business revenue in Chile, as well as thousands of jobs in the tri-state region, Leavenworth said.

Leavenworth was appointed by then-president of Chile Ricardo Lagos in 2005. "It has been a great honor to lead Chile's mission here, and I look forward to continuing this very successful story," he said. Leavenworth's position and experience as chief relationship officer at Afina International and partner with the Latin America Forbes Family Trust serve him well as honorary consul, where a primary focus is relationship building.

Consular successes can be measured in numbers of events, such as trade workshops, industry education, business promotions, and political exchanges. Leavenworth and his team have been responsible for coordinating several trade delegations from the region to Chile, including visits from Delaware Governor Jack Markell and former governors from Delaware and Pennsylvania.

Last year, Chile reciprocated the honor when President Michelle Bachelet visited the region to highlight the importance of trade between the two countries and to reinforce ties to the Delaware River area. "This visit was the direct result of the professionalism exhibited by everyone in the trade, especially those at our ports," Leavenworth said.

Yet for the honorary consul, these are not his greatest achievements. "It's the thousands of little things we do every day that no one knows about that make us most proud. Our job is to solve problems, facilitate communications, and generally make the trade process smoother," he said. He and his staff are frequently engaged at the region's ports to certify documentation and address the many other needs of Chilean ships, cargos and crews. "We can work with industry to get things done that would be difficult to do from a distance," Leavenworth said.

"Chilean cargos move through ports in Delaware, New Jersey and Pennsylvania, and our port community greatly appreciates Chile's demonstrating its ongoing commitment to this region by continuing to maintain its consulate here in full," Rochford said.



In November of 2015, the Chilean-American Chamber of Commerce presented its Friend of Chile Award to Aramark, a $14 billion provider of food services, uniforms, and facilities management. Exchange Board member and Delaware River Stevedores President Bob Palaima (left), is shown here celebrating with Pa. Lieutenant Governor Mike Stack, Aramark COO of Emerging Markets Marty Welch, and Honorary Consul of Chile Benjamin Leavenworth.



Agriculture work group launched

continued from page 1

tions and steel importations, the introduction of mobile devices for CBP Agriculture specialists in the field, and additional officer training relating to targeting based on risk management.

Last July, U.S. Senator Tom Carper coordinated a visit to the region by Customs Commissioner Gil Kerlikowske to meet with stakeholders on these and other matters. "Our ports and waterways are the lifeblood of our economy. More than 95 percent of all U.S. trade is handled by our seaports. These ports account for over 30 percent of U.S. gross domestic product. That's more than five trillion dollars in trade each year. The Port of Wilmington is no exception. It is vital to the economy of Delaware and the entire region. As America's No. 1 seaport for fresh fruit imports, it supports thousands of jobs and millions of dollars in revenue," Senator Carper said. "That's why it is so important that government officials at the federal, state, and local levels continue to work hand-in-hand with industry stakeholders to support the port and make sure we are doing everything possible to ensure it is well positioned for the future."

Change to Maritime Ops Committee Schedule

"Historically agriculture processing fell under the domain of the Exchange Maritime Operations Committee. Yet given the importance of agriculture cargos and other products to the region, it became clear that we needed a forum to address those issues separately," Himber said.

Because there is substantial overlap in membership between the two committees, the Maritime Operations Committee will now meet quarterly, immediately following the CBP-Ag Working Group. The Maritime Ops Committee will continue to deliberate on the full range of CBP, Coast Guard, USDA, FDA, and other federal agency issues affecting port operations.

"We applaud the Maritime Exchange for its doggedness in bringing matters of importance to our attention and for its efforts to find ways to bring government and industry to the table together," said Coast Guard Captain of the Port Benjamin A. Cooper. "The Coast Guard is committed to using every available means to ensure we can effectively communicate with port stakeholders."

For more information or to join the CBP-Agriculture Working group, contact Beverly Ford at bford@maritimedelriv.com. For the Maritime Operations Committee, contact Darleen Michalak at dmichalak@maritimedelriv.com.

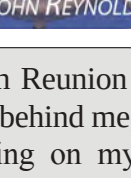


Training tomorrow's maritime professionals today

Now that my 50th Reunion from Fort Schuyler is behind me, I find myself reflecting on my many wonderful maritime experiences since May of 1965. Going to sea on my license had to be one of the best, but I am thankful that I came ashore timely to start my shore-side career. Looking back, the one single thing that stands out as the best thing I ever did was to attend one of our many great maritime academies.

Today, the U.S. maritime academies are rated number one for highest salaries paid to recent graduates. Assuming the latter has your attention, the following will summarize what schools are out there and how your kids and grandkids can apply.

If you have questions about any of these wonderful schools, please give me a call or call one of the many successful maritime academy graduates in our Delaware River community.



California State University, Maritime Academy [Cal Maritime]

Cal Maritime is a unique and specialized campus of the California State University System and the only U.S. maritime academy on the Pacific Coast. Cal Maritime's programs focus on intellectual learning, applied technology, leadership development, and global awareness. All Cal Maritime students participate in training cruises aboard the 500-foot Training Ship "Golden Bear" or other international educational experiences relevant to their respective majors. Cal Maritime graduates enjoy high placement rates into lucrative careers, and recent data show that graduates lead the state in average earnings ten years after graduation. The school was opened in 1929, and the enrollment is 1,075 cadets and students.

200 Maritime Academy Drive, Vallejo, CA 94590
(707) 654-1000, www.csum.edu

Maine Maritime Academy [MMA]

Maine Maritime Academy is located in Castine, Maine and has approximately 950 cadets in 18 degree programs in engineering, management, science, and transportation. MMA programs equip students with the practical skills, knowledge, and training to launch successful careers. Part of their education is aboard Training Ship "State of Maine," and graduates become world class mariners and engineers, supply chain managers, logistics professionals, and scientists. The school was opened in 1941 and was ranked the number one public college in America on Money magazine's Best Colleges list.

One Pleasant Street, Castine, ME 04420
(207) 326-4311, http://mainemaritime.edu

Massachusetts Maritime Academy

Mass Maritime Academy is located on Cape Cod, at the mouth of the Cape Cod Canal. The school is a fully accredited, four-year state university offering Bachelor and Master of Science degrees that are highly regarded in the worldwide maritime industry and beyond. The Academy's rigorous academics, shipboard training, and hands-on approach to building leadership and professional skills fully prepare students for successful careers. The school was opened in 1891 and has an enrollment of 1,650 students.

101 Academy Drive, Buzzards Bay, MA 02532
(800) 544-3411, www.maritime.edu

State University of New York Maritime College [Fort Schuyler]

Fort Schuyler is the oldest maritime school in the nation and was started in 1874. It is located in Throggs Neck, New York at the beginning of Long Island Sound. With almost 100 percent job placement three months after graduation, the academy is highly regarded as the leader in developing graduates who are prepared for careers in the transportation, energy, and engineering sectors. Students in the Regiment of Cadets who pursue U.S. Coast Guard Licenses sail on the school's Training Ship "Empire State" and gain an essential component of the maritime experience. The enrollment at Fort Schuyler is 1,862 students.

6 Pennyfield Avenue, Throggs Neck NY 10465
(718) 409-7221, www.sunymaritime.edu

Texas A&M Maritime Academy [TAMMA]

Texas Maritime is a prestigious, highly-specialized maritime training program embedded within Texas A&M University at Galveston, Texas. The school provides midshipmen a regimented environment that is designed to develop leadership skills required to be an officer in the Naval or Merchant Marine services. The school was opened in 1962, and the enrollment is 635 students.

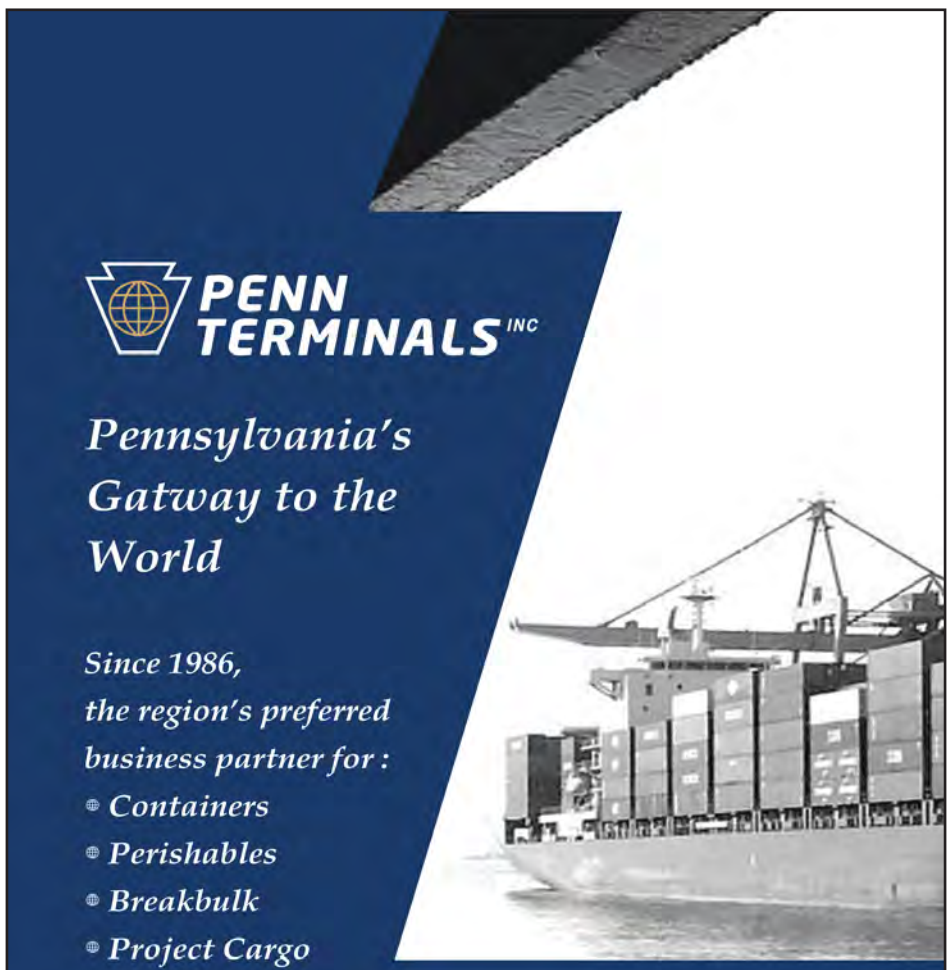
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The United States Merchant Marine Academy [USMMA-Kings Point]

Kings Point is a federal service academy with the mission to educate and graduate licensed merchant marine officers to serve America's marine transportation and defense needs in peace and war. The academy's four-year program includes a Sea Year, during which cadets acquire hands-on experience working aboard commercial and military ships sailing around the world. According to reports from the Department of Education and others, Kings Point graduates earn some of the highest salaries of college graduates in the United States. The school was opened in 1943, and the enrollment is 906 cadets.

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2016 top five technology considerations for your business

By: Bill Kleyman
MTM Technologies, Inc.

Welcome to 2016 – the year of cloud and the digital revolution. A boom in various services is changing the way we do business, interact with users, and manage our environments. Spending continues to increase around data center and cloud technologies, and organizations are finding even more use-cases for cloud technologies.

The cloud isn't just one large technology. Rather, it's a collection of services, resources, and solutions all helping deliver content and data to a very distributed data center and business. For example, it can be an Internet-based service such as Microsoft® Office 365. Or it can be a collection of Internet-connected servers on which you remotely store files or email.

Cisco recently reported that by 2019, more than 86 percent of workloads will be processed by cloud data centers. Findings from a recent Gartner report suggest that cloud computing is growing, and nearly half of large enterprises will have hybrid cloud deployments by the end of 2017.

And so, moving into 2016, the ever-shifting climate will require new business considerations. Let's look at five technologies which are helping re-shape the business world and how we interact with our customers and suppliers.

Cloud services

In 2016, take the time to understand all of the different types of cloud services out there. Learn how they can fit into your business. Services like backup-as-a-service, desktop-as-a-service, and even infrastructure-as-a-service can provide strategic value to your business.

The Internet of Things (IoT)

You may have heard this term, and it's going to become even more popular. IoT includes all the little things that connect and transfer data into the cloud or the Internet. Nest Thermostats, your iWatch, or even a Tesla are all IoT concepts. Moving forward, businesses will see an impact from IoT as well. For example, some are using IoT in their warehouses for better economics and management. The world is going to be a lot more interconnected moving forward.

Mobility and the user

Your users are a lot more mobile and using many devices to stay productive. With the entry of the millennial IT decision maker, new ways to look at mobility in business will emerge. Users are no longer '9-5' employees. They're working from cafes, garages, client offices, and at home, and business must help these evolving users stay productive. If you haven't yet looked at creating a mobility policy– you absolutely should. A good "bring your own device" strategy will make for a more productive workforce and improve the agility of your business.

Disaster recovery and business continuity

Today, business is tied at the hip to IT. What if your primary application or main servers go down for a day or two? How long can your business be down? What's the cost? If you're having problems answering any of those, it's time to look at disaster recovery and/or business continuity planning.

Cloud can be a great enabler around a solid continuity strategy. Further, virtualization technologies can help keep an environment up and running. Conduct a business impact analysis to really understand your critical systems and what the cost of downtime might be. Even if you have just one server, you can still create a cost-effective backup solution.

Security

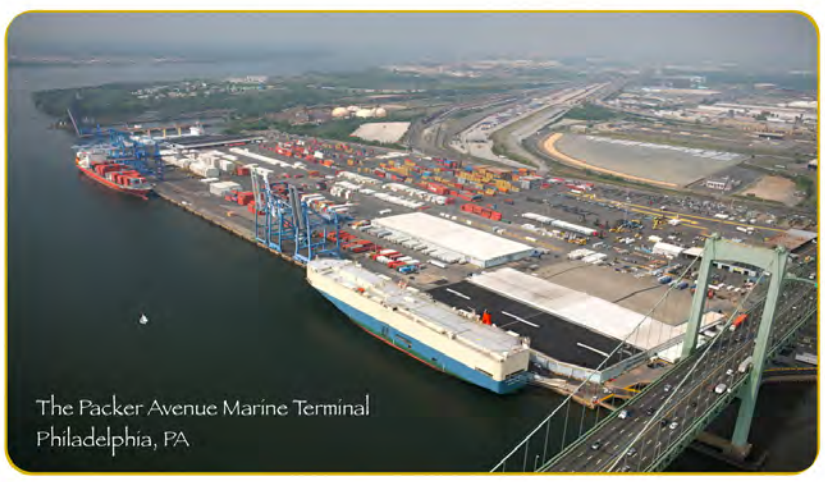
A new threat landscape is out there, and it's no wonder that security is still one of the hottest topics in IT. First, you need to understand that there is no one silver bullet for security. Rather, you have to take a holistic approach to creating a good security strategy. A simple 'firewall' is no longer enough. You'll need to examine your users, how and what they access, and how to best secure their data.

Here's another challenge — security can't deprecate the business process or productivity. That means your security strategy must align with the business. There are ways to deploy a good security architecture which take numerous aspects into consideration.

Regardless of your business size, there's likely a cloud service that can help you. Moving forward, you will need to understand the new trends, various available services, and how they can affect your business. If you align your business strategy with the capabilities of your IT environment, you'll be on the way to creating a good corporate IT synergy and a new kind of competitive advantage.

Bill Kleyman is vice president of strategy and innovation at MTM Technologies. Contact him at bkleyman@mtm.com.

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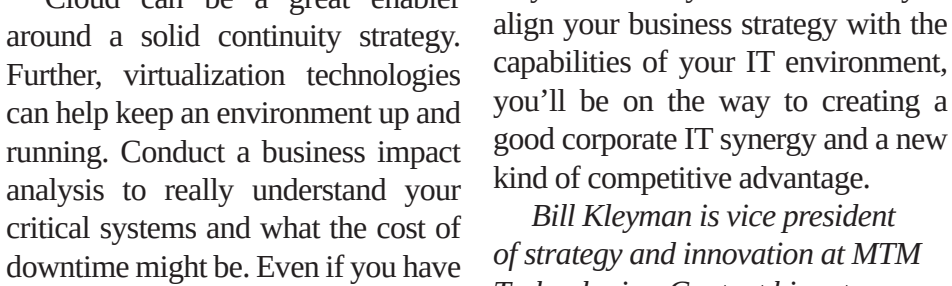
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SCI honors Boise Butler

By: Joseph Menta, Philadelphia Regional Port Authority



Boise Butler (r), president of ILA, Local 1291

On February 5 at the Hilton Philadelphia at Penn's Landing, the Seamen's Church Institute of Philadelphia and South Jersey, or SCI, presented the Annual Spirit of the Port Award to Boise Butler, president of International Longshoremen's Association Local 1291.

Growing up in the streets of Philadelphia, Boise benefitted from solid family values and avoided the pitfalls and trouble that befell many of his peers. He graduated from Roman Catholic High School in 1974 and set his sights on the Philadelphia waterfront, like so many of his family members and friends before him.

Well before the end of 1974, Boise was a reliable and respected longshoreman, starting out doing basic labor but soon learning various skills and taking on more responsibilities. During this time, he discovered in himself a penchant for helping his fellow workers. He advised them, looked out for their interests, watched their backs when they were down, and mediated on their behalf when they were in trouble. It was clear, even in those early days, that he had the makings of an effective labor leader.

And as the years went by, that's exactly the path he opened up for himself. While working hard on the waterfront day in and out to support his family, Boise began slowly but surely — via appointments and elections — to move into his union's administrative positions, which gave him the opportunity to advocate for his fellow workers better than ever. This new era of his work life culminated in his election as Local 1291 President in 2005.

Not content to contribute to the Philadelphia maritime industry and its dedicated workforce only through his position as ILA president, Boise has also made himself available to a variety of industry and industry-related boards over the years. These have included the Philadelphia Regional Port Authority, Seamen's Church Institute, the Independence Seaport Museum, the Pennsylvania Workforce Investment Board, and the Israeli Bonds' Labor Advisory Committee. He has also served as vice president of the Philadelphia Council of the American Federation of Labor and Congress of Industrial Organizations since 2005.

Boise Butler has collected numerous accolades, awards, and gestures of recognition over the years, the latest being this year's presentation of the Spirit of the Port Award by the Seamen's Church Institute. SCI is an organization especially close to Boise's heart due to its mission — similar to Boise's own mission within the ILA — of representing those visiting seafarers who all too often don't have the power to effectively speak for themselves.

Joseph Menta is director of communications for the Philadelphia Regional Port Authority. Contact him at (215) 426-2600 or jpmenta@philaport.com.

Good deeds do get noticed

By: Joan Lyons, Seamen's Center of Wilmington

Volunteers at the Seamen's Center of Wilmington are truly the lifeline between ship and shore for visiting mariners. They provide the mandatory TWIC escorts from the ship to the Center, and if mariners need to go shopping, they provide transportation services beyond port property. Many SCW volunteers have been working at the Center for over 15 years, a sure sign of how much they enjoy meeting seafarers and value the rewards they receive from volunteering.

This fall SCW volunteer Mike DuRoss received a lovely thank you note from the Chief Cook on the m/v "Dole Colombia."

His words of praise say it all!

> To My Good Friend Mr. Mike,
>
> I just want to thank you and all the wonderful people at the Center. Your work are very much appreciated. Volunteer work is not about just driving seafarers to Wal-Mart and other place in Wilmington . . . it is the service that came from your heart that makes the difference.
>
> I SALUTE YOU GUYS!!!
>
> Chef Josel, m/v Dole Colombia, October 2015

If you or someone you know has a few hours a month to help serve the seafarers who are so important to our livelihoods and our quality of life, please contact me at (302) 575-1300 or jlyons@scwde.org. A small investment of time can make a huge difference — for you and the many you'll be helping.

Joan Lyons is executive director of the Seamen's Center of Wilmington.



Traffic Club of Philadelphia Honors PA Sen. Casey



At its 108th annual dinner on January 21, the Traffic Club of Philadelphia honored Democratic Pennsylvania Senator Robert P. Casey, Jr. with its Person of the Year award. Sen. Casey has been a staunch supporter of the Delaware River port, most notably in his efforts to fund the main channel deepening project.

The Traffic Club also named the Delaware Valley Regional Planning Commission as its Company of the Year. Seen here enjoying the event at the Westin Hotel in Philadelphia are (l-r) Sen. Casey, Traffic Club President Robert Childs, and DVRPC Executive Director Barry Seymour.

Gov. Wolf creates port advisory committee

Pa. Governor Tom Wolf announced the appointment of a 13-member Port of Philadelphia Advisory Committee including representatives from business, labor, and government with an emphasis on maritime commerce and regional transportation.

The advisory committee was formed to provide an effective, transparent forum to ensure an ongoing, substantive dialogue between the Philadelphia Regional Port Authority and its key stakeholders. As indicated in its title, the committee will be advisory in nature and will meet with PRPA board members and staff on a quarterly basis. Agenda items will include, among others, port strategic and real estate planning, macro maritime industry conditions, assessing port infrastructure requirements, and optimizing market opportunities.

Appointees include two Philadelphia terminal operators, three prominent labor leaders, an aide to Philadelphia Mayor Jim Kenney, and a high-ranking official of the Pennsylvania Department of Transportation.

"The continuing success of the Port of Philadelphia as Pennsylvania's international seaport largely depends on strengthening the working relationships we have with business, labor, and our locally elected officials," Gov. Wolf said. "I believe by establishing this advisory committee, we are formalizing these bonds and tapping into a variety of valuable resources for the challenges ahead."

The Port of Philadelphia is strong in cargoes such as fruits, vegetables, cocoa beans, and aggregates. It has considerable refrigerated and freezer warehousing space as close as 90 feet from the dock, allowing for handling of temperature-sensitive cargoes.

Pennsylvania has a proven track record of investments at the Port of Philadelphia, including $25 million per year on maintenance alone. Since 2010, the Commonwealth has delegated a total of over $300 million to the Port.

"The Port of Philadelphia is positioning itself not only to maintain our competitive edge, but to be better prepared to pursue new business opportunities around the world," said Gerard H. Sweeney, chairman of the Philadelphia Regional Port Authority's Board of Directors.

The PRPA has enjoyed five consecutive years of double-digit cargo growth. Last October, PRPA reported a nearly nine percent increase for the first six months of 2015 over the same period the previous year.

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Q&A with Karlovich

continued from page 1

Delaware River Basin refineries were shut down because they were unable to compete in the global energy market.

Two refineries subsequently restarted under new owners, including Delaware City, which PBF purchased just before the plant was scheduled to be demolished. Delaware Governor Jack Markell contacted PBF to see if the company would be interested in buying the shuttered plant. Since restarting, refinery employees have voted Delaware City one of the best places to work in the state three years in a row.

Q: How does the location of PBF's Delaware Basin refineries benefit the regional maritime community?

A: The Delaware Bay and River provide PBF with vital waterborne access needed to compete in the highly-competitive and international oil refining business. PBF charters oil tankers to safely and reliably transport crude oil from all over the world to its Delaware City and Paulsboro refineries. After the crude oil is refined, some products are delivered to regional and international markets by barges and ships, once again via the river, as well as shipped via pipeline and trucks. The refineries also ship partially-refined products to each other, which makes them more competitive than if they were stand-alone facilities.

PBF is committed to managing risk prudently through safe, responsible, and environmentally sound operations at every stage of its business, from transporting crude oil to its refineries and products to customers, as well as the refining process itself. In response, PBF charters quality marine vessels — both barges and tankers — from first-class owners. All vessels are double hulled and vetted to ensure they are in sound condition.

PBF is committed to working very closely with the maritime community, including support service providers such as pilots, tugboat and barge operators, environmental companies, and local ship agents, as well as the U.S. Coast Guard and local government agencies. PBF is a member of the Delaware Bay and River Cooperative and proud of the work the organization does to enhance training, communication, and preparedness and its prompt response abilities to any release that does occur. These are a few of the resources PBF works with to ensure the company is meeting its commitment to safety and reliability, which are keys to success in a 24/7 operation.

In addition to providing economic support and supplying consumer products to the Delaware Valley region, perhaps more important is the fact that PBF's refineries and maritime operations are integral to ensuring and coordinating safe and reliable marine activities. It is our privilege to not only have access to, but to protect, this vital waterway.

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South Jersey Port Corporation records increased cargo activity for 2015

In January, the South Jersey Port Corporation reported that its marine terminals achieved another year of cargo growth in 2015, with tonnage increasing by 12% over 2014 to 2,525,562 short tons. This is the third consecutive year of double-digit percent growth at the marine terminals in Camden and Salem.

"We had another good year of growth reflecting both a trend of cargo growth and confidence in the regional and global economies," said Kevin Castagnola, chief executive officer and executive director of the SJPC.

Overall breakbulk cargoes, consisting of steel, calcium chloride, cocoa beans, fruit and wood products, combined for 1,093,003 s/tons, finishing virtually even with 2014.

Steel imports tonnage led all cargoes with 832,153 s/tons. This result is SJPC's second largest steel tonnage total, trailing only 8% behind 2014's mark of 900,000 tons. The consistent throughput of steel imports reflects a growing reliance on SJPC marine terminals by steel shippers from Europe to the American industrial heartland, according to authority officials.

The terminals handled 47,867 s/tons of super sacks containing 50-pound bags of calcium chloride, besting 2014 by 60%. This consumer-ready product is at great demand when the Mid-Atlantic winters produce snow and ice.

Import fruit returned to Broadway Terminal's Pier 5 during November and December, with five ship calls carrying 9,990 s/tons. Although a modest result, the new activity to Pier 5 is welcome. Import wood products improved by 48% over 2014, reaching 160,255 s/tons. Import cocoa beans finished the year with 41,344 tons, off from 2014 by -37%.

Dry bulk cargoes collectively reached 1,432,545 s/tons in 2015, a 24% improvement over 2014.

During 2015, SJPC marine terminals handled 206 ships compared to 157 in 2014. The number of ship days — the number of days a ship is loading or unloading at its terminals — increased from 543 to 462, an 82% increase.

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POW welcomes first Chilean fruit vessel of the season

The Port of Wilmington, Delaware received the first breakbulk shipment of Chilean winter fruit to arrive in the U.S. for the sixth consecutive season. The m/v "Pacific Mermaid," a specialized refrigerated vessel operated by Trans Global Shipping NV in the Global Reefers service, arrived on December 15.

The "Pacific Mermaid" discharged over 618,450 boxes of fresh cherries, blueberries, apricots, peaches, nectarines, and table grapes.

Wilmington is a major port of entry and distribution center for the seasonal importation of fresh Chilean winter fruit. During this season, the port anticipates receiving at least 25 shiploads of fruit from the ports of Valparaiso, Coquimbo, and Caldera. Global Reefers is the sole shipping line providing an express service direct from Chile to the Port of Wilmington.

"The arrival of the 'Pacific Mermaid' marks the sixth year in a row that the First State has had the opportunity to receive the initial breakbulk shipment of Chilean winter fruit, not only on the Delaware River but in the U.S. We are very pleased to once again support the commercial interests of our partners and customers in providing the North American consumer with the freshest available fruit," said Gene Bailey, the port's executive director.

The cargo is stored in the port's 800,000 square foot on-dock refrigerated warehouse complex, one of North America's largest, before distribution throughout Canada and the eastern region of the U.S.

During 2014-15, the port handled over 18,650,000 boxes of Chilean fruit, a 10% increase over the previous season. This important trade supports over 916 family-sustaining jobs and annually generates $50 million in personal income, $54 million in business revenue and $5 million in tax revenue for the state and the region.

Working together to save a life

By: Rebecca Stansell
Tri-State Bird Rescue & Research, Inc.



Patient #16-07, a young Northern Gannet, is set free on the Delaware after a successful rehab at the Tri-State Bird Rescue and Research Center.

How do you save the life of an oiled seabird? On the Delaware River, the answer to that question is a resounding: "With a little help from your friends!" In oiled wildlife response and wild bird rehabilitation, partnerships can make all the difference in saving wild lives.

In January, the Raptor Trust, a wildlife rehabilitation center in New Jersey, contacted Tri-State Bird Rescue & Research, or TSBRR, in Newark, Del. about an oiled juvenile Northern Gannet. The gannet required the specialized care of TSBRR's Oiled Wildlife Response Team, which transferred the ailing bird to its rehabilitation facility in early January.

Wildlife, with good reason, views humans as giant predators. It is therefore imperative that an oiled bird or animal be stabilized to alleviate stress and to increase the chance of survival before undergoing the necessary washing process. This involves a full medical examination and the combined expertise of Tri-State's professional staff and trained volunteers. Patient #16-07 was stabilized, and the TSBRR staff went into life-saving mode to work to remove the sandy, tar-like substance from the gannet's feathers.

Waterproofing is vital to many birds, most especially for seabirds that live and feed out on the cold waters of the ocean. Once oil free, measures were taken in the form of daily indoor swims to ensure that the gannet's waterproofing was fully restored. Only then was the seabird deemed ready to be moved to an outdoor enclosure with a large pool. There, the bird was given the opportunity to re-acclimate to the colder temperatures.

After 10 days, it was time to release the Northern Gannet. The proper release of a patient is just as important as providing professional care during the recovery process. To give #16-07 its best chance at continuing a healthy life in the wild, it needed to be released as soon as possible and returned to the open, chilly waters of the Atlantic.

For the release of seabirds, TSBRR relies on its partnerships with the Coast Guard, Delaware Fish & Wildlife, and the Delaware Bay & River Cooperative (DBRC). These organizations are instrumental in ensuring the safe and proper release of a patient.

On the much-anticipated day of release, volunteers gathered to deliver the gannet to the DBRC in Lewes, Del., where a vessel awaited to transport the bird out to the open sea. TSBRR and DBRC have complemented each other with their respective skills many times in the release of rehabilitated seabirds, and DBRC crew was again ready and waiting to assist, just as it had been this past December during the successful release of yet another adult gannet.

Traveling far offshore, and with cameras ready, the crew and volunteers watched the young gannet safely return to the waters it calls home. Patient #16-07 may not be aware of just how fortunate it was to have had so many people come together to save its life. Yet we at TSBRR know that we are lucky, as well, to have taken part in not only the rescue of a life, but also to enjoy and share in wonderful partnerships with Delaware River organizations willing to help a wild animal in need.

Rebecca Stansell is marketing manager of the Tri-State Bird Rescue & Search. Visit www.tristatebird.org to learn more about its Wild Bird Clinic and 24/7/365 Oiled Wildlife Response Team.

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Editorial

Port looks forward to city support under new mayor

Recently inaugurated Philadelphia Mayor Jim Kenney is no stranger to the Philadelphia port community. His record of engaging in port-related issues while serving as a member of Philadelphia City Council and as a member of the Philadelphia Regional Port Authority board exemplified a long-standing commitment to maintain the port's competitiveness through targeted public and private infrastructure investment projects.



Mayor Kenney

This experience and insight will be invaluable as the PRPA moves forward to develop the 200 acres known as Southport into a major cargo facility. This and other major port projects planned or under construction throughout the tri-state port complex will be the building blocks that will allow our port to benefit from the soon-to-be completed project to deepen the Delaware River main shipping to 45 feet.

It will also benefit the region's rebounding energy trade as port operators and investors consider potential sites in Philadelphia for future oil and gas operations.

Mayor Kenney's enthusiasm for the Port of Philadelphia is grounded in the belief that "these industrial-style family sustaining [port] jobs are key to reducing the 26% poverty rate in Philadelphia." This has long been the rationale — meaningful job creation benefiting both local neighborhoods and the region — that has driven the efforts to improve and expand port facilities over so many years.

It is also expected Mayor Kenney will be an active ambassador, along with other public officials and private sector leaders, to promote the port in order to attract new customers from throughout our hemisphere and the world.

With all the other challenges Mayor Kenney will face over the next four years, it is good to know the port will be an important component of his economic development strategy for the City of Philadelphia.

MARITIME EXCHANGE
for the Delaware River and Bay

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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:

Email: exchange@maritimedelriv.com

Mail:
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Attn: Beacon Editor
240 Cherry Street
Philadelphia, PA 19106

2016 to be a busy year for Exchange government affairs

Looks like the federal government is going to keep the Exchange and its members busy this year. Two major initiatives on the immediate horizon will require careful consideration and generate potentially highly consequential action.

USDA regulatory reform

First, the U.S. Department of Agriculture is seeking information from the regulated public that will help the agency identify opportunities to identify and reduce regulatory burdens.

USDA is asking our input on which regulations should be modified, expanded, streamlined, or repealed to make the USDA's regulatory program more effective or less burdensome in achieving the regulatory objectives.These are obviously goals we strongly support, and we hope the USDA is able to implement meaningful reform in a thoughtful, yet expedited manner.

As always, we will turn to Exchange members, particularly those who have joined the newly created CBP-Agriculture Working Group, to provide guidance as we formulate our comments before the March 28 deadline.

Implementing SOLAS

In addition, the industry is preparing for an important amendment to the Safety of Life at Sea, or SOLAS, Convention adopted in November 2014 by the International Maritime Organization. The amendment goes into effect on July 1 of this year.

In essence, the amendment requires the shipper to verify the weight of the packed container and provide the verified weight to the ocean carrier prior to the container being loaded onto a ship. A verified container weight is a condition for loading a packed container aboard a ship for export.

The vessel operator and the terminal operator are required to use verified container weights in vessel stowage plans and are prohibited from loading a packed container aboard a vessel for export if the container does not have a verified weight.

While some in industry have expressed concerns that the new requirements may be unworkable, others have noted that the SOLAS Convention has for a very long time required the shipper to provide the gross mass of the loaded container to the carrier and that the new amendment requires the gross mass provided by the shipper to be verified and certified. What is clear is that implementing the amendment will require communications and coordination between shippers, ocean carriers, freight forwarders and marine terminal operators.

In the U.S., the Coast Guard is charged with enforcing the new rules, and industry is eagerly awaiting guidance describing how the agency plans to enforce the new requirements.

New is always challenging, regardless of its simplicity. Changes in business processes can be overwhelming when they are overly complex. The reality is usually somewhere in between.

Our friends at the World Shipping Council have extended an invitation to Exchange members to use any of the many documents the IMO, WSC and other industry groups have developed to help explain the requirements and what steps must be taken to be ready by July 1, 2016. Please feel free to visit the WSC Web page dedicated to this issue at http://www.worldshipping.org/industry-issues/safety/cargo-weight.

And of course, members are invited to contact the Exchange with any questions, or concerns they may have.

Possibility of Final TWIC Reader Regulations

Though we have not heard anything recently, the Exchange believes 2016 will be the year it finally happens. After so many years in the making, we are convinced the Coast Guard will issue the long-awaited rules for using Transportation Worker Identification Credential readers at regulated vessels and facilities sometime this year.

You heard it here first.

Hazardous cargo: training critical for handlers of hazardous materials

Legal Ease

By: Scott R. Gunst, Jr., Esq.,
Reeves McEwing LLP

Every year, over 3.1 billion tons of hazardous material are transported via our nation's highways, railways, and waterways, and that number is only increasing. In 2015 alone, 97 chemical ships called at Delaware River ports, nearly double the number in 2010.

For the most part, the movement of hazardous material goes unnoticed, as the only indication is a small placard warning of the danger. While most hazardous materials are transported without incident, it is important that individuals involved in the actual transportation and with paperwork processing be trained in labeling, safe handling, accident protection, and incident response.

On the evening of August 12, 2015, local fire fighters in the port city of Tianjin, China responded to a warehouse fire. Immediately the first responders began battling the blaze with foam and water, unaware of the dangers within the burning warehouse. Suddenly and without warning, two massive explosions, the second the equivalent of 21 tons of exploding dynamite, rocked the city, damaging 17,000 apartment homes. The explosions killed 173 people, including 104 firefighters; several hundred were seriously injured and even more were without homes. The total cost is estimated to be in excess of $1-1.5 billion.

Initially unknown to first responders, the burning warehouse stored much of the port's hazardous goods, containing nearly 40 types of hazardous materials, including 700 tons of sodium cyanide, 800 tons of ammonium nitrate, 500 tons of potassium nitrate, and calcium carbide which produces acetylene gas when in contact with water. Experts believe that the water from the first responder hoses came into contact with the calcium carbide creating the explosive acetylene gas that resulted in the initial explosion triggering the much larger secondary explosion. The incident shed light on China's lack of oversight on handling of hazardous materials and caused several of China's ports to restrict the handling of dangerous goods. Most importantly, this incident illustrates what can go wrong when proper hazardous material handling, storing, training procedures, and post-spill mitigation practices are not followed.

Avoid such disasters in the U.S. by following federal guidelines

Federal regulations require that employers provide training to employees who, in the course of their employment, handle or directly affect the transportation of hazardous materials. New employees and those whose job functions change, must receive hazardous material training within 90 days of their hiring or change of function. If a new employee has already completed the required training from a previous employer or other source, that prior training may be credited, provided the record of the training is obtained by the new employer. Existing employees must be trained once every three years or within 90 days of the implementation of a new security plan. There are no exemptions in the regulations for hazardous material handling training related to self-employment or company size. In other words, all eligible employers must be compliant with the regulations, and all of their employees must receive training.

While training and record-keeping requirements vary depending on the mode of transportation, the basic training is the same. The five topics of training include: general awareness/familiarization, function specific, safety, security awareness, and in-depth security training. The purpose of the training is to ensure that:

1) each employee who handles hazardous materials is familiar with the general provisions of the federal hazardous material regulations;

2) the employee is able to identify hazardous materials;

3) the employee possesses knowledge of emergency response information and procedures; and

4) the employee is aware of self-protection measures as well as accident prevention methods and procedures.

Employers are also required to provide employees with specialized training required by their specific job duties, such as familiarization with an employer's mandated specific security plan.

Record retention is critical

Employers must maintain complete training records for each of their employees for the preceding three years. Unless the employee's training has been documented, it did not happen. If an employee has left the company, the employer is required to maintain his or her training records for 90 days after the employment ended. The training records must include the employee's name, most recent training date, a description of the training provided, the name and address of the person or organization providing the training, and certification that the employee was trained and tested in accordance with the federal regulations. These records must be made available upon the request of an authorized official.

Federal hazardous material training and record keeping requirements are stringent. Under the regulations, the employer is ultimately responsible for an employee's



training and documentation requirements. The penalties for the knowing failure to comply with DOT hazmat regulations range from $75,000 to $175,000 per day in the event that the violations result in death, serious illness or severe injury to any person, or substantial destruction of property. In order to avoid the penalties for non-compliance, employers should regularly conduct self or third-party audits. This will ensure that their companies' programs are in compliance with the regulations and that such compliance is well documented. An ounce of prevention may avoid a pound of future cure.

Scott Gunst is a Licensed Deck Officer and associate in the law firm of Reeves McEwing LLP with offices in Philadelphia, Pa. and Cape May, N.J. He may be reached at (267) 324-3773 or sgunst@lawofsea.com. The information contained within this article is for informational purposes only and is not intended to be legal advice. Readers with questions regarding compliance with the federal regulations should consult 49 CFR 172 Subpart H, or contact the Maritime Exchange or the law firm of Reeves McEwing LLP for more information.

Magellan in Del.

continued from page 3

ware, along with a number of other expansion opportunities," Rochford said. "Given the gains in energy markets today and those projected well into the future, there's no doubt Magellan would be able to derive as great a benefit from the deeper channel as other private and public terminal operators in the region."

Magellan's formula is working. In late January, the Magellan board announced it would increase the partnership's cash distribution to 78.5 cents per unit for the fourth quarter of 2015. This represents the 55th distribution increase since Magellan's initial public offering in 2001 and is 13% higher than the fourth-quarter 2014 distribution.

For customer inquiries or additional information about Magellan, contact Kelly Taylor at (918) 574-7713 or kelly.s.taylor@magellanlp.com.





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Calendar of Events

02/17/16	World Trade Association of Philadelphia 85th Anniversary Celebration Hilton Philadelphia at Penn's Landing Contact Deborah Ingravallo, 856-642-3957 or wtaphila@comcast.net
03/02/16	Traffic Club of Philadelphia Mega Meeting William Penn Inn, Philadelphia, Pennsylvania Contact Maureen Waddington, 215-393-3144 or tcphila@gmail.com
03/03/16	Word Trade Center Philadelphia Global Business Conference Drexel University, Philadelphia, Pennsylvania Register at www.wtcphila.org
03/08/16	Tri-State Maritime Safety Association Board Meeting
03/09/16	**Maritime Exchange Board Meeting & Annual Meeting** **Maritime Exchange Annual Election**
03/15/16	Philadelphia Regional Port Authority Board Meeting
03/16/16	DRPA/PATCO Board Meeting
03/23/16	Seamen's Center of Wilmington Board Meeting
03/30/16	World Trade Association of Philadelphia Fundraiser for Autism Speaks, The Simeone Foundation Automotive Museum, Philadelphia, Pennsylvania Contact Deborah Ingravallo, 856-642-3957 or wtaphila@comcast.net
04/17/16	Traffic Club of Philadelphia Inaugural Dinner Contact Maureen Waddington, 215-393-3144 or tcphila@gmail.com
04/19/16	Philadelphia Regional Port Authority Board Meeting
04/20/16	DRPA/PATCO Board Meeting

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