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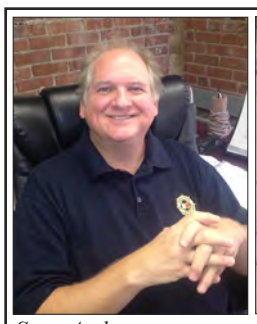
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Exchange Staff Prove Dedication

When a hurricane may or may not be headed in your direction, it's difficult to determine whether or not to invoke some or all of your emergency preparedness plans. That was the situation the Exchange – and thousands of others up and down the east coast – faced on October 26, the Friday before Hurricane Sandy was set to make landfall. Computer models were showing a spaghetti map of possible tracks. Some were well south and others to the north of the Delaware River region. But the significant majority forecasted a direct hit on our region.


Scott Anderson


Bill Bayard


Michael Fink


Karen Scotton

Coast Guard Sector Delaware Bay, in consultation with the Exchange, Pilots, and other members of the Marine Transportation System Recovery Unit, set hurricane condition Whiskey by mid-morning Friday. "That was the trigger that determined the steps the Exchange would take to ensure continued operations," said Exchange Vice President Lisa Himber.

The Exchange has invested heavily in redundant facilities and infrastructure. The challenge was to determine whether we'd be better off trying to operate out of our main office in Philadelphia or at the Ship Reporting Tower in Lewes, Delaware. This challenge was exacerbated exponentially by Operations staff shortages – one employee out on extended leave and another on vacation out of town, leaving us with half of the full staff complement. Options were certainly limited.

Ultimately, we decided to prepare for operations at both facilities. And we couldn't have done it without the commitment of our staff.

Scott Anderson, Michael Fink, and Karen Scotton agreed to leave their families and homes to stay in Philadelphia overnight to ensure our Ops desk and IT systems were

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AMSC Poised for Improvements

Riddle: What's the one thing that gets harder when more people try to help?
Answer: Making a decision.

It's an oldie, but nevertheless a goodie. Those who spend a lot of time – or any time at all – on committees, task forces or workgroups know that it's often hard to come to agreement when you have a lot of people with divergent interests at the table. And anyone who has ever chaired such a group knows that the larger or more engaged it gets, the more difficult it can be to keep everyone on track.

In the case of the Area Maritime Security Committee (AMSC), everyone involved has the same interest and it can still be difficult. Mission creep, scheduling overload, growing workloads, and a host of other factors can prevent a group of well-intentioned individuals from doing the things they want and need to do.

"In a port of our geographic size, our AMSC is of necessity a particularly large body," said Chairman Kurt Ferry of Greenwich Terminals. "And we have racked up a number of successes over the last decade. But we need to adapt to changing environments, requirements, and needs."

Over the last year, the AMSC has been working to modify its charter and to more clearly define membership roles, rights, and responsibilities. The purpose of these efforts is to more effectively distribute the workload among a shrinking number of participants. "Ideally," Ferry said, "reorganization will also make it easier for members, and prospective members, to help address the ongoing needs."

Spearheading the efforts are Kurt Reuther, Delaware Department of Safety and Homeland Security, Bill Robinson of PBF Energy, Exchange Vice President Lisa Himber, and Kurt Reichert of Western Fumigation.

"The existing structure has served the AMSC well, but as new tasks are added, we've started to see the organization chart expand somewhat too far horizontally," Himber said. "We're looking now to create a structure that more appropriately facilitates communications among the

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Interview with
Patrick Moebel
President, OHL International



Patrick Moebel, President of OHL International is a well-known expert in the global logistics industry. Mr. Moebel joined OHL in 2009 and brings a long list of accomplishments from turn-around success to global strategic development. The Beacon *caught up with him to get his thoughts on issues important to our local port community.*

Q: Can you provide a brief summary of OHL operations in the Delaware Valley?

A: OHL International's headquarters is based at the Philadelphia Naval Base and houses management for Customs Brokerage, Trade Services, and Air and Ocean operations. Formerly Barthco, OHL has significant investment in its facility on South Broad Street enabling it to support the perishable, textiles and apparel, chemicals, publishing, footwear, raw materials, oil & gas, and retail industry operations as well as special project cargo and bulk items. The company has been domiciled in the Philadelphia area since its inception and is a supporter of many local industry chapters.

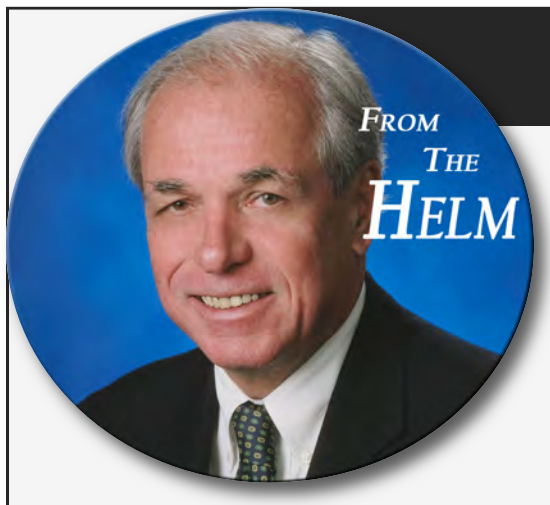
We've recently strengthened our US structure into 3 regions with the Philadelphia office becoming responsible for operations in the Mid Atlantic in which, of course, the Delaware Valley is located. We're adding experienced customs brokerage & logistics personnel to our staff as our business is growing well and where else is the best local talent but within the valley?!

Q: What would you say is the greatest public policy challenge in this region and what suggestion would you recommend to address it?

A: The greatest challenges facing the region at this time are the economy and employment. Both are dependent on each other as it's the employed workforce who go out and purchase items which, in turn, drives demand for greater production which requires more employees to produce. We're doing our part by adding to our team and we've noticed that many of our customers and partners are doing the same. These are good initial signs but it's been slow progress.

The deepening of the channel of the Delaware River and subsequent development of the South Port facility will create additional employment opportunities. You'd recently interviewed Delaware Senator Chris Coons who

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Election 2012: No New Battles to Fight (so far)

On November 6, the 2012 elections finally came to a close. Following the birth of the Tea Party and the political upheaval of the 2010 elections, the expectations among the political class and the media pointed toward equally dramatic election results this year.

And the game was on. The Republican presidential primary season was in full swing; Super PACs were created, and hundreds of millions of dollars – billions – raised and expended through the primary and general election campaigns; television, radio, internet and social media advertising inundated our lives; and the national party conventions and presidential and vice presidential debates which marked the final glide path of a long and tumultuous campaign towards election day.

The end result, a relatively close election where President Obama was reelected, the Democrats continue to control the Senate, and the Republicans maintain control of the House of Representatives. Over the next month or so, political pundits on Sunday morning talk shows will try to paint the election as a watershed – in reality, American voters voted the status quo.

From the vantage point of the Delaware River regional port complex, this election leaves us in a fairly good position.

The Administration has taken initial steps to fund upwards of $90 million to initiate the deepening of the Delaware River main shipping channel from 40 to 45 feet. All of the U.S. Senators and House members from Pennsylvania and Delaware who have supported this funding were either reelected or continue their terms in office. The bottom line, all of those at the federal level who have stepped up to support this project over the last number of years will continue to serve in office as we work to continue to fund this project over the next two-year critical timeframe.

Beyond our own regional needs, the Administration and Congress have a great deal of work ahead of them. The "fiscal cliff" associated with the pending tax increases and budget cuts will undoubtedly consume a great deal of time and energy in DC in the near future. We could also see a new Water Resources Development Act, legislation granting Russia Permanent Normalized Trade Relations, wind tax credits, and temporary duty suspensions, just to name a few of the items left unfinished on the Congressional agenda after the last session.

That we enjoy strong working relationships with our Delaware, New Jersey, and Pennsylvania congressional delegation on so many issues that affect our port allows the Exchange to continue to make its case when our members' interests are at stake. Given the fiscal, budget and debt challenges facing Washington, DC as we enter 2013, almost every issue we care about will be affected by the debates between the Administration and Congress. It's good to know that over the years, we have established an honest rapport with these elected officials where our voices can be heard – even when we don't like the answer.

Arlen Specter Led With Integrity and Conviction

On October 14, Pennsylvania lost a dedicated public servant, and the port lost a true friend. Arlen Specter's 30-year tenure as a U.S. Senator for Pennsylvania was unmatched in the history of the Commonwealth. Over these three decades, Senator Specter took on every issue with integrity and conviction. From foreign policy and defense issues, to Supreme Court nominations, to funding for the National Institutes of Health, Senator Specter worked with his colleagues to find solutions and produce results.

Senator Specter was also an unstinting advocate for Pennsylvania. And on one issue he was relentless — the deepening of the Delaware River main shipping channel from 40 to 45 feet. He understood the value of this project, not only to Pennsylvania, but to the entire tri-state region. As a member of the Senate Appropriations Committee, beginning in 1996 and for each year following, he ensured funds were appropriated for the deepening project. Today, the project is under construction and scheduled to be completed by 2015.

I had the distinct privilege of knowing and working with Arlen for over 30 years. He was as tenacious as he was respectful, and he embodied those characteristics we would want for our elected officials. We will miss his leadership, knowledge, and expertise.



Senator Arlen Specter speaks at a 45' Channel Deepening press conference at Packer Avenue Marine Terminal in Philadelphia.

Jim Ashford

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Hurricane Sandy: Unprecedented Storm, Superior Collaboration

By: CAPT Kathy Moore, Captain of the Port Sector Delaware Bay

It was a dark and stormy night… And it was a great test of the port community's collaboration and risk-based decision making. As with every heavy weather event, the entire Marine Transportation System exercises their contingency plans, shares information and resources, and cooperates to ensure the system is best positioned to survive the event and work toward recovery and reconstitution. To be fair, as I write this, the Port of New York and New Jersey is only partially open with restrictions. The north side of the cyclone pushed a wall of water up into the corner and severely damaged much of their infrastructure. We were lucky.

The storm was set to make landfall on a Sunday night/Monday morning. The previous Thursday, port partners, federal agencies and individual companies and facilities began to review port conditions and contingency plans as we scrutinized the weather reports as Hurricane Sandy began its trek north. As big as the storm was, it was only a Category I and promised to be a rainmaker but not a terribly windy storm. The big risk was the storm surge combined with the high tide coinciding with the full moon.

The Coast Guard's COTP Port Hurricane Contingency Plan provides the guidance for setting port conditions. (The Plan can be found on Sector Delaware Bay's HOMEPORT page.) With close consultation with the Pilots Association and the other port partners, we looked closely at the risks this particular storm presented and discussed modifications to the Plan that would ensure the protection of shipping and infrastructure without unnecessary shut downs that would negatively impact our commercial operations. While the Plan lays out Port Conditions triggered by hours remaining before landfall of Gale Force winds, there are practical concerns of setting these conditions and confirming them during daylight hours.

In addition, the Plan provides the necessary actions that would need to be taken in a worst-case (Cat IV or Cat V) storm requiring evacuation of large ships from the port, and virtual shut downs of all facility and refinery operations. A Cat I storm does not present some of these risks and as a result, some of the port conditions were modified to allow for continued operations, or to extend the time for operations, such as cargo transfers, to continue closer to the storm's arrival. We also took advantage of the physical attributes of Delaware Bay and opened Big Stone Anchorage as a safe haven for vessels to ride the storm out provided they had Pilots on board. So behind the scenes, the port partners, Pilots and I were trying to find that delicate balance between pretending the storm will turn east and locking down everything for a Katrina-like event.

I am so appreciative of the honest exchange of information among the port partners during our daily conference calls. We were able to explore options in the best interest of port, waterway and vessel safety and prepare the port facilities for the real risks the storm presented. We were extremely fortunate that the National Weather Service predictions of the primary risks from the storm were exactly what we faced. And we were phenomenally lucky that the storm sped up to an unprecedented 28 mph as it turned into the coast. Had it not done that, it could have parked on top of Philadelphia with winds and rain and really hurt our port infrastructure. Because the Coast Guard stopped short of closing the waterway, we were not forced to survey the length of the river prior to allowing traffic to transit. Instead, we were able to take advantage of several vessels underway and the pilot launches to assess the waterway and look for shoaling and hazards. The nature of the storm was such that our waterways did not suffer the kind of shoaling frequently encountered during these events, and we did not suffer sunken vessels, container and other debris in our channels and piers. We are currently repairing and restoring ATON structures affected by the storm.

CG Sector Delaware Bay continues to collect lessons learned from this event as we work to restore our operations along the New Jersey coast and as we address the multiple oil and hazardous material incidents created by the storm. I am grateful for your partnership and proud of our CG professionals as we serve this region.

Channel Deepening Well Under Way



Great Lakes Dredge and Dock's cutterhead suction dredge ILLINOIS deepening the Delaware River Main Channel near the Philadelphia Naval Ship Yard.

Union League Celebrates 150th





Exchange Chairman John Reynolds, his wife Lea (left), Board member Jim Roche, and his wife Andrea attended a recent gala to celebrate the 150th anniversary of the Union League of Philadelphia. The Union League is one of the City's most venerable institutions, founded to suppress the rebellion of the American Civil War and to preserve the Union. To this day, it continues to honor military traditions and maintains a strong philanthropic program.

CBP Successfully Transitions Ocean and Rail Manifests to ACE

On October 1, 2012, U.S. Customs and Border Protection (CBP) announced that it successfully transferred all trade parties including, ocean and rail carriers, to the Automated Commercial Environment (ACE) e-Manifest. ACE now operates as the only approved electronic data interchange system through which sea and rail manifests may be transmitted to CBP. The transition was completed in advance of the September 29 deadline that was announced six months earlier in a Federal Register Notice.

"ACE is part of the CBP modernization process that is essential to facilitating trade and security, speeding the flow of commerce into the country," said Deputy Commissioner David V. Aguilar. "I commend both CBP and trade stakeholders for efforts that led to a successful transition to ACE for cargo entering the country through the sea and rail environments."

The latest transition marks yet another milestone in the continuing effort to modernize the business processes essential to securing U.S. borders, speeding the flow of legitimate shipments, and targeting illicit goods.

CBP has begun to use a new approach for the development of functionality – build in modular components, treating each piece of distinct functionality as a separate project that can be quickly delivered. The quick deployments of Cargo Release/Simplified Entry, Document Image System and PGA Interoperability were accomplished using an Agile-like development methodology.

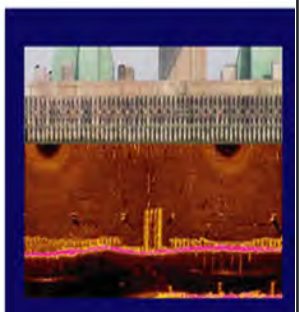
For more information on that status of ACE, visit www.cbp.gov/xp/cgov/trade/automated/modernization/whats_new/.

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TWIC Renewals on the Horizon

In late August, the Transportation Security Administration (TSA) began offering a new process designed to assist individuals whose Transportation Worker Identification Credential (TWIC) cards are expiring. Tagged as the Extended Expiration Date (EED), the program is available when the:

- TWIC holder is a U.S. Citizen or U.S. National *AND*
- Current TWIC is valid and not revoked *AND*
- Current TWIC is currently unexpired, but expires on or before December 31, 2014.

"The EED TWIC is a one-time temporary extension option intended to provide convenience and cost-savings to workers in advance of the deployment of TWIC readers," said John Schwartz, TSA TWIC program manager. "TWIC holders who are not U.S. citizens or U.S. nationals are required to enroll for a standard 5-year replacement upon expiration of their current cards."

Individuals in the Delaware River port region, who were the first to register initially for the cards beginning in 2007, will be among the first to renew their cards. Reactions to the EED program in this region have been mixed.

"It took me two hours on the phone to apply for the renewal," said Exchange Director of Operations Paul Myhre. Others have reported application times of 15-20 minutes.

The EED credential is set to expire three years after the expiration date of the original TWIC. Initially, the TSA did not impose a cap on how far in advance a TWIC holder could apply for the EED credential. However, by mid-October, processing times were so lengthy that TSA asked TWIC holders to apply no sooner than four months prior to the expiration dates of their current TWICs.

New Universal Enrollment Services Contract to be announced

Concurrent with the new EED, TSA is transitioning to a new TWIC Universal Enrollment Services (UES) contract. TWIC enrollment services will transition from Lockheed Martin to a new contractor, MorphoTrust. The UES contract will include enhanced mobile enrollment services, Enroll Your Own (EYO), and bulk payment arrangements.

During the transition period, Lockheed Martin will offer mobile enrollment and activation services to companies or entities interested in receiving on-site TWIC services and bulk payment options.

TWIC Working Group established

DHS has created a working group comprised of TSA, Coast Guard, Customs, FEMA, and other DHS agencies with credentialing responsibilities. The purpose of the Working Group is to:

- coordinate various credentialing programs within DHS
- improve communications
- expand TWIC Stakeholder Communications Committee
- evaluate options to eliminate requirements to go to enrollment centers to activate TWICs
- improve TWIC technology
  - develop Qualified Technology List (QTL) to ensure readers purchased by regulated vessels and facilities will be compliant with TWIC cards
  - further investigate problems with TWIC card stock
- improve vetting and look at ways to check cardholder criminal history following enrollment.

TSA expects to produce the initial QTL by the end of this year, in conjunction with the publication of the Notice of Proposed Rulemaking on the TWIC readers.

The Working Group has visited several port sites, including the Delaware River Region, to discuss these issues with TWIC stakeholders.

Visit www.tsa.gov/twic for more information.

Overcoming Hurricane Challenges

continued from page 1

functioning. Bill Bayard drove to the Lewes facility in the middle of the storm at 0100 Tuesday to take his shift and relieve staff who'd been on duty.

"It's always hard to leave your family in a crisis," said 29-year veteran Scott Anderson, "but when it came down to it, the Exchange was in a tight spot. We all knew what we needed to do."

Some might question the necessity for the Exchange to maintain full ops given that there would be little to no port activity. Fortunately, our staff understands the importance. Beyond our role as information brokers within the Delaware River port community, because of the Exchange's TRACS manifesting and eNOA/D (Notice of Arrival/Departure) systems, we have commitments and responsibilities to shipping and logistics companies throughout the U.S. and in foreign ports. For them, it would need to be business as usual.

Members should be gratified to know that their Exchange staff remains committed to ensuring the programs and services they need will remain available even in the most difficult, and sometimes dangerous, times.

Bravo Zulu Bill, Michael, Karen and Scott!

NCC Economic Development Council Holds 1st Annual Luncheon



Participating in the First Annual New Castle County Economic Development Council Luncheon held on October 17 at the Hotel DuPont in Wilmington, Delaware were (l-r) Tom Kovach, New Castle County Council President; Paul Clark, New Castle County Executive; Senator Chris Coons (D-DE); Bob Chadwick, Executive Vice President, NCCCC; Steve Rosenbaum, CEO of Magnify.net and New York City's Entrepreneur-at-Large; Mark Kleinschmidt, President, NCCCC; and Exchange President Dennis Rochford, NCC Economic Development Council Co-Chair.

Overfalls Foundation Recognizes 2012 Maritime Hall of Fame Inductees

The Overfalls Maritime Museum Foundation, an all-volunteer organization committed to preserving the *Overfalls* lightship, a National Historic Landmark and one of only 17 remaining lightships, sponsors the Delaware Maritime Hall of Fame Annual Induction Banquet.

The Foundation honors those who have given uniquely and generously of skill, energy, heart, and time in building Delaware's maritime heritage.

On October 13, the Delaware Maritime Hall of Fame held its Annual Induction Banquet at the Lewes Yacht Club. The "Class of 2012" honorees are Henry R. Buckaloo, Jeannette Killen, William J. Miller, Jr., William Reader and Nancy M. Targett. Congratulations all!

SCI Honors Father Jim Von Dreele

The port community gathered on November 16, 2012 to honor The Reverend Canon James D. Von Dreele at the Seamen's Church Institute (SCI) annual fall gala. The theme of the gala was 'Caribbean Nights,' and was be held at The Downtown Club in Philadelphia, PA. The event is set to begin at 7:00 pm.



Father Von Dreele, who is set to retire at the end of November, has been the Executive Director of the Seamen's Church Institute since 1996. Von Dreele has guided SCI through the multitude of changes since 9/11 forced the nation to rethink its national security procedures. Seafarers visiting American ports are particularly effected by the tightened security and are frequently prevented from leaving their ships while in port. After spending several months at sea, those seafarers who do go ashore often have a limited amount of time to shop for what they'll need until they reach another port. Providing visiting seafarers with transportation to and from shopping areas is one of the necessary services provided by SCI. It also provides warm clothing, recreation and a means to communicate with family members back home.

After retiring from SCI, Father Von Dreele will continue serving as a priest in his home state of Delaware.

The Maritime Exchange wishes Father Von Dreele best of luck in his post-SCI adventures.

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Avoid Litigation and Legal Fees with These Simple Steps

Legal Ease

By: Mary Elisa Reeves, Esq.
Reeves McEwing LLP



No one likes to pay legal fees, not even lawyers, but I guarantee that you will need to do so from time to time. The key is to keep the fees as low as possible, and there are steps you can take in order to minimize your legal expenses.

Be Pro-Active, Not Reactive: In maritime and commercial law, there are basically two types of legal services, transactional and litigation. The transaction work is forward looking: drafting or analyzing a charter party or towage agreement, or employment contract, due diligence prior to buying a vessel or waterfront parcel, negotiating a lease or simply ensuring that your security plan is up to snuff. Litigation, on the other hand, generally involves a dispute that cannot be resolved or an injury or accident that occurred in the past. Many people who think they are saving money by doing the transactional work themselves, without an attorney, will find themselves paying far more in litigation costs down the road. If you consult your attorney before you sign that contract, you will find yourself in a much better position if a dispute arises.

Understand indemnity and hold harmless agreements: In any contract, it is important to consider, negotiate, and properly memorialize the risk allocation. In other words, which party agrees to accept the risk and duty to insure the venture? In some agreements, these clauses can be misleading at best, and may not be enforceable under state or general maritime law. Using a form or borrowing language from prior agreements can also be detrimental to your interest. Each agreement should be tailored to meet the client's revenue goal and risk expectation. Therefore, it is recommended that you have an attorney review the contract before you sign it. Again, it is more cost effective to get your lawyer's advice before you finalize the deal!

Insurance, Insurance, Insurance: This is more important to your business than anything else. Make sure that you have the right types of insurance for your industry, and that you consider the risk attendant to your activities and future contracts, understand exclusions contained in your policies, and the types of workers you employ. Jones Act, Longshore/Harbor Workers and state worker's compensation policies each insure a certain type of worker and usually exclude the others. (There is a fine line between seamen and shore-based workers, and the law is currently in a state of flux.) A quick review of a few scenarios may help to illustrate our point.

Vessel Owner bareboat charters a barge to Charterer. Pursuant to the terms of the charter party, Charterer agreed to obtain liability insurance in the amount of $1,000,000, and to have Vessel Owner named as an additional insured on the policy. The insurance would protect both companies in the event of an accident. Unfortunately, Charterer's employee is seriously injured on the barge. Because he is considered a seaman, he sues both Charterer and the Vessel Owner. Although there was an insurance policy covering both companies, the job (and charter) had been extended, but Charterer neglected to renew the policy, which had lapsed three weeks before the accident. Charterer did not have any assets, and therefore the Vessel Owner has to defend the lawsuit filed by the worker. Fortunately, Vessel Owner has its own insurance, which would cover both defense costs and any liability.

The moral: While Vessel Owner was prudent in insisting on a certificate of insurance (COI) for the duration of the charter term, the job went longer than expected, and Vessel Owner did not realize that the insurance had expired. It is very important that you check the dates of the insurance coverage, and calendar the expiration date.

b. A company enters into a contract to transport fireworks from point A to point B. It agrees that it will be responsible for the safe arrival of the cargo, and that it has cargo insurance which is sufficient to cover the value of the fireworks. The barge runs aground, and both the fireworks and vessel are damaged. When the barge owner notifies his insurer of the claim, he learns that his policy excludes the carriage of explosives.

c. An artist sells an expensive sculpture to a client, and agrees to deliver it to the client's yacht. As it is being brought across the gangway, it is accidentally dropped, falling into the river. The artist hires a salvage company to retrieve the one-of-a-kind object, which is damaged in the process. The salvage company disclaims liability, and the artist's property policy excludes waterborne risks. The client refuses to pay for the artwork. Litigation ensues.

d. A charter fishing boat is rented for Company's party. Caterers are hired by Company, and the guests include Company's employees and prospective clients. A member of the catering staff spills grease on the deck of the vessel, causing one of Company's employees to slip and fall. Company learns that its worker's compensation insurance has a watercraft exclusion, and there is no coverage for the injury. The caterer has agreed to indemnify the vessel owner, but its insurance carrier denies coverage for the same reason. More litigation ensues.

The moral: Before you enter into any contract or agreement, make sure to send a copy of the terms of the contract to your insurance broker, so that he can ascertain that the proposed job is covered. This is especially true if you are doing something a little out of the ordinary.

These are just a few scenarios that can arise if you do not tell your insurance broker/attorney what you are doing to ensure that you are covered in the event of an accident or unforeseen event.

Possession is 9/10ths of the law: It's an old adage, but a true one. Try to structure your deals so that you have a bargaining chip. If you pay for services in advance and the job is not done correctly, you have to chase down your money. If you are providing the service and are not paid, you have to chase down your money. Some attorneys will handle your claim on a contingency fee (percentage) basis on contract claims, but that is the exception to the rule. Putting the money in escrow is always an option.

Put it in writing: Many of my clients still do business with a handshake. I admire them for that, and it works 80% of the time. When it doesn't, the client is understandably upset that he has to pay an attorney to collect on the invoice. That is the "American Rule," each party pays for his own lawyers. (English law makes the loser pay the other side's attorney's fees.)

If your contract (or invoice) specifies that in the event of a dispute, the party who breached the contract (or failed to pay the invoice) must pay the other party's attorney's fees, our courts will enforce that provision.

Take government investigations seriously: In the event of a pollution incident, collision, or serious injury, contact your insurance company and/or attorney immediately. Do not be intimidated into giving a statement about "why or how" the accident happened to the Coast Guard, marine police, or environmental authorities. You must give the investigators the information necessary to address the immediate emergency only. For a spill, that includes identifying the source and type of the product, the estimated amount spilled and total potential spill. For an injury, that would include particulars of the injured party, the type of injury, current medical status and treatment. You are entitled to have an attorney present for any questions involving the "why or how" of an incident, and you should insist on it. Accidents which result in pollution or serious injuries can, and often do, give rise to criminal liability. For mariners, representation is crucially important as their license (and livelihood) could be in jeopardy.

Consider a legal audit: If your company does not have in-house counsel, an annual review is highly recommended. Some law firms will do this on a fixed fee basis. The attorney will review your contracts, invoice forms, insurance policies, employee practices and operational procedures, and make recommendations as to how you can limit your risk and save on insurance premiums.

There is nothing wrong with taking risks, and from the business perspective you are the person in the best position to make those decisions. The best decisions are informed ones, and the legal ramifications of those decisions are best informed by consulting with your attorney and insurance broker, both of whom should be familiar with your industry. This will save you money and reduce your legal expenses and liability exposure in the long run.

Lisa Reeves is senior partner in Reeves McEwing LLP. The firm includes attorneys with practical marine experience, at sea and ashore. If you have questions or want to schedule a legal audit, contact Lisa at 267-324-3773 or Brian at 609-846-4717, or visit our website at www.lawofsea.com.

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Exchange Director Jack Mallough Receives the SCW Seafarers' Friend Award

The Seamen's Center of Wilmington (SCW) annually recognizes an individual or organization who has shown kindness, friendship and support to seafarers and the Seamen's Center of Wilmington. At the Port of Wilmington Maritime Society Annual Dinner on November 13, SCW presented the Seafarers' Friend Award to Jack Mallaugh, long-time Exchange Board member and OHL International Senior Consultant.

"Jack was chosen this year as he has been active both individually and through the support of BARTHCO/OHL," said SCW Executive Director Joan Lyons. "He and his family have actively supported the center financially and through donations to our Christmas at Sea. One of my first memories of Jack — soon after starting work at the Center — was that BARTHCO made a donation toward the creation of a new flag to hang on the Center flagpole. He has been a "silent" supporter who is always looking to help someone less fortunate than himself."

Community support is vital to the mission of the Seamen's Center of Wilmington as its volunteer staff greets and assists more than 10,000 mariners arriving in the State of Delaware each year.

Since 1990, the Seamen's Center of Wilmington has been giving crews an opportunity to relax away from their ships, meet people other than fellow crew members, make telephone calls, send e-mail, post letters to loved ones at home, and go shopping.



Jack Mallough accepting the award from SCW Executive Director Joan Lyons.

AMSC to Streamline Ops

continued from page 1

body as a whole. This should allow people to focus on issues in which they have a particular expertise and interest while at the same time providing them with access to information related to other disciplines."

Area Maritime Security Committees are governed by federal regulations, so there are guidelines which must be followed. "But the regulations also allow for flexibility within each Sector," said Captain Kathy Moore, Sector Commander and AMSC Executive Director. "Having only arrived recently to the Delaware River area, in a short time I have developed a great deal of respect for and trust in the AMSC leadership and in its members. There is little doubt this group of dedicated individuals is working in the best interest in the regional port and its stakeholders."

In other AMSC news

An *ad hoc* AMSC sub-committee chaired by Russ Sweeney of Sunoco is working to update the region's Strategic Risk Management Plan (SRMP). Kudos again to Kurt Reuther and Kurt Reichert for stepping up to this plate as well.

With millions invested in the port's security infrastructure and deployment of additional assets in the years since the Plan was adopted, the Committee is now looking at which gaps have been filled and which may need to be re-prioritized. Look for updates over the next 12 months.

Wishing our colleagues "Fair Winds"

CAPT Dennis Tully of the New Jersey State Police and The Reverend Canon James Von Dreele, Executive Director of the Seamen's Church Institute, have recently announced their retirements. CAPT Tully previously served as Chair of the Law Enforcement Sub-Committee and then as AMSC Managing Board Vice Chair for several years. He has launched his own company, Ronin Security Solutions, and our paths will undoubtedly cross again. Fr. Von Dreele, who has chaired the Port Business Operations Sub-Committee and served as an At-Large member of the Managing board, will continue to minister to his flock in Delaware.

Best of luck Dennis and Fr. Jim in your future endeavors!

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Delaware Governor Markell Receives Babiarz Award



DE Sen. Carper accepting the Babiarz award on behalf of Delaware Governor Jack Markell from POWMS President John Coulahan, Murphy Marine Services, Inc.

Photo courtesy of Erika Nizborski.

The Hotel DuPont Gold Ballroom in Wilmington, Delaware was once again the site of the Port of Wilmington Maritime Society annual dinner. This year's event, held on November 13, featured a State of the Port address by Diamond State Port Corporation Executive Director Gene Bailey.

A highlight of the dinner was the presentation of the 2012 John E. Babiarz Award to Delaware Governor Jack Markell. The Governor was recognized for his steadfast support of port initiatives.

Though the Governor's schedule prevented him from attending, Senator Tom Carper – a strong advocate for the port – accepted on his behalf.

"The Delaware River region is fortunate to have such a strong advocate in Governor Jack Markell," said Dennis Rochford, Exchange President. "That he was chosen by the POWMS Board of Directors as this year's recipient of the prestigious Babiarz Award is a fitting and well-deserved honor."

Time to Renew . . .

…your Maritime Exchange membership for 2013.

The Exchange greatly appreciates your continued support of its mission and objectives, and we look forward to another year of working together with your organization on issues of importance.

Be aware that a reminder notice and invoice will be sent in early December. Watch for it!

Contact Beverly Ford with any questions about Exchange membership renewal, benefits and services at bford@maritimedelriv.com.

PAMT Welcomes International Port Security Delegation

Officials from several African countries part of U.S. Coast Guard visit

In September, Greenwich Terminals, LLC welcomed a delegation from the U.S. Coast Guard and port representatives from around the world to discuss and brief its partners on the latest trends and ideas in securing borders at seaports and other locations.

Greenwich Terminals, which operates the Packer Avenue Marine Terminal, hosted the Sept. 12 visit from the Coast Guard's Delaware Bay Regional Delegation Reciprocal Visit. The delegation included officials from Djibouti, Somalia, Kenya and Tanzania.

The delegation discussed currently employed technology, security challenges, best practices, port security improvements made since 9/11 and how the Maritime Transportation Act changed the port security profile.

"Aside from building bonds of understanding, it is always helpful to discuss security practices and issues with officials facing both similar and different concerns," said Kurt Ferry, Director of Security at Greenwich Terminals. "There's certainly no shortage of useful information we can share with like-minded representatives."

The Coast Guard developed its International Port Security (IPS) program to reach out and partner with other maritime nations. The program consists of more than 30 Coast Guard offices and civilian professions stationed at Coast Guard headquarters and selected field offices around the world. It promotes international port security by engaging trading nations in discussions to share and align maritime security practices.

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DE Governor Markell Recognizes SCW Volunteer Jim Hunter



Seamen's Center of Wilmington volunteer James A. Hunter was honored by Governor Jack Markell on October 25 with a Governor's Volunteerism Award. The banquet held at the Dover Downs Hotel marked the work of 31 groups and individuals – all volunteers that make our world a better place.

When SCW opened its doors in 1990, Jim Hunter was the first individual to join the mission as an active volunteer. As a former mariner he understood the isolation and loneliness of life at sea. He had volunteered at a Seamen's Center in Wilmington, North Carolina, and couldn't wait to once again help seafarers far from home and all things familiar. Over 22 years later (and over 12,000 hours of service), Jim is still on the job. He has worked as a Volunteer Driver, Host and a member of the Board of Directors.

He has boarded hundreds of ships, delivered "ditty boxes" during the holiday season, done personal shopping for those who could not leave their ships, acted as an interpreter and befriended thousands of strangers. Jim's efforts have not only helped the arriving mariners, but have also helped the Center to meet the ever changing needs of the seafarers. Thank you Jim. Job Well Done!

Independence Seaport Museum Showcases Two New Delaware River Exhibits

In September, the Independence Seaport Museum opened two new exhibits to the public that highlight the history of the Delaware River. Independence Seaport Museum, located at Penn's Landing in Philadelphia, maintains one of the largest maritime collections in North America, combining more than 25,000 artifacts with hands-on exhibits and large-scale ship models.

Disasters on the Delaware: Rescues on the River examines maritime disasters including ship collisions, explosions, sinkings, oil spills and burning piers that took place along the Delaware River. These stories are told through surviving ship wreckage, interactive activities and other artifacts, as well as through personal accounts recorded in the media. Beginning with the explosion and burning of the British Frigate HMS *Augusta* in 1777 to the explosion of the Polish Freighter *Polanica* in 1953, ***Disasters on the Delaware*** explores the causes and effects of these tragic events, and highlights the heroic first responders who risked their lives to save others.

Through the examination of historical responses to disasters, the exhibit brings attention to the first responders working on the river today. Visitors will learn the "rules of the road" of waterways and understand river safety measures developed in response to disasters of the past. The exhibition also explores the impact of disasters on public policy and the evolution of first response awareness and practices.

Digging the City: Archaeological Discoveries from the Philadelphia Waterfront presents objects uncovered during the construction of I-95. Native American settlements, historic alleys, streets and wharves are still buried below the open spaces adjacent to I-95. The archaeological discoveries highlighted in the exhibit bring to life the experience of the waterfront's historic inhabitants. The exhibit presents a snapshot of the area and how it evolved over time, from its earliest residents through the city's industrial era.

Founded in 1960 as the Philadelphia Maritime Museum, Independence Seaport Museum is the region's primary repository of art, artifacts and archival materials documenting the diverse maritime history of the Greater Delaware Valley.

Visit www.phillyseaport.org for more information.

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Chilean American Chamber of Commerce Honors David Schiro



(left to right) Leo Holt, David Schiro, Jackie Schiro, Felipe Bulnes, Ambassador of Chile to the United States, Michael Schiro, Diana Schiro, and Brian Schiro.

The Chilean and American Chamber of Commerce (CACC) held its 15th Annual Friend of Chile Award Luncheon on November 15, at the Union League of Philadelphia.

David Schiro, President of Jac Vandenberg, Inc., is the Friend of Chile award recipient for 2012. Jac Vandenberg, a family-run business that receives in excess of 12 million boxes of premium quality fresh produce each year from 11 different countries spanning six continents, was recognized for its long-standing contributions to our region's marketability and economy.

The CACC Friend of Chile Award luncheon provides the Delaware River regional community the opportunity to recognize the strength and depth of the cultural, diplomatic and business relationships between the Republic of Chile and the Greater Philadelphia region.

PRPA, Melbourne Renew Partner Ports Agreement

The Philadelphia Regional Port Authority (PRPA) and the Port of Melbourne, Australia, renewed their Partner Ports Agreement in Philadelphia on August 30.

Stephen Bradford, Chief Executive Officer of the Port of Melbourne Corp. and James T. McDermott Jr., Executive Director of the PRPA, each signed renewal agreement documents at a brief ceremony. The original 10-year agreement was signed in Australia in March 2002.

As part of the agreement, both ports will initiate an exchange program that will focus on mutual interests, organizational and management systems, construction, infrastructure, social and economic aspects of port management and application of technology.

After a detailed presentation about the Port of Philadelphia by PRPA staff members, Mr. Bradford toured the Authority's facilities. On the tour with Mr. Bradford and Mr. McDermott were: Sean E. Mahoney, PRPA Director Of Marketing; Donald P. Brennan, Director Of Governmental And Public Affairs; Lisa J. Urban Magee, Director Of Special Projects; and James B. Walsh, Director Of Operations.

Further discussions continued over lunch at the Union League of Philadelphia, where the group was joined by Dennis Rochford, Maritime Exchange President.

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Governor Corbett to Lead International Jobs Mission in 2013 to Expand Economic Opportunities for Pennsylvania

Governor Tom Corbett will lead a delegation of Pennsylvania business, tourism and university leaders on a business development mission to Brazil and Chile next spring that will focus on creating new economic opportunities and job growth.

"Brazil and Chile are two of the world's fastest growing economies and we have seen a growing interest in the market from Pennsylvania companies," Corbett said. "Strengthening our trade relationship with these countries will lead to new business growth and jobs for Pennsylvanians."

As part of the Governor's Jobs First initiative, the Department of Community and Economic Development (DCED) is organizing the April 2013 jobs mission to Brazil and Chile in partnership with Team Pennsylvania Foundation. The trip will be paid for through private funding.

The mission will concentrate on growing the Pennsylvania economy and creating jobs through:

- promoting our export market
- attracting foreign investment
- promoting Pennsylvania's world class port system to increase traffic
- international student recruitment
- promoting Pennsylvania as a top destination for tourism

"I am committed to creating an economic climate that positions Pennsylvania to compete for jobs in the U.S. and throughout the world," Corbett said. "As the chief executive of the world's 20th largest economy, I am leading this delegation to help open new opportunities for job growth."

Brazil's economy is currently the seventh largest in the world and the top economy in South America with a Gross Domestic Product (GDP) of $2.08 trillion in 2011. Chile is the fifth largest economy in South America with a GDP of $212.7 billion.

Together, Brazil and Chile are Pennsylvania's seventh largest export destination and recently, there has been an upward trend in exports to both countries. This past year alone, Pennsylvania's Office of International Business Development has experienced an increase in activity from its trade clients in both markets.

In March 2012, Corbett led a business development mission to France and Germany. Over the course of six days, the delegation participated in meetings, seminars, events and business-to-business appointments. As a result, seven trade agreements are already under consideration and an estimated $1.25 million in new export sales have been generated.

Additionally, the mission generated 16 new investment leads and 10 active projects that have the potential to create more than 580 new jobs.

- Hydrotechnik signed a lease in Sewickley, Allegheny County and expects to begin operations in mid-November. This project will result in 15 new jobs.
- ANSYS will open a new 186,000 square-foot facility in the fourth quarter of 2014 and has committed to creating 180 new jobs in three years.
- Alstom Grid, an electrical grid management company, announced they are moving its U.S. headquarters from Washington D.C. to Philadelphia.
- B. Braun announced its continued expansion in the Lehigh Valley, opening a Central Admixture Pharmacy services facility that will employ 70 people.

Q&A with OHL President

continued from page 1

estimated that up to 75,000 private sector jobs could be added which is phenomenal news. The ports on the Delaware River are vital for the passage of container and bulk ships that can carry loads much more cost effectively than road and rail options. If we can get product a little closer to the end customer for a more cost effective service then we can all benefit.

Q: What opportunities do you think exist for Delaware River ports to expand their cargo volumes over the near term?

A: With increased demand for year-round fresh fruit and vegetables and steel imports up 19%, products where we're very active in the supply chain for our customers, we believe there is an opportunity for the port to expand its port-side ancillary services to enhance its viability as an additional option over traditional ports such as New York/Newark. We see potential for increased steel and wood volumes but additional warehousing and storage is needed to entice the customers of these products to relocate. The port community in the Delaware Valley is unified in the public and private sector and labor & management who are focused on the growth of the region. This unified force brings significant comfort to the users of the DRV Ports.

Q: How do you anticipate OHL Philadelphia making a positive impact at the ports of the Delaware River?

A: As we continue to specialize in our industry focuses we believe that our service to the local customer base will continue to be unsurpassed. We believe that we're in the thick of it for many of our chosen industries – right on our customers' doorsteps. This is hugely convenient for relationship-building. We continually promote the professional and strategic value of the ports of the Delaware River to national and international customers, and our worldwide network accordingly. The commitment of OHL to our clients, employees and the trade community of the DVR we feel is critical to our success.

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The first ship of the coming Chilean fruit season is forecast to arrive at the Port of Wilmington in the second week of December this year. It's almost upon us, and we are ready. **We look forward to another great Chilean season.**

Last season the ports on the Delaware River took on an additional project during the already busy season, implementing ***"best management practices"*** to safeguard workers at the ports and at cold storage facilities who handle the fruit after fumigation is completed. Royal lent its expertise and its decades of experience to advise on taking air samples and putting together effective ventilation systems. **Once again, we were fortunate to be part of "Team Wilmington."** The project took significant time and attention, yet we truly worked as a team and collaborated in finding that relatively simple preventive measures would protect port and cold storage workers.

The challenge is not over, though. The first season's experience taught us a lot, but **we will continue to study, learn, and use the experience to safeguard port and cold storage workers.**

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WTCGP/WTA Holds Annual State of the Port Workshop



The World Trade Center of Greater Philadelphia and World Trade Association of Philadelphia held their annual "State of the Port" conference on November 2, 2012 at the Hyatt Penn's Landing. From left to right: Dominic O'Brien, PRPA and WTA 1st VP; Linda Conlin, President, WTCGP; Jeff Sweeney, VP, Martin Associates; Dennis Rochford, President, Maritime Exchange; and Harvey Weiner, Dependable Distribution Services and WTA President.

SJPC, Conrail and Salem County Sign Tiger III Grant Partnership Agreement

On October 23 the South Jersey Port Corporation (SJPC) formally executed a Transportation Investments Generating Economic Recovery (TIGER) partnership agreement with Salem County and Conrail, taking the next step in putting $18.5 million in federal grant funds to work on improvements to Southern New Jersey's railroad infrastructure and access to the nation's heartland.

The U.S. Department of Transportation awarded $18.5 million to SJPC and its partners to provide funding for the Delaware River Rail/Port Improvement Project. The grant will leverage $117.65 million in local funding to upgrade the Delair Rail Bridge and running track, rail linkage improvements at SJPC's Camden, Paulsboro and Salem ports and upgrades to the Swedesboro to Salem rail linkages.



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Seedorf Addresses Port of Wilmington Martimer Society

The Port of Wilmington Maritime Society (POWMS) Quarterly Luncheon on October 11 featured guest speaker Herman Seedorf, Refinery Manager of the Delaware City Refining Company LLC. Seedorf provided an overview of the triumphs and challenges faced when restarting the operation of Delaware's only refinery. The luncheon coincided with the one-year anniversary of the refinery restart.

While educating the port community about the refinery start-up process, Seedorf also illuminated the concerns of not only business owners but the citizens of the state of Delaware. The question lurking in the back of everyone's mind was: what makes this company different from the others? The Delaware City refinery has been passed through many hands since it was originally opened in 1956 by Getty Oil. It was most recently purchased by Delaware City Refining Company LLC, a subsidiary of PBF Energy Partners LP formed prior to the acquisition. Seedorf stressed the many differences between PBF's plans and the refinery's previous owners, even noting that the operators have noticed a difference, stating, "This is the first time I've seen a company invest in ME." Seedorf explained the "mantra" surrounding the one-year success of the refinery is "relentless on reliability." The values stressed by Seedorf to be held in highest regard by Delaware City Refining Company are safety, environmental responsibility and very good partnerships.

The Port of Wilmington Maritime Society was extremely appreciative to have such a knowledgeable and engaging speaker at its quarterly luncheon. The room was held captive as Seedorf accomplished providing the crowd with a very engaging description of a refinery in progress. "Can we operate this place more efficiently?" Seedorf asked. It sounds like they're off to an excellent start. They have succeeded in "reducing the operating costs by 40%" of the previous owner, Valero Energy Corporation.

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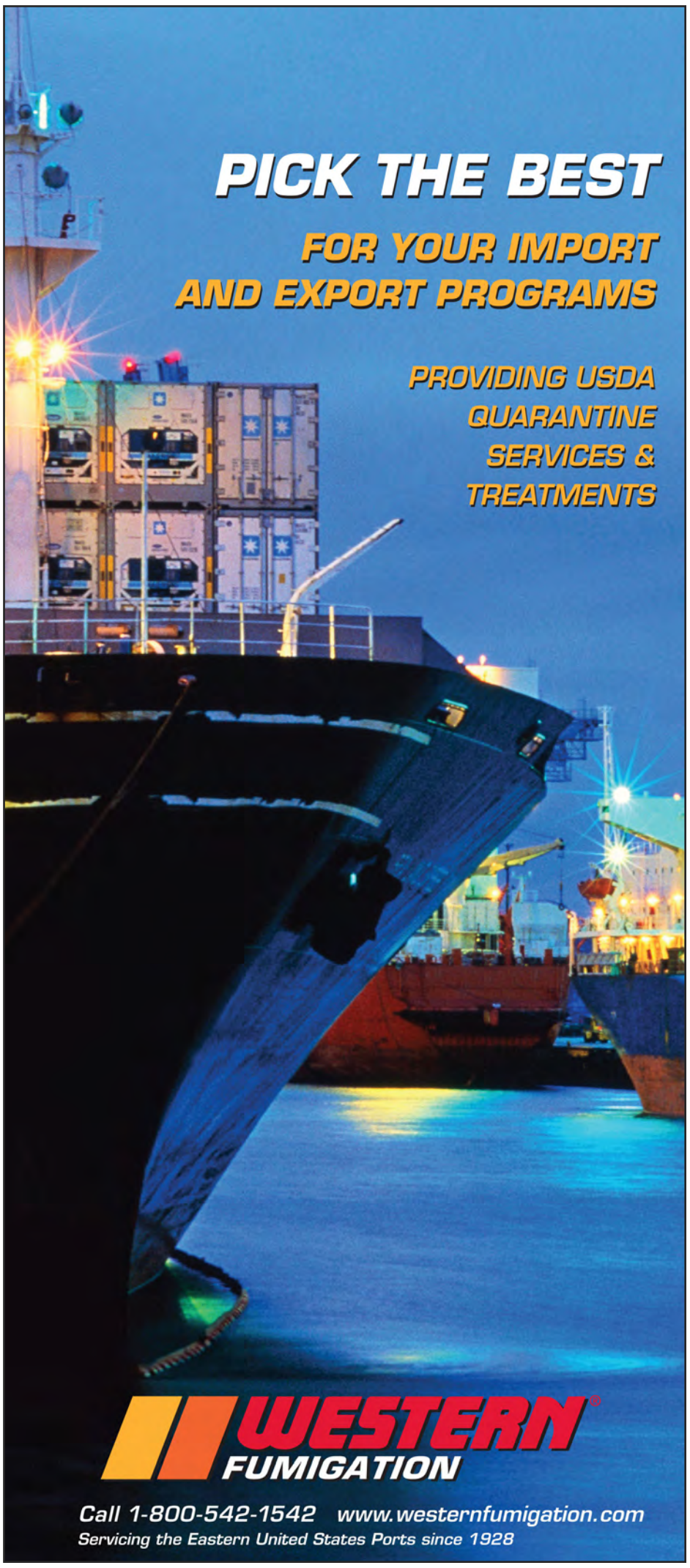
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Editorial

Chilean Grapes: Dramatic Progress Comes with Genuine Commitment

Over the last 15 months, the Maritime Exchange and a group of Chilean grape-handling stakeholders have been working on an important challenge to this business, the protection of which is so important to Delaware River ports.

While only a handful of marine terminals and off-site cold storage facilities handle Chilean grapes in the tri-state region, the reality is that we are all stakeholders when it comes to this particular commodity. The tug operators, labor, trucking companies, importers, brokers and agents who are directly involved in bringing the grapes through our ports, and the rest of us who are consumers and want to be able to buy and enjoy them…we all have an interest in their continued import into the U.S.

Collectively known as the Cold Storage Facility Task Force (CSFTF), this group was formed in response to an Environmental Protection Agency (EPA) requirement to create a new Best Management Practices (BMP) plan. The like-minded individuals who make up this task force have spent significant time and money to develop and implement new procedures and processes to satisfy that plan.

For those not directly involved in this trade, the various aspects might be difficult to understand. In its simplest form, the Task Force is charged with implementing measures designed to enhance worker safety. Working with the EPA, the members established new training protocols for workers and truck drivers and developed new sampling and record-keeping procedures. In addition, as chair of and secretariat for the Task Force, the Exchange hired independent contractors to audit plan implementation, and each of the marine terminals and inland cold storage facility operators opened its doors and records to the independent auditor.

Also supporting this effort during the last season was ASOEX, the Chilean exporters association, which provided some initial funding for the independent audits.

But the Task Force did much more than just create a BMP plan. It collectively agreed on a strategy for working with the federal government, interviewed auditors, and came to unanimous agreement on which proposal should be accepted. Simultaneously, the members developed a communications campaign about the new procedures among foreign exporters and U.S. importers and built a strong and positive dialogue with EPA.

Looking ahead to the 2012-2013 Chilean grap season, we can anticipate that the cold storage facilities will further enhance their programs, and we are confident the EPA will continue to work cooperatively with us.

It has been a dramatic and expensive change in business processes. However, the effort has been proactive and cooperative. And, it illustrates what's best about our members: a willingness to come together in support of the overall good of the Delaware River Ports.

Simple Tips for Personal Security

Times are tough, and while the majority of the citizens in America are law abiding and helpful, some people choose to prey on what they consider to be easy targets. The Exchange would like to offer some common sense tips to keep our members and their families safe, especially during the coming holiday season:

- Limit personal information posted on social media sites. If you participate in the social media trend, be sure to use security settings that only share information with friends. Additionally, do not post a countdown to or details about your upcoming vacation. This will only alert people that you will not be home, and for how long.
- Use your work address on luggage tags. This will still help you recover your bags in the event they are lost; it will also prevent potential bad guys from getting your home address (and the knowledge that someone might not be there) while snooping around the baggage carousel.
- Be aware of your surroundings. Many people walk around listening to music or talking on their cell phones, oblivious to what is going on around them. This behavior limits our senses and makes us vulnerable to potential predators, especially on crowded city streets. It would be very easy to have your laptop or purse cut off of your body without your even being aware of it.
- If you get in your vehicle and start to backup but notice a piece of paper obstructing your rear window blocking your view, leave it there. Or if you must retrieve it, turn off the car and take your keys (purse) with you. This is trick used to get you out of your vehicle (usually leaving the door open with the engine running) making you an easy target for a carjacking.

It is important to always be alert. Walk confidently, at a steady pace and if walking to your vehicle have your keys in your hand. Make eye contact with people when walking and do not be easily distracted or take your eyes off of someone you feel looks suspicious.

Following these simple tips can mean the difference between being a vigilant citizen and a mark. If you feel threatened or in danger, make noise to attract attention and call 911. Remember, most bad guys want an easy target, not someone that is going to give them a problem.

Stay safe!

Security Tips II: Top Bad Passwords

SplashData, which makes password management applications, has released its annual list of 25 "Worst Passwords" compiled from common passwords that are posted by hackers. Here are the top 10.

1. password
2. 123456
3. 12345678
4. abc123
5. qwerty
6. monkey
7. letmein
8. dragon
9. 111111
10. baseball

New to this year's top 25 list were "jesus," "ninja," "mustang," "password1," and "welcome." Please don't make yourself an easy target. Find and use strong password that include at least one capital letter and special characters as well as letters and numbers.

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 or inquiries regarding the contents of this newsletter to:

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DRWC Creates Committee to Evaluate Waterfront Development

In October, the Delaware River Waterfront Commission (DRWC) Executive Committee authorized the creation of a Design Review Committee (DRC) to review and comment on proposed public and private developments within the Central Delaware Waterfront.

The Commission's intent is to transform the central Delaware River waterfront into a vibrant destination location for recreational, cultural, and commercial activities for Philadelphia residents and visitors. DRWC serves as a catalyst for high quality investment in public parks, trails, maritime, residential, retail, hotel and other improvements.

The purpose of the new committee is to interpret both intent and impact of development, taking into account the existing Central Delaware Waterfront Master Plan, and to make appropriate recommendations. The committee is expected to make recommendations emphasizing urban relationships, connectivity and contribution to the public realm on the Central Delaware.

The DRC will initially consist of DRWC Board Members Michael Hauptman, Mario Zachariasz, and Marilyn Jordan Taylor, who will serve as initial chair.

"The Master Plan clearly establishes design objectives for development and provides additional information and guidelines about the expectations of the DRWC," said Taylor, who in addition to being a board member of DRWC is Dean of the School of Design at the University of Pennsylvania. She added, "Design review by the DRWC will provide a useful critique to developers early in the design phase, as projects are being identified and proposed. It will also be a part of the DRWC's responsibilities and commitments to advance the Master Plan and to advocate for good design and for the public interest consistent with the intent of the Master Plan."

"DRWC's goal is to attract development that provides a high quality of life and strong sense of place on the Central Delaware. The DRC will provide a venue that will positively affect development proposals as they work their way through the city's approval process," said Tom Corcoran, President of the Delaware River Waterfront Corporation.

Although developers are under no legal obligation to submit to review by DRWC, winning the agency's blessing is worthy of solicitation. The DRWC enjoys a reputation for smart waterfront area planning having already set a good example with projects like the conversion of the Race Street Pier and its plans to bring back water-taxi services on the river.

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Notes & News

U.S. News and World Reports has selected **Reeves McEwing, LLP** as the only "Maritime and Admiralty" law firm in the Philadelphia area with a **"Tier 1" rating**. This ranking was determined through the firm's overall evaluation, including a combination of clients' feedback and the high regard that lawyers in other firms in the same practice area have for the firm. Congratulations to Lisa Reeves and Brian McEwing!

Cees van de Mortel has joined T. Parker Host, Inc. as **Chief Operating Officer**. Cees has spent the last twelve years of his career with Kinder Morgan Terminals in various senior management positions, and prior to that he was employed with the Dutch transportation and terminal company Vopak, for whom he worked in Europe, the Far East and in the U.S. Cees brings commercial and operational management experience to T. Parker Host, Inc. which will be beneficial to continue the rapid growth of the organization and his experiences will be complementary to the Executive Management. Reporting to Adam Anderson, the President, Cees' responsibilities will include the operations and sales for the T. Parker Host agency and terminal networks.

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Upcoming Events

11/20/12	Seamen's Center of Wilmington Board Meeting
11/21/12	DRPA/PATCO Board Meetings, followed by Committee Meetings
	Philadelphia Regional Port Authority Board Meeting
12/04/12	Traffic Club of Philadelphia Holiday Dinner The Vesper Club, Philadelphia, PA Contact Avri Dub: aideutsch51@juno.com or 610-649-6952
12/06/12	Joint Holiday Dinner Ballroom at the Ben, Philadelphia, PA Contact Eileen Bartlomiejus: 215-922-6293 or ebart513@gmail.com
12/12/12	**Maritime Exchange Executive Committee Meeting**
12/13/12	Mariners' Advisory Committee Meeting LaVeranda, Philadelphia, PA Contact Scott Anderson: sanderson@mxops.org or 215-925-1524
12/19/12	DRPA/PATCO Board Meetings, followed by Committee Meetings
	Philadelphia Regional Port Authority Board Meeting
01/08/13	Tri-State Maritime Safety Association Board Meeting
01/09/13	**Maritime Exchange Board Meeting**
01/15/13	Seamen's Center of Wilmington Board Meeting
01/16/13	DRPA/PATCO Board Meetings, followed by Committee Meetings
	Philadelphia Regional Port Authority Board Meeting
01/22/12	Traffic Club of Philadelphia Annual Dinner
02/13/13	**Maritime Exchange Executive Committee Meeting**
02/20/13	DRPA/PATCO Board Meetings, followed by Committee Meetings
	Philadelphia Regional Port Authority Board Meeting
03/13/13	**Maritime Exchange Board Meeting**

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



