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Celebrating 40 years of partnership: Chile – Delaware River Ports

Tri-state region remains the destination of choice for shippers and importers



If it were a marriage, Delaware River port cities and Chile would exchange sapphire during the upcoming winter fruit season. For those who have been around since the beginning, it is hard to believe that 2016 marks 40 years of a consistent, loyal – and growing – relationship between Chilean fruit exporters and the Delaware River port community.

"In those early years only six importers brought Chilean fruit to the tri-state region. Today, over 70 receivers are involved with this all-important trade in any given year," said Exchange President Dennis Rochford.

Among those first pioneers were the Wm. H. Kopke, Jr. and Jac. Vandenberg companies, still among the largest importers using Delaware River ports today. Both are still family-owned firms.

"All of the Chilean fruit originally came into the port of New York," said David Schiro, president of Jac. Vandenberg, which has been marketing fruit products for over 60 years. "The reason the business moved here – and stays here – is because the facilities and the labor have evolved to meet the needs of industry. The efficiencies they have gained have been critically important for the success of this trade."

The numbers support port officials' claims that the Delaware River is the destination of choice for fruit shippers and importers. "In 1976, about 1,000,000 cases of grapes arrived from Chile," Rochford said. "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."

"It's a huge industry now," Schiro said, "it's extremely vibrant."

This important segment of Delaware River commerce demonstrates how cooperation, communication and the partnership of importers, exporters, port terminal operators, stevedores, labor, federal agencies, and numerous other service providers in the cold storage and transportation supply chain have fostered growth and success. Managing perishables on this scale is something the Delaware River learned from growing with the trade, by understanding their growth goals and needs and responding to them.

Along with trade missions, governors, mayors and statesmen have been traveling to Chile to pledge their ongoing support since the 1980s. In January of 2015, Chilean President Michelle Bachelet visited the region to highlight the importance of this trade between the two countries and to reinforce ties to the Delaware River area.

Being the premier port of entry for Chilean products brings both challenges and opportunities. "The responsibility to be proactive on issues affecting the trade is something the Maritime Exchange takes very seriously," Rochford said. Representing Exchange members, Rochford has traveled to Chile on several occasions to meet with key leadership to gain a better perspective on the trade. "Our team as a whole has been vigilant on the issues important to Chilean fruit," he said. For the last several years, the Exchange has managed the Delaware River Cold Storage Facil-

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Rochford honored by WTA



Exchange President Dennis Rochford received the World Trade Association of Philadelphia Person of the Year Award for 2015 on September 30. Of course the staff was out in full force to celebrate with him. Shown here are (l-r) Darleen Michalak, Scott Anderson, Donna Stargell, Rochford, Beverly Ford, Steve Olah, Ed Fern, and Michael Fink.

Marcus Hook deepening contract awarded

45-foot deepening moves closer to completion

The U.S. Army Corps of Engineers, Philadelphia District, recently awarded a contract worth nearly $77 million to the Great Lakes Dredge & Dock Company LLC. The work involves dredging, rock removal, and deepening of the Delaware River main shipping channel in the area adjacent to Marcus Hook, Pennsylvania.

A subcommittee of the Mariners Advisory Committee for the Bay and River Delaware has been meeting with the Corps and port stakeholders to plan for this work, which is integral to the successful completion of the overall 45' Main Channel Deepening Project. The MAC subcommittee was tasked with identifying ways to limit the potential effect of the rock removal on vessel traffic patterns in the area between Eddystone and the lower Marcus Hook range.

Corps headquarters personnel reviewed the three bids received in response to the request for proposals, which was issued in late July, and announced the award in September. Work will be performed in Chester, Pa., Pedricktown, N.J., and Claymont, Del., and is expected to begin in December.

Interview with N.J. Congressman Donald Norcross



Congressman Donald Norcross is the U.S. Representative for New Jersey's First Congressional District, representing Camden, Gloucester, and Burlington Counties. He serves as Assistant Whip in the 114th Congress and is also a member of the House Armed Services and House Budget Committees. An electrician by trade, Rep. Norcross was a member of the Home Port Alliance, which was instrumental in bringing the "Battleship New Jersey" *to Camden's Waterfront.*

Q: Would you tell our readers your views on the Delaware River 45' Main Channel Deepening Project?

A: I live in Camden with a view of the Delaware River. I refer to the Delaware as our "Liquid Highway." The deepening project will allow larger, more modern ships to pass through. And when that happens, you get more cargo moving and more commerce moving. And what flows down the river flows right from the hands of our local workers. So, the project is a job maker and a job supporter, and it's good for our entire region.

Back in June, I joined my colleague Rep. Pat Meehan (R-PA) and the U.S. Army Corps of Engineers for a boat ride to the dredge site, and I'm glad to see this project is on course for a 2017 completion. The finished project will make us more competitive with other ports along the East Coast. It will also make it safer for vessels to navigate the waters of the Delaware

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Remembering the crew of the "El Faro" – and all mariners

Readers of *The Beacon* are well aware of the loss of the "El Faro" on October 1. As we're wrapping up this issue in early November, the NTSB has just confirmed finding the wreck in deep water off the Bahamas.

Accidents do happen, and as infrequent as they may be, they certainly happen more often than anyone would like. Exchange members, primarily the shipping lines, barge and tug operators, terminal operators, and of course river pilots and other mariners, are well-trained to address disasters aboard ship and on facilities. They know how to respond when things go wrong and work diligently to restore operations to safe conditions.

But no program can adequately train us for the loss of life that accompanies the worst disasters, especially those which hit closest to home. Not only was the "El Faro" an American-flagged ship with a largely U.S. crew, she also had local ties to the Delaware River.

The ship was built in Chester, Pa. at the Pennsylvania Shipbuilding Company in 1975. In 2010-2011, she was a regular caller to the Tioga Marine Terminal in Philadelphia, bringing containers from Puerto Rico twice each month.

If nothing else, this tragedy should make us stop and think about the men and women who risk their lives for our economic prosperity as members of the maritime industry and for our quality of life as consumers.

Seafaring remains a dangerous profession in many ways. When it isn't life-threatening, for many it is still a life of hardship. At the top of this list is being away from loved ones for weeks and sometimes months on end. Not only do they miss the everyday joys of family life, but mariners often miss life's big moments as well. Baby's first tooth, high school graduations, a milestone wedding anniversary – or any wedding anniversary.

Sailors also live where they work. Think about not being able to leave your workplace for a month. You'd eat, sleep, exercise – everything – within a very confined space. Then, when you finally land, you may have only a few hours before getting underway again. And so many crew who call at U.S. ports are denied shore leave for the short time they're in port.

That's before you get to the real hazards – natural and man-made. Weather events, the very real threat of piracy, or mechanical failure, things most of us rarely, if ever, think about, even on our worst days.

For some mariners, going to sea is a job, but for most it's a calling. The 33 crew members of the "El Faro" died doing what they loved.

They were also men and women who left loved ones who miss them dearly. As compatriots, we deeply mourn their loss and honor their sacrifice.

If you haven't yet taken a moment of reflection in honor of the "El Faro" crew, I hope you will now.

Next time you have a chance, thank a sailor. Or better yet, be more proactive. Help a seafarer welfare organization by volunteering and make a very real difference in the lives of seafarers. And if you can't volunteer, consider sending a donation. Your contributions go a long way toward helping these worthy organizations.

In the Delaware River area, contact Seamen's Church Institute of Philadelphia and South Jersey as below.

Jean Rochford

Seamen's Church Institute of
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www.sciphiladelphia.org
(215) 940-9900
seamens@sciphiladelphia.org

Seamen's Center of Wilmington
www.scwde.org
(302) 575-1300
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Update from the Maritime Operations Committee

The Maritime Operations Committee includes Exchange members from the agent, steamship line, broker, terminal, and other sectors within the port community. Members meet semi-annually, or more if appropriate, to discuss significant federal and local regulatory issues relating to cargo and vessel processing. Representatives of key federal agencies, such as the Army Corps of Engineers, U.S. Coast Guard, U.S. Customs and Border Protection, Food and Drug Administration, and Department of Agriculture are on hand to provide critical updates and listen to industry concerns.

The fall meeting in October 2015 was a testament to the outstanding support the Exchange receives from local federal agencies. CBP Assistant Port Director for Trade Ed Moriarty and Coast Guard Sector Commander Capt. Ben Cooper, along with their colleagues, provided a number of updates on issues of importance to the port community.

"We are pleased to report that CBP Agriculture Specialists are now equipped with tablets to release cargo on the piers and terminals," Moriarty said. "Eventually all CBP Officers will have the tablets, but for now we're testing them with Agriculture inspections." Committee members, who have for years lamented the length of time CBP can take to implement new technologies, welcomed the news. "As we all know, the ultimate goal is getting merchandise to the receiver as soon as possible," said Exchange Vice President Lisa Himber, "and we expect this equipment will go a long way in speeding up cargo release time."

CBP also recognizes the importance of timely inspections, and Moriarty reported that CBP has implemented metrics for improving inspection times for wood packing materials. "Once wood packing materials are presented for inspection, CBP will inspect and either release or detain by the 72 hour mark. The goal is to get the inspections done promptly so as to not hold up other cargo," he said.

He also reported that Philadelphia has been given 22 officers, 3 supervisors, and new canines and that additional CBP Agriculture Specialists will be available by 2017.

The October meeting was Capt. Ben Cooper's first in his new role as Sector Commander, though he has long been known to many committee members due to his previous tours at the sector, most recently serving as the deputy sector commander.

The captain briefed the group on security activities in the port associated with the September Papal visit, and the community agreed all went off with minimal impact to commerce. He noted that 300 people and 13 agencies all worked together for a successful visit. He also led a discussion of the "El Faro" incident and the Maritime Transportation System Recovery Unit.

All in all, this was another informative meeting that was well attended by both private- and public-sector representatives.

All Exchange members are welcome to participate in the committee meetings – or simply be added to the distribution list to receive updates throughout the year. Contact Darleen Michalak at dmichalak@maritimedelriv.com for additional information.



Welcome New Members

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Can you name these cadets?



Answer on page 10





Training is top of best cyber strategy lists

When network administrators of fifteen – or even five – years ago worried about system security, they faced a vastly different landscape than that of today. The core missions remain the same: stop the bad guys, protect the systems and data, ensure employees have appropriate rights and access, and have good backups. Of course this is an oversimplification, but for small and medium businesses, running a corporate firewall and installing anti-virus programs addressed many of the security challenges of the time.

Corporate firewalls and anti-virus software are just the tip of today's cybersecurity strategy. Yet all the tools are of little help without employee awareness and training.

According to IBM's 2014 Cyber Security Intelligence Index, over 95% of all investigated incidents recognize human error as a contributing factor, and the most prevalent human factor is clicking on an infected email attachment or unsafe link.

With one mouse click by any employee (even by said IT professional), the entire corporate infrastructure can be compromised – even those with the strongest firewalls, safeguards, and policies in place. However, with some regularly reinforced training, a company can drastically reduce the risk of a cyberattack facilitated through human error.

"In our fast-paced, everyday schedule we do things so quickly as a matter of routine that we may not always think clearly before we click on a link or open an attachment," said Joe Petruzzi, director of management information services for the Philadelphia Regional Port Authority. "Most of us have multiple accounts to monitor, and the sheer volume of email that we must process in any given day can foster mistakes and snap judgements. We have to change our mind set, slow down, and think before we click on anything."

Here are just a few easy and common sense things everyone can do to help mitigate the risk of cyber incursions and infections.

When in doubt, do not click

Whether an email attachment or a Web page link, think twice before clicking. Because the email is from a trusted colleague or friend, we tend to think the attachment or link is safe. Wrong. It is extremely easy to "spoof" an email address (falsely impersonate someone's email account) and trick the recipient into opening an infected attachment or URL. If you receive an email from a friend or colleague with an unexpected link or attachment, contact the sender by phone or separate email to verify that it was indeed sent by that person. If you receive an email from your bank or credit card company, login to your account by visiting the Web site directly, never click on an email link that takes you to a login page.

"But it's so shiny…"

Still want to click? Move your cursor over the link first without clicking. The true address should appear in a small popup. Make sure the link will take you where you think it will before you hit that left mouse button.

Even then, before you click, take a second look at that link … is it really legitimate? The link may take you to www.c-v-s.com instead of the legitimate www.cvs.com. Or it could appear to be correct but include extra characters, such as www.cvs.com.ru, that could direct you to fake site looking to steal your information. To be safe, go to the vendor site directly.

Even reputable sites can be dangerous

One of the fastest-growing attack mechanisms is the distribution of malware through reliable sites via infected ads, also known as malvertising. Since the ads are not actually hosted by the legitimate site, criminals can easily distribute infected ads. Malware can also reside in the "related links" or "similar stories" sections popular on many sites. These are links to stories on other presumably reputable news sites, but they can be paid spots like any other ad. Here are some tips to keep in mind when visiting any Web site.

First, it is good practice not to click on any ad. Ever. If you really feel compelled to click that link, go back and re-read the section on hovering over a link.

Second, update your Adobe Flash® and other browser plugins regularly. In some cases, you can be infected by malvertising just by visiting the page on which the malicious ad is hosted – keeping your browser and plugins up to date will help protect you.

Tis the season

With the holidays fast approaching, be wary of the numerous scams that crop up this time of year.

- It is a time of giving – and criminals want you to give to them through phony charities.
- Watch out for fake refund, gift card, and package delivery emails.
- Online and emailed Black Friday and Christmas sales and coupons that seem too good to be true? They probably are.
- Don't open any greeting card links even if sent by family or friends – many are fake and contain malware.
- Be careful answering ads promising an easy way to make extra cash for the holidays – many are simply seeking to collect your personal information.
- When shopping at the mall, watch out for fake wireless networks that masquerade as legitimate store networks – if you connect to the store network, make sure it is the real one.

Spread the word

IT professionals are waging a war against cyber criminals, but they need your help. Train yourself. Train your staff. Train your family. Share the latest cyber scam alerts with your friends and colleagues.

"Do not assume that everyone knows even the simplest techniques and best practices," said Exchange IT Director Michael Fink. "Reinforce this training often. The firewalls, anti-virus, intrusion detection software, security policies, and other solutions your friendly system administrator has implemented may not protect you or the entire corporate network if you click on the link to the joke of the day."

Criminals relentlessly adjust their strategies to steal your information, identity, and money. Awareness and training are two of the best tools you can use to help thwart their efforts.

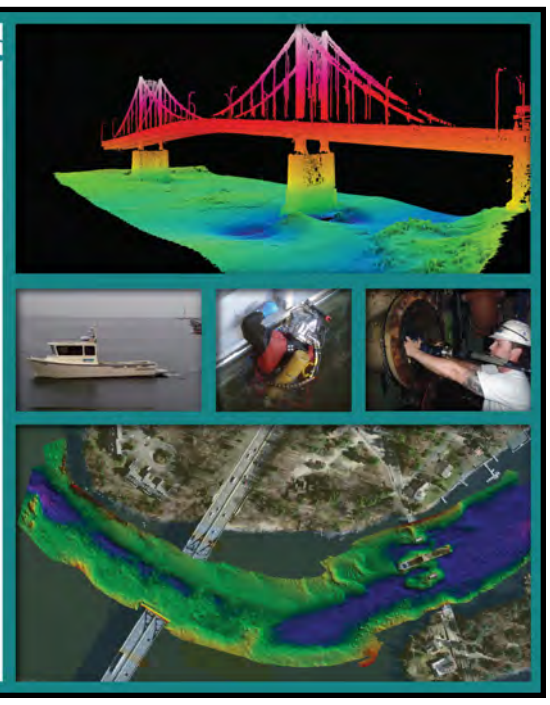
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PENN Warehousing a Philadelphia icon

Brown family still running the business after 75 years

From his conference room overlooking a Delaware River which was calm that bright mid-October morning, John Brown recalled the humble beginnings of what has become a family-run empire. As the current president of PENN Warehousing & Distribution, Inc., Brown and his cousins, Tim Brown and Terry Brown, represent the third generation to manage the family business.

"My grandfather started with a parking garage on Race Street in the 40s," Brown said. "From there he got into moving material for the building trades in dump trucks, which turned into a stint delivering for the Philadelphia bulletin with a single truck. It wasn't too long before he was moving furniture from Philadelphia piers."

From that modest start evolved a multi-million dollar business. Today, the family of companies includes not only PENN Warehousing, but also Murphy Marine Services, Inc., Horizon Stevedoring, Inc. and JH Stevedoring. "The companies have a combined 120 years of experience and contribute about $75 million to the local economy each year," Brown said. He noted that the three companies hired a total of 1,200 employees last year, both full time and casual.

In the 1960s, brothers Tom and Jack, Brown's father and uncle, were running the operation. The business soon was running multiple trucks and needed more storage, so they purchased a warehouse on Tacony Street to house the growing store of imported goods. By this time, cargos included paper products, a business which today remains a cornerstone of the business.

"My father and uncle unloaded their first ship at Tioga Marine Terminal in 1973, which was their direct entry into the seaport business," Brown said. "But they soon needed a larger setup and went into partnership with Bill Meyle from Independent Pier to unload paper ships at Pier 80 and truck the paper to Pier 19."


Pier 80
April 26, 1956

The brothers then rented Pier 78, trucking paper from Pier 80, and from there they expanded to the Pier 80 Annex and Piers 38/40.

JH Stevedoring was formed in 1990. It operates out of pier 80 and primarily provides stevedoring services to the paper industry.

Brown noted that "With every new service, we quickly ran out of space. After we leased Pier 82 [which operates as Horizon Stevedoring], we needed more space yet again, and the state built us the Pier 78 Annex, at 250,000 square feet."


Pier 80
January 13, 2012

Today, Turbana's weekly ship service bringing bananas from Columbia and Costa Rica is the primary customer at Pier 82.

Cousins John, Jim, and Terry bought Murphy Marine in 2006. From there, they provide stevedoring service at the Port of Wilmington for Chiquita and Dole, among others.

In 2014, they won the bid to handle 160,000 Hyundai-Kia cars. "We were able to significantly decrease their costs, improve their quality and meet their goals," Brown said. Yet he noted that much of the credit goes to the employees, including the teamsters, who helped turn that business around.

Brown attributes the companies' success to two primary factors. First, he said, is to always strive for improvement. "Our vision is to ensure we always focus on making things better, both for employees and our customers. And that's the total mindset of our group. They like it because it keeps their jobs interesting. Most of our ideas come from employees."

Not only that, he said, but the customers expect it. "Customers don't want to see stagnation. We always have to have something new for them, whether it's improving facilities or new equipment."

The second key strategy is keeping it safe. "Everything we do is about safety, and we're committed to a program of ongoing training for our employees." He noted that JH Stevedoring has received multiple awards for "no lost time" work accidents. In addition, PENN Warehousing won the 2012 Gerald Halpine Award, beating over 240 other companies for the prestigious safety award.

Brown said they've also invested heavily in technology, and the offices are now completely paperless. "All inventory is scanned electronically, which ensures we and our customers can get the information we need when we need it."

So what's next? Brown said PENN Warehousing is always focused on the future. "We need to expand even further with our forest products."

The current two million square feet of dry and cold storage space is no longer enough, and Brown plans to put in a bid for the new Southport facility, located within the former Philadelphia Naval Ship Yard. "We've grown as much as we can at this complex, and we see Southport as the next step in our immediate future."

He envisions handling cars, containers and other commodities as well as forest products at the new Southport facility.

"We are proud of our past and excited about the future," Brown said. "It's been a great ride, and it's certainly not over yet."

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TSA seeking comments on next-gen TWIC

Starting in 2002 as a pilot program, the Transportation Worker Identification Credential, or TWIC, has now been in use aboard regulated facilities and vessels since it was launched officially in the fall of 2008.

"The TWIC vision has changed fairly substantially since those early days," said Exchange Vice President Lisa Himber. "Initially, TWIC was supposed to be used for access to all modes of transportation, not just maritime," she recalled. While she said it does not appear the Transportation Security Administration has any plans to expand the use of TWIC to air, rail, highway or pipeline, the agency is now evaluating future card functionality and design.

Speaking at a recent meeting of the National Maritime Security Advisory Committee, Acting Manager of the TSA Maritime Programs Branch John Schwartz asked members to provide input which might guide efforts to improve the card's visual efficiency. "Among other considerations, we're looking at improving the digital quality of the photo, modifying the appearance of the expiration date, adding a mint mark, and incorporating new metallic security features," he said.

Himber noted that it can be difficult for facility security personnel to keep track of minor modifications to the appearance of the TWIC card. "While we recognize that changing the face of the card can improve its security, Exchange members would rather see one major modification every few years than frequent smaller changes."

Validating the cards is only one of many hurdles facility operators face in implementing TWIC requirements.

"From a terminal operator perspective, the implementation of the TWIC program has been a significant challenge, starting with the delay of card reader regulations and the variety of different versions of cards and expiration date formats in circulation," said Jay Jones, Deputy Executive Director and Facility Security Officer at the South Jersey Port Corporation. "We see an average 30% of truck drivers daily arriving to our terminals without TWIC cards, which then require us to provide trained TWIC escort services. The drivers would rather pay an escort fee, rather than enroll in the TWIC program as it is offered today."

TSA is also looking at the usefulness of offering a version of TWIC that is compatible with federal smartcard standards (PIV-I) cards. "TWICs currently comply with federal PIV card topography requirements, such as placement of the photo and use of free space," Schwartz said, "but the functionality between the two cards is not currently consistent."

Schwartz said that offering a PIV-1 TWIC option would make it easier for TWIC holders to access other government facilities, such as the Department of Defense. He suggested that some stakeholder groups, such as first responders, have pressed for the change.

"A Next-Gen TWIC card should be aligned with the TSA pre-check or CBP's trusted traveler program rather than the federal access PIV credential to make the TWIC more versatile and enrollment more accessible to those individuals who need unescorted access to marine terminals," according to Jones. "The card needs to have more value to transportation workers who are not likely to need access to government facilities. Aligning the card with the TSA pre-check or CBP's trusted traveler perhaps would make TWIC more attractive to those who would benefit from possessing a TWIC."

Schwartz noted that TSA may not offer the PIV-1 compatibility. "If we offer it at all, it won't be until we complete the conversion of TSA vetting programs to the new operating system," he said.

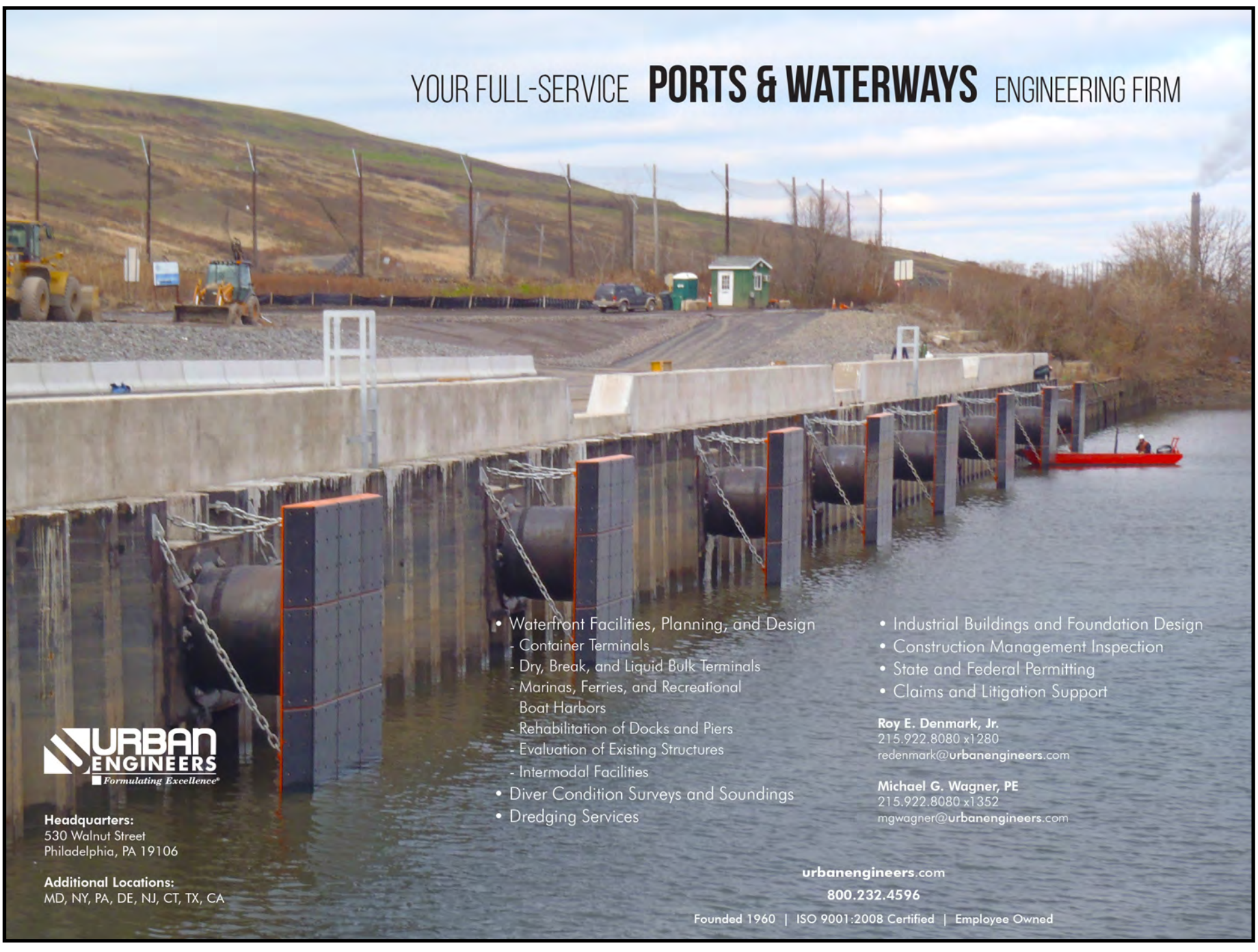
TWIC reader rule again delayed

At the same meeting, Coast Guard personnel noted that the final rule for the use of TWIC readers had not yet made its way from DHS to the Office of Management and Budget for approval. At this point, Coast Guard estimates the rule will be published "early next year."

"Ineos Insight" calling at Marcus Hook



The "JS Ineos Insight" is the first arrival of the most highly advanced ethane carriers in the world. She has seven sisters, and the fleet will be involved in trade from Marcus Hook to Norway and Scotland. They are tailored to meet the specifications of the Mariner East Project and match the highest performance measures for environmental and operational efficiencies. This is the beginning of the 15 year contract with a partnership between Evergas the owner, Ineos the shipper, and Range Resources the supplier, and it all comes together at the Marcus Hook Industrial Complex.





"Gazela" a Philadelphia Treasure

During my first trip to sea on my license, aboard the "Moremacbay" in June of 1965, I was amazed by the number of small fishing trawlers and their "mother ships" scattered all over the Grand Banks of Newfoundland, as we steamed to Europe. I still remember the words in the "Masters Night Orders," which we signed each night before taking the watch, "Keep a sharp lookout for fishing vessels and call me if in doubt." Since there was always fog on the Grand Banks in the summer, sailing through this area was difficult, especially when there were targets everywhere on the radar screen.

During these passages, I always wondered what it was like to be fishing on the Grand Banks in the time of sail. Those stories, and much more, now belong to the Philadelphia Ship Preservation Guild and can be enjoyed by a visit to the barquentine "Gazela," Philadelphia's best kept secret, right here at Penn's Landing.

Her story begins in 1901 when "Gazela" was built in the shipyard of J. M. Mendes in Setubal, Portugal, to fish the Grand Banks of Newfoundland. "Gazela" is a barquentine, which has three masts. She is square rigged on the foremast only, the main and the mizzen being fore and aft rigged. Her hull and decks were built of Portuguese stone pine, while the masts and spars are of Douglas fir.

Every spring, "Gazela" would leave Lisbon with 35 dories stacked on deck and a crew of about 40 men. Her hold would be full of salt which was used to preserve the fish caught during the long fishing season on the Grand Banks. By fall, the ship's cargo hold was full of 350 tons of salted fish, and she sailed the 1900 miles back to Portugal. Sadly, not all the crew returned, as it was not uncommon to lose dories when they could not find their way back to the ship in fog or heavy weather. After a remarkably long career, "Gazela's" last voyage to the Grand Banks as a commercial fishing ship was made in 1969.



About the time "Gazela" was laid-up in Portugal, the Philadelphia Maritime Museum was looking for an historic sailing ship. On May 24, 1971, the museum's historic prize left Portugal for its new home in Philadelphia, tracing the route used by Columbus via the Canary Islands and San Juan, P. R. On July 8, 1971, "Gazela" arrived in Philadelphia with her crew of American sailors and joined the ranks of our other historic ships, like the "Olympia" and "Becuna."

In 1985, "Gazela" was transferred to the Philadelphia Ship Preservation Guild, the not-for-profit corporation that now maintains and operates the ship, with the help of donors and volunteers. She has been featured in a number of films and participated in numerous events, including Op Sail 2000. "Gazela" is a frequent visitor to Baltimore and was a Star-Spangled Sailabration ship in 2012.

While no longer battling the North Atlantic, "Gazela," like every wooden sailing ship ever built, must constantly be repaired to remove the rot from rain water that works its way into every part of her. While much of these repairs are above the water line, the very expensive dry-docking of the ship is also required to keep her seaworthy.

This summer, "Gazela" and her work barge "Poplar" were overhauled at the Rhoads Marine Industries Dry Dock Number 2 at the Philadelphia Navy Yard. This was a joint effort between Rhoads Shipyard personnel and the Philadelphia Ship Preservation Guild's army of volunteers. Those volunteers, along with some paid consultants, were mainly responsible for the re-planking and inspections of Gazela's hull at the waterline, and all welding repair work on the work barge "Poplar" was carried out by Rhoads ABS-qualified welding and fitting personnel.

Following a period of about two and one-half months, a number of critical repairs and upkeep items were accomplished, assuring that both the sailing ship and her work barge would be seaworthy and operational for the foreseeable future. Through the vigorous and admirable fund-raising of the Guild, along with discounts from Rhoads on the work, the ship was able to be repaired and put back in service in time for the fall tourist season.

In the words of Exchange Board member Rear Admiral Joe Hare USN, Vice President Rhoads Shipyard Operations, "the entire port community is encouraged to support "Gazela" and the Guild in its efforts to preserve the heritage of the sailing trade. Heave Ho."



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Region prepares for another ice season



Ice buildup in the C&D Canal in February 2015, with the Summit Bridge as the backdrop.

With fall in full swing, many mariners on the Delaware River begin to think about winter and wonder whether foul weather will influence vessel operations. "In addition to snow, ice is a major concern for the maritime industry," said Exchange Director of Operations Paul Myhre. "As water and air temperatures begin to drop the potential of ice buildup increases."

One of the roles for Coast Guard Sector Delaware Bay is ensuring all vessels can safely transit the waterway, a role that increases in importance during the winter months. Ice formation can create unsafe conditions affecting vessel movements and wreak havoc on aids to navigation.

Ice buildup can damage buoys or drag them off station. One of the tasks in preparation for ice season is to swap out many of the buoys for units designed to handle the harsh winter better. In addition, Coast Guard Cutters "Capstan," "Cleat," and "Chock" prepare for the potential of ice breaking missions during the winter months.

"More aids were affected by ice last winter than by Superstorm Sandy and Hurricane Irene combined," said Deputy Sector Commander Capt. Scott Anderson. "Our crews were up to the challenge and had those aids fixed, replaced, or repositioned by mid-May."

Another task for the sector is setting ice condition levels based on ice makeup in the water. Starting with a seasonal alert well before any ice formation, Coast Guard escalates ice conditions as needed from levels III to I. The various levels include requirements such as maintaining a bridge watch, checking moorings, hull and horsepower restrictions, or requiring vessels to move in convoys.

In addition, the captain of the port will set specific restrictions at each level as needed. For example, last season there was significant ice formation in the Salem River and the Chesapeake and Delaware Canal. Sector Delaware Bay set Ice Condition II and included hull and horsepower restrictions for roughly two weeks.

While Ice Condition II is active, the sector conducts a daily conference call to review regional ice buildup and determine what restrictions are necessary to maintain a safe waterway. "The Coast Guard sets restrictions based on actual conditions," said Capt. Jon Kemmerley, chairman of the Mariners Advisory Committee for the Bay and River Delaware. "One of the key factors considered during the calls is reporting by the folks operating on the water."

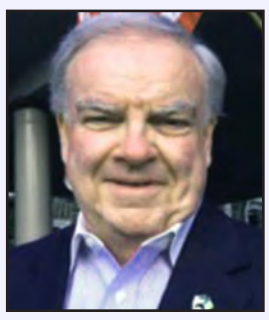
Kemmerley noted that ice reports come from aerial spotting as well as the mariners themselves and include the type of ice, quantity, and thickness.

"While we are hoping for a more moderate ice season this year, we are making preparations to ensure that we're ready to keep the channels open and facilitate commerce through the winter," Anderson said.

Anyone can report the formation of ice to Sector Delaware Bay via VHF channel 16, email to secdelbaywwm@uscg.mil, a call to the Command Center at 215-271-4960, or fax at 215-271-4833. Once ice season is here, pre-recorded ice information is available from Sector Delaware Bay at 215-271-4995.

For more information, contact Paul Myhre pmyhre@maritimedelriv.com or 215-925-2615.

In Memoriam



It is with deep regret that we report that Jim McLaughlin, who worked for Marine Guard in crew transport and sales, passed away in July. Jim had a ready smile and was a well-known figure throughout the port. He was also involved with the Seamen's Church Institute and was a founding board member and past president of the Irish American Business Chamber & Network, Inc. Jim was posthumously awarded Saint Joseph's University Alumni Association's Reverend Joseph S. Hogan, S.J. award for his outstanding loyalty to his alma mater. Jim was a gifted storyteller and possessed a natural skill of networking and connecting people, and he was a good friend to many in the maritime industry.

The Exchange is also sorry to report the passing of Bernard D. Liberati, Jr. in September, 2015. Bernie was president of Morris Freidman & Co., a family-owned Customs brokerage with deep roots in Philadelphia that went back well over 50 years. He ran the business with his wife Annette and two children, Bernie and Lisa, and was active as vice president of the local Customs Brokers and Freight Forwarders Association until his passing. His voice and knowledge of the trade will be sorely missed.





PRPA's McDermott to retire

In late September, the Philadelphia Regional Port Authority announced that after more than two decades of service, James T. McDermott plans to retire effective April 15, 2016.

Appointed to the position of Executive Director in May of 1994, McDermott served under six governors.

During the national economic downturn of 2008, McDermott worked to stress the importance of continued investment and aggressive marketing during a time when Philadelphia, and many other major U.S. ports, all took major hits to their cargo levels. Under McDermott's leadership, the Port of Philadelphia bounded back, with 2014 seeing the sixth consecutive year of double-digit cargo growth.

McDermott has received numerous awards and accolades from the Delaware River port community, including the Friend of Chile Award, Man of the Year from both the Ports of Philadelphia Maritime Society and the Traffic Club of Philadelphia, and the Scout Mariner Award.

"Jaime McDermott should be very proud of all he accomplished on behalf of the port," said Dennis Rochford, Exchange president. "We wish him the very best in all his future endeavors."

Southport development moving ahead

The Philadelphia Regional Port Authority reports significant progress at the Southport Marine Terminal Complex, the first major expansion of the Port of Philadelphia in over 50 years. With easy access to rail and major roadways, Southport is a 194-acre site at the eastern tip of the former Philadelphia Navy Yard.

In September, the PRPA released a request for qualifications inviting interested parties to partner with the PRPA in the development of Southport and the establishment of new maritime businesses along the Delaware River.

The complex is comprised of three waterfront sites: the Southport Marine Terminal site at 119 acres, the 75-acre Southport West site, and the Pier 124 North Berth, a 1,132-foot finger pier. With Pennsylvania's support, the PRPA has already completed substantial pre-construction and permitting work at these sites in anticipation of private development.

The agency hopes to have the Southport project under development by 2017.

"The Commonwealth of Pennsylvania understands that investment in its transportation infrastructure, especially its port assets, is a critical component to grow global trade and create family-sustaining trades in our region. The Southport Marine Terminal Complex will be a substantial contributor to the regional economy," said PRPA Chairman Gerard H. Sweeney.

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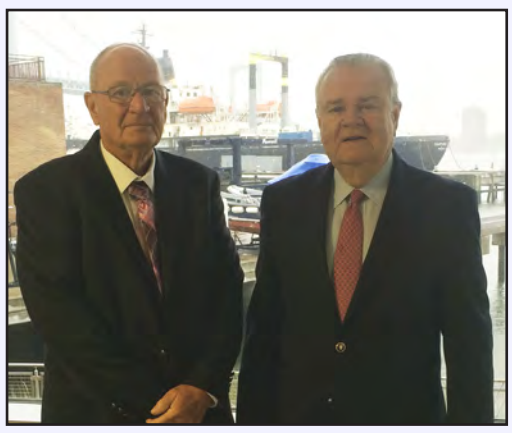
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Fort Schuyler Reunion



Exchange Chairman John Reynolds (r) and Vice Chairman Uwe Schultz celebrate their 50th reunion with Fort Schuyler's Class of 1965. The Training Ship "Empire State" provides the backdrop.

Congratulations if you guessed correctly, these are the two cadets from page 3.

DRS breaking cargo records

Delaware River Stevedores President Robert Palaima is proud of the 110 years of service his company has provided as a stevedore and marine terminal operator in the Delaware River port region. "Our blend of talents and breadth of experience ensures that we provide world-class stevedoring services and terminal management," he said.

Jointly owned by Ports America and SSA Marine, DRS operates the Tioga Marine Terminal in Philadelphia and provides stevedoring services in Camden, N.J. and Wilmington, Del.

"Activity at all three locations is on the rise," Palaima said. "In several cases, we're seeing double-digit growth."

In the last 12 months, 80 vessels called the Tioga terminal, an increase of 35% percent over the same period a year ago. This is largely fueled by Fibria Celulose, which began service hauling wood pulp from Brazil last year.

DRS is also enjoying record growth at its operations at the Port of Wilmington.

Bulk cargoes there have increased by 11% in the first quarter of this year compared to the same period in 2014. In addition, with the announcement in February of this year that Chrysler signed a multi-year deal to ship autos through Wilmington, car vessel arrivals are already ahead of last year's pace for the year, and DRS is projecting a substantial increase in Ro/Ro cargo processing.

But the big story is the gain in steel for SSAB AB, a Swedish company specializing in processing raw material into steel. Last year, DRS handled 52,066 metric tons of SSAB steel through the Port of Wilmington. That number jumped to 73,649 – or a gain of 41%. Overall, SSAB ship calls to the port increased by 25%, to 10 arrivals, for the 2014-15 season.

DRS also handled half a million tons of steel for customers in Camden during the last season. "This is a substantial increase for us," Palaima said.

Q&A with Norcross

continued from page 1

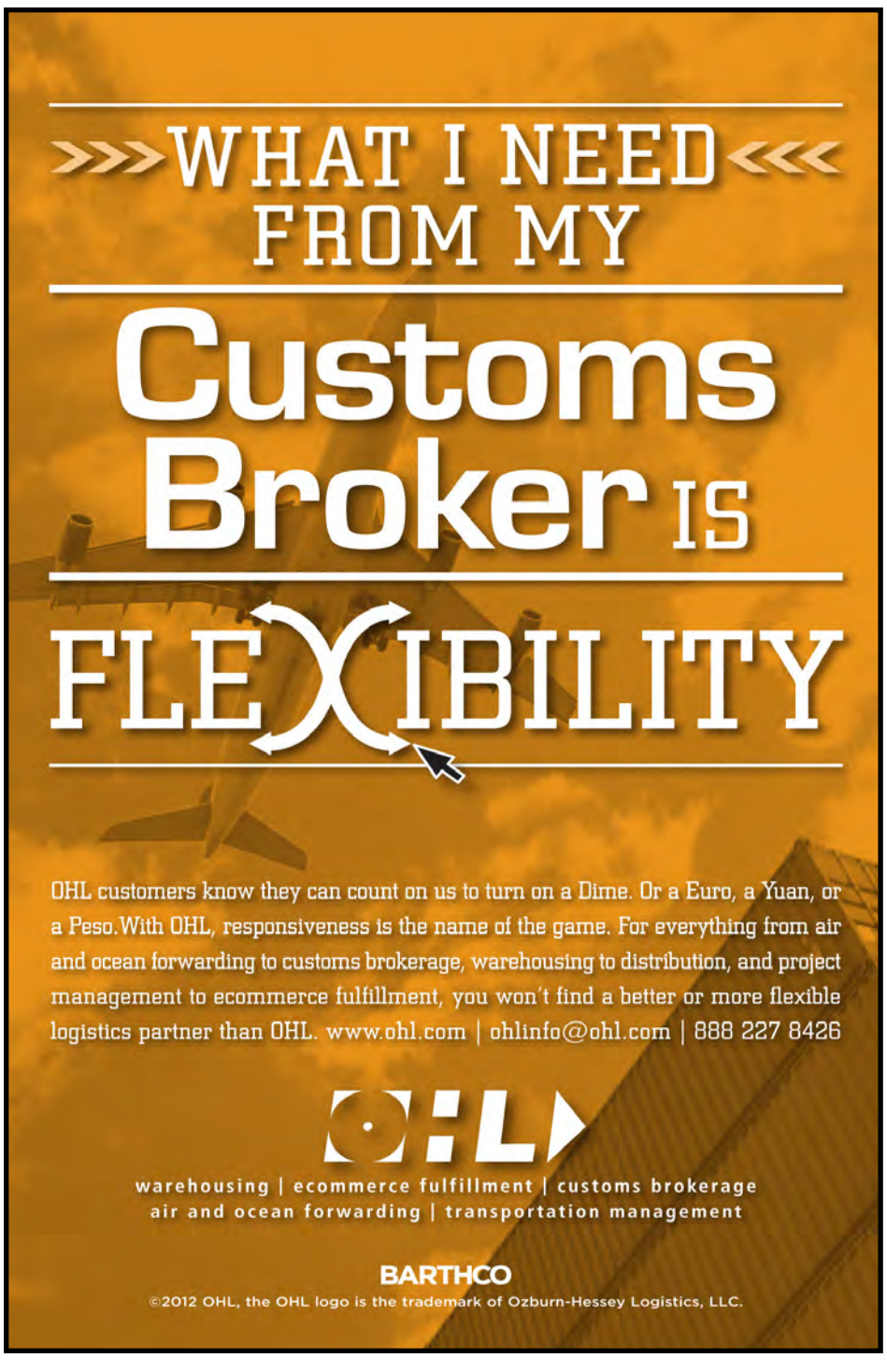
River, and that's an important safeguard for the environment.

Q: And harbor maintenance?

A: I fully support the Harbor Maintenance Trust Fund. In fact, I even offered an amendment to the budget about the importance of the HMTF and how we need to make use of contributions from it to address the needs of our ports. The amendment also addressed the modernization and improvement of air traffic control and aviation systems, federal surface transportation programs, highway, passenger and freight rail, and transit systems. My amendment to support these vital infrastructure investments didn't win approval. But make no mistake, I am not giving up. My commitment continues to ensuring our ports are funded for the future.

Q: What's going on at the port in Paulsboro?

A: Ships are literally waiting to dock there. And that could happen as soon as February. I visited the Port of Paulsboro in mid-October. One critical component to the project is the thousands of feet of railroad track being constructed by Railroad Construction Company of South Jersey, tracks which will support the Paulsboro Marine Terminal. So, what happens on land affects what happens on our "Liquid Highway" and vice versa. It shows just how important it is that our focus remain on investing in infrastructure. Once complete, the Paulsboro project will support about 850 local jobs. I can't wait for that day to come. It will literally redefine our region.





Chilean fruit 40 years strong

continued from page 1

ity Task Force, which is charged to work with the Environmental Protection Agency to improve worker safety programs.

Known globally as the "Chilean Model," other countries try to follow Chile's formula for success. From an outsider's perspective, achieving success appears to be embedded into the Chileans' anatomy. No obstacle seems to have been too monumental or too daunting to slow their progress. Weathering devastating earthquakes, draught, freezes, and regulations that became more and more stringent, Chile's innovations in food safety, security, packing and packaging, marketing, trade relations, compliance and shipping highlight their progressiveness, commitment, resiliency and determination.

That dedication is equally met at the end of the ride. Delaware River port operators have developed an expertise in handling these delicate commodities that is unparalleled in the U.S. "Our success is about more than just access to infrastructure, transportation networks, and markets and a committed, experienced labor force, though these are certainly critical factors that we've worked diligently to develop. But it's also about relationships – relationships which have been built up and nurtured over decades," said Robert Palaima, President of the Chilean-American Chamber of Commerce.

"We salute the Chileans for their professionalism and perseverance and look forward to continuing what has become a valued partnership and friendship," Rochford said.

Chilean Export Facts

The Chilean Exporters Association, known as ASOEX, reports that exports for the 2015-2016 season should reach the same levels as that of the past year. ASOEX Chile exported a total of nearly 2.4 million tons of fresh fruit during the 2014-2015 season. The North American market, consisting of the United States and Canada was the primary destination for Chilean Fruit.

Markets (in tons):

- North America: 818,147
- Europe: 563,813
- Latin America: 488,174
- Asia: 437,786
- Middle East: 92,056

Export Products (tons):

- Table grapes: 759,855
- Apples: 638,485
- Kiwi: 166,507
- Pears: 133,799
- Cherries: 103,081
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- Avocados: 68,050
- Oranges: 67,640

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CACC to host annual Friend of Chile award

On December 3, CACC will again celebrate the strong trade relationship between the Delaware River port community and the Republic of Chile by hosting its annual awards luncheon.

Honored this year with the Friend of Chile Award is Derrick Jenkins of Wakefern Food Corporation. Jenkins began his career with Wakefern in 1982 and rose through the ranks as an analyst, buyer, produce manager, senior produce manager and procurement manager before being named to his current position of Vice President, Produce/Floral. The successful division Jenkins heads ships produce seven days a week, and has buying offices in California and Florida.

Receiving the CACC Lifetime Achievement Award for 2015 is Dayka & Hackett's Co-Principal Managing Member Ralph Hackett. Hackett's professional career spans forty years, and thirty of those years have been focused on the fresh produce industry. Dayka & Hackett have a full service regional office in operation at the Port of Wilmington, Delaware.

Congratulations to Messrs. Jenkins and Hackett on their well-deserved recognition, achievements, and CACC awards.

SCI honored SJPC with 'Friend of the Port' award



Seamen's Church Institute of Philadelphia and South Jersey honored the South Jersey Port Corporation at its 25th Annual Fall Event on October 15. Shown here are (l-r) SCI Vice President, Captain David Cuff, Executive Director the Rev. Canon Dr. Peter B. Stube, and SJPC Executive Director and CEO Kevin Castagnola who accepted the 'Friend of the Port' award on behalf of the organization. The event, themed as 'Music through the Decades,' was well attended and enjoyed by all.



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SCW fundraiser a big hit



In September, the Seamen's Center of Wilmington celebrated its Silver Jubilee at the Kalmar Nyckel Shipyard in Wilmington, Del., marking twenty-five years of service to visiting seafarers. Among the rigging of the Kalmar Nyckel replica at the Copeland Maritime Center are SCW President Hick Rowland and Executive Director Joan Lyons. "We are both extremely grateful for the generous support this port community has shown to our mission," Lyons said.

POWMS selects Keefer for Babiarz Award

At its 38th Annual Dinner on November 10, the Port of Wilmington Maritime Society presented the 2015 John E. Babiarz Award to Thomas B. Keefer, recently retired Diamond State Port Corp. deputy executive director and chief marketing officer. The Babiarz award was created in 1999 to recognize deserving individuals who have made significant contributions to the Port of Wilmington, taking into account all aspects of the port's activities and contributions to Delaware's economy and its citizens.

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Editorial

Congressional support for Aids to Navigation

As we write this, local Coast Guard is preparing for the upcoming winter ice season. Last year's challenging ice build ups tested the mettle of our local river pilots and other mariners. In testament to both their superior seamanship and an exemplary communication system between local mariners, port business operators, and local Coast Guard, we came through what could have been a harsh winter without having to impose avoidable safety restrictions that would have unnecessarily delayed vessel and cargo processing.

After the spring thaw, the Exchange and the Mariners Advisory Committee contacted several members of the regional congressional delegation to express concerns over insufficient Coast Guard resources for maintaining critical aids to navigation, or ATONs. This problem exists not only within the Delaware River and Bay but at ports throughout the country.

To their credit, U.S. Senators Cory Booker of New Jersey, Bob Casey, Jr. of Pennsylvania, Delaware's Chris Coons, and New Jersey's Bob Menendez took up the mantle, weighing in with U.S. Coast Guard Commandant Admiral Paul F. Zukunft on the importance of maintaining our local ATONs. In addition to safeguarding port operations during the upcoming winter, their efforts are also directed at ensuring the necessary resources will be available to align the ATON system on the Delaware River with the capabilities of the soon-to-be completed 45' Main Channel Deepening Project.

That these four senators took the time to write to Admiral Zukunft speaks loudly to their interest in and support of the Delaware River maritime industry. The Admiral should heed their willingness to work with the Coast Guard to ensure necessary funds are appropriated and available for this important Coast Guard mission.

More aids were affected by ice last winter than at any other time in recent history, and Coast Guard crews worked diligently to repair and/or replace the aids as necessary. Preparations this year will benefit from the lessons learned last year. This port community is known to band together to work through issues of common concern, and we are already demonstrating that willingness to collaborate to ensure the Delaware River will be safe again this winter.

We applaud Senators Booker, Casey, Coons, and Menendez for their initiative and efforts in support of resources so vital to the safety and environmental stewardship of our port, not to mention its competitiveness and future growth. These elected officials clearly recognize that a safer and deeper shipping channel will attract larger cargo vessels to the numerous terminals and facilities along the river that handle over 100 million tons of container, petroleum and break-bulk cargos.

Pacific Trade Agreement is a good deal

The Trans-Pacific Partnership (TPP) between the U.S. and 11 Pacific Rim nations is the largest free trade agreement in history. Member countries account for approximately 40% of the world economy. In addition to the U.S., this pact includes Australia, Brunei, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Peru, Singapore, and Vietnam.

The TPP agreement will be critical to enhancing the strategic position of the U.S. in the global economy. With 70% of the world's purchasing power and 95% of the world's consumers located abroad, unfettered access to global markets is now more important than ever.

The text of the agreement has yet to be released, allowing member countries the opportunity to scour details of the pact over the next several months prior to making a decision to either approve or disapprove the TPP.

In its authoritative study, the Peterson Institute for International Economics concluded the TPP will expand the economies of the 12 member countries by $285 billion over the next decade. Fred Bergsten, a senior fellow at the Peterson Institute, estimates the deal will increase U.S. annual exports by over $100 billion, its gross domestic product by $75 billion, and add nearly half a percentage point to economic growth.

The growth in U.S. international trade generated as a result of this agreement will obviously benefit our nation's seaports. U.S. seaports are responsible for moving more than 99% of the country's overseas cargo by volume, and 65% by value. Expanded trade will translate into increased business for our ports.

And this is certainly true for our tri-state port complex. According to a 2011 Martin Associates study commissioned by the Exchange, our regional port sustains 134,000 direct, induced, indirect, and related jobs, and $53 billion in economic value for the Delaware Valley and the states of Pennsylvania, New Jersey, and Delaware. Growth in international trade will help protect existing jobs and afford the opportunity to generate new business that will create additional good-paying family-sustaining jobs.

We urge our tri-state Congressional delegation to vote for this trade agreement.



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:

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Sanitary food transportation rule to be finalized in 2016

Legal Ease

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

The U.S. Food and Drug Administration has proposed regulations to establish good transportation practices for shippers, carriers, and receivers involved in the transportation of food.

The comprehensive new proposed regulation is part of a broader legislation, the "FDA Food Safety Modernization Act of 2010," which aims to increase the safety of the food supply in the U.S. by mandating a more proactive, preventive approach to food safety. The impetus for the legislation was several high profile food contamination cases that severely impacted consumer trust.

The regulation will apply to motor and rail vehicles. While it will not apply to vessels *per se*, it will apply to transportation in ocean-going containers if those containers are to be transported over the road or on rail in the U.S.

The proposed rule establishes sanitary transportation requirements that must be followed by shippers, carriers and receivers of food to be consumed in the U.S., excluding products regulated by the USDA such as meat, poultry, or eggs. It establishes criteria (e.g., conditions and practices, training and record keeping) for the sanitary transportation of both human and animal food.

Shippers will be required to specify in writing to the carrier all necessary sanitary requirements appropriate for the carrier's vehicle and transportation equipment, including any specific design requirements and cleaning procedures necessary to prevent adulteration or cross contamination. The shipper will also have to visually inspect the conveyance or transportation equipment for cleanliness prior to loading – unless the food is completely enclosed by a container – and determine its suitability. Finally, the shipper must also provide written specifications to the carrier regarding required temperature controls and to verify pre-cooling when refrigeration is required.

Carriers must supply conveyances and transportation equipment that meet the requirements specified by the shipper and that otherwise are appropriate to prevent the food from becoming adulterated. They will be required to pre-cool transport equipment to the shipper's specifications and must, at the completion of the transportation, demonstrate that they have maintained the specified temperature. The shipper, however, may also use its own temperature monitoring devices. In the case of bulk shipments, carriers would have to inform shippers of the three previous cargoes carried and describe the most recent cleaning of the conveyance.

The rule, if implemented, would also require carriers to develop and implement written procedures for cleaning, sanitizing, and other mandatory processes. In addition, it calls for mandatory carrier training for personnel engaged in transportation operations of regulated products.

Proposed requirements for receivers include conducting unloading operations under conditions that would protect food subject to rapid growth of undesirable microorganisms in the absence of temperature controls.

In addition, shippers, carriers, and receivers would also be required to designate "competent supervisory personnel" to implement the requirements.

Defining the Parties

Based upon the proposed definitions of shippers, carriers and receivers, industry is concerned about the obligations that will be placed on entities within the transportation chain, such as marine terminals, warehouses, and distribution centers.

For example, a shipper is defined as "a person who initiates a shipment of food by motor vehicle or rail vehicle . . ." even if they are performed by other persons, and "a shipper may also be a carrier or a receiver if the shipper also performs those functions . . .." The rule proposes definitions for carriers and receivers as well.

The proposed rule broadens the meaning of safety to include quality. Food may be considered adulterated simply based on the failure of a carrier or other party to conform to the



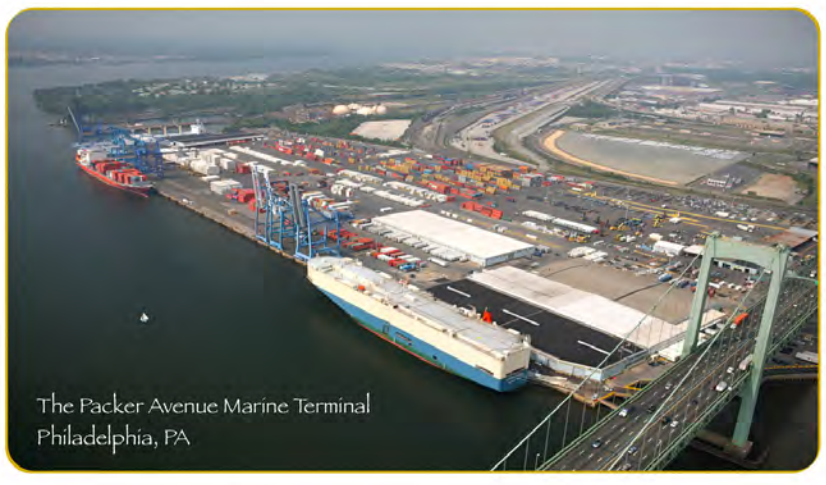
shipper's transportation requirements, regardless of whether the food is actually damaged or unsafe. While under the present practice, such food might be sold at a reduced salvage value, the proposed rule would also prohibit the resale of any rejected loads as salvage cargo, thereby increasing the losses for those involved.

The comment period on the rule expired last year, and the final rule is scheduled to be published on March 31, 2016. It will go into effect 60 days after the date of publication, and businesses would be expected to comply within a year after that, with a two-year deadline for certain small businesses.

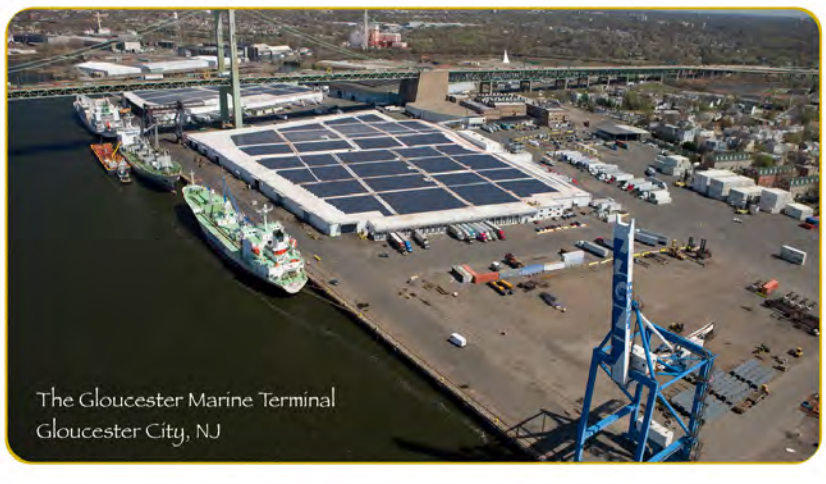
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Calendar of Events

11/17/15	Philadelphia Regional Port Authority Board Meeting
11/18/15	DRPA/PATCO Board Meeting
11/20/15	AMSC Meeting
11/25/15	Seamen's Center of Wilmington Board Meeting
12/09/15	**Maritime Exchange Executive Committee Meeting**
12/10/15	Joint Holiday Dinner, Ballroom at the Ben Contact Eileen Barlomiejus, mail@generalmarine.com or 856-488-8300
12/15/15	Philadelphia Regional Port Authority Board Meeting
12/16/15	DRPA/PATCO Board Meeting
12/21/15	Traffic Club of Philadelphia 108th Annual Dinner Contact Maureen Waddington, tcphila@gmail.com
01/12/16	Tri-State Maritime Safety Association Board Meeting
01/13/16	**Maritime Exchange Board Meeting**
01/19/16	Philadelphia Regional Port Authority Board Meeting
01/20/16	DRPA/PATCO Board Meeting
01/27/16	Seamen's Center of Wilmington Board Meeting

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





