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THANK YOU

To all the mariners, port and longshore personnel, truck drivers, government officials, and the many other front-line workers dedicated to keeping goods moving during the coronavirus crisis!

A huge win for Philly Shipyard!



Last year Rep. Scanlon (center) coordinated a tour and press conference at the Philly Shipyard to call attention to the shipyard's candidacy to construct state-of-the-art ships for the U.S. Maritime Administration. Joining her were Rep. Dwight Evans (D-PA, left), Rep. Madeleine Dean (D-PA), Philadelphia Mayor Jim Kenney (not pictured), and members of the port business community.

Philly Shipyard received the coveted Maritime Administration contract to construct up to five National Security Multi-Mission Vessels from TOTE Services.

MARAD selected TOTE to serve as vessel construction manager for the NSMV program in May 2019. In April 2020, TOTE placed an initial order with Philly Shipyard for the first two vessels, with deliveries set for spring and winter 2023. The contract also includes options for three more ships.

The initial award is valued at approximately $630 million. It includes non-recurring engineering and detail design of the NSMV class, procurement of equipment and materials, and construction of the first two ships. If all five ships are ordered and built in series, the contract value of the program would total approximately $1.5 billion. MARAD will own the ships.

Shipyard President and CEO Steinar Nerbovik said, "Philly Shipyard is honored to be selected by TOTE to build these sophisticated vessels. We are thankful for the trust that TOTE has placed in us and for all of the support we have received over the last year, especially from our unions and our local and federal stakeholders. Securing this award is a major milestone in our strategy to reposition the yard for government and commercial projects. We look forward to delivering on our promises."

The NSMV series is a new class of purpose-built ships to provide for the replacement of the current training ships at the state maritime academies. State school ships are primarily used to provide cadets with required at-sea training on operational vessels and to introduce them to the work of a merchant marine officer.

"At a time when the Philadelphia region can use some good news, I am thrilled that the Philly Shipyard has been chosen by TOTE to build the new National Security Multi-Mission vessels," said Congresswoman Mary Gay Scanlon (D-PA), who led a year-long effort to advocate for the shipyard. "Philadelphia has been home to our nation's shipbuilding for more than two centuries, and there is not a better and more capable workforce anywhere else in the country."

continued on page 10

Teleworking — were you ready?



It was once thought of as a perk toward which many aspired. Today, teleworking is now mandatory for much of the working population during the continued response to COVID-19.

For companies with business continuity plans that included work-from-home scenarios — like the Maritime Exchange — the transition was less painful than it might have been. A check in with several members showed that they also had plans in place and have adapted well.

"The team I work with at the Port of Wilmington, Delaware is used to meeting and working together — that's been the biggest change for us," said Rick DeDonato, market manager for Specialty Pest Services at Ecolab. "The ships keep coming in, and our coordinators need to put together fumigation crews around the clock. Our people have laptops and iPads, and everyone has a company-issued phone. They sign in and out through the company app, and scheduling is sent digitally. That part of what we do hasn't really changed much — we're very well trained and equipped for this."

As members and Maritime On-Line subscribers know, the Maritime Exchange is a 24/7/365 operation. The organization supports hundreds of users and helps facilitate river traffic through its ship reporting operations and VHF radio communications. In a normal environment, Exchange staff is on site answering

continued on page 10

Interview with

Eric Casey

Chief Executive Officer
GT USA Wilmington



GT USA Wilmington SQF Manager Lindsay Pennington *(left)* and CEO Eric Casey proudly show off their certification from SCS Global.

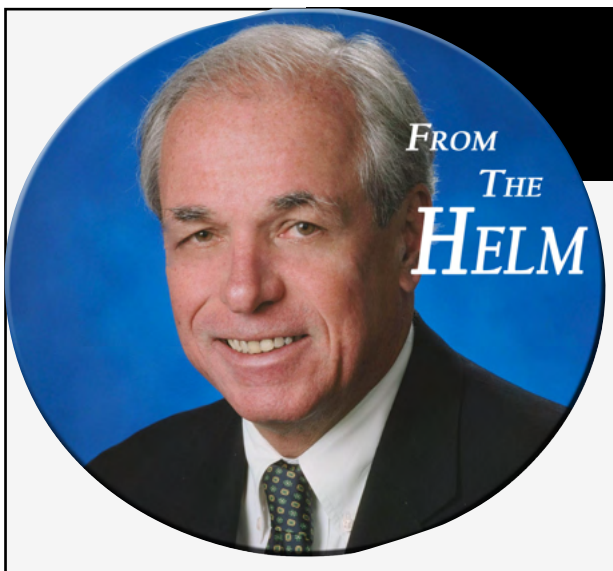
In February 2020, SCS Global, a third-party auditor and standards leader, awarded an SQF (Safe Quality Food) Certification to the Port of Wilmington. Since it took over management and operations at the Port of Wilmington in October 2018, GT USA Wilmington has looked to upscale its management protocols to meet and exceed international benchmarking. The SQF certification is part of that process.

At the helm of GT USA Wilmington, CEO Eric Casey is guiding the port through exciting, new unchartered waters. We spoke to Eric about this latest step in the port's development.

Q: Congratulations, GT USA Wilmington is now SQF Certified! What does this mean for the port?

A: Our safe quality food certification means we meet the highest international standards for handling food storage and distribution throughout the U.S. This is critical to us to meet emergent demands in the food industry for safe, efficient handling of product. In light of the current pandemic, GT USA's efforts have further mitigated risk to colleagues, partners, and employees as the SQF standards are aligned with CDC guidelines.

continued on page 11



COVID-19 reveals urgent need for automation

Large numbers of employees working remotely to help halt the spread of the dreaded COVID-19 sickness will surely drive business process changes in unexpected ways. Some will be welcome, others less so.

Among the outcomes we can anticipate is that some employers will continue to encourage — or perhaps even require — teleworking among employees who are able to do so. Fewer employees in the office at any one time will decrease utility and supplies costs and allow for sharing of workspaces and resources such as desktop computers, printers and telephones, among others. This will decrease the amount of space needed to house employees, which can save hundreds to hundreds of thousands of dollars per year.

It will also save employees commuting time and expenses. And for those who work in Philadelphia and other high-rate wage tax areas, more teleworking translates into an instant pay raise in the form of decreased taxes.

Additional remote offices will also shore up business continuity and disaster recovery plans, as office closures due to weather events or other hazards will be less disruptive if employees are already wired to work at home.

The other side of this coin is the need to spend additional dollars in technologies, such as VOIP phones for home offices. More IT staff may be required to support remote personnel, and companies will need to review their insurance and operating policies to cover use of company assets at home or use of personal computers and other resources for business. And of course, more virtual private networks will increase the likelihood of cyber incursion and the costs to protect against it.

Automation is the key to teleworking. Employees must be able to access corporate networks and all the other systems needed to do their jobs. For example, many ship agents can file manifests and customs brokers can file entries from home just as they can from their offices. A lot of banking is now done electronically, as is much payroll processing.

With many offices able to operate effectively with a skeleton staff, or even no staff, on site, it is mind-boggling that in this day and age, so many government processes are still performed manually.

We first saw it when we couldn't enter and clear ships with Customs and Border Protection on arrival. While in some ports CBP allowed for document review by email, the Pay.Gov system is not available for entrance and clearance, so ship agents still had to cut paper checks and deliver them in person or by mail to Customs. Also disheartening is that when CBP would not board ships to inspect the crew, it immediately detained the crew and required guards. In emergency times at least, why not use video conferencing to interview arriving crew, particularly when most ship owners and operators are cancelling shore leave and crew changes anyway?

For an agency that has spent hundreds of millions of dollars for decades to modernize its systems, CBP is alarmingly primitive when it comes to processing ships and crews. But it is by no means alone.

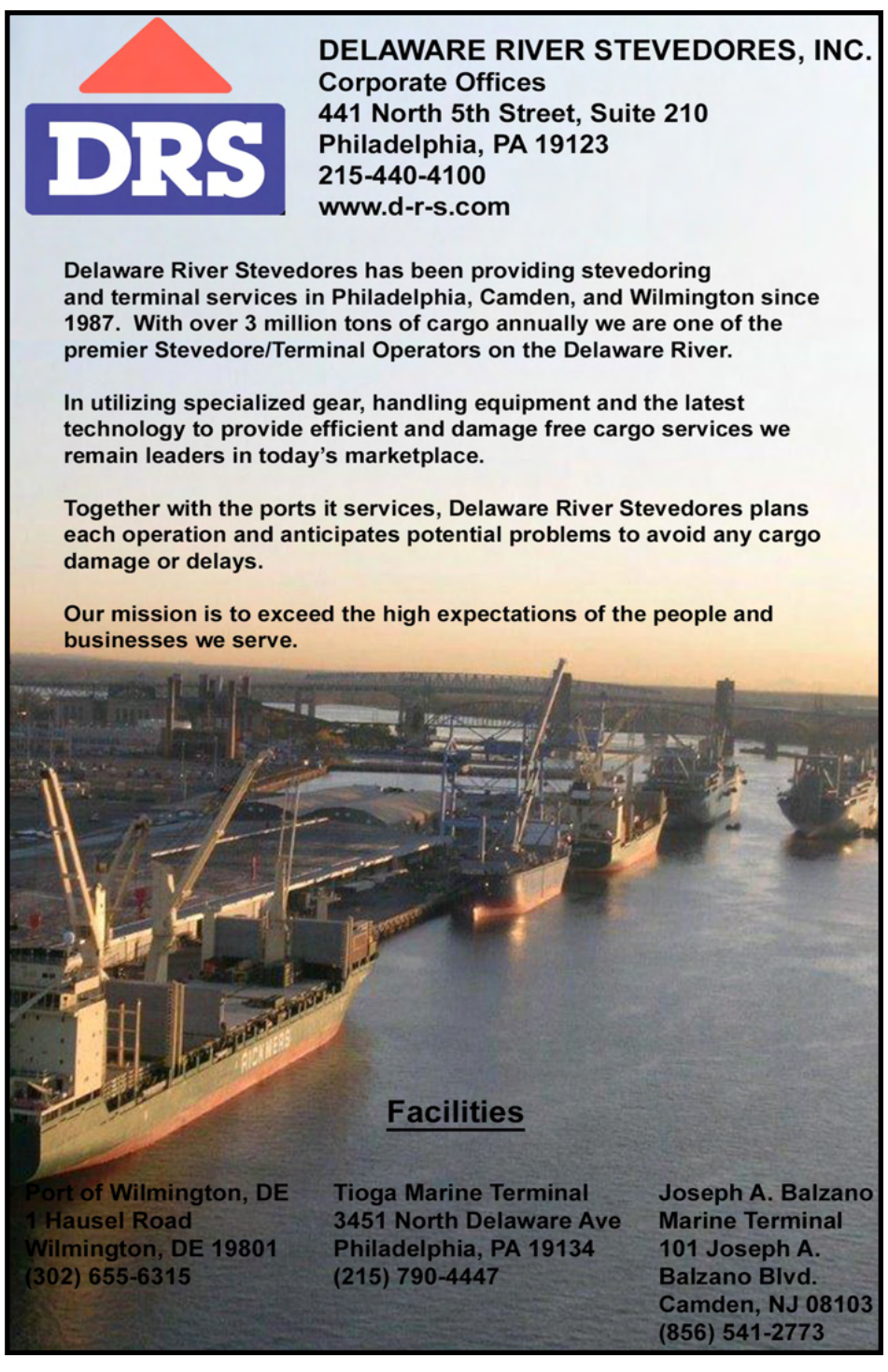
Permitting for truck transport of oversize cargos is still paper intensive in many states, as are processes for application and approval of waterfront construction and dredging permits. USDA continues to require that signed paper phytosanitary certificates accompany certain cargos imported through U.S. seaports that move over the road for ultimate re-export. We could cite many more examples, but it would just make you weep.

The benefits of paperless processing are well known — fewer staff positions, less chance of error, speedier processing, decreased paper production, distribution, and storage costs are just a few.

The economic recovery after the pandemic passes will certainly be challenging. Government shortfalls in automated capabilities are a major hindrance to economic growth and prosperity. Process automation must receive the highest priority once we are back to normal operations.







Mariner East: Delivering essential natural gas liquids

By: Joe McGinn, Vice President, Public Affairs
Energy Transfer



Energy Transfer's Marcus Hook Industrial Complex is bustling, with more than 200 ships expected to call at MHIC in 2020. After natural gas liquids are transported to the facility through the Mariner East pipeline system, large vessels carry the liquids from the port to overseas markets, where they are used to produce essential products we depend on every day.

Pennsylvania remains both a manufacturing and energy leader, thanks in part to the abundant resources found in the Marcellus and Utica shale plays in the Appalachian Basin, as well as the Port of Philadelphia and the transportation access it offers. But energy products need a way to get from Ohio, West Virginia and greater Pittsburgh to the Delaware River before being delivered by ship to market.

With initial service started in January 2014, the Mariner East system comprises the Mariner East 1, Mariner East 2, and Mariner East 2X pipelines. Without this infrastructure, these products and the benefits they bring to the port would be taken to the Gulf Coast, leaving much less benefit to Pennsylvania and the port.

Together, these essential pipelines have created thousands of well-paying construction jobs and support hundreds of permanent, family-sustaining jobs — with the ultimate benefit of safely delivering natural gas liquids, or NGLs, to consumers who depend on them. Pipelines remain the safest and most efficient way to transport energy products, according to the U.S. Department of Transportation.

The pipelines together transport propane, ethane, butane, and other petroleum products. Once the system is fully complete, it will move a total of 345,000 barrels a day to the MHIC [Marcus Hook Industrial Complex], situated along the Delaware River, where the liquids are delivered overseas by ship and to local markets. In fact, up to 200 trucks per day take propane from the facility to deliver to homes and businesses throughout the region.

The additional ship traffic has been a boon for the port as well. Shortly after the former Marcus Hook oil refinery was shuttered in late 2011, ship traffic reduced significantly. Now, instead of importing oil from overseas, Pennsylvania is delivering fuel and a key feedstock for the manufacture of cars, medical supplies, and clothing to the world. Due to continued progress on the Mariner East pipelines and the growth of a revamped facility, marine activity at MHIC has picked up — with more than 200 ships expected to call MHIC their port of call in 2020, compared to just 25 in 2016.

Natural gas and NGLs such as propane, butane, and ethane have many uses for things we count on daily including cooking, home heating, refrigeration, vehicle fuel, and the production of plastics that are critical to health and hygiene. As more Pennsylvania workers are hired to complete work at the complex, it is becoming better equipped to store, chill, and process these liquids prior to distribution.

The former Marcus Hook refinery is an ideal processing and shipping hub due to its industrial capacity, including its safe and well-established marine facilities, full-service docks, and trained on-shore and maritime staff.

Under the ownership of Energy Transfer, MHIC has been undergoing a transformation to a world-class NGL hub since 2013, with ongoing projects to repurpose and rebuild equipment adding storage and chilling capacity. The site currently employs about 225 people, compared to fewer than 50 when the refinery was idled in 2011.

The infrastructure at MHIC provides access to various markets, including Pennsylvania, New York, and northern New Jersey terminals via pipelines, as well as Baltimore, New England, Europe, and other overseas markets via ship.

According to a 2018 economic impact study by Econsult Solutions, the Mariner East project will have an estimated $9.1 billion economic impact for Pennsylvania, generating $122 million in taxes during construction, 9,500 construction-related jobs per year over six years, and somewhere between 360 and 530 permanent, full-time jobs.

The Mariner East system will continue to safely deliver critical energy products to consumers, helping to meet the energy needs of Pennsylvania and the United States.

Welcome New Members

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estimating@agateconstruction.net
www.agateconstruction.net

Weston Solutions, Inc.
1400 Weston Way
West Chester, PA 19380
610-701-3000
www.westonsolutions.com

Individual Member

Dean Couphos

Stone joins PLSO Network

In a prestigious invitation-only appointment, World Trade Center Delaware President Carla Stone has joined the World Bank Group's Private Sector Liaison Officer Network.

The volunteer group, comprised of 150 business intermediary organizations in more than 95 countries, works to facilitate the World Bank Group's engagement with the private sector.

"This network is just one example of the many resources that World Trade Center Delaware brings to the region," Stone said. "I am very honored to join the World Bank Group's PSLO Network. I look forward to partnering with the bank to help Delaware-based companies better understand how they can tap into procurement opportunities of World Bank-financed projects and hopefully expand business opportunities for the region."

The PSLO Network role includes facilitating local companies' contact with the World Bank Group and other international financial institutions, providing insights on how the bank can better engage companies on development issues, and disseminating knowledge and research to the private sector.

World Trade Center Delaware will organize events on behalf of its members, local companies, and partners including business opportunities, seminars, and presentations.

Exchange President Dennis Rochford, who serves as a director of World Trade Center Delaware, lauded Stone's appointment. "This appointment reflects Carla's unique understanding of international trade and will be a huge benefit to WTC members," he said.



Adversity inspires bad actors

Cybercriminals ramp up attacks during coronavirus crisis

Time and again heroes rise to the occasion during periods of great tragedy. As we struggle to deal with the coronavirus outbreak, stories of people placing themselves at personal risk, and others donating money, food, equipment, and time lift our spirits. But as the rest of us come together — from a safe distance — cybercriminals are out in force to distance you from your money.

Among the greatest tools cybercriminals have at their disposal is human emotion. They prey on an almost primal reaction to an emotional crisis. Using social media messages camouflaged as opportunities to help or learn more, they trick people into clicking before the rational brain takes over.

Phishing

Phishing and spearphishing are the bread and butter of today's cybercriminals, and the coronavirus provides ample fodder. Carefully crafted emails promise breaking news, links to cures, home remedies, maps showing outbreak statistics, and requests for donations. Email attempts to sell counterfeit goods, cleaning products, and medical supplies abound.

If you fall for a phish, the only virus information you will get is the malware that has now infected your computer.

Avoid clicking on links or opening attachments in emails and social media posts. If in doubt, contact the sender separately to determine if the message is legitimate. For updates on the coronavirus, visit federal, state, and local government web sites and navigate manually to mainstream news media sites.

Online shopping

With brick and mortar stores closed, a surge in online shopping was inevitable — and the hackers know it. Keep a close eye on your credit card statements for fraudulent purchases. Cyber criminals actively infect legitimate online stores and payment sites with e-skimming code to capture credit card information in real time. They sell your credit card on the dark web or use it for personal shopping sprees.

Virtual meetings

"The show must go on" in our new work-at-home reality, and virtual events are a good alternative to in-person meetings. But beware. Cybercriminals have created fake domains with names similar to legitimate providers such as Zoom, GotoMeeting, MicrosoftTeams, and WebEx. Visitors to the fake meeting website can get a big dose of malware and have their credentials stolen. Be careful to make sure you are visiting a valid site. For example, a phishing attack may include a link to zoom-meeting1.com which is not the same as the legitimate site zoom.com.

Online meetings have also become ripe for hijacking. Anyone who obtains your meeting link and access code can commandeer audio and video streams to display racist or vulgar material and links to malware websites, or they may simply listen in to steal sensitive information you are discussing or sharing on screen.

If you host a virtual meeting, use a unique meeting ID, set a password for access, limit screen sharing to the host only, and do not post a meeting ID and link publicly. Invited guests must carefully review meeting invitations to make sure they are legitimate. As with any email, review the sender information — if you were not expecting an invite or it seems out of character for the sender, contact the organizer via another channel to verify.

Data Breaches

Data breaches provide nearly unlimited fuel for cyber-attacks. Stolen personally identifiable information, or PII, allows criminals to craft sophisticated emails and letters containing information only a trusted partner should know. It also allow them to pose as your colleagues by spoofing their email addresses. Fake COVID-19 calls to action, alerts, breaking news, and company policies are tempting email phishing content and, when combined with stolen PII, can fool all but the most vigilant. Carefully review all emails that request you to take some action, even those from known businesses or colleagues personally addressed to you. Remember to change your online passwords often and never use the same password for multiple accounts.

Cybercriminals continually change tactics. The dark web is a treasure trove for the virtual burglar, full of stolen PII and prepackaged, easy-to-use phishing and malware kits. Your system administrators are hard at work adding multiple layers of protection against threats, but no system is 100% effective against all attacks and intrusions. You must be the human firewall that helps protect your company's valuable data and infrastructure.

Above all, remember to think before you click.

Special plea to government partners

Maritime stakeholders are grateful for updates from the fusion centers and federal agencies. We know they take time to compile and appreciate the efforts to keep us informed.

However, please discontinue sending your updates as email attachments. We cannot verify every message, and we have no way of knowing whether an email address has been spoofed or the attachment contains malware.

The easiest solution is to clip the text into the body of your email messages. You could also post content to a website and let us know it is available. If the content is security sensitive, you can always put it behind a password. This approach would be more costly and take more time, but it is certainly better than risking our systems.

The Maritime Exchange and its members thank you for considering this extremely important matter.

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Working from home not what it's cracked up to be

Exchange VP Lisa Himber contemplates "sheltering in place"



For some in the maritime industry, including me, working from home is old hat. In addition to avoiding the ridiculous mess that I-95 has become, there's something compelling about working in total comfort as I stay in my sweats (now shorts) and slippers all day. Not to mention that the roughly two hours I would have otherwise spent on the road become productive time, as I'm typically at my desk at the same time I'd leave the house in the morning for the drive into town.

With a few exceptions, my responsibilities allow me to work remotely as effectively as I do in the office. Sometimes more so.

So I tuckered in for the long haul with nearly three-quarters of the rest of the population in mid-March. At that time, authorities were talking about lifting the restrictions after two weeks. "It won't be that bad," I thought, "and in my downtime I might even be able to get some work done around the house."

I crack myself up.

The pace first week or two that shelter-in-place orders were in effect was nothing short of frenzied as everyone adjusted to the new normal. Though the meeting schedule was instantly clear, we scrambled to reset face-to-face meetings as teleconferences. Then frustrations mounted as my smarter-than-me phone frequently greeted me with "all circuits are busy" messages because everyone else was doing the same thing. At the same time, government agencies at all levels were spewing information at a frenetic rate, messages that had to be digested and, where appropriate, distributed further at equal velocity.

After we got through the initial press, when everyone generally figured out how to operate under restricted conditions, things settled down a bit. We still had daily new challenges to overcome, but we faced these with the same intrepid spirit that characterized the founders during Washington's first administration: setting new rules and procedures to meet the needs of a nation.

Then it got strange. Like Kafka strange.

Like not hearing the voices of some of my co-workers for weeks on end as most communication took place via email. Like meeting friends for happy hour using Zoom. Like realizing the most interesting thing I've seen in a long while was when my new next-door neighbor (you know, the one with the chickens) pulled what appeared to be a front-end loader into his relatively small suburban back yard.

Like hearing the latest death counts each morning on the news.

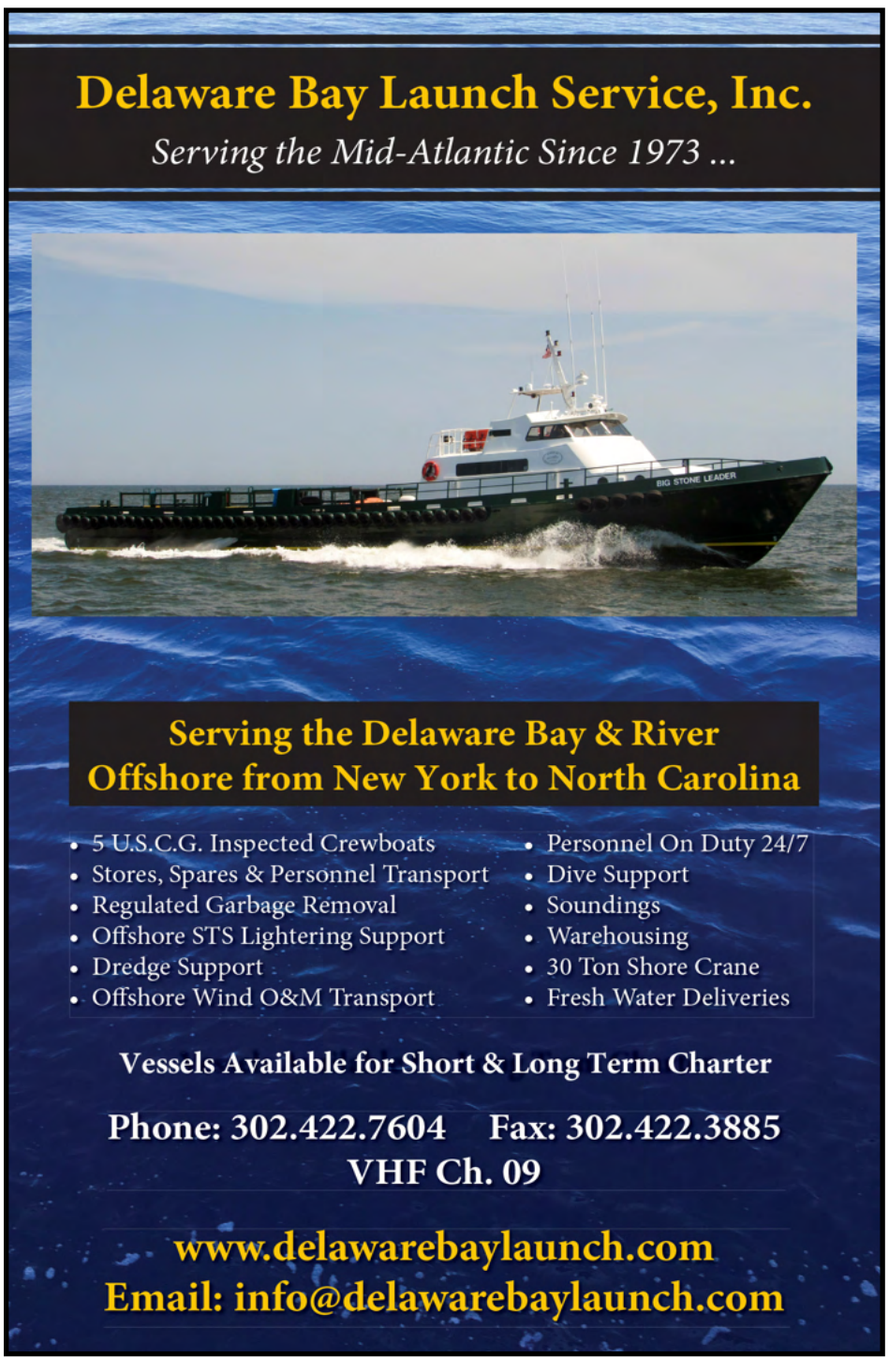
One of the strangest things is that I started to miss the lunches, dinners, and mixers I'd complained about previously for sucking so much time out of the schedule. In the days BC (before coronavirus), they were chores — tasks that had to be faced whether it was convenient or not, like cleaning grout. But now, I actually find myself missing the small talk, catching up with friends and colleagues, and meeting people new to our industry, our region, or just new to me. Imagine that.

I wonder whether we'll go back to handshaking and all the hugging when this is over.

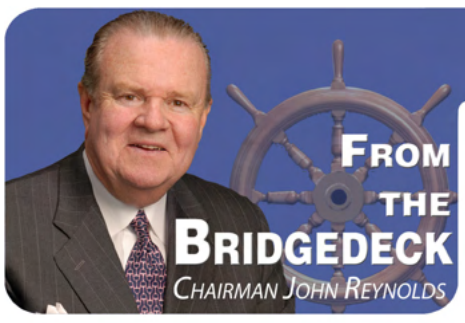
As this issue of *The Beacon* goes to press, week five of our enforced isolation is beginning. And it looks to be far from the end. There is no telling what short- and long-terms effects this pandemic, and our response to it, will have on our industry — or our lives. As one old saying goes, "We will either find a way or make one."

In the meantime, please indulge me while I use this space to give a shout out to the amazing Maritime Exchange staff. Everyone quickly acclimated to the new environment and worked even harder to meet the needs of the Exchange, its members, and its mission. And special kudos go out to the newsletter production team. This is a big, labor-intensive, working-together project in the best of times.

You rock!







Annual report highlights 2019 achievements

Following is an extract of the Report of the Board of Directors delivered at the Exchange's 145th annual meeting on March 11, 2020.

It is truly gratifying to report that the Maritime Exchange enjoyed yet another successful year in 2019. On behalf of its members, the Exchange worked harder than ever to advocate for the Delaware River international trade community and to improve services designed to facilitate the movement of ships and cargos through our port.

Here are some of the year's highlights.

Corps of Engineers: Always critical

It is almost 10 years to the day since I first reported that the U.S. Army Corps of Engineers began deepening the Delaware River main channel to 45 feet. Today, we can finally feel hopeful that the end of this project — so critical to the success of Delaware River ports — is within reach.

The Exchange helped champion a legislative package providing significant funding for Corps initiatives. In December, the president signed a FY20 budget allocating $2.76 billion for coastal navigation, a 35% increase over FY19 funding, and $1.63 billion for the Harbor Maintenance Trust Fund.

Trade/tariffs dominate agenda

Combatting business-crushing tariffs was front and center on the Exchange public policy agenda for 2019. Customs and Border Protection reported a 73% increase in tariff revenue in FY19 as a result of the president's tariff actions.

Section 232 – The Exchange and many others worked throughout 2019 to educate policymakers nationwide about the harmful effects of the administration's tariff policies. The tariffs have threatened more than $119 million in direct port business revenues and over 1,000 port jobs in this region. They also affect downstream jobs and economic activity associated with local steel fabrication and construction.

Auto tariffs – Last year, the president threatened to impose tariffs of as much as 25% on automobiles and car parts imported from Europe, Japan, and other countries, declaring them a threat to national security. Like many other trade groups, the Exchange weighed in on the shortsightedness of this plan. Fortunately, the deadline passed before the president announced a decision.

Chinese Goods – After placing tariffs on increasing numbers of Chinese imports, the president finally delayed further action to allow additional time for trade negotiations. The Exchange and its Americans For Free Trade coalition opposed tariffs and showcasedthe benefits of international trade to the U.S. economy.

PORTS gets funding bump

The Exchange and its counterparts successfully effected the first budget increase for this critical program in over a decade. Congress raised PORTS® operation and maintenance funding from $5 million to at least $6.25 million for FY20. Though helpful, the increase falls short of the $15 million needed, and we will continue efforts to fill the funding gap.

Open CBP, Coast Guard items resolved

Sufficient Customs & Border staffing is a mainstay on the Exchange agenda. We coordinated with other industry groups to press for more funding. The CBP budget last year included funds to hire 1,300 new officers above the current attrition rate. And after over a decade of discussion, Coast Guard finalized a rule requiring facility owners/operators to provide no cost, timely access between vessels and facility gates to seafarers, pilots, and representatives of seamen's welfare organizations.

Staying on top of Agriculture issues

Wood Packing Material Test a Success – Under the Exchange Agriculture Working Group, USDA started a program in February 2019 to test incineration as an alternative to re-exportation of non-compliant material. Congratulations to all who worked to make this program a success!

Cold Storage Facility Task Force Enjoys Another Successful Year – The Exchange continued its strong partnership last year with ASOEX, the Chilean Exporters Association, and Delaware River cold storage facility stakeholders. As in previous years, the independent audit of program participant best practices revealed that all participants far exceeded minimum compliance levels.

AQI Treatment Fees Collaboration Continues – Effective December 28, 2018, USDA/APHIS increased the Agriculture Quarantine Inspection treatment monitoring user fee from $142 to $190. In December 2019, the final year of a five-year escalation, the fee jumped to $237.

The Exchange AQI working group met twice with senior USDA officials in 2019 to review program revenues versus costs and to identify specific steps to reduce expenses. These discussions will continue in 2020, with a specific focus on post-December 2020 fee expectations.

Helping Philly Shipyard gain MARAD contract

The Exchange spearheaded a local effort to encourage regional U.S. Senate members to support the Philly Shipyard in its bid to receive the MARAD contract to build the first two of six ships. [Note: The shipyard won the contract in April!]

The Exchange is about much more than member advocacy. Equally important are our electronic systems and member-driven programs.

Maritime On-Line® – We completed a major cybersecurity project that buttons up a gap identified in the underlying Maritime On-Line database. We also launched our manifest export filing initiative — the first new system component added since 2010

Private Dredging Committee Re-Engages – During 2019, committee members focused on improving permitting process for pier and berth construction and maintenance projects. Under a major new program, we formed a panel to gather data related to endangered species to help inform permit approval processes. This multi-year initiative is in its early development stages.

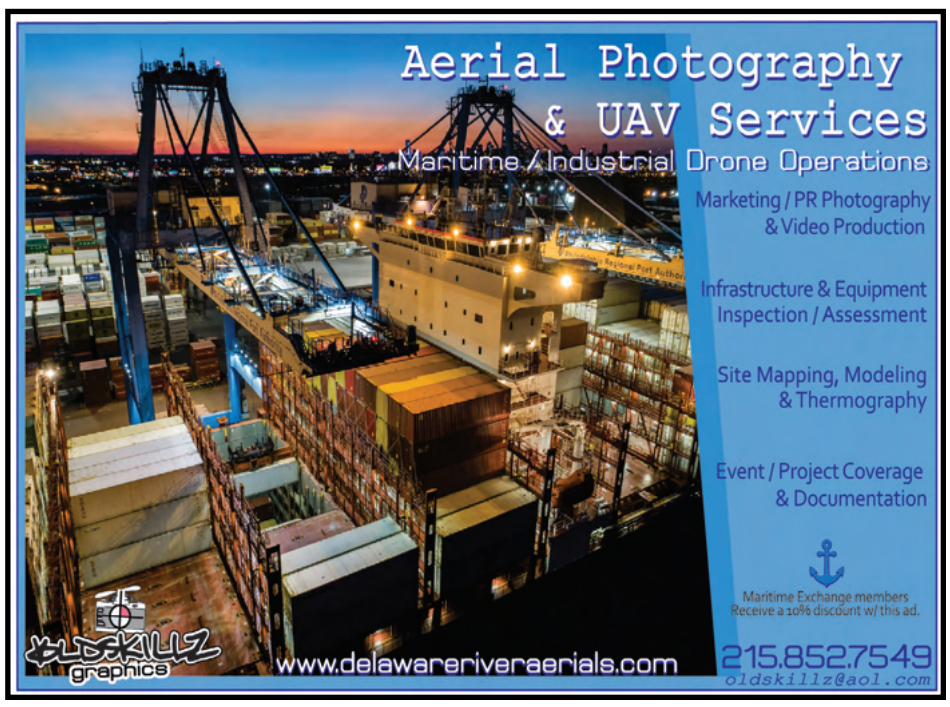
Unsung Hero Award – Congratulations to Michael Cureton, the Exchange 2019 Unsung Hero!

Port Training – We added "Delaware River 101" training to our roster of membership programs. Packed with information about the port, its governance, the ships and cargos moving through the region, and a host of other topics, the inaugural session was a resounding success.

In closing

The Exchange is humbled and gratified that members continue to show strong support for the work we do, and we are excited to continue in our leadership role on behalf of the Delaware River port community through the upcoming year.





The Vote Is In

Class of 2023 elected to the board

Congratulations to the following Exchange directors:

Jesse Chambliss
Sean Clancy
Steve Clark
John Donohue
Barbara Hunter
Rick Iuliucci
Pat Kennedy
Jack Mallough
Bill Moran
Bob Palaima
Mike Reagoso



Next up in May, the board chooses its officers.

Thank you to all the Exchange members who voted. We appreciate your participation and support!

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Auto terminal gets new NS rail service

Glovis America has started operations at Norfolk Southern's South Philadelphia Navy Yard facility. The 140-acre NS facility, directly adjacent to PhilaPort's SouthPort Auto Terminal, will receive domestically manufactured Hyundai and Kia cars. These vehicles are transported from West Point, Ga. (Kia) and Montgomery, Ala. (Hyundai) via Norfolk Southern.

The new daily rail service will facilitate the central distribution of 40,000 domestically produced cars with over 200,000 automobiles produced in South Korea and Mexico. Combining domestic and international processing and distribution at one location is expected to create operational efficiencies. "This new service allows us to streamline our operations and makes us much more efficient," said Scott Cornell, COO of Glovis America. "We are always looking for ways to improve our KPIs [key performance indicators], and this definitely accomplishes that for our customers."

"The significance of this new rail service cannot be overstated," said Jeff Theobald, PhilaPort executive director and CEO. "Now other domestic and international OEMs [original equipment manufacturers] will see we have a new state-of-the-art facility that is accessible by daily rail service. It adds the final service we needed to have the best automobile facility on the East Coast."

PhilaPort opened its new $110 million, 245-acre SouthPort Auto Terminal in October of 2019. The terminal boasts many advantages, including an 188,000 sq. ft. vehicle processing center equipped with the latest technology, two deep-water berths, a terminal yard, raised above the 100-yard flood plain, and ample capacity for additional OEMs.

SJPC expanding to meet business needs and grow economy

When Andy Saporito took the helm of the South Jersey Port Corporation in late 2019, he brought nearly 40 years of experience to the post. His first order of business? Ensuring the port can serve business needs with top-notch facilities and creating a team that can execute the port's mission of job creation and economic development.

Focus on serving current customers and developing new business

In his short time at SJPC, Saporito surveyed the port's facilities, equipment, and business model to ensure quality customer service for current tenants and customers. His vision is to develop a growth strategy that leverages relationships with stakeholders, the port team, and current and recently expanded facilities.

"SJPC has a long tradition of hard-working employees who go the extra mile for customers. Supporting our team and providing them with the tools they need is a critical part of our strategy," Saporito said. "We've implemented several new hires and a restructuring of internal operations to accomplish our goals."

New executive leadership

The port recently announced key additions to its executive team.

Kevin Duffy is the new assistant executive director/chief operating officer responsible for overall management of the operations of the terminals, warehouses, vessels, and security. Duffy is a maritime professional with 34 years of experience in marine terminal operations, having most recently worked at APM Terminals in Elizabeth, N.J.

Brendan Dugan is the new assistant executive director/director, business development. A 40-year maritime industry veteran who has held senior level positions with Ports America and the Port of Tacoma, Dugan will lead efforts to bring in new business and revenue, adding to the already 4 million tons of cargo the port currently handles. He will also oversee the development of master and strategic plans.

Jonathan Atwood joined the team as chief of staff and external affairs, responsible for facilitating decisions of the executive team and providing guidance on critical matters. In addition, he will implement a centralized human resource function and review current business practices with a goal of developing a more formal system of processes and procedures where needed to ensure appropriate internal controls are in place. Prior to joining SJPC, Atwood was chief of staff for New Jersey's First Legislative District, where he managed three offices across two counties.

"All SJPC employees play a critical role in the everyday operations and success of the port — they are the stewards that drive customer satisfaction," Saporito said. "The team on the docks, in the warehouses, in the offices, and in transit sheds deliver 24/7, 365 days a year, in all weather, with a commitment to customers, tenants, and port partners."

Along with Executive Director/CEO Saporito and Assistant Executive Director/CFO Bruno Cellucci, the South Jersey Port Corp. has a team and organizational structure that will continue to grow jobs and the economy of the region.

Learn more about SJPC at https://www.southjerseyport.com/.

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Lankhorst Ropes donates mooring lines to Mercy Ships

Despite the coronavirus situation, positive stories abound. That Maritime Exchange member Lankhorst Ropes USA recently donated mooring lines to Mercy Ships is one of them.

Mercy Ships is an international non-governmental, faith-based organization providing healthcare services to the world's poorest countries. The Euroflex ropes will be used to moor the "Africa Mercy," the largest charity-run hospital ship in the world, dedicated to serving the people of sub-Saharan Africa.

Formerly a Danish rail ferry before an extensive refit, the "Africa Mercy" contains 5 operating rooms, a 4-bed recovery area, intensive care for up to 5 patients, and 80 ward beds. It carries about 400 volunteer crewmembers from up to 50 nations. Each year, over 2,000 free, life-changing surgeries are performed in the onboard operating theatres.

Mooring the "Africa Mercy" safely and securely in a sub-Saharan African port is no small feat compared to mooring a regular vessel.

"African ports present many port and weather challenges. The blazing African sun in particular causes ropes to deteriorate quickly," said Ciaran Holden, marine operations technical director for Mercy Ships. "The stability of the vessel for the surgical procedures and the comfort of our patients and crew is crucial for us to accomplish our work. Thanks to the generous donation from Lankhorst Ropes, the "Africa Mercy" can be tied up safely doing what it was designed to do."

The decision to donate the Euroflex ropes followed a chance meeting with a Mercy Ships representative at a recent workboat show. "When we heard about how Mercy Ships is changing lives among the world's poorest, we felt the least we could do was to donate some mooring lines to the cause," said Mark Pieter Frölich, commercial director for Lankhorst Ropes USA. "These high-performance Lankhorst Euroflex mooring ropes will keep the ship secured during its good work in West Africa."

Mercy Ships serves countries that lie on the lower third of the World Health Organization's Human Development Index, where access to safe, affordable, and timely surgery is extremely limited. As a result, countless people suffer and die from conditions that can easily be cured. Mercy Ships' programs offer holistic support to developing countries striving to make healthcare accessible for all. Since 1978, Mercy Ships has delivered services to more than 2.71 million direct beneficiaries.



Lankhorst Ropes delivered four reels of Euroflex rope to the Mercy Ships storage facility in Texas for shipping to the "Africa Mercy."

John S. Connor acquires Terminal Shipping

John S. Connor, Inc. has acquired Terminal Shipping Company, Inc., a vessel agency operating in U.S. ports for over 200 years. With the combined expertise, Connor will provide expanded vessel agency services to all U.S. East Coast ports from Maine to Florida.

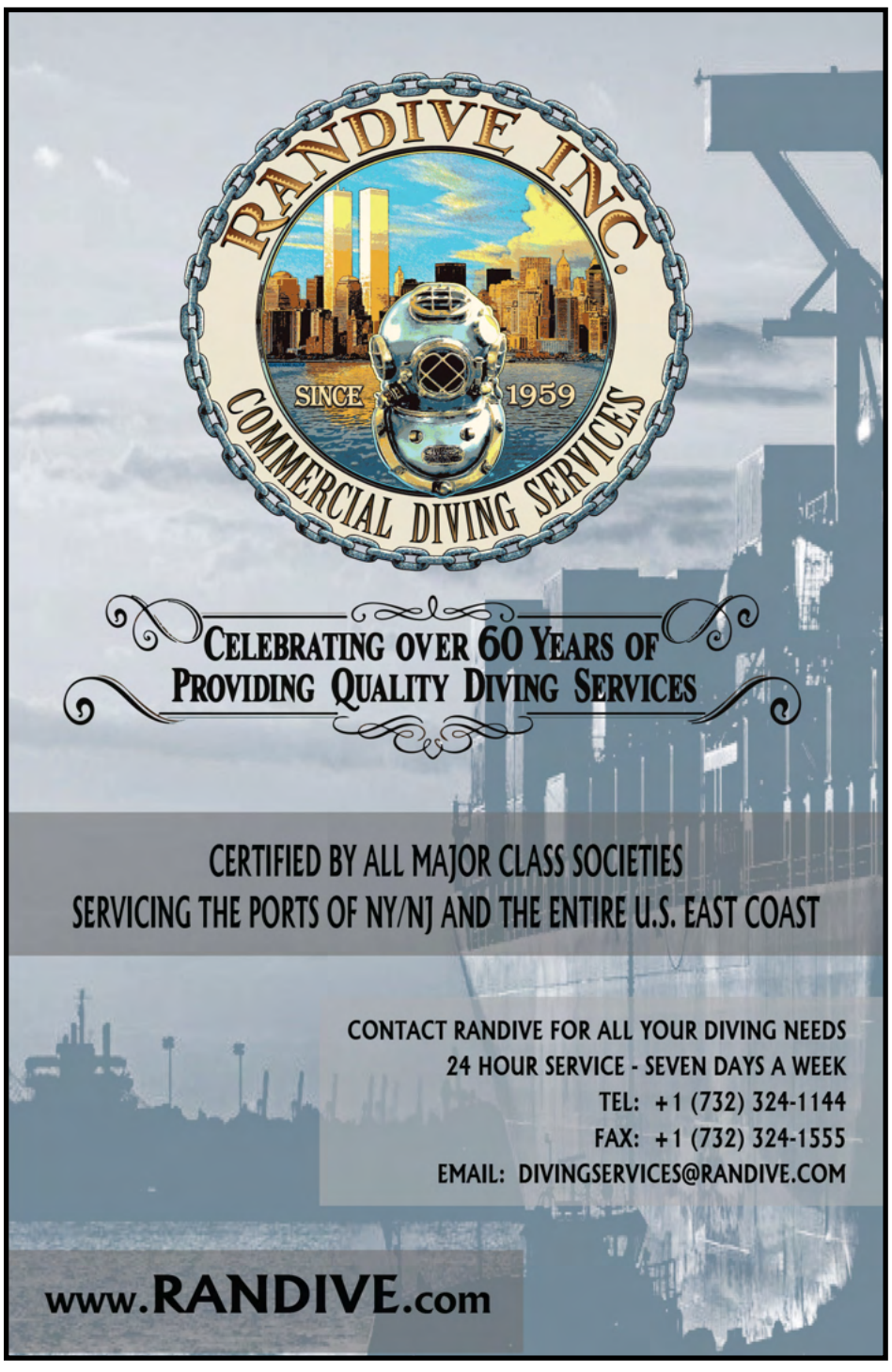
Exchange director Rob Herb will lead the combined team in his new role as director of the vessel agency business, and Pat Connor will serve as general manager. The move became effective April 1, 2020.

"I have owned and operated this highly personalized business of representing the interests of owners, operators, and charterers in various U.S trades for 25 years," Herb said. "And this decision will ensure our commitment to customers and staff well into the future."

In addition to current vessel agency offices in Baltimore, Newark, Philadelphia, Portsmouth, and Norfolk, the acquisition will add Terminal Shipping offices in Wilmington, N.C., Charleston, and Savannah to the Connor footprint, with increased presence in the Philadelphia port.

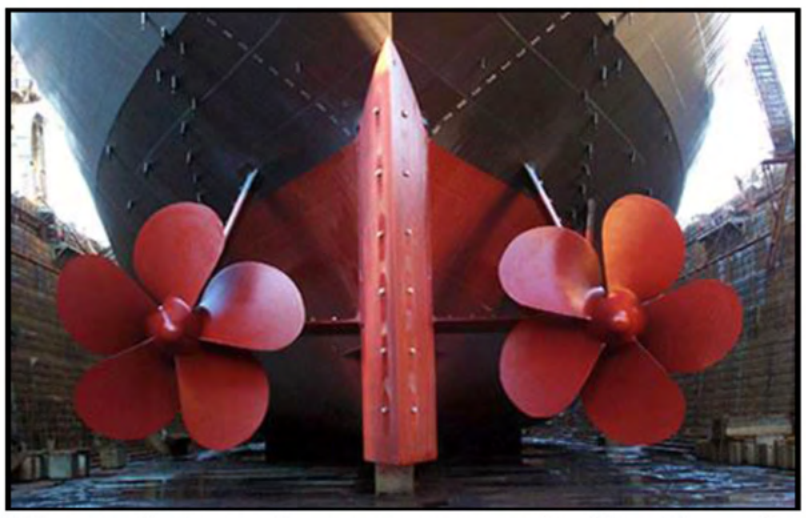
"Terminal Shipping's core values and commitment to customer service are fully aligned with John S. Connor's mission of providing the highest levels of logistics services to our customers," said Lee Connor, company president. "Our current customers and the Terminal Shipping customers will experience enhanced levels of service as we work to quickly assimilate the new team to full operation."

Herb said customers and vendors can expect to work with the same people in the same manner. "We are excited to continue this journey with new ownership and an expanded capability to meet [customer] needs."





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Marine Terminal & Stevedoring Services

Philly Shipyard wins NSMV contract

continued from page 1

The ships feature accommodations for up to 600 cadets and instructors, comprehensive instructional spaces, and a full training bridge. They will also serve critical national security interests and other important roles, including missions of humanitarian assistance and disaster relief throughout the world. To meet this requirement, the vessels will also have ro/ro and container storage capacity and helicopter landing pads.

Engineering and planning work is already underway, and production is scheduled to start on NMSV 1 in early 2021.

Exchange President Dennis Rochford said members and the local Congressional delegation worked diligently to inform decisionmakers about Philly Shipyard's capabilities. "This is a big win for MARAD, the U.S. Merchant Marine, the state maritime academies, the shipyard, and the Delaware River port region."

The contract for the NSMV program will allow Philly Shipyard to reconstitute its workforce in preparation for the new production work in early 2021. The total workforce at Philly Shipyard at full capacity is approximately 1,200.

For more information about Philly Shipyard, please visit www.phillyshipyard.com.

Up and running remotely

continued from page 1

phone calls and emails, fielding radio calls, resolving manifest and notice of arrival problems, and maintaining the infrastructure necessary to support these operations.

While the Exchange business continuity plan did not envision a global viral pandemic, it did consider other scenarios that might force a partial or total teleworking environment. When city and state restrictions went into place, staff smoothly transitioned to remote operations.

"The planning and technology we put in place for severe weather events and other disasters are serving us well during the COVID-19 crisis," said Michael Fink, Exchange director of IT. "No plan is ever perfect, but we've been able to maintain 24x7 operations throughout while maintaining safe physical distance."

Like its members, the Exchanges considers phone communication indispensable and operates on internet-based devices, known as IP phones. These phones can be configured to operate anywhere with an internet connection and provide the same functionality enjoyed in the office, including call groups and intercom features. The Exchange rolled out home-based IP phones to critical operations staff last year and ordered more after COVID-19 shelter-in-place orders kept employees at home.

Others did the same.

"The situation happened so quickly it was a challenge getting everyone set up in a short period of time, but we were able to repurpose older equipment to get the remainder of the staff functioning remotely," said Joseph Petruzzi, PhilaPort director of management information services. "Port administration is functioning without hiccups. Systems are working properly, and work is still being accomplished in a timely manner. Remote access to PCs and video conferencing has been a big help in making sure operations run smoothly."

Pilots' Association IT specialist Jason Rowinski also supports a 24-hour a day operation. "For the first time ever, we have our 24/7/365 dispatching staff working remotely," he said. "Over the past 18 months, we migrated legacy functionality to the cloud. Our team can log in to the dispatch system and have access from anywhere with an internet connection. In preparation for the remote work, the Pilots procured and configured a laptop for each dispatcher."

Bandwidth was also a concern as the Exchange and others migrated to the home environment. Having the necessary pipe to support the corporate network does not guarantee that employees and systems users have sufficient capacity at home. With the increased demand, networks across the globe were slowing considerably. No Exchange members reported any noticeable decrease in speed.

"The transition to working from home was relatively smooth," according to Shalom Cohen, chief information officer at Holt Logistics. "During this crisis many employees were added to our remote workforce and bandwidth gateways were upgraded."

Others used file sharing to bridge the gap. "The use of file sharing services has been essential because our VPN would have struggled to support the entire company working remotely from home," said Ed Farber of S. T. Hudson Engineers, Inc. "Subscriptions have allowed employees to install software on their home PCs, which allowed us to utilize whatever hardware was available."

Perhaps because the maritime industry never sleeps, the Exchange and its members have adapted well to the teleworking environment in a short timeframe. Disaster recovery and business continuity planning has paid off, despite never specifically prepping for a global pandemic.

The one remaining hurdle to overcome is getting people to place their phones on mute during conference calls.

A report from SCI

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

Greetings from Seamen's Church Institute of Philadelphia and South Jersey. We are still heavily in the midst of the coronavirus pandemic. Clearly, this is a time of much needed support.

Wilbert McKinley — the LEGO ship man

On April 2, 2020 Wilbert S. McKinley, Jr., 60, passed away after a long illness. We did not want his passing to go unnoticed. Wilbert was the president of an educational nonprofit called Teach Fleet, which was founded in 2005. He had a unique passion, building replicas of ships used in our maritime world from LEGOs. Our regional maritime community tapped into these talents often. Wilbert built custom LEGO ships for our last SCI Gala in 2016 and allowed us to use his warehouse full of ships, from Coast Guard cutters to banana ships, as centerpieces. We will miss this kind, generous, and talented friend. May he rest in peace.

On the front lines, the maritime community never wavered

It is still mind-boggling to believe that approximately 250 of us gathered on March 5, 2020 at our Spirit of the Port luncheon to celebrate the career of Captain Scott A. Anderson, who will retire from the United States Coast Guard in June after more than 25 years of service.

I can so clearly remember his speech of the challenging times he faced in our region, with a little mention of what he knew would be his last challenge, coronavirus. But none of us really knew the disaster that was about to strike with such force. None of us really knew that the virus had already been carried from New York to North Jersey and was about to start spreading like wildfire to infect many more. God bless all who lost people they knew and all who have survived while keeping the supply chain functioning with incredible efficiency. We felt, and continue to feel, the strength and support of all who work in this industry, and we thank our Captain of the Port, who led us, checked in on us, and always found the time when there was none, once again.

Golf tournament delayed

The 10th Annual SCI Invitational Golf Tournament is now set for August 31, 2020. It will take place at the Manufacturer's Country Club in Dreshertown, Pa. We hope you can join us! Check our website or contact Cindy Ryan at cryan@sciphiladelphia.org or 215-940-9900 ext. 104.

Soft pretzels for seafarers

A small gesture of kindness is worth so much to the isolated seafarers. Once we learned many of our ship arrivals had crews on extended contracts because of the pandemic, with little family contact, we decided to make our usual welcome a little warmer by arriving with fresh-out-of-the-oven Philly soft pretzels. This simple act of kindness, sponsored by many in our community, brought so many smiles and expressions of thanks. The most common comment recorded in our Ship Visitor Log was "sad for extended contracts/happy for pretzels." Appreciation notes from various captains were amusing as they used their own unique names for our regional delicacy: biscuits, cookies, etc. Thank you to all who supported and there is still time to do so at sciphiladelphia.org. Just $15 sponsors an entire crew of one cargo ship.

Thank you all for your support of SCI's mission. We are so happy to be here for our seafarers during a time of crisis. We are, as I'm sure you all are, looking forward to a return to simpler times. Call us at any time for any reason.

The Seamen's Church Institute of Philadelphia and South Jersey serves seafarers and the maritime community of the ports of the Delaware River. Visit www.sciphiladelphia.org or @seafarersmissionphilly on Instagram.



Joe Benton (left)*, vice president/general manager of McAllister Towing happily received a LEGO replica of the "Teresa McAllister" from Wilbert Montgomery in January 2020.*

Q & A with Casey

continued from page 1

Q: Why did you seek this certification?

A: This certification is an international standard. When we began operations here at the Port of Wilmington, we wanted nothing to hinder our opportunities for growth. This is not only something we considered a standard, but also something our customers requested. We are happy to be able to meet their expectations. It also allows us to make sure that we are being good stewards of our partner's product as it transits to the consumer.

Q: How did you achieve this goal?

A: Through an enormous amount of hard work from the whole team: GT USA, our labor partners, and customer partners as well! As you know, the Port of Wilmington is an older facility, and in order to meet the SQF standards, upgrades were necessary. In less than a year, we flipped an older model into an internationally recognized facility. We built a brand new program, we partnered with labor, and we found an objective third-party auditing company to give us a baseline.

Q: How is this certification important for strategic growth?

A: We want this certification to be a recognition that there's a lot more where that came from. We hope it sends a clear message to our current and future customers that we view the Port of Wilmington as a gem that has a huge potential. We are currently constructing two new warehouses, one dry at 110,000 square feet and a new refrigerated warehouse with phased growth to 100,000 square feet as well. Our new terminal in Edgemoor is in final permitting stages. Come check us out for yourself! We're just getting started.





UGI employees contribute a dose of compassion

As part of an initiative by the UGI Corporation family of companies, Exchange member UGI Energy Services, LLC of Wyomissing, Pa., announced a $40,000 donation to several food banks to help families affected by COVID-19. UGI has worked with the food banks to establish virtual food drives allowing its employees to make contributions to programs in areas where they live and where it operates.

"One of the hallmarks of UGI Energy Services' employees is their commitment to the communities where we live and work," said UGI Energy Services President Joseph Hartz. "In light of the great need that is being experienced right now as we navigate through the COVID-19 pandemic, our employees wanted an opportunity to become involved in the effort to help. We are pleased to work with the various food banks to create this dedicated opportunity."

Philabundance received $5,000 from UGI. Philabundance serves Bucks, Chester, Delaware, Montgomery, and Philadelphia counties in Pennsylvania, and Burlington, Camden, Gloucester, and Salem counties in New Jersey.

"Food drives have always been a traditional way for community members to help our neighbors in need," said Philabundance chief development officer Sara Hertz. "Hosting a virtual food drive allows people to give back while implementing social distancing during the COVID-19 pandemic. We appreciate UGI Energy Services and its employees for stepping up to fight hunger during this turbulent time."

Fair winds to Ed Fern on his retirement

By: Donna Stargell, Publications & Office Administrator
Maritime Exchange for the Delaware River and Bay



This photo of Ed Fern was taken near the Exchange Ship Reporting tower at the beach in Lewes, Del., which explains the rare smile.

"Have you seen Ed?"

"He was in his office a minute ago."

"Well he's not there now."

This was a frequent conversation I had with co-workers while Ed Fern served as the Exchange's Director of Finance and Administration. After over 18 years of service, Ed retired on March 31.

In addition to overseeing finances and human resources, Ed also managed the Exchange building. He could be on the roof or the basement or anywhere in between keeping an eye on building systems. Like the time he calmly asked me to call our tenants while he called the water department; a pipe had ruptured, flooding our basement with a foot of water. He never panicked, and the issue was quickly resolved, including the subsequent cleanup.

Do-it-yourself is probably the best description of Ed's work ethic. He would often complete small maintenance jobs himself — even if I sometimes wished he wouldn't (the beehive under the deck comes to mind). When birds nesting under the roof eave were causing problems, Ed rigged up a mirror on a stick to see if the nest was empty and filled the hole with caulking. When I asked how he managed to reach it, he said, "I just had to hang over the roof."

One of many Ed-related OMG moments at the Exchange.

Ed was a fixture in the office, rarely taking vacation or sick time. He was here in the morning before anyone else and shouldered the responsibilities of his job with his unflappable personality and lopsided humor. He was the nexus of complaints about the building (too hot, too cold, the sink is leaking . . .), our healthcare coverage (why is the copay so high for an MRI?), and the budget (what do you mean I can't order more toner?) Ed handled it well. He did what he could to make the temperature in a 150+-year-old building more comfortable, explained that he had no control over the health insurance industry, and kept spending in check.

Port stakeholders will remember Ed as the eagle-eyed fiduciary agent for the port security grants. Not a single "i" went undotted or a single "t" uncrossed.

Ed is unique, and it will be odd not having him around the office.

Dan Glackin is the new Exchange Director of Finance and Administration. He has some big shoes to fill. But I think he is up for the challenge and look forward to working with him.

"Have you seen Ed?"

Yes, he's on the golf course, enjoying his retirement.



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Seafarers: Forgotten superstars

By: Joan Lyons, Executive Director
Seamen's Center of Wilmington

As I think about the hardships the coronavirus has caused, I cannot help but be thankful for the sacrifices seafarers make to keep ships and cargo moving during the COVID-19 pandemic.

While many of us now work in the relative safety of our homes and make infrequent but needed trips to replenish food or medicine, it is important to remember the many heroes out there during this difficult time. Clearly, we're all aware of the sacrifices public health officials are making; words to express the magnitude of our thanks simply do not exist. Grocery store and Amazon employees have gained media attention as well for the risks they are taking. Yet no one has talked about the mariners working to ensure those critical supplies are available to stock grocery store and Amazon shelves.

As usual, most people don't realize the struggles these crews are undergoing.

Many, many seafarers are denied leave to go home once their contracts end, stuck on their ships due to concerns they could spread the virus. We certainly understand why ship owners and operators might take these severe steps, but that does not make it easier for these crewmembers to bear. Even beleaguered healthcare workers get to see their families at the end of their shifts — though it may be through a pane of glass.

Not so the mariners. Their families are suffering, but they are a world away. Just for a moment, imagine yourself in this situation: you are separated from your family in the middle of the worst global pandemic in over 100 years. What's worse, as the gulf between you widens, no one can tell you how long it will last.

Reports from the world over cite non-payment of wages, contract extensions without consent, crew left in foreign countries to pay hotel bills and flights home using their own funds. At the same time, seafarers at home who desperately need to support their families are unable to join their ships.

Here in Wilmington, shore leave is non-existent. Customs has detained some crews, and owners and operators are keeping the remainder aboard.

The flip side is that these seafarers could very well bring the virus back



A seafarer from the "Angol" gives SCW a big thumb's up.

on board their ships if they go ashore for their own needed supplies. Ships just aren't prepared for this type of serious illness. They do not carry ventilators, and any illness preparedness measures don't come close to handling this type of virus if it were to go through the crew.

No matter how the story is told, seafarers are truly the unsung heroes of this drama. They continue to work, many at what we could consider poverty wages, and they continue to struggle. They struggle with fear of catching the virus, fear for their families, and fear of the unknown,

I continue to visit ships — from the pier — and have found that a wave from below does bring smiles to the crewmembers above on deck. We are delivering things like socks, soap, and decks of cards to the bottom of the gangway; something to remind them they are not forgotten. There's no doubt in my mind that these small gestures make a big difference. We speak from our appropriate social distance (yelling back and forth is a better description), and I repeatedly hear "thank you," "we miss the Center," and "God bless you!"

Clearly, this problem defies a good solution. So as you are "sheltering in place" with little social diversion, please remember the seafarers who are sacrificing their liberty to deliver sorely needed goods to our shores. I know they would appreciate your prayers.





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Delaware River & Bay's "Line in the Sand"

By: Bob Trapani, Jr., Executive Director
American Lighthouse Foundation

The Delaware River and Bay have traditionally been at the center of our nation's greatness and prosperity. Since the founding of America, countless indelible moments in our nation's history have literally ridden atop the watery shoulders of the tides that run along the Delaware's soft marshy banks to sea and back.

America's unshakeable military power has penned many a chapter on the Delaware River thanks to the Herculean contributions of the Philadelphia Naval Shipyard. When it comes to helping forge unprecedented economic prosperity, look no further than the oil refineries that produce much of our nation's petroleum products. As if this maritime activity isn't enough, the thriving tristate ports also move tons of precious cargo — ranging from fruits to containers laden with all kinds of desired imported goods.

The 1895 Hand Book of the Lower Delaware River, produced by what was then called the Philadelphia Maritime Exchange, aptly noted that the Delaware River and Bay ". . . is one of the great marine highways of the world." But just what are the defining boundaries of this great expanse you might ask? Many people are aware of the fact that the dividing line between the mighty Atlantic Ocean and Delaware Bay has been determined by drawing a straight line from Cape May Lighthouse in New Jersey to Harbor of Refuge Lighthouse in Delaware, thence to the northernmost extremity of Delaware's Cape Henlopen.

Historically, once ships had crossed this imaginary dividing line, the heavy-laden vessels carrying the fortunes of America would then transit up to 116 miles before reaching the river's head of navigation. Nautical references will state that the Delaware Bay gives way to the waters of the Delaware River some 42 miles above the entrance to the Delaware Capes, but the demarcation line and its history remains mostly shrouded in anonymity by the heavy hand of time.

Because the public is unable to drive or walk to these precise points along the Delaware's riverbanks, which are nestled amidst unspoiled stretches of marsh and forest, the two century-old monuments that stand silent sentinel remain unknown to all but a few hardy watermen and naturalists.

The 1961 U.S. Coast Pilot notes, "The line, defined arbitrarily by the legislatures of Delaware and New Jersey, extends from a monument on Liston Point, Delaware, to a similar monument on the south side of the entrance to Hope Creek, New Jersey." New Jersey and Delaware have had a longstanding battle on defining acceptable boundaries throughout the Delaware River and Bay, but as for where the bay ends and the river begins, they finally came to agreement in 1905.

At that time, the two state legislatures created a joint commission to determine what is now today's accepted demarcation line. The commission agreed upon the notion that the bay gave way to the waters of the river just south of New Jersey's Hope Creek, then stretching across to Delaware's Liston Point, a position officially approved on June 22, 1906.

Two fine-cut inscribed granite monuments to commemorate this landmark agreement were established on Liston Point and south of Hope Creek in 1906, but during the ensuing decades the knowledge and importance of this historical occasion faded into time. In 1967 the monument on Liston Point was reportedly destroyed, having unceremoniously fallen into the river from neglect and erosion. Sixteen years later, the monument south of Hope Creek was also reported as destroyed.

This might have been the end of the line for two unique and highly historical monuments had it not been for the kindness of the Delaware River and Bay Authority, which stepped up to rescue history from the doorstep of oblivion.

Thanks to the DRBA, which owns and operates the Delaware Memorial Bridge and the Cape May-Lewes Ferry, a fascinating story of historical importance and redemption has been forged for posterity. The two elegant monuments at Liston Point and south of Hope Creek now live on as silent arbiters to the question begging tangible evidence as to where the bay ends and the river begins for future generations to appreciate and ponder.



The inscription on the monument located south of Hope Creek, N.J., reads: Mouth of the Delaware River . . . A straight line drawn from the centre of this monument, to the centre of a similar monument erected at Liston's Point on the Delaware shore, is the dividing line between the Delaware River and Bay. Ascertained June 22, A.D. 1906, in pursuance of uniform acts of the Legislatures of the State of Delaware and the State of New Jersey approved A.D. 1905.

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Adventure awaits aboard the "Kalmar Nyckel"

By: Jan Ross, Director of Marketing and Public Relations
Kalmar Nyckel Foundation

Docked on the Christina River just upriver from the Port of Wilmington and some 200 yards from the original 1638 landing site, you'll find the "Kalmar Nyckel," the Tall Ship of Delaware. At 141 feet fully sparred, she is a majestic, full-scale replica of the 17th-Century Dutch-built armed merchant ship that brought Swedish settlers to North America in 1638 to establish the first European settlement in the Delaware Valley. The Copeland Maritime Center and Kalmar Nyckel shipyard are open for public sails and tours, education programs, and private events.

All are welcome to discover the remarkable story behind the "Kalmar Nyckel." A sense of adventure awaits when you step aboard the ship for day, sunset, music, and pirate sails. Capt. Lauren Morgens, two mates, and a volunteer crew offer a unique, hands-on experience where guests are invited to haul lines, set sails, learn about the history of the ship, or simply enjoy time on the water.

Launched in 1997, "Kalmar Nyckel" serves as a floating classroom and an inspirational platform that offers educational programs reaching more than 30,000 people each year. As a nonprofit educational organization, the Kalmar Nyckel Foundation is focused on "preserving and promoting the cultural and maritime heritage of Delaware and the Delaware Valley for the education and enrichment of all."

During the 2018-2019 season, the foundation presented educational programs to 9,700 students, predominantly from Title I schools. The ship provided public tours, sails, and charters to 13,300 visitors, hosted 4,600 guests at special events, and greeted 2,600 visitors to its maritime center. For more than five years, KNF has presented numerous free, public events including the annual Wilmington Pirate Festival, LEGO Shipbuilding Day, and other community-wide events.

The foundation is volunteer-based, it built, owns, and operates the "Kalmar Nyckel," and offers a premier tall ship volunteer opportunity: 200 volunteers help maintain, sail, and teach on and around the ship. No experience is required, and volunteers bring various skills and experiences on board!

The ship serves as a catalyst for social and economic development and outreach in and beyond Delaware. In a typical season, she sails more than 2,400 nautical miles from Norfolk, Va. to Provincetown, Mass.

Opened in 2015, the Copeland Maritime Center offers a year-round riverfront venue for experiential learning, field trips, team building, and private rentals. Exhibits include a 3/4-scale model of the ship's main deck, the Watercraft of the World gallery with 73 model ships, Riverfront Room chronicling Wilmington's train- and ship-building history, Science of Sailing, and a new 3D animated Tall Ship Time Machine exhibit. Self-guided and group tours are available.



"Kalmar Nyckel" in full sail on the Chesapeake Bay, June 2019. Photo by Jon Caspar.

You can host a one-of-a-kind private business or social celebration or meeting at this stunning riverfront venue (ample parking is available). Request a tour of this "hidden jewel" in Wilmington.

Take an imaginary sail back in time

Discover the Kalmar Nyckel Foundation's new permanent 3D animated exhibit, Tall Ship Time Machine and take a fantastical voyage back in time to 1638 to compare today's "Kalmar Nyckel" to the original colonial ship.

Through the magic of 3D animation, our Captain Lauren and Captain Sharon sail today's ship on an imaginary voyage, removing the ship's many modern systems — engines, electricity, plumbing, fire-suppression and safety gear, and navigation equipment — while "restoring" its condition to that of the original.

For hours and details, visit www.kalmarnyckel.org or call 302-429-7447.

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MACS has a dream

By: Eugene Mattioni, Esq., CEO
Capt. Scott Cointot, Board Chairman
Maritime Academy Charter School

Now in its 17th year of educating local youth, the Maritime Academy Charter School started very humbly on September 9, 2002 in a windowless basement. Our first class had 300 students, known as cadets, in the 5th to 8th grades.

The vision was to develop a school in cooperation with the maritime industry and educational partners that would enable each cadet to become capable and respectful members of society, ready for post-secondary education or gainful employment upon graduation. From the outset, our purpose has been to introduce cadets to our nation's rich maritime tradition and the experiences and opportunities of maritime industry employment. We strive to instill in each cadet an appreciation of our maritime heritage via hands-on access to the global transportation industry, particularly within the ports of the Delaware River and Bay.

Today, we are a school on two campuses with 875 cadets in grades 1 through 12, and in September 2020, enrollment will increase to 980 cadets.

The school is culturally diverse, and almost 80% of students' families qualify as low income.

Graduates attend maritime colleges including SUNY, Maine Maritime, Massachusetts Maritime, and some hold positions in the Coast Guard, the Navy, the Army, and the Marine Corps. They also attend a number of local colleges and universities, and many graduates enter the workforce in various trades, including carpentry, plumbing, and apprentice electricians.

MACS provides a variety of academic programs, athletics, art, music, and after-school enrichment programs that include robotics, graphic design, and nutrition among others.

It's a great story, and we're proud to tell it.

Maritime community partnerships

The growth of MACS and the success of our cadets are due in large part to partnerships with the maritime community. Our distinctive partnerships with local, regional, and national organizations provide many opportunities to engage cadets in exceptional experiences. See the accompanying box for examples of MACS partnerships with the maritime community.

The future of MACS

The question now is what is our future. Our board, staff, and teachers are now planning the MACS 21st Century school, a plan which anticipates total enrollment of 1,200 cadets.

We need to relocate the elementary school to a new campus due to the increasing inadequacy of the physical plant. There is also a need to enhance the maritime education and technology vocational program, including fundamentals of marine transportation, engineering, electronics, refrigeration, auxiliary systems, generators, and a long list of others.

In addition, MACS will continue to offer strong academic, music, and athletic programs, which also need upgrading.

To implement this plan, the newly created MACS Foundation will seek funding through bond financing. In addition, MACS needs to raise $2.5 million through corporate and individual support to meet enrollment goals and a new campus. This is a very ambitious plan — the timetable for completion is September 2022, our 20th anniversary.

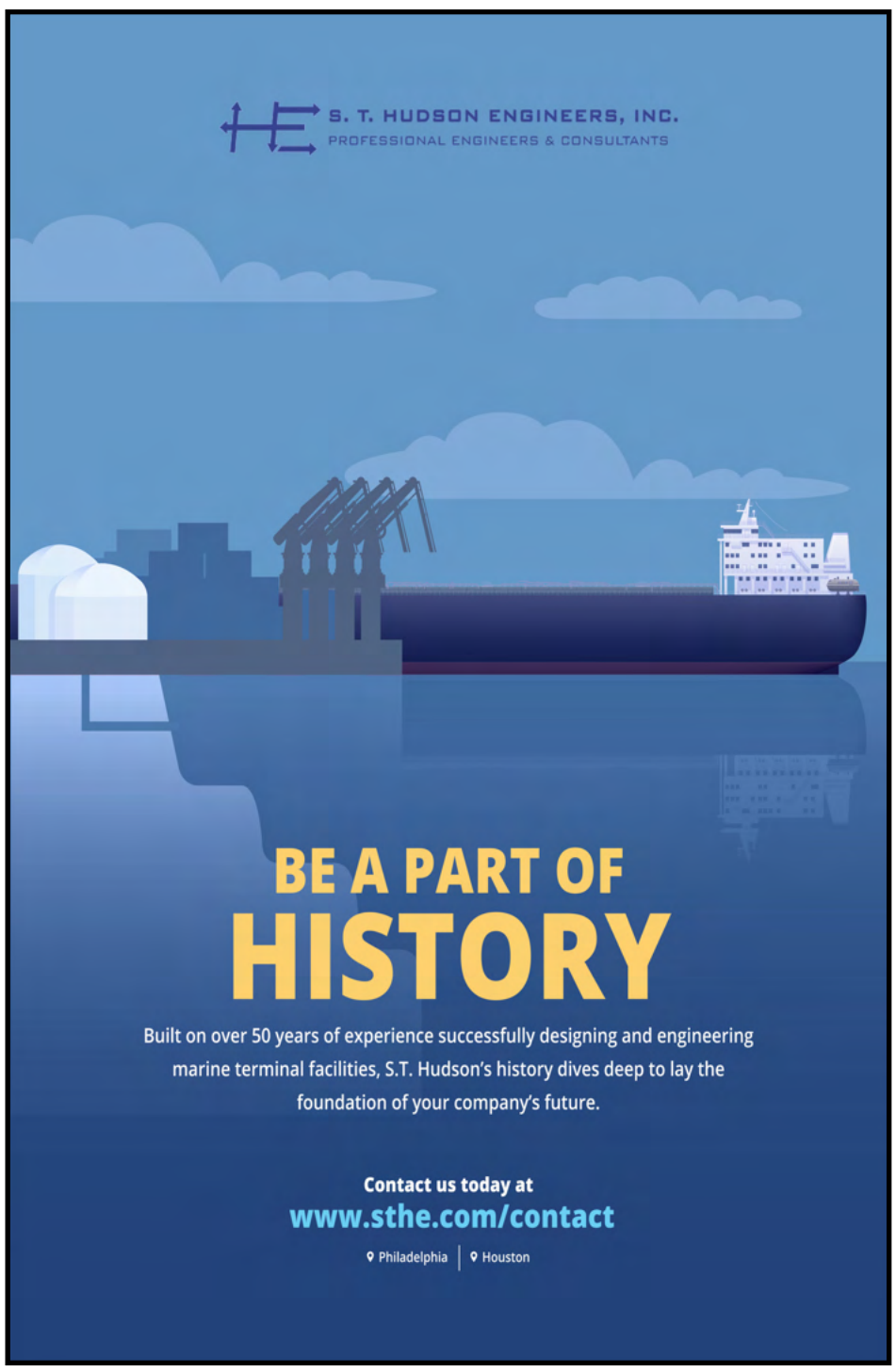
We need your help

Many of us have experienced very rewarding maritime careers, and we are now asking you to "pay it forward" to help support this next generation of maritime industry workers by financially supporting this critical phase of MACS development. Please contact either of the authors at scottcointot@outlook.com or Mattioni.e@maritimecharter.org to participate in this important fundraising effort.

Information about MACS programs and activities is available on our website at http://www.maritimecharter.org, where you can also view our monthly newsletter, *The Anchor*.

We look forward to hearing from you!







MACS thrives on partnerships

The Maritime Academy Charter School is proud of the strong community support it receives. Here are just a few of the many important MACS partnerships.

★ MACS governance include representation from many maritime organizations, such as River Services, the Pilots' Association, PhilaPort, Moran Towing, HudsonAnalytix, Sulzer Associates, and a host of others.

★ River Services has been a resource for cadet field trips.

★ The Navy Sea Cadets Corps, a national youth leadership development organization that promotes interest and skill in naval disciplines, sponsors the Sea Cadet program and provides naval officers to lead it.

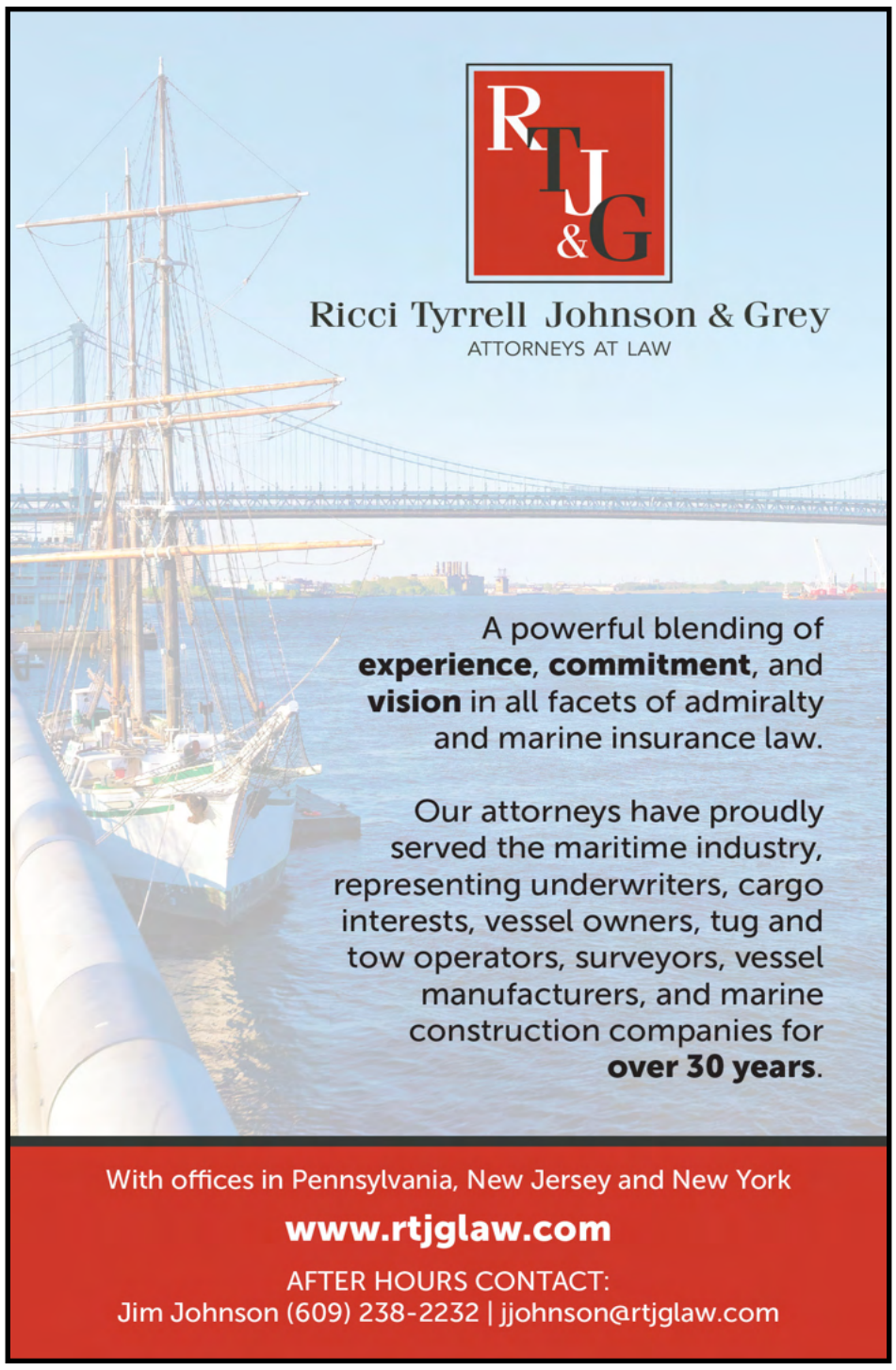
★ U.S. Coast Guard personnel regularly mentor cadets and introduce them to the Coast Guard stations in Philadelphia and Cape May. Cadets attend summer boot camp at USCG Station Cape May.

★ Independence Seaport Museum provides programs for cadets to learn about the history of seafaring and shipbuilding and the role the City of Philadelphia plays in this essential industry.

★ The Ports of Philadelphia Maritime Society provides maritime speakers and offers scholarships and funds to support summer maritime activities.

★ The Seamen's Church Institute and Chapel of the Four Chaplains provide volunteer opportunities for cadets.

★ The Community College of Philadelphia offers free or low-cost opportunities for high school cadets to enroll in college classes. With CCP, we are also planning to create a maritime transportation associate degree where our cadets could attain college credits while in high school.





Editorial

"Voice of the port" explained

The Exchange has long claimed to be the voice of the port. Stakeholders may think they know what that means, but they may not know everything that simple phrase encompasses. A lot of history and action is behind those four words.

Historic voice

For some, the voice of the port means the vast stores of vessel movement information the Exchange collects, manages, processes, and distributes throughout the port region, just as it did in 1872. It means the voice at the other end of the phone providing details about ship activity or the voice on the radio responding to calls. For others, it means the email with the latest updates from Coast Guard, CBP, and other port partners. And for still others, it means the voice of the person who is helping solve cargo manifesting and clearance or notice of arrival problems — in relative terms, supporting "new" additions to the Exchange's scope of services.

Since 1875, Exchange operations staff has fulfilled the organization's mission to promote and protect maritime commerce. The members of today's operations team — who have nearly 120 years combined experience — do this by facilitating vessel movements throughout the port complex: providing schedule information, relaying instructions to the ships as they transit the waterway, and facilitating government boardings are just a few needs the port community turns to the Exchange to fill. Information flows from the Exchange to the community via telephone, email, VHF radio, and the Maritime On-Line system as part of a comprehensive, sophisticated information network available 24-hours a day, 7-days a week.

This coordination effort between the Exchange and ship agents, pilots, pier facilities, tug companies, stevedores, line runners, and a host of other maritime partners keeps the port running smoothly. Beyond ship movement updates, staff ensure Customs bulletins, Coast Guard navigation restrictions, security and safety alerts, emergency conditions, and other information critical to the safe and efficient operation of Delaware River ports gets where it needs to go.

Voice of the port 2.0

More recently, and by that we mean starting around 30 years ago, the "voice of the port" means that the Exchange speaks for members when it advocates on their behalf with members of Congress, regulatory agency officials, and government representatives at all levels.

Through positive working relationships with policymakers and business leaders, the Exchange government affairs staff have racked up success after success over the years, leading to the enactment of new programs that benefit port businesses and their customers, the abolishment of those that do not, and new funding streams dedicated to important port-related projects and initiatives.

By ensuring our voice is loud and strong, which we can do because of the active participation of committed members, we can overcome the numerous challenges that the port business community faces — challenges that change as often as the Delaware River tides.

Whether members are looking for ship movement updates or asking policy questions, they know that when they call the Exchange, they will hear a cheerful voice who can provide the information they need.

More than a friendly voice at the other end of the line, the Exchange staff serves as the voice of the port, 24 hours a day, shining like a beacon in the dark.

The Beacon is the official newsletter of the Maritime Exchange for the Delaware River and Bay. The Exchange encourages its readers to submit letters to the editor at any time in response to articles that appear in *The Beacon* or to address other topics of interest to the port community.

Please direct any correspondence, comments, or inquiries regarding the contents of this newsletter to:

exchange@maritimedelriv.com

Maritime Exchange, Attn: Beacon Editor
240 Cherry Street, Philadelphia, PA 19106

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COTP leaves us with a message: Communication is always key



When I took command in 2017, the editor of *The Beacon* informed me I had an unofficial responsibility: to provide timely, topical articles on Coast Guard issues. It's a good thing the editor doesn't write my evaluations — I would get poor marks on the timely side of that equation. However, with my outgoing Change of Command just a few weeks away, I want to provide a closing article for *The Beacon* as Captain of the Port. As with every conversation since early March, this will start with COVID-19.

This will be published weeks after the date I am writing it, which is equivalent to 1,000 years in COVID years (kind of like dog years), so I am resisting the urge to provide current updates. Instead, I want to share my observation on how best to deal with this unprecedented black swan event.

Communication. It's the first "lesson learned" in every exercise, and I believe it is the key for weathering this current storm. One of my objectives from the beginning of this crisis was to maintain open lines of communication with my personnel, their families, and the port community. We have accomplished the latter with safety bulletins, port coordination calls, and Mariners' Advisory Committee and Maritime Exchange blasts. But even more important are the conversations behind the scenes with government agencies and port stakeholders — investigating the numerous variations of "what if?" and sketching out potential courses of action for each scenario. There is still a lot of water yet to pass under the keel before this settles down, but I hope that we can continue the open dialogue to help ensure the safety of our personnel while facilitating the critical flow of food, fuel, and raw materials that support our society.

As I write this, I have less than 70 days left in the job. Like many Coasties, I joined the Coast Guard to do the stuff you see in the movies — driving boats in the surf, performing daring at-sea rescues, jumping out of helicopters — all the cool stuff. Needless to say, I haven't done any of those things, and I REALLY dislike riding in helicopters. I was two years into my career before I even heard the term "Captain of the Port," so that was never really on my radar. When I started to earn my inspection bonafides at Marine Safety Office Houston-Galveston, I distinctly remember watching the COTP, then CAPT Kevin Eldridge, and thinking to myself, "I hope I never have that man's job. It looks awful!" Funny how life happens.

Now that I have served as Alternate COTP for three years in two different ports, and COTP here in Philadelphia for three years, there are very few Coasties, if any, who have had more helm time in the job I swore I didn't want. And I have enjoyed it immensely. This has been, without qualification, the most rewarding tour in my 26-year career, and a large part of that is due to you, the port community. I have been continually impressed by the cohesion, cooperation, and camaraderie that manages to span three states, two federal regions, and 213 miles of river and bay.

Many of the initiatives and projects I have worked to support will be completed on my successor's watch, and I know with certainty that CAPT Jonathan Theel will seamlessly take the helm, backed by the extraordinary Sector Delaware Bay crew. We are still planning a Change of Command ceremony for June; however, there's a pretty good chance that COVID-19 will reduce our "ceremony" to a salute on the quarterdeck and a passing of the COTP cell phone — and I will need to toss the cell phone to maintain social distancing.

So just in case that happens, I want to take this opportunity to say from the bottom of my heart — "thank you." It has been a tremendous privilege to serve in this port and an incredible honor to work alongside such dedicated and professional port partners and stakeholders. I wish you all fair winds and following seas.

"Athos I" oil spill litigation: Supreme Court issues ruling

Charter party safe berth clause guarantees berth and approaches are safe

Legal Ease

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



On March 30, 2020, the U.S. Supreme Court ruled that the safe berth clause in the widely used ASBATANKVOY charter party serves as a charterer's warranty that the berth and its approaches are safe. The court thus rejected the argument that the clause only required the charterer to exercise due diligence in berth selection.

Fifteen years of litigation followed after the vessel "M/T Athos I," a 748-foot oil tanker, struck an anchor abandoned in the approaches to the CITGO Delaware River refinery in 2004. The anchor punctured the hull, and 264,000 gallons of heavy crude oil spilled into the river.

The tanker was within 900 feet of the berth at the time. Cleanup costs were in excess of $133 million, with the first $45 million initially paid by vessel owner Frescati Shipping Company, and the $88 million balance paid by the U.S. government. The Frescati payment was mandated by the Oil Pollution Act of 1990, which requires vessel owners to pay for initial cleanup, irrespective of fault.

At the time of the incident, Frescati had time chartered the vessel to Star Tankers, which in turn subcharted it to CITGO and several other companies (collectively CARCO). CARCO directed the vessel to pick up cargo in Venezuela and deliver it to the CITGO Paulsboro, N.J. refinery.

The charter to CARCO was on a standard form ASBSTANKVOY charter, which includes a "safe berth" clause providing that "[t]he vessel shall load and discharge at any safe place or wharf, . . . which shall be designated and procured by [CARCO], provided the Vessel can proceed thereto, lie at, and depart therefrom always safely afloat."

Frescati and the United States sought to recover the monies they had expended in the cleanup from CARCO on the basis that (i) Frescati) was an implied third-party beneficiary of the safe-berth clause in the charter contract between CARCO and Star Tankers, (ii) this clause was an express warranty of safety by CARCO, and (iii) CARCO breached this clause by failing to designate a safe berth for the "Athos I." CARCO responded that the safe-berth clause merely imposed a "duty of due diligence" in its selection of the ship's berth.

The Supreme Court grounded its decision in the plain language of the safe-berth clause that "safe" means "free from harm or risk," and "always" means "at all times." In reaching this decision, the Court affirmed the positions of the Second and Third Circuit Courts of Appeal and rejected or found unpersuasive the position of the Fifth Circuit Court and a leading admiralty treatise.

Prior proceedings included a 41-day trial; CARCO initially prevailed with the District Court holding that it was not responsible because it had no control over the area of the accident and thus no duty or obligation to survey that area. The case also went through an appeal, a subsequent 31-day evidentiary hearing, another appeal in which the Court of Appeals for the Third Circuit ruled in favor of Frescati and the United States, and the appeal of that decision to the U.S. Supreme Court by CARCO.

What this means for ports

Of practical interest for local port facilities is a statement by the Third Circuit Court of Appeals during the course of the litigation. The Court held that a wharfinger is bound to use reasonable diligence in ascertaining whether the berths and the approaches to them are in an ordinary condition of safety for vessels coming to and lying at the wharf and that a vessel should be able to enter, use, and exit a wharfinger's dock without being exposed to dangers that cannot be avoided by reasonably prudent navigation and seamanship.

This could require a terminal not only to provide a safe berth, but also to provide of a safe approach to the berth or to warn of any unsafe conditions that may exist. Terminal operators should consider the Third Circuit's statement and whether a survey of the berth and the approach are warranted. They should also evaluate whether, based on the results, they should define the approach to the berth or put other protective clauses in their tariffs or other contractual documents.

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

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Calendar of Events

The events listed below are subject to change due to coronavirus precautions. Visit the Exchange online calendar at www.maritimedelriv.com for the most current information.

05/13 Maritime Exchange Executive Committee Meeting

Maritime Exchange Board of Directors/Organizational Meeting

05/17 Traffic Club of Philadelphia National Transportation Week Event
"Driverless? Autonomous Trucks and the Future of Trucking"
Yards Brewery, Upstairs, Philadelphia, PA
11:30 a.m. – 1:30 p.m.
Contact Maureen Waddington, admin@trafficclubofphiladelphia.com
215-872-8071

05/27 Seamen's Center of Wilmington Board Meeting

06/05 AMSC General Members Meeting
USCG Sector Delaware Bay
Contact Glena Tredinnick, glena.t.tredinnick@uscg.mil

06/10 Maritime Exchange Executive Committee Meeting

06/11 Mariners' Advisory Committee Meeting/Luncheon
Popi's Italian Restaurant, Philadelphia, PA
11:00 a.m. – 2:00 p.m.
Contact Scott Anderson, sanderson@maritimedelriv.com

06/13 Seamen's Center of Wilmington Tug Boat Cruise
Port of Wilmington, DE
5:30 p.m. – 7:30 p.m.
Contact 302-575-1300, scw@scwde.org

06/16 Port of Wilmington Maritime Society Board Meeting

06/26 World Trade Association of Philadelphia 2nd Annual Jan Fuhrer Golf Outing
Scotland Run Golf Club, Williamstown, NJ

07/08 Maritime Exchange Board of Directors Meeting

07/14 U.S. Customs & Border Protection Quarterly Meeting
U.S. Customs House, Philadelphia, PA
10:00 a.m. – 11:00 a.m.
Contact Chief Elliot Ortiz, elliot.n.ortiz@cbp.dhs.gov

Massachusetts Maritime Academy Philadelphia & Tri-State Area
3rd Annual Alumni Event, Riverwinds Restaurant, West Deptford, NJ
Contact Gavan Dunleavy, text 215-431-3102

08/06 Seamen's Center of Wilmington Board Meeting

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

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