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Meet the Exchange board

The response to the recent series of articles introducing readers to the Exchange staff was overwhelmingly positive. Readers reacted especially to the tidbits of personal information included about each team member.

In this issue, we will introduce you to members of the Exchange board, some of whom you may already be familiar with and others who may be less well known in the maritime community. Yet everyone will learn something new about these men and women who volunteer their time, experience, and wisdom in setting policy and overseeing the activities of your Exchange.

The Beacon editorial team hopes you will enjoy getting to know our directors a little better as much as we did.

Exchange board elects officers

At the May 2021 organizational meeting, directors elected those who will serve as the Exchange officers for the next year. John T. Reynolds will continue as chairman, Uwe Schulz as vice chairman, Robert A. Herb is the treasurer, and A. Robert Degen, Esq. serves as Corporate Secretary and Solicitor.

With thanks to all for their ongoing service to the Exchange and its members.

United cause for the same mission: Vaccinating seafarers

By: Christine Lassiter, Executive Director, Seamen's Center of Wilmington, Inc.
Helene Pierson, Executive Director, Seamen's Church Institute of Philadelphia & South Jersey



Albertsons Grocery Stores stepped up to aid the humanitarian efforts to vaccinate seafarers onshore and onboard in Delaware, New Jersey, and Pennsylvania. Here, Jennifer Raibley, divisional pharmacy manager, poses with the vaccinated crew of the M/V "Oriental King."

In mid-May, the seafarer missions of the Delaware River found themselves transported back in time to December 2020 when vaccines first became available in the U.S. As more Americans were fully vaccinated and we could see a light at the end of the tunnel, the U.S. became the first country to offer vaccinations to foreign seafarers — the many who had been, as they often are, forgotten and yearning for safety.

It took over five months and many global organizations, such as the International Maritime Organization, the International Transport Workers' Federation, and the North American Maritime Ministry Association. These groups advocated diligently to have seafarers listed as the essential workers they are.

When it was time, we were ready, understanding the importance of stamping out the pandemic everywhere in the world, including the population of people on the water.

Since then, all seamen's centers have been working feverishly to get these men and women vaccinated and to safely support their eventual return back to their families. Although independent, our centers share the same mission to assist the seafarers visiting the ports we serve. There was no better focus for our shared mission than to assist with this monumental, time consuming, and logistically challenging need.

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Exchange export manifest system ready for launch

"After almost a year of waiting for CBP fixes to its export manifest pilot program, the Exchange is now accepting users to submit electronic export manifest data through TRACS," said Exchange Director of Operations Paul Myhre.

Stakeholders are eager to move to the next phase, sending and receiving data electronically and working with CBP as part of the pilot program.

As internal testing neared its end, hearing from CBP that the Exchange's export manifest system is now certified for the pilot program was long-awaited welcome news. Through the process, the Exchange was able to identify several issues with the CBP system and effect positive change. "That said, our team is still working through conflicting CBP specifications," Myhre said.

Through each step of the certification process, staff consulted with CBP client representative Eileen Johnson, who reviewed data files sent and received for accuracy. "Before even joining the pilot program, we helped fix and improve the CBP system," said Darleen Michalak, operations coordinator at the Exchange.

System participants can now enter or upload export manifest data electronically and send it to Customs and Border Protection. "Undoubtedly, there will be further tweaks as CBP makes changes on its end," Myhre said. "The Exchange has a list of its changes as well. It's part of the process. Some things may look right on paper, but once you dig in and start using it, you're never quite certain how it will work in practice."

The first major addition to TRACS since 2010, the export component rounds out an already robust system. TRACS offers users a single portal to file import manifests, export manifests, importer security filings, and stow plans.

"This is an exciting time, and we look forward to pressing the send button on our first export manifest," said Moran Shipping Agencies Vice President Tom Sullivan. "Electronic submission will be more efficient and much easier to track."

The export component is similar to the import manifest functionality as users enter the port of loading, next port, bill, and cargo information. They will experience the same look and feel they are used to, making the transition to the export system more intuitive.

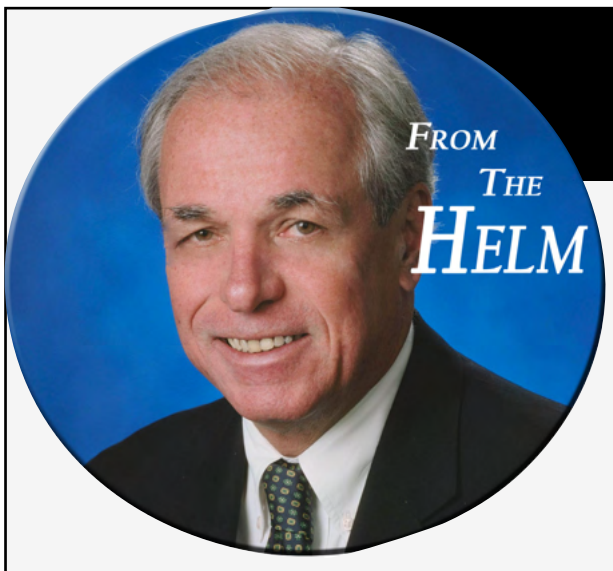
TRACS is only one of many services available through Maritime On-Line. Participants can also file vessel arrival and departure notices, obtain schedules, create custom reports on demand, and track ships in real time.

Contact Paul Myhre at pmyhre@maritimedelriv.com to see what Maritime On-Line can do for you.

Maritime On-Line®

Did you know the Exchange operates the information superhighway of the Delaware River maritime industry and beyond? Providing real-time vessel positions, schedules, and tools to file crew and cargo manifests, Maritime On-Line is your one-stop source for port information.

Contact the Exchange at ops@mxops.org to find out how we can help your business operate more efficiently.



Enough examples of failing infrastructure?

After months of political wrangling, Congress continues its debate over the President's $2.3 trillion infrastructure package. If passed as originally envisioned — and still under negotiation despite a bipartisan agreement on a pared-down version — this legislation would include hard assets (bridges, roads, mass transit, electrical grids, and expanding broadband access among other projects) as well as soft assets such as climate change and racial inequities. If enacted and funded in either form, the legislation would go a long way toward addressing transportation infrastructure shortcomings throughout our country.

The legislative process has been painful to watch. The partisan divide runs wide and deep and seems to affect all but the most noncontroversial proposals. This approach is unlikely to change anytime soon, so the work to pass legislation in Washington, D.C. will require a Herculean effort in the months to come. Infrastructure should not be held hostage to these circumstances.

In just the first half of this year, we saw the Suez Canal blocked by a grounded container ship, the South Atlantic paralyzed by a pipeline cyber attack, and many hundreds of barges stranded in the Mississippi due to a cracked bridge. The bridge closure also meant that truckers had to take alternate routes, turning an eight-minute drive into nearly an hour and a half at a daily cost to the trucking industry of about $2.4 million.

Are these incidents sufficient to convince decision makers the time has come to take meaningful action?

How about rotting water systems, freight trains derailing from track defects, rolling power blackouts, or the debacle that was Houston's response to last winter's storms? Probably not. Even the levee failures that turned New Orleans into Atlantis during Hurricane Katrina weren't enough of an alarm.

President Biden's infrastructure plan includes a number of measures not directly related to shoring up the nation's systems. To fund it, the president would raise taxes on the wealthiest Americans and corporations. Republicans, on the other hand, initially envisioned a $600 billion package. Over the next several weeks leading into months, negotiations started and stalled on what seemed like a daily basis.

Most recently President Biden, a bipartisan Senate group, and the House Problem Solvers Caucus have agreed to an infrastructure proposal.

Discussions, not always productive or positive, remain ongoing as this issue of the newsletter heads to press. Ultimately, I suspect Congress will pass and the president will sign a version of the bill that allows for some improvements but falls far short of meeting the current need.

It's well past time to get serious.

The Exchange has long advocated for infrastructure improvements at Delaware River ports. The states have responded to the best of their ability. We've seen that in the ongoing financial support PhilaPort has given to channel deepening, Governor Wolf's improvement plan for Philadelphia's ports, New Jersey's investments in Paulsboro and more recently a wind energy port hub, and Delaware's agreement with Gulftainer that requires major improvements to the Port of Wilmington and a new container facility in Edgemoor.

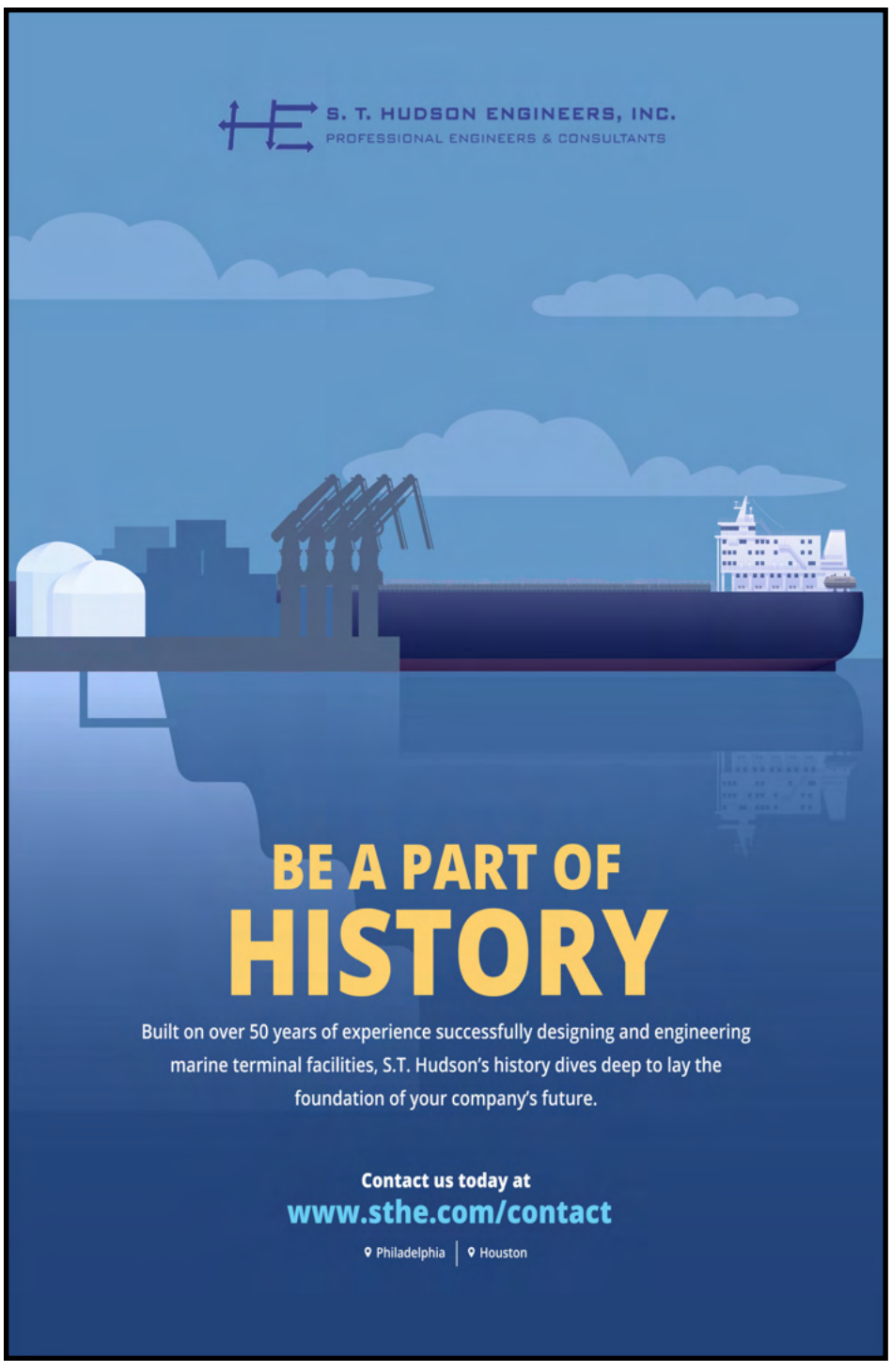
These are all very positive measures, and we are grateful. But it isn't enough.

Our roads, bridges, rails, pipelines, ports, airports, dams, locks, sewer and water systems, electrical grids — all of it — need updating or replacing. And for that we need the federal government.

Without concerted, well-planned, well-funded measures, our 19th and 20th century infrastructure will continue its collapse in the 21st.

We will persist in our efforts to press elected officials to bite the bullet and do what needs to be done. In the meantime, we need to recognize that further failures are sure to come and be prepared to respond to them.

Jessica Rockford





Meet William F. Anderson, II

President & General Manager, General Marine Refrigeration Corporation



Refrigeration is in Bill Anderson's blood. His grandfather, William F. Anderson, started the business in 1925. This Swedish immigrant worked diligently to give experienced service to his customers. He also instilled his honest, hard-working principles into his son, Gustave W. Anderson — whom many in the port community today remember with fondness and respect — and his grandson, William F. Anderson, II.

Bill learned the family business over the dinner table and working summers during high school and college.

After earning his B.S. in Mechanical Engineering from Bradley University in Peoria, Ill., he graduated from the York Division Graduate Engineering Training Program. He ultimately became manager of Engineered Machinery Service.

Bill joined General Marine Refrigeration as Service Manager in 1976. As president and GM, today he oversees the entire business operation, including purchasing, engineering, sales, and service.

As president of Viking Supply Corporation, he developed and tested a MIL-SPEC high shock water cooler for Navy use.

Bill has long been an active leader in the port community. He joined the Maritime Exchange board, where he brings his own brand of commonsense decision making and humor, in 1992. He is also a member and past president of the Ports of Philadelphia Maritime Society board and is president of the Vessel Owners' & Captains' Association. This may be the role the port community best knows and appreciates, as Bill is responsible for what is commonly called the "Vessel Owners' dinner," the best — and only — lobster and steak banquet in the maritime industry.

"I have experience at other ports in the U.S and throughout the world, and it's clear we really have a great port community here," Bill said. "Though we all have competitors, everyone works together for the common good."

He is also a past president of the Independence Square Club, a member and past chapter program vice president of the Harmony Society, formerly The Preservation and Encouragement of Barbershop Quartet Singing in America.

Bill is just as engaged with engineering-focused organizations as he is with the maritime community. He is a member of American Society of Heating, Refrigerating and Air Conditioning Engineers, where he serves on its TC10.6 Technical Committee and co-authored Chapter 30 on Marine Refrigeration. He is also a member of the American Society of Mechanical Engineers.

In 2007, Bill received the prestigious Stephen F. Girard Medal.

A man of faith, Bill lives in Cherry Hill with his wife, Nancy. They have two children, two granddaughters, and twin grandsons. His favorite time is "family time."

Meet Sean Clancy

Senior Director of Operations, Independent Container Line

Because of his expertise in shipping and importing, Sean Clancy was one of the people the Exchange reached out to in its earliest days of TRACS (cargo manifesting and release system) development. His guidance and insight into ocean carrier operations were invaluable as the Exchange staff strived to learn an entirely new aspect of the maritime industry.

In his current position at Independent Container Line — a transatlantic carrier serving ports in Chester, Pa., Cork, Ireland, Southampton, U.K., Antwerp, Belgium, and Wilmington, N.C. — Sean continues to provide the same assistance to the Exchange today that he did in the early 1990s. He has been with ICL since 2015, after spending a year at Capespan North America, a fresh fruit importer and marketer.

Prior to joining Capespan, Sean spent nearly 25 years at the Dole Fresh Fruit Company, where he served in a variety of positions and ultimately worked his way up the chain to become terminal manager in 2004.

A graduate of SUNY Maritime College, Sean sailed as a chief mate for American Cruise Lines and as a second officer for Good Faith Shipping Co., giving him experience with both passenger and cargo vessel operations. He also worked as a vessel agent, which provided the opportunity to learn the landside operations as well.

"I like to think my diverse experience serves me and ICL, and especially our customers, very well," Sean said. "And it gives me great satisfaction that this has allowed me to have been so helpful to the Exchange and its members over the years."

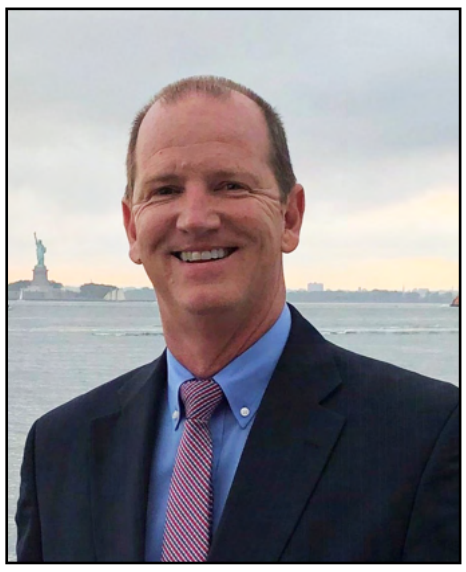
Yet understanding the ins and outs of ship operations and cargo clearance is only a small part of Sean's extensive knowledge base. As director of operations, it is imperative that Sean has a full working knowledge of a variety of subjects, including security, safety, customer service, managing people and budgets, and purchasing, just to name a few.

Despite his in-depth job experience, he wanted to go deeper and learn more. To achieve his goals, Sean acquired not one but two Master of Business Administration degrees, one in Transportation and Logistics and the other in Homeland Security.

Sean also holds numerous certifications, including emergency management, facility security officer, hazardous materials transportation, Occupational Safety & Health Administration certification, and first aid.

"The job is so varied and the requirements so distinct, I believe it's important to get as much training and education as possible. Working for a company that supports employee education as ICL does makes it all the easier," he said.

Sean has served on the Exchange board since 2016, and he held a seat on the Port of Wilmington Maritime Society board for 10 years.



In addition to boating whenever he can, Sean spends his personal time engaged in various forms of exercise, and he especially likes to participate in charity runs and rides. He turned his interest into a company and community-wide benefit in 2010 when he launched and led the innovative Dole Tour de Fruit team, in which team members combine community service with healthy lifestyles.

The other thing Sean enjoys best is spending time with his family. He and his wife of 33 years, Mari, have two children and four grandchildren.

Welcome New Members

Jacobs Engineering Group
2301 Chestnut Street
Philadelphia, PA 19103
215-569-2900
sonny.rutkowski@jacobs.com
www.jacobs.com

Office of Delaware State Auditor
401 Federal Street, 3rd Floor
Dover, DE 19901
302-739-4241
State_auditor@delaware.gov
www.auditor.delaware.gov

Stasinos Marine
16 Squanto Road
Weymouth, MA 02191
781-831-5345
mail@stasinosmarine.com
www.stasinosmarine.com

TOTE Services LLC
2100 Kitty Hawk Avenue
Philadelphia, PA 19112
445-544-3228
clapnow@toteservices.com
www.toteservices.com

Member on the Move

ARRC Line (Atlantic Ro-Ro Carriers, Inc.)

One Evertrust Plaza
Suite 1104
Jersey City, NJ 07302
201-356-2300
info@arrcm.com
www.arrcm.com

MARITIME EXCHANGE MEMBERSHIP

A membership in the Maritime Exchange is not about just joining another association. It is about partnering with a respected and successful regional business that makes a significant difference.

Contact Christina Lista at clista@maritimedelriv.com to take full advantage of the available benefits and services of an Exchange membership.

Coast Guard Recognizes Fink, Andrade

Pair cited for quick action on possible cyber threat

At the June 11 Area Maritime Security Committee meeting, U.S. Coast Guard Sector Commander Capt. Jonathan Theel recognized Exchange IT Director Michael Fink and Luis Andrade of Sandpiper International S/S Agencies for working with federal cyber experts to identify and help stop criminal attempts to compromise maritime businesses.

The effort demonstrated the power of information sharing when members of the port community and their federal partners work together. In this instance, it stopped a potentially damaging phishing campaign directed at the maritime industry.

In March, Andrade notified the Exchange that he was seeing an increase in emails with infected attachments from legitimate maritime-based email domains trying to mimic industry correspondence. A check of the Exchange security logs revealed numerous blocked emails with infected attachments that matched the attack on Sandpiper. The messages contained subjects and text related to supposed ocean freight charges, overdue shipping invoices, and requests for steamship services, many of which included real vessel names and convincing industry jargon.

"I take great pleasure in presenting this Certificate of Appreciation in recognition of superior performance that significantly bolstered the cyber posture of the nation," Theel said. "When suspicious cyber activity was identified within the port, [Michael Fink] rapidly engaged lead cyber government agencies. [His] rapid actions and willingness to share this information enabled the Maritime Transportation System Information Sharing and Analysis Center to create an alert that was shared with the maritime community nationwide. This alert then enabled organizations to block 13 suspected email addresses, thus protecting the maritime domain's data network. On behalf of the Coast Guard, thank you for a job well done."

Sandpiper and the Exchange provided examples to Coast Guard Port Security Specialist Glena T. Tredinnick and subsequently worked with the MTS-ISAC to identity and stop the threat. The ISAC serves as a centralized point of coordination to share timely and actionable cyber threat information between trusted stakeholders.

"This event was about teamwork. Success in securing the port is never done by one person," Tredinnick said. "That is why our partnerships with the port are so important. Without the cooperation and information sharing . . . this could have gone unnoticed until it became a major cyber incident."

"The Exchange and our industry partners rely heavily on the alerts distributed by the Coast Guard, the MTS-ISAC, and other sources to combat specific threats and to implement best practices," Fink said. "Many thanks to Luis for his willingness to share information and to Glena for not only coordinating the response but also her ongoing efforts to keep the community informed."

This incident and other recent — and often successful — attacks demonstrate how attractive the transportation industry remains as a target for cyber criminals.

In June, Carnival Cruise Line announced a data breach of its systems after detecting unauthorized third-party access to a limited number of email accounts. Carnival was also the subject of two ransomware attacks in 2020. South Korean carrier HMM's email systems were also compromised in June, and K-Line America's systems were down for nearly a month starting in March due to cyber attacks.

Cybercrime Reporting

Victims of cybercrime should report it immediately to the Cybersecurity & Infrastructure Security Agency at https://us-cert.cisa.gov/report, a local FBI Field Office, or a Secret Service Field Office. Coast Guard-regulated entities may report cyber incidents to the National Response Center at 800-424-8802.

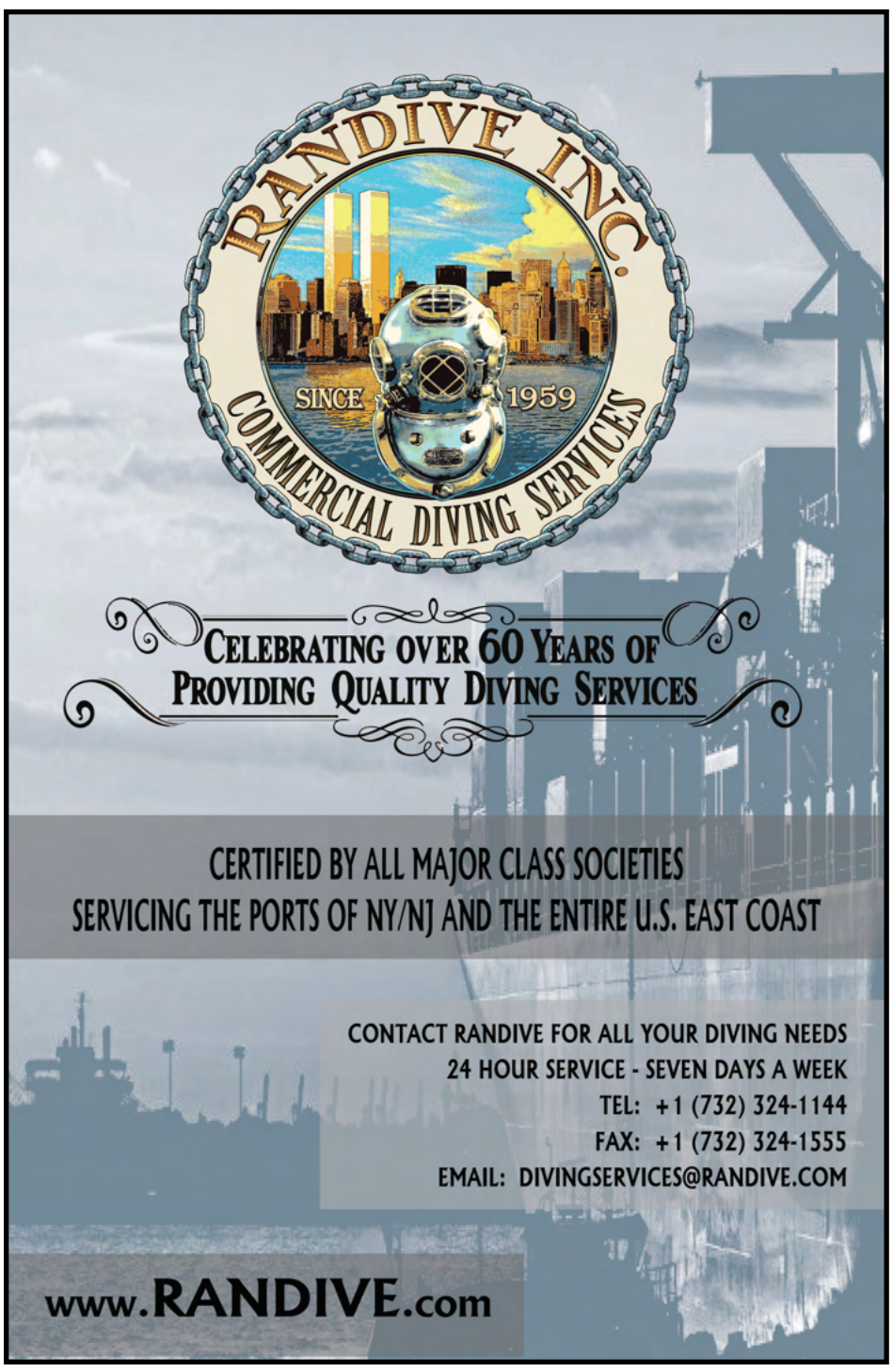
All regulated and non-regulated entities are encouraged to contact their state/local fusion centers.

Delaware – DIAC
dsp.diac@delaware.gov or 302-739-5996

New Jersey – NJCCIC
njccic@cyber.nj.gov or 866-4-SAFE-NJ

Pennsylvania – PaCIC
sp-intelligence@pa.gov or 888-292-1919

Philadelphia – DVIC
dvic@phila.gov



Meet Steve Clark

Commercial Manager, Host Agency



Having worked in the ship agency business since before his college graduation, Steve Clark is among the comparatively small number of Exchange directors who did not always plan to enter the maritime or international trade industry.

He earned his B.S. degree, with concentrations in marketing and legal studies, at the business school at Drexel University in 2008. While a student, he took on a couple of six-month internships, the second at Wightman Shipping. "At one time, I thought I might want to become an attorney. But as I went through the internships, I realized sitting in an office all day wasn't the life I wanted," he said. So at the end of the internship, he stayed at Wightman part time before joining the agency full time after graduation.

It was there that he learned the art of ship agency operations, starting as a boarding agent for breakbulk, drybulk, and reefer ships. When Wightman merged with GAC Shipping in 2011, Steve continued with GAC until joining Host Agency in 2017. Ultimately, he developed an expertise in handling crude, liquefied petroleum gas, and liquefied natural gas ships.

Today, his job is all about people. His primary activities revolve around business development, and he is responsible for commercial growth in the U.S. East and Gulf Coast areas. A typical week starts with a phone call with chairman and CEO Adam Anderson to review national activities. As the week progresses, Steve hones his focus to the port level, working with port managers to build and strengthen local relationships.

"I take a lot of pride in ensuring our customer service is the very best it can be," he said. "To make this happen, I take a real hands-on approach with port managers and with customers, closely monitoring all aspects of our principals' U.S. port calls."

Over the past year, his job, which typically involves a great deal of travel throughout the U.S. and overseas, has been particularly challenging. "It has been very difficult developing new relationships over video chat," he said, noting that he is grateful to be able to get back on the road.

When not travelling, Steve is an avid runner and enjoys golfing. Though with two young children, Crawford, seven months, and Lochlan, two-and-a-half years, he is not able to get out on the links as much as he would like. So he has swapped golfing time for playing with his boys outdoors, his new favorite pastime.

Steve and his wife, Kristina, have been married for eight years and live in Philadelphia.

Exchange Updates NOA/D

In order to maintain compliance with federal requirements, the Exchange has again updated its NOA/D On-Line system to include the latest Coast Guard changes.

As with other Maritime On-Line upgrades, Exchange staff not only met federal mandates but also took steps to improve the overall system operation to ensure it continues to serve as a tool that promotes system user efficiency and productivity.

The new code updates the Port State, Foreign Port, and Agency lists and modifies some functionality, such as cargo reporting. Filers will be required to indicate whether the cargo is in ballast and use a streamlined hazardous cargo reporting mechanism that incorporates the UN number and proper shipping name from a selectable list. Reporting parties must also notify the Coast Guard if the vessel qualifies under the Jones Act.

In addition, the upgrade allows users to transmit cancelations. which was not previously available.

To learn more, please visit https://maritimedelriv.com/mol or contact Operations staff at ops@mxops.org.

Meet A. Robert Degen

Owner, Law Office of A. Robert Degen



As Exchange secretary/solicitor, Bob Degen plays a singular role with the organization. He is an officer of the corporation but does not vote on board matters, and he counsels the staff on day-to-day operations, such as contract review and human resources. Though he is neither staff nor board, he somewhat acts as both.

Like so many in the Exchange orbit, Bob is a merchant marine academy graduate, obtaining his B.S. in Marine Transportation from SUNY Maritime College. Following graduation as a newly minted third mate, he joined Farrell Line's S.S "Australian Reef" bound for West Africa. He sailed with Farrell as third and second mate in the West, South and East African trade until 1971, when law school beckoned.

Bob earned his J.D. from American University, Washington College of Law in 1974. His first job as an attorney was at the venerable Krusen Evans & Byrne law firm, where he was a partner and spent 20 years before Krusen disbanded and Fox Rothschild assumed its admiralty practice.

Bob went with the practice to Fox in 1995, as a partner and member of its Immigration Law Group. He stayed there until establishing his own law firm in May 2011.

He is a well-known and highly respected member of the regional maritime law community and is a go-to resource for matters pertaining to immigrant and nonimmigrant visa classifications. Bob is an AV-rated attorney representing primarily employers, and his area of specialty includes general business guidance. He became an expert in federal grant law and requirements and was absolutely invaluable to the Exchange when it served as fiduciary agent for the Port Security Grant program.

Bob has also seen his share of maritime cases over his years, including marine casualties, cargo damage, collision, charter party disputes, pollution, personal injuries, and Coast Guard proceedings.

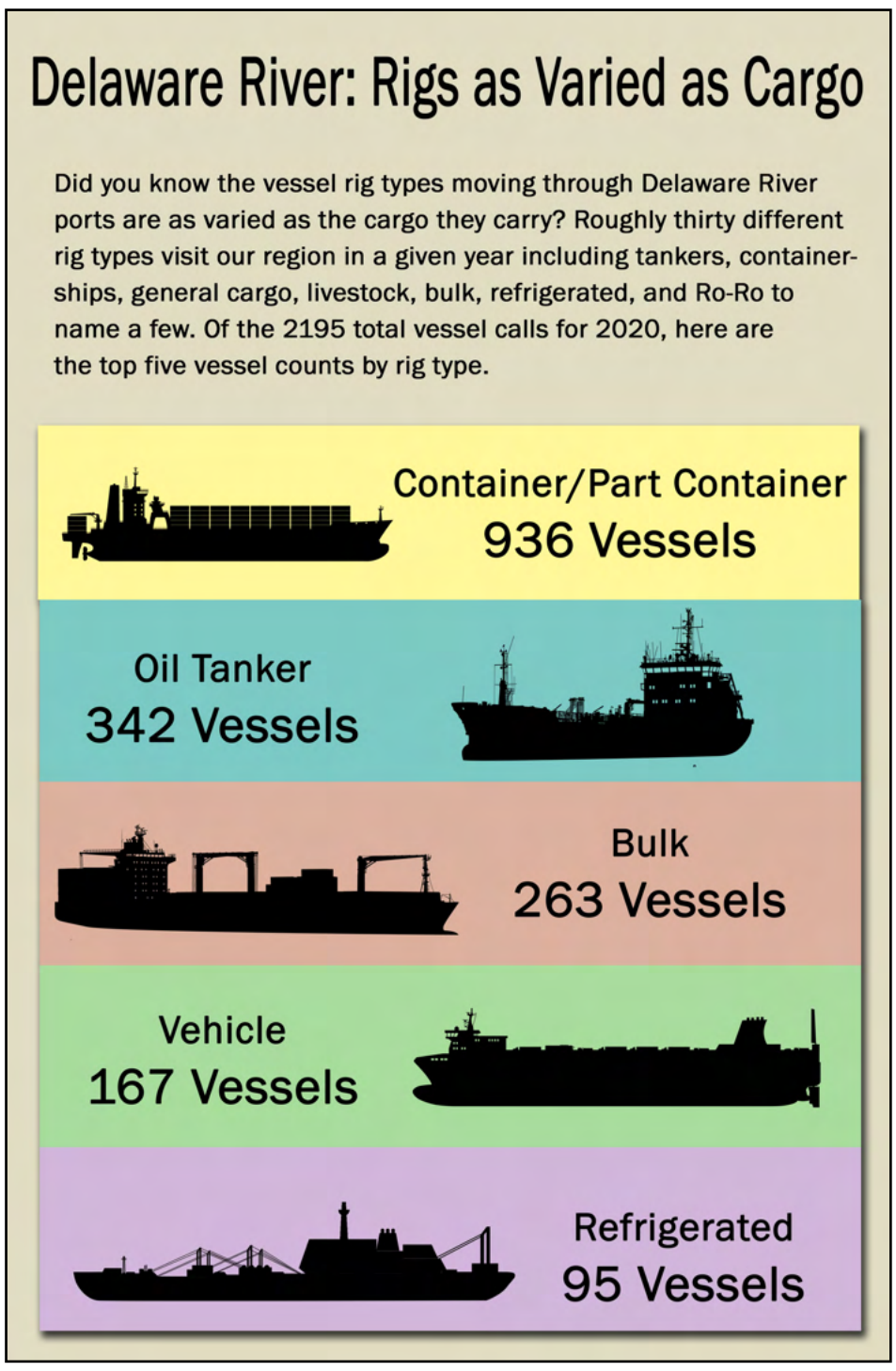
"I have always loved all things maritime and sea related, and my work as an admiralty lawyer has allowed me to marry my two callings," Bob said.

He is also an experienced litigator and has handled maritime cases in numerous jurisdictions, including Pennsylvania, New Jersey, Maryland, New York, and California.

In addition to the Exchange, Bob also serves as counsel to the Mariners' Advisory Committee for the Bay and River Delaware. He is a member of the American Immigration Lawyers Association, the Delaware County Bar Association, and the Maritime Law Association of the United States.

Though his number one personal interest is travelling, not surprisingly, Bob likes collecting nautical memorabilia. He also attends auctions and estate sales on the lookout for antique and collectible woodworking tools, which he restores and sells. And he plays trombone in a 1940s-style big band. His reading interests are a surprise though — he goes for spy stories and historical fiction.

Bob and his wife, Cindy, and for now their recently graduated son, live on Valley Forge Mountain. He has two other children as well and is a new grandfather with another grandchild on the way.







USDA supports expansion of Remote Data Transmission systems

Process improves containerized, in-transit cold treatments

"I was awed the first time I saw the numbers. I still am, actually," said William McGinnis, director of government compliance/special projects at Greenwich Terminals, which operates the Packer Avenue Marine Terminal.

What so impressed McGinnis were the volumes of refrigerated containers loaded with perishable products that are cold treated in transit toward Philadelphia ports. In 2020, that number equaled just over 20,000 containers, an amount 333% greater than Long Beach, which handled the second highest number. Moreover, it is nearly 2000% greater than Savannah and over 2500% greater than Port Everglades and Miami combined, all of which have been aggressively attempting to lure the much-coveted fruit cargos away from the Delaware River region.

"It is no secret that Delaware River ports are the destination of choice for exporters who move perishable goods to the U.S.," said Exchange VP Lisa Himber. "The fact that about two thirds of the U.S. population live within a two-day truck transit of our port and that we can expeditiously rail cargo to Canadian consumers are huge drivers. Beyond that, over the last 45 years, our community has built solid working relationships with shippers, and our terminal operators and longshore labor have the expertise necessary to handle these fragile goods in the safest, most efficient manner possible."

In fact, the sheer volume of goods moving through the region and multiple industry requests prompted the USDA Animal and Plant Health Inspection Service – Plant Protection and Quarantine program to develop criteria for approval and testing remote data transmission, or RDT, systems for containerized, in-transit cold treatment data.

A wide range of commodities, including blueberries, cherries, grapes, kiwi, and clementines, can undergo cold treatment for pest mitigation. Unlike fumigation on arrival, most cold treatment occurs during vessel transit, allowing more rapid delivery of goods once the ship docks.

"Cold treatment requires less monitoring oversight than fumigation, which allows us to use this more efficient data retrieval technology," said Dr. Laura Jeffers, national operations manager for phytosanitary treatments for USDA APHIS PPQ Field Operations.

Legacy processes require that PPQ officers download the data from the cold treatment recorders for break bulk cargo as they arrive at the port of entry. The officers visually verify the data and then complete paper form 556 with the results. As industry transitioned to containerized cold treatments, manually downloading the data from the container recorders became a private-sector responsibility.

The first system to be approved, the Maersk Remote Container Management system, was tested using in-transit cold treatment containers entering terminals in Philadelphia, Newark, Long Beach, and Savannah. A technician first downloads the data from the container recorder remotely using the new system. As a second step, the technician then manually downloads the data from a direct hookup to the container at the pier. Data pulled physically from the recorder is uploaded into the Form 556 In-Transit Cold Treatment Database, which is part of the Commodity Treatment Information System (CTIS) and reviewed by PPQ. As part of the review process, PPQ ensures the two data sets are identical.

Algorithms in the CTIS help with the verification by pinpointing deficiencies. "The sooner we can identify issues with cold treatments, the sooner we can inform regulatory and industry decision making," Jeffers said. USDA reports that the Maersk RCM system was approved after 33 evaluation trials plus cold treatment data checks of 30 shipments in a three-month operational implementation phase.

"Electronic data transfer has dramatically increased efficiency at the Packer Avenue Marine Terminal," said Eric Holt, chief commercial officer at Holt Logistics Corp. "Yet the transmission of text files leads to unnecessary errors. Adapting a standard XML format is critical."

Jeffers agreed that the new program is a big improvement over the all-manual process, but stakeholders need to continue to streamline the cold treatment data retrieval process.

Enter wireless transmission

Still years away, the final phase in the project evolution involves wireless transmission of data from cold treatment controllers as soon as the treatment process completes. The controllers would transmit cold treatment data directly into the 556 database.

"We are still working through some of the challenges," said Dr. Carina Barth, biological scientist at the PPQ Office of Science & Technology.

One question the project team has answered is that the next-gen system will only accept data in XML format. And the team is yet to mandate a USDA software approval process. "As with any new regulatory technology or process, we need to determine the appropriate requirements that allow us to both facilitate trade and achieve our organizational mission to mitigate the risks associated with plant pests on internationally traded cargo," Barth said.

Expanding the program

USDA is inviting other carriers and terminal operators to submit applications for similar systems. To participate, the remote data transfer must be compatible with a USDA-approved temperature controller/recorder, and the carrier must complete at least 30 cold treatment trials of randomly selected shipments.

The program benefits are numerous. "It preserves data quality, allows cold-treated cargo to be cleared prior to arrival, and increases market time for commodities," Barth said.

To start the process, carriers should contact PPQTMT@usda.gov.





Region gets a MARAD Maritime Center of Excellence

After working collaboratively under the Maritime Exchange umbrella for the last three years, Delaware River area stakeholders were rewarded when the Maritime Administration designated the Delaware County Community College (DCCC) as a national Center of Excellence, or CoE, for Domestic Maritime Workforce Training and Education. It is one of 27 such centers throughout the U.S.

The Exchange brought together a diverse group of academic, industry, government, and civic institutions to assist with the CoE application process and related programming and activities. Art Sulzer, EdD, Exchange member and long-time maritime educator, and Karen Kozachyn, EdD, Dean of Workforce Development and Community Education at DCCC, led the effort to bring area colleges and universities together to focus on maritime workforce development.

"Our group is unique among institutions selected," Sulzer said. "The CoE it is not a single entity but rather a coalition that stretches from Delaware, Chester, and Bucks Counties to Philadelphia, across the river to Camden and the Atlantic coast to Wilmington, Del., and to our Great Lakes partners in Erie, Pa."

A 2015 study by the U.S. Departments of Education, Transportation, and Labor found that an additional 4.2 million transportation workers would be needed to fill vacancies across all transportation modes created by separations, retirements, and transfers. The two smallest sectors, maritime and rail, are most critical because of their linkage to the other sectors, and the effect of older workers retiring is greater due to specialized skills requirements for these sectors.

To help the maritime industry attract and maintain the highest quality workforce, MARAD established the CoE program in 2018 to offset industry worker shortages. The program includes two types of designations: the four-year maritime academies and the recently announced group of two-year community colleges and apprentice industry schools with maritime programs.

The designation allows MARAD to enter into agreements with these institutions to help them advance recruitment of students and faculty, enhance facilities, award student credit for military service, and receive assistance in the form of surplus equipment or temporary use of MARAD vessels when available.

"If the Exchange had not stepped up in beginning to get everyone in same room and organize our discussions, this would not have happened. It's a great example of what the Exchange does in the port," Sulzer said.

DCCC applied for the designation as lead institution on behalf of the regional college and training stakeholder consortium. The consortium offers apprenticeship training for the Philadelphia Detachment, Naval Foundry & Propeller Center Cooperative Apprenticeship Program, Naval Facilities Engineering Systems Command, and the Philly Shipyard. Local schools provide ongoing customized technical training and education for International Longshoremen Association and Teamster incumbent workers, unemployed and underemployed individuals seeking new careers, targeted outreach to veterans, and members of nontraditional and under-represented populations.

"The designation is a step in the right direction for the future of our nation's maritime industry — particularly here in the Delaware River and Bay area," said Exchange President Dennis Rochford. "Congratulations to Delaware County Community College and all maritime stakeholders on this outstanding achievement for our region and its maritime community."

The Delaware River Education Coalition

Bayfront Maritime Center

Collegiate Consortium for Workforce and Economic Development

Community College of Philadelphia

Delaware County Community College

Delaware Maritime Education

Delaware Technical & Community College

Independence Seaport Museum

Maritime Academy Charter School

Maritime Exchange for the Delaware River and Bay

Maritime Institute of Technology & Graduate Studies

McAllister Towing of Philadelphia

Moran Towing (Philadelphia)

Northeast Carpenters Joint Apprentice

PhilaPort

Ports of the Delaware River Marine Trade Association

SUNY Maritime College

Tall Ship Flagship "NIAGARA" League





Meet John P. Donohue

Counsel, Neville Peterson, LLP

When it comes to Customs and international trade law, John Donohue has been the foremost authority for the Exchange — and its members (more on this later) — for the last 32 years. Most recently, he has helped the Exchange board and staff understand the complex laws and processes associated with the trade war with China, steel tariffs, the office of the U.S. Trade Representative, and what it all means to Delaware River port businesses and their customers.

It is also particularly noteworthy that John is the longest-serving member of the current Exchange board, having joined the team in 1989. His time on the Exchange board represents well over half of his 50-year law career.

John earned his undergraduate degree at Providence College. He received his J.D. from the Catholic University of America School of Law, where he now sits on the Board of Visitors, in 1969. He received a certificate in World Trade Organization law from Georgetown University School of Law and has practiced law in the fair city of Philadelphia since 1987. He is also a Philadelphia delegate to the International Business Law Consortium.

Before practicing law, John worked as an FBI agent, serving in bureau offices throughout the U.S.

Although John has been one of the most engaged, hardworking, and knowledgeable attorneys in the region, the law is not his only vocation.

For 25 years, he was an adjunct professor of law at Seton Hall University School of Law, where he taught international trade law.

Yet his calling to teach has not been limited to formal classroom instruction. Over the decades, he has been extremely generous with his time and expertise to help up-and-coming — and sometimes even those more well-entrenched — members of the port community find their potential, solve problems, or make potentially life-altering decisions.

Most members know that the Exchange staff can be a valuable resource to assist with Customs compliance. But some matters require not only professional counsel but also the kind of guidance that can only be gained by years of interacting with the agency. Enter John Donohue: on countless occasions, he has assisted Exchange members, often pro bono, as they seek to navigate tricky Customs requirements.

"In my view, the practice of law, teaching, and assisting others go hand in hand. They're all about helping people, and that's what's important to me," John said.

It is no wonder he has twice been named to Pennsylvania Super Lawyers.

John and his wife, Pat, live in Center City.

Meet Capt. John J. Gazzola

Marine Projects Coordinator, Excel Hydraulics

With John Gazzola's diverse work history and more than 30 years' experience both at sea and ashore, chances are he will know the answer to nearly any question he is asked.

In his current position, he is responsible for sales, customer interactions, and implementing special projects for a company that specializes in emergency service calls, hydraulic cylinder and pump repair, crane sales, custom hose assembly, heavy lift equipment repair, and a great deal more.

Prior to joining Excel Hydraulics in early 2021, John was employed to represent shipyards and maritime consulting firms in a business development capacity.

From 1999 until 2010, he served as vice president and general manager of Moran Towing Philadelphia, where a large part of his responsibilities involved managing the operation in service to its then over 250 customers and negotiating wage rates and benefits with vessel captains and collective bargaining units. He is particularly proud that he introduced the 5,000 horsepower Surrie-Class tractor tugs to the Delaware River region.

John also spent five years as a senior port captain at Crowley Marine Services, where he was responsible for North Atlantic and Caribbean liner services operations. From 1985 to 1994, he worked for Weeks Marine/ American Dredging Company, serving as contracts manager, marketing administrator, project manager, and dredge captain.

After graduating with a B.S. in Marine Transportation and Nautical Science from Maine Maritime Academy, he sailed as a chief mate and second mate for Crowley Maritime in Seattle. He currently holds a U.S. Coast Guard Third-Mate's license for steam or motor vessels of any gross tons.

Because of his job in sales, but more likely because he is just a friendly guy who enjoys being around people, John makes a point of attending as many port-related events as possible. The observant Exchange member



will often find him among a crowd of people at the Vessel Owners' dinners, Ports of Philadelphia Maritime Society events, and Mariners' Advisory Committee meetings, where he is also chair of its committee on membership. John joined the Exchange board in 2000 and rarely, if ever, misses a meeting.

"Serving on the Maritime Exchange board is an honor," he said. "To be part of an organization that plays such a key leadership role in the operation of the ports of the Delaware River is a greatly satisfying and enriching experience."

John is a published author and public speaker who enjoys small boating, Yankee cooking, catch and release fly fishing, and — believe it or not — yard work.

John also values his family time. He and his wife of 38 years, Josie, have two children and three grandchildren.



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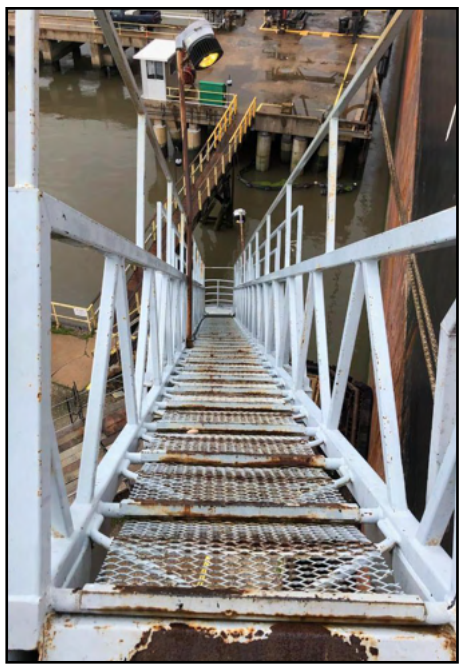
continued from page 1

Since May, the Seamen's Center of Wilmington and the Seamen's Church Institute of Philadelphia and South Jersey have been partnering, collaborating, and coordinating with each other and with seafarer centers across the U.S. to make sure that "our" seafarers are vaccinated against COVID-19. We shared each piece of information we learned: how we were able to get our state health organizations to perform vaccinations, which pharmacy chains carry the Johnson & Johnson vaccine, how we found partners.

Albertsons Grocery Stores (Acme, Randalls, Safeway, Tom Thumb) graciously offered onboard vaccinations. These efforts are so important because many seafarers cannot return home and cannot disembark their ships to get vaccinated due to expired visas. Through a logistical challenge of hours, days, and weeks spent coordinating with vessels, agents, owners, pharmacies, and pharmacists, amidst schedule changes, it is worth all the effort when you see the happiness and relief on the mariners' faces. This heartwarming feeling comes from giving someone a simple gift that makes them happier than you could imagine.

Readers of *The Beacon* know that COVID-19 has been a challenge in our ports from the beginning, and even recently while outside the port gates restrictions were being lifted, we were aware of positive tests and illness in the maritime community. Crew changes have been abundant lately compared to last year, with many coming from countries or signing on via countries where vaccination rates are not at the level of the United States.

Some onsigners are testing positive just from traveling through airports to join their vessels. Our local port workers are not out of the woods yet either. Positive cases have continued to have human and economic consequences in our industry.



Vaccinating crew is not a task for the faint of heart. SCW's Anna McQuillin, who has become a fearless ship boarder since joining the staff, escorts Alison Panicola from Acme aboard the "Radiant Sea." After contemplating the nearly 90-degree ascent, Panicola gamely trotted up the gangway to vaccinate the waiting crew.

For example, Riel Jalit arrived here in late May with a very severe case of COVID-19. He had only recently joined his vessel in South America as a healthy, 29-year-old ordinary seamen. He was unconscious for over a month. He has been intubated, had two bronchoscopies, and eventually a tracheotomy. He is the fourth of six children, and his oldest sister, Richy Ann, flew in from the Philippines to bring positive energy to his bedside. His fiancé, pregnant with their first child (the girl he always wanted) and mom and dad wait for daily updates in his home country. These details are written with permission from the family and a reminder to us all to continue to be diligent in the fight against the pandemic.

For more information or to learn how you can help, contact https://www.sciphiladelphia.org or (215) 940-9900 and scw@scwde.org or 302-575-1300.

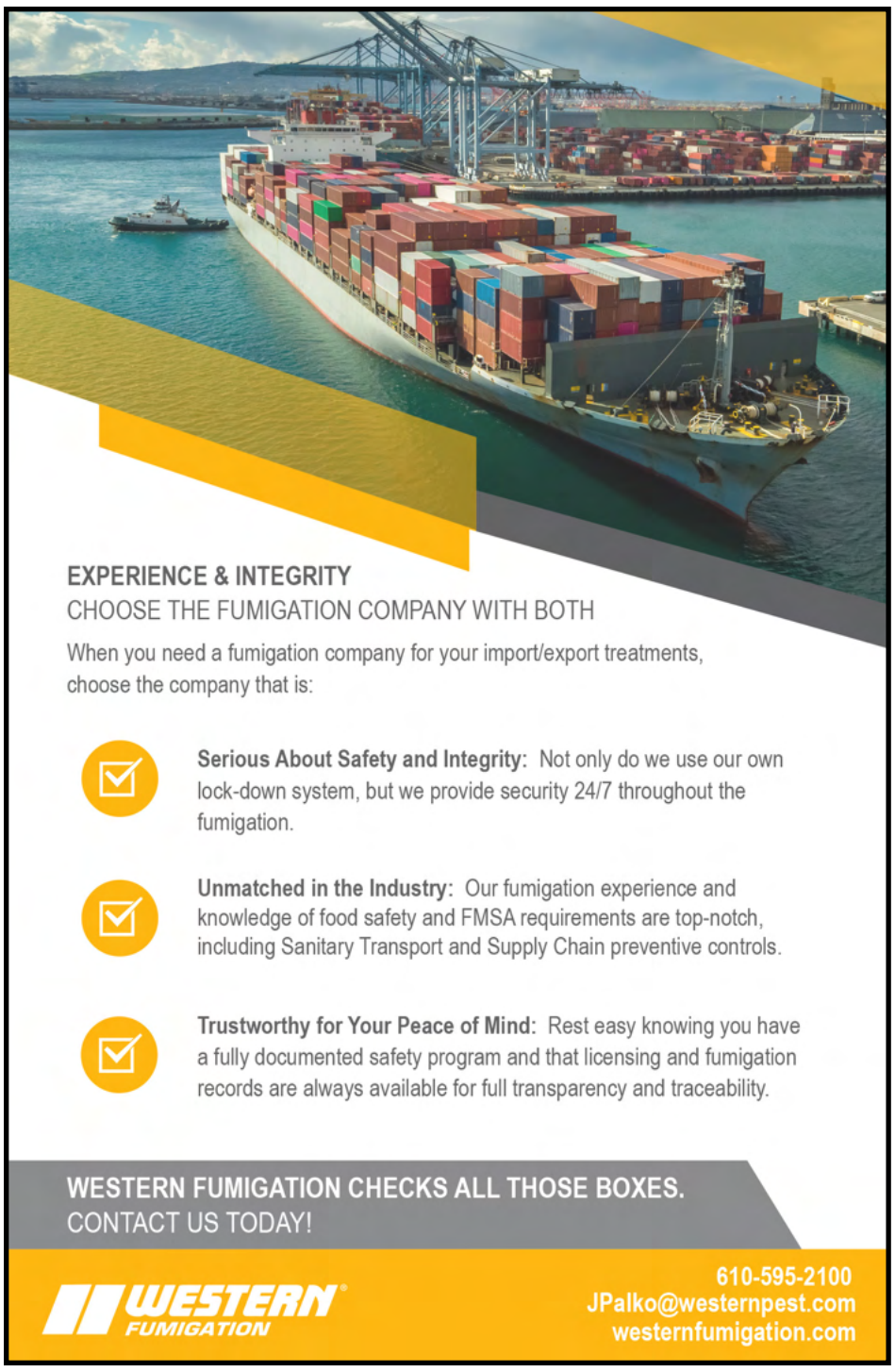
Community to honor ADM Ray on Aug. 12

Union League to host annual Coast Guard birthday celebration

The Armed Services Council of The Union League of Philadelphia will host the annual Coast Guard birthday celebration on August 12 at 11:30 a.m. The program will honor Admiral Charles W. Ray (retired), 31st Vice Commandant of the U.S. Coast Guard, a role he assumed on May 24, 2018.

Among his many other achievements during his tenure, Admiral Ray executed the Commandant's Strategic Intent, managed internal organizational governance, and was the Coast Guard's Component Acquisition Executive while serving as the Vice Service Chief and Chief Operating Officer.

For reservations, contact Breanna Pleis at pleisb@unionleague.org or 215-587-6445 by August 6.





Exchange champions final link in Mariner East

The Exchange was one of more than two dozen energy stakeholders to make its voice known to the Pennsylvania Department of Environmental Protection at a June 16 hearing on the Mariner East pipeline.

Working with the Pennsylvania Energy Infrastructure Alliance, the Exchange, PEIA members, and several state stakeholders supported the Energy Transfer plan to modify the construction method for a portion of the pipeline in the Marsh Creek area in Chester County. Energy Transfer has been developing Mariner East since 2014, and this is the latest process in a multi-phase, multi-billion dollar project.

"Mariner East is a critical supplier to the Marcus Hook Industrial Complex, a primary gas export terminal to Europe," said Exchange President Dennis Rochford. "The pipeline plays a major role in generating consistent revenue and associated economic multipliers in southeastern Pennsylvania and the tristate port as a whole."

PEIA coordinator Kurt Knaus said support at the hearing overshadowed the opposition. "By the end of the night, 14 individuals testified in favor of the plan, recognizing the significant economic benefits and environmental protections that the modifications will bring . . .."

The Mariner East pipeline stretches over 300 miles across Pennsylvania, connecting natural gas drilling sites in the western part of the state to processing plants and market opportunities in the east. The Marsh Creek site is the final piece to finishing the pipeline.

If approved, the construction method for this portion of the pipeline will shift from horizontal directional drilling to an open trench installation, minimizing disruption to the surrounding community and ensuring timely project completion.

Rochford noted overwhelming benefits, such as an estimated $9.1 billion investment into Pennsylvania's economy and creation of more than 57,000 construction jobs. "This economic engine is vital to the state's and the region's energy future," he said.

Meet Joseph C. Hare

Rear Admiral, U.S. Navy (Ret.)



Though Joe Hare has had a long career in both the Navy and the Navy Reserve, his work since his retirement from the Navy Reserve has kept him on the waterfront. Having a dual career both as a corporate legal counsel and a Surface Warfare Officer has made his professional life extremely busy. On the civilian side, he has been a shipyard VP, a hospital system General Counsel and CEO of an acute care hospital, a partner in a litigation law firm, and VP and General Counsel to a member firm of the Philadelphia Stock Exchange.

His wide-ranging experience, coupled with his practical approach to problem solving, has benefitted the Maritime Exchange tremendously since he joined the board in 2011.

A Pennsylvania native, Joe is a 1972 graduate of the NROTC program of Villanova University, and he graduated from the Villanova School of Law in 1978.

Following his training in Naval communications and cryptography, he served aboard several Atlantic Fleet destroyers in billets as Communications Officer, Electronics Material Officer, and Cryptographic Security Officer. His duties in the Naval Reserve also involved duties as a Deck and Command Duty Officer aboard Destroyers and a Guided Missile Frigate, as well as shore billets in Shore Intermediate Maintenance Activities, Surface Group Four Squadron Liaison Officer, and Plans Officer for Naval Reserve Readiness Command Region Four. His major staff billets have included Assistant Chief of Staff to Commander, Naval Base Philadelphia, and Assistant Deputy to Commander, Iceland Defense Force.

Joe was promoted to Flag rank in October 1996, after which he served, among other posts, as Commander, Military Sealift Command Atlantic and Europe, Commander, Naval Reserve Readiness Command Region Four, and Deputy Commander, Naval Surface Force Atlantic.

He retired from the Navy in March 2005, after receiving the Distinguished Service Medal, the Legion of Merit (three awards) and the Navy Commendation Medal (three awards), the Meritorious Service Medal (two awards), among other service medals and ribbons.

"My association with the military and maritime communities of the Delaware Valley over the past forty years has been extremely rewarding, both professionally and personally," he said. "My best friends and business associates continue to be current and retired mariners, both civilian and military."

He now engages in private real estate development projects and continues to provide consultation services to the defense and shipyard industries.

In addition to the Exchange board, Joe is a current or former member of the boards of various professional and charitable organizations, including the USO, Navy League of the United States, Philadelphia Council, the Surface Navy Association, and the Armed Services Council of the Union League of Philadelphia. "I feel extremely privileged to be able to support this community through my membership in the Maritime Exchange," he said.

It is fascinating to note that Joe considers his presidency of the Blue White Scholarship Foundation a hobby. Who wouldn't be personally interested in an organization that has awarded more than $2.5 million to students attending Villanova University? He also enjoys travelling, boating, and playing golf.

Joe is engaged to attorney Kathleen Cellucci and has two grown children, Cathleen (Casey) and Joseph.





MARACOOS installs new HF radar at Delaware Bay

MARACOOS, the Mid-Atlantic Ocean Observing System and regional component the U.S. Integrated Ocean Observing System, recently unveiled its new high frequency radar station in Lewes, Del. HF radars can measure currents over a large region from a few kilometers offshore up to about 200 km. Typically installed on the shoreline, they can operate under any weather condition and provide levels of detail not found in other systems.

MARACOOS officials emphasized how ocean observing data along the Mid-Atlantic coast improve understanding of the coastal climate signal and protect our coastal communities. According to MARACOOS Executive Director Gerhard Kuska, "the success of the Integrated Ocean Observing System network is made possible through the partnerships that IOOS regional associations maintain with our coastal and maritime communities, who value operational data and the forecasts and products they serve."

The new system will provide surface current speed and direction data that MARACOOS expects to significantly increase coverage in the Delaware Bay, benefiting forecast models and data products that directly support U.S. Coast Guard search and rescue, National Weather Service flood forecasting, NOAA's navigation services to Delaware mariners, oil spill and pollution tracking, and recreational boaters and sailors.

U.S. Senator Tom Carper commended the organization, "In the Navy when people do extraordinary things, we say two things: Bravo, Zulu, which means good going. Bravo, Zulu, MARACOOS!"

To learn more, visit maracoos.org.



U.S. Senator Tom Carper (D-DE) (r) and MARACOOS Executive Director Dr. Gerhard Kuska commemorate the launch of the new HF radar off Lewes Beach, Delaware. Photo courtesy of MARACOOS.

Meet Robert A. Herb

Director, Terminal Shipping Company - Division of John S. Connor



Though being a ship agent is among the most challenging jobs in the maritime industry, Rob Herb makes it look easy.

Beginning his career in 1978 and moving to the Delaware River port area in 1981, Rob has been working in the agency business for over 40 years. For most of that time, he owned his own agency, Terminal Shipping Company. In 2020, he merged Terminal Shipping after 25 years of operation with Baltimore-based John. S. Connor, a global supplier of transportation and logistics services. He now directs the company's vessel agency business.

"Ship agency necessitates a high level of personalized attention and an unwavering commitment to customer service," Rob said. "It also requires extreme agility, being able to respond quickly to changes in customer needs, vessel schedules, and government requirements. It isn't a job for the faint of heart."

Rob graduated from Mount St. Mary's University and resides in both Delaware and Maryland. He has been known as the "East Coast Ghost" for the ground he covers during his average work week, serving customers throughout the Mid- and South Atlantic regions. He maintains a strong allegiance to the Delaware River port community and is active in the region.

For three decades, Rob has held a seat on the board of the Seamen's Church Institute of Philadelphia and South Jersey, serving as secretary, then treasurer, before taking on the president's mantle in 2020. He received the 2019 SCI Spirit of the Port award for, among many other noteworthy qualities, his constant concern with the human needs of the seafarers who visit area marine terminals. During the COVID-19 pandemic that kept mariners aboard on their ships for well beyond their contracts, Rob was a strong voice for reform of government policies that failed to recognize the emerging humanitarian crisis.

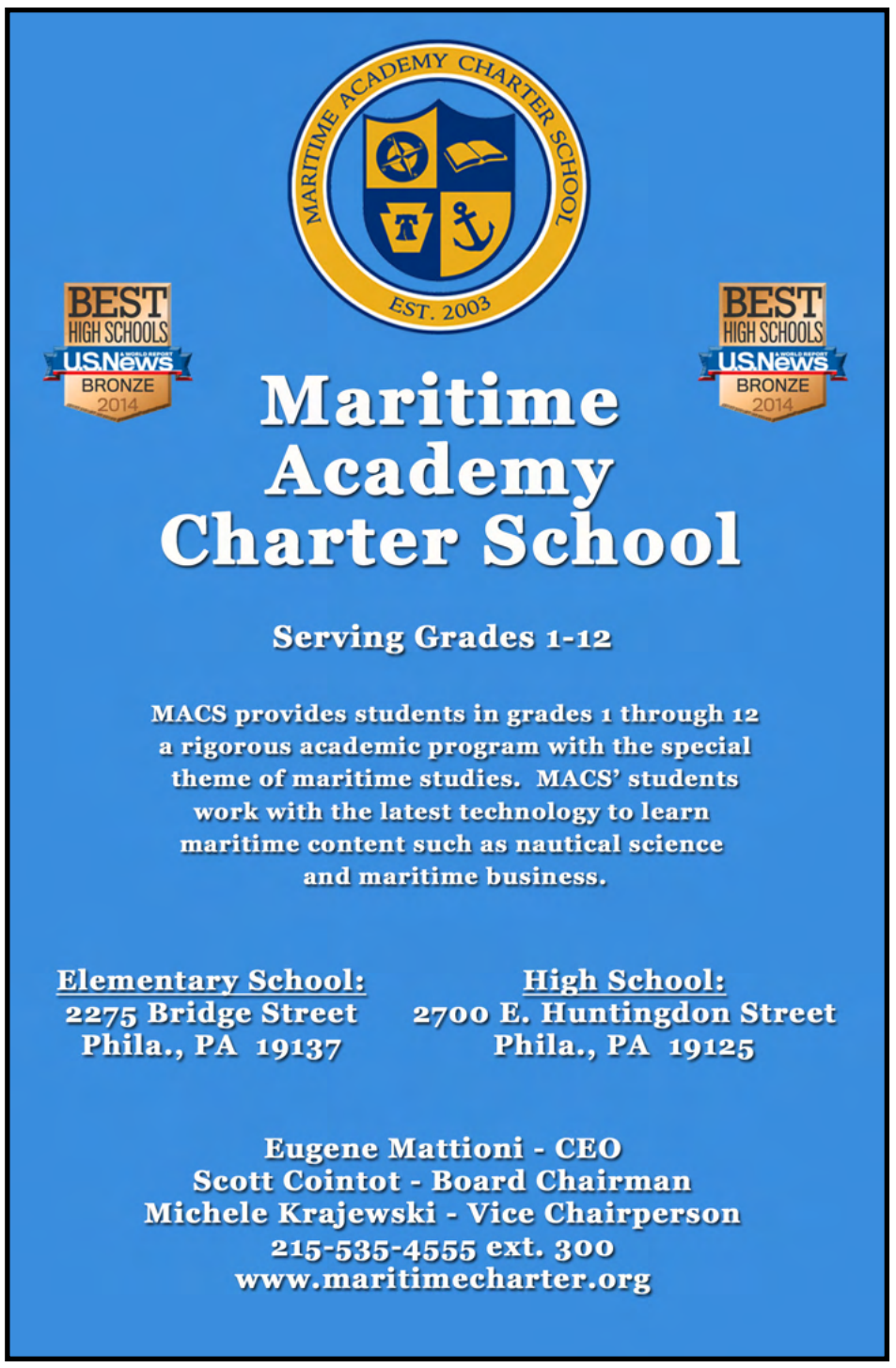
Rob has served on the Maritime Exchange board since 1993, becoming treasurer in 2018. He has also been one of the most active members of the Exchange's Maritime Operations Committee, which seeks to bring government and industry together to solve problems and improve operations.

Rob is president of the Dulaney High School Hall of Fame, an alumni board member of Mount St. Mary's University, and chair of its Sports Hall of Fame, where he was inducted in 2011.

Having played varsity lacrosse at "The Mount," his love of sports continues to this day. Rob had volunteered as a football and lacrosse coach at the middle and high school levels, he is an avid golfer, and enjoys tennis and boating. He also volunteers with the Daily Bread Soup Kitchen and the service ministry at the Church of the Nativity in Timonium, Md.

Rob and his wife, Claire, have two children and three grandchildren.







Meet Barbara Hunter

President, BHA Consults, LLC

Over the last several decades, women who have chosen to enter the maritime industry have frequently had to row against the tide. Fortunately, they have had an outstanding model to emulate in Barbara Hunter.

Barbara was director of consumer affairs for the National Pest Management Association in Washington, D.C. prior to joining Western Industries in 1976. In 1980, she became marketing director for all the Western Industries family of companies. After working closely with the cocoa trade and deeply involving herself with the Chilean fruit business, which she attracted to Western Fumigation in 1979, she was appointed director of imported commodities.

She took her first trip to Chile in 1983. "That was the beginning of a long and enduring respect for Chilean fruit growers, shippers, and all involved in the import and export process," Barbara said.

For over 40 years, she took on a role far beyond traditional marketing activities in service to her customers. An advocate for Chilean fruit interests at Delaware River ports, one of her key accomplishments was creating a food safety and security program for Chilean fruit at terminals where Western provided service. The program launched just prior to September 11, 2001, positioning Western and the marine terminals to respond rapidly to new homeland security demands.

Barbara has always been seen as an expert in her field. During her tenure at Western, she was a high-demand pubic speaker, regularly interviewed in industry and trade publications, and a prolific author.

Yet her crowning achievement is the sheer number of "firsts" she racked up throughout her long and successful carrier. In 1993, she was the first woman elected to the Exchange board after nearly 120 years of its existence, and she currently chairs its Membership Committee and serves on the Executive Committee.

In 2010, Western Industries created the first "Woman of Distinction Award" to honor Barbara's service to the company and to those women who followed in her footsteps. She is also the first woman, and the first person, to receive both the Friend of Chile and the Lifetime Achievement awards from the Chilean & American Chamber of Commerce. Last, but certainly not least, Barbara was the first woman to receive the prestigious Spirit of the Port award from the Seamen's Church Institute.

Barbara was active in the Women's International Trade Association and mentored many young women — knowingly and unknowingly — as they tried to make a difference in the maritime industry. She also won the WITA Outstanding Achievement Award in recognition of her many contributions in this region.

WITA was far from the only other organization to honor Barbara for her "above and beyond the call" achievements. The Chilean Exporters Association, the Ambassador of Chile, and the Port of Philadelphia and Camden all recognized Barbara's invaluable work in supporting trade in Chilean fruit and in cocoa beans.

Barbara has been equally generous with her time and expertise to the Center for Hope Hospice. Joining that board in 1997, she has held numerous leadership positions, including chairing the board, and she currently chairs its Governance Committee and sits on its Executive Committee.

She credits her success in large measure to the support she received from Western's early leadership. "[Western] was a company that always inspired its people to reach higher, to find new and better ways to serve their clients, to stay ahead of the trends, and to always conduct business with the highest ethical standards," she said.

When the Western sold its family of companies to a public company, Barbara started BHA Consults, LLC and continued to work with Western serving the Chilean trade. In 2016, after 40 years' affiliation with Western, Barbara officially retired from its service. Today she continues to serve a few select clients on a limited basis.

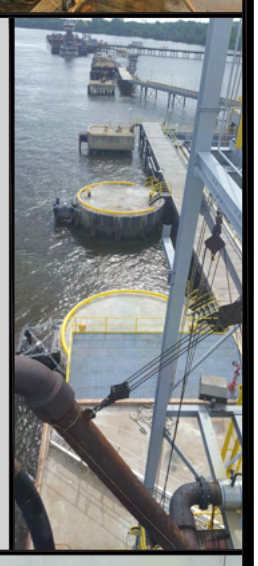
Barbara and her husband, Robert, have been married since 1970. They reside in Philadelphia and Green Brook, N.J.

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Exchange summer housekeeping underway

Members, system subscribers, and others asked to update contact info

The Exchange is profoundly grateful to the many people who responded to the annual database update request. Yet the work is not yet done, and readers' help is needed.

"Though we update our database in real time, some information may have escaped our notice," said database manager Donna Stargell. "Having current contact information is key to keeping members informed about the industry-related activities along the Delaware River, across the U.S., and throughout the world." The goal, she said, is to ensure Exchange constituents receive timely, accurate, and relevant updates, which has been especially important with the changing work environment over the last year and a half.

Anyone who did not receive the email request or has yet to respond should send current contact information, including prefix (Mr., Ms. etc.), name, suffix (Jr., P.E. etc.), company, job title, mailing address, phone number, cell number, email address, and web address to Donna Stargell at exchange@maritimedelriv.com.

Members and other stakeholders can also request a list of all contacts on file for their companies to update all entries at once and ensure no former employees are still associated with their organizations.

Thanks to all, as always, for the ongoing, strong support this port community offers the Maritime Exchange!

Meet Capt. Frederick Iuliucci

Vice President, Vane Brothers Company



As the only representative on the Exchange board of a company that does what Vane Brothers does, Rick Iuliucci has been a tremendously valuable source of information for both the board and the staff. Equally committed to action, he is also one of the first to respond when the Exchange puts out a call for members to write letters on important issues.

Rick joined the Vane Brothers Company, where he is responsible for operations for Vane's 130 U.S.-flag tug and tank barge fleet and for all facilities, in 2007. Among other Vane services, he oversees ship bunkering, lightering, dock-to-dock transfers, and safety equipment inspections. And if that portfolio were not enough, he also serves as the alternate company security officer — a position that demands sufficient knowledge of vessel and facility security measures, emergency preparedness, response and contingency planning, security equipment and systems, and techniques for security training and education, just for a start.

He was director of Delaware Bay operations at Overseas Shipholding Group America's Lightering Fleet and Northeast U.S. Residual Fleet prior to joining Vane.

Rick got his sea legs with Maritrans and spent 17 years sailing aboard conventional oceangoing tugs, barges and ATBs (articulated tug/barge), holding positions from deckhand to master.

Before taking to the water, he attended the Lundeberg School of Seamanship in Piney Point, Md. He maintains a U.S. Coast Guard Master's license and has participated in various professional and educational certificated courses, including the U.S. Coast Guard Federal on Scene Crisis Commander, the executive course provided by the University of Pennsylvania's Wharton School of Business, and Cornell University's Industrial Labor Relations School.

With 40 years' experience in the maritime industry, Rick lends his expertise to a number of local and national organizations. Beyond the Exchange, he sits on the boards of the Seamen's Church Institute, the American Waterway Operators of America, and the Mariners' Advisory Committee for the Bay and River Delaware, where he serves as treasurer. He is also a member of the Coast Guard Area Maritime Security Committee and the Area Committee.

"Clearly I have a lot on my plate, but I wouldn't have it any other way. Staying busy and engaged is important to me, and having the opportunity to interact with my colleagues in the port community is invaluable," he said.

Rick enjoys playing guitar, is into photography, and is a big fan of the Jersey shore.

He and his wife of 26 years, Karen, live in Cherry Hill, N.J. They have two children.

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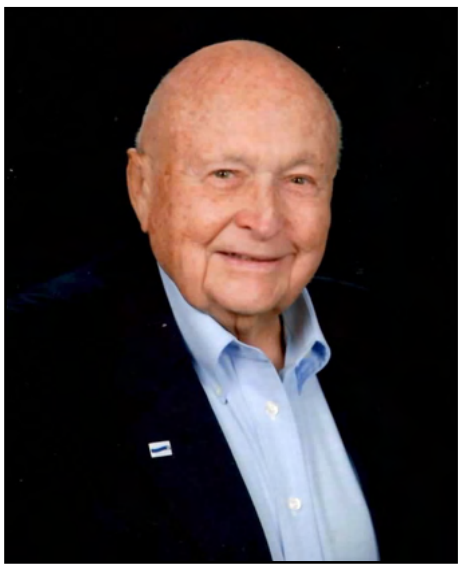
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Meet Capt. Paul Lane Ives, Jr.

Partner, Pilots' Association for the Bay & River Delaware (Ret.)

As the lone emeritus member of the Maritime Exchange board, Paul Ives is the organization's institutional memory. He was there when the shipping industry first transitioned to containerization, was a founding member of the Mariners' Advisory Committee for the Bay & River Delaware, and principal figure as the maritime industry, especially in the area of river and harbor pilotage, ushered in the age of automation.

Born in Delaware County, Pa. in 1929, Paul graduated from Johns Hopkins University in 1951 and served in the U.S. Army Signal Corps during the Korean War.

He was a Pennsylvania and Coast Guard licensed pilot for the Delaware River and Bay and the Chesapeake and Delaware Canal. He joined the Pilots' Association as an apprentice in 1951 and was an active member of the Association starting in 1956 until his retirement in 1999. In 1977 and in 1989-93, Paul was selected by his partners to serve as the association's president.

Beyond his dedication to the Maritime Exchange and the Mariners' Advisory Committee, Paul was a key leader throughout the local port community. He was a founding member of the Philadelphia Regional Port Authority and chaired the Joint Executive Committee for the Improvement and Development of the Philadelphia Port Area.

He involved himself equally in matters of national significance, serving as secretary-treasurer of the American Pilots' Association in Washington, D.C. for 28 years, a Pennsylvania trustee, and chair of its Navigation Technology Committee during most of his career and elected an honorary life member on his retirement. He was also a member of the Executive Committee of the Radio Technical Commission for Marine Services for many years and served on several of its special committees, including chairing Special Committee SC-67, Vessel Traffic Systems. Through his membership on the National Research Council Marine Board Committee on Pilotage and New Technology, he co-authored "Minding the Helm," which assesses marine navigation and piloting and addresses the application of then-new technology to reduce the probability of accidents and navigational decision-making.

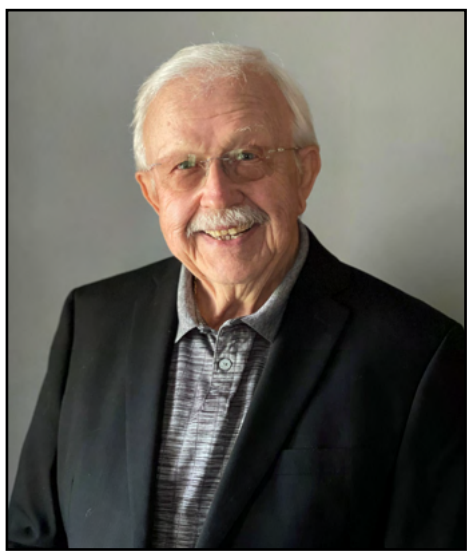
His unique combination of forward thinking and skills placed him at a critical juncture in maritime safety and communications. Paul helped originate and was a leading proponent of the bridge-to-bridge VHF radiotelephone system, which helps ensure pilots underway and at dock or anchorage can remain in constant communication, improving safety and reducing collisions. He also designed and installed a VHF port operations radio system that has expanded into the present day Vessel Traffic Information Service operated jointly by the Pilots and the Exchange.

"My career as a pilot brought me unparalleled opportunities to help effect very positive change. Out of everything, I'm most proud of our work to improve communications and real-time vessel tracking," he said.

Long active in the field of pilot training, continuing education, and electronic ship bridge simulation, he is a USCG and International Maritime Organization certified instructor in shiphandling and related maritime subjects, and he taught regularly at training institutes in Baltimore, Md. and Dania, Fla.

In 1975, Paul received the "Marconi Gold Medal of Recognition" by the Veteran Wireless Operators Association. He also received a Coast Guard Public Service Commendation, the Ports of Philadelphia Maritime Society Man of the Year award, the Philadelphia Seamen's Church Institute Spirit of the Port award and was a 2013 inductee into the Delaware Maritime Hall of Fame.

Paul resides with his wife of 68 years, Jerri, in Vero Beach, Fla. They have one daughter, a granddaughter, and one great granddaughter.



Meet John E. Mallough

Sr. Sales Consultant, GEODIS, (Ret.)

Anyone interested in hearing some of the stories of the "old days" on the waterfront need look no further than Jack Mallough. He is a veritable storehouse of maritime lore and — not to put too fine a point on it — all the good gossip.

"I first learned the ropes as a messenger for Lavino Shipping Company," Jack said, "And it was a real education, let me tell you."

One of the largest companies in the area when Jack started in 1963, Lavino offered agency, chartering, cartage, stevedoring, and terminal operations. Starting at the very bottom rung of the corporate ladder, Jack earned his way into the manager's position for imports and ultimately became assistant vice president.

In 1980, he switched gears and took a job at what was then the Wolf D. Barth Company, a Customhouse brokerage, as the director of marketing. The firm was bought and sold over the years, first by owner Dennis Colgan, when it became Barthco International, which was then acquired by Ozburn-Hessey Logistics, known as OHL. GEODIS purchased OHL in 2015.

Jack stayed on board through it all, serving as director of sales and marketing at Barthco, getting promoted to vice president, becoming a principal, and gaining a board seat during the process. When Barthco sold to OHL in 2006, Jack took on the role of senior consultant, serving primarily the steel market, and maintained that focus at GEODIS until his retirement in December 2020.

Through his long and successful career, Jack was witness to numerous changes over the years — most notably the advent of automation in the early 1980s. "We all remember then-Customs Commissioner William Von Raab's famous 'automate or perish' prophecy," Jack said. "Automation changed everything, and it was very exciting to be on the cutting edge of that activity."

He also volunteered his time and expertise to local and national trade association boards. In addition to the Exchange, where he is a member of the Executive Committee, Jack has served on the boards of the World Trade Association of Philadelphia, the American Institute for International Steel, and the International Wood Products Association.

Now, Jack spends his time golfing, cooking, and reading, particularly American history. For most of his life, starting at age 16, he was into competitive weightlifting. Since retiring, Jack devotes most of his time to his family. He and his wife of 58 years, Carole, live in New Jersey. They have three children and four grandchildren.





Meet Eugene Mattioni

Partner, Mattioni Ltd.



Gene Mattioni represents the epitome of what an admiralty lawyer should be. Not only is he well versed in the law, he understands ship operations, knows the maritime industry inside and out, and he has a huge heart.

Having graduated from the U.S. Merchant Marine Academy in 1962, Gene sailed for a variety of ship operators, primarily Farrell Lines, obtaining his Master's license in 1968.

He responded to a new calling when he earned his J.D. from Georgetown University Law School in 1971. After graduating, he clerked for the Hon. John B Hannum, U.S. District Court judge, before joining the law firm.

Over his 50-year career, his practice has been amazingly diverse, including civil litigation, admiralty and maritime law, workers compensation, civil rights, real estate, medical malpractice, aviation, toxic poisoning, occupational lead and heavy metal poisoning, and benzene poisoning.

"I have represented hundreds of workers and children exposed to lead and heavy metals from smelters and battery plants," Gene said. He also had the privilege of representing the test pilots and Boeing workers who died when the Osprey Ship #4 crashed at Quantico, Va.

He is a well-published author and noted lecturer. And the list of organizations that benefit from Gene 's charity is as long as his C.V. Most notable are the Seamen's Church Institute, Seamen's Center of Wilmington, and the Chapel of Four Chaplains. He also supports Children Inc., the Red Cross, the U.S. Merchant Maritime Academy Foundation, Independence Seaport Museum, Catholic Charities, the Philadelphia Art Museum, and Philadelphia Orchestra, among many, many others.

But second only to his wife, Marie, as the love of his life is the Maritime Academy Charter School in Philadelphia, which he co-founded and where he now serves as chief executive officer. Gene has dedicated countless hours to helping the school thrive and its cadets succeed, and he is its foremost cheerleader. "The school has many tools in its toolbox to help our cadets prepare for maritime careers, and it's especially important to me that our community and potential students know what a treasure we have," he said.

Gene has been honored for his dedication and generosity many times over, including receiving the SCI Spirit of the Port Award and the Living Faith Award from St. Bridget's Parish Church. He was especially tickled when his teammates named him Most Valuable Player at Phillies Fantasy Camp. And it cannot go without saying that Gene also had the distinction of coxing the first Maritime Exchange monomoy team at the inaugural Marine Day celebration in 1996.

When not practicing law or volunteering his time, Gene is passionate about education, art, music, baseball, his Catholic faith, and staying physically fit.



Meet William J. Moran

Partner, Marine Services and Affiliates

With interests in both the sea and the air, Bill Moran is unique among Exchange directors. In addition to his work in the family maritime business, he has been employed in various capacities by the Brandywine Airport in West Chester since 1997 and today is its president.

After graduating from Villanova University in 1972 — which, by the way, is where he met and married his wife of 49 years, Marian — Bill served as an officer in the U.S. Navy and is a veteran of the Vietnam War. Though he remained in the Naval Reserve until 1984, he joined Marine Services in 1974.

His licenses and credentials are abundant. Bill is a licensed Customs Cartman; has his (aircraft) pilot's license with single engine, land, instrument, high performance, and tail wheel endorsements; holds a Coast Guard Master's license (100 tons, inland); and an FCC Radio Operator permit. He was also a licensed private detective for nearly 15 years.

Yet plying the waters and the winds was never sufficient for Bill, who has been equally dedicated to civil service. He also currently serves on the Middletown Township (Delaware County) Planning Commission, the DelCo Economic Development Oversight Board, and as a township poll worker. He also was a member of a township ad hoc committee looking at redevelopment of the Franklin Mint property.

"Giving back to the community has always been important to me," Bill said. "Many opportunities are presented, and I never know to what my service will lead."

Bill has ardently supported professional maritime associations as well. He joined the Exchange board in 2008 and is a long-standing member of the Ports of Philadelphia Maritime Society, where he was its Man of the Year in 2011, the Delaware Valley Regional Planning Commission, the Mariners' Advisory Committee, and the Area Maritime Security Committee.

Amazingly, Bill also finds time for a social life. He is or recently has been a member of the Lake Naomi Club, the Union League of Philadelphia, the Union League and Corinthian Yacht Clubs, the American Legion, The Quiet Birdmen, the Friendly Sons of St. Patrick, the St. Andrew's Society of Philadelphia, and The Philadelphia Club.

Just reading these lists is exhausting.

Beyond sailing and flying, Bill enjoys SCUBA diving, snow skiing, and photography. He and Marian, who live in Media, Pa., have four children and nine grandchildren.



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Meet Robert W. Palaima

President, Delaware River Stevedores (Ret).

After 44 years in the maritime industry and 31 years as president of Delaware River Stevedores, Robert Palaima informed the port community in May 2021 that he would be retiring on June 1. Fortunately for the Maritime Exchange, he will not resign his board seat at any time in the near future.

A native of Chicago, Robert attended Colgate University as a War Memorial Scholar, graduating magna cum laude and Phi Beta Kappa. He pursued postgraduate work at the Fletcher School of Law and Diplomacy at Tufts University, where he was an Edward R. Murrow Fellow.

Robert's first position in this region was with the Lavino Shipping Company, where he started in 1980. He joined DRS in 1988 and was named as its president by 1990. Very soon after he assumed leadership, he successfully led DRS through a dramatic reorganization, transforming it into a major stevedore of bulk, breakbulk, perishable, and containerized cargos.

"Though my academic background had me pointed toward diplomatic service, life has a way of intervening in surprising ways. As it turns out, few professions have as transnational an outlook as stevedoring — the employment of longshoremen to handle cargo from around the world." Robert said. "It [is] intellectually stimulating to get to know a little something about the exigencies involved in the production and transport of so many different commodities, from Chilean fruit and Ivorian cocoa to Brazilian pulp, Indonesian plywood, and steel from the Benelux countries. At the same time, there is something satisfying about the whole down-to-earth waterfront motif."

Robert is well known throughout the port community for his dedication to important causes. Most notably, he is an ardent supporter of the Chilean & American Chamber of Commerce, having served on its board since 1997 and as its chair since 2009. "The promotion of good relations between the Republic of Chile, a strong U.S. ally, and our tristate region is important, but CACC has achieved so much more. When I think back to the poisoned grape scare of 1989, CACC played a pivotal role in allaying unfounded fears and helping to stabilize the trade. It was also there to support major free trade agreements in 2004 and 2015. On a human level, I am also gratified by how CACC reacted to help after major earthquakes in Chile in 2010 and 2015," Robert said.

Equally memorable is his strong and longstanding association with the Seamen's Church Institute of Philadelphia and South Jersey, as a board member and a supporter. He also serves on the Executive Committee of the Ports of the Delaware River Marine Trade Association and is a past board member of the Ports of Philadelphia Maritime Society and the Liberty Mutual Pennsylvania Advisory Board.

Among his greatest accomplishments is the work he has done to attract and retain important cargos for the port, including cocoa beans, steel, plywood, forest products, automobiles, and project cargos. He helped bring a generational change at Tioga Marine Terminal with the advent of a long-term contract for eucalyptus wood pulp from Brazil.

And the community has recognized Robert many times over for his achievements. He was honored as Man of the Year by the Ports of Philadelphia Maritime Society, recognized by the New Jersey Senate and General Assembly for his work in the Port of Camden, received the Friend of Chile Award from the Chilean &American Chamber, the Traffic Club Person of the Year, the Legion of Honor Humanitarian Award from The Chapel of Four Chaplains, and the Award for Excellence from the African and Caribbean Business Council — and this is just a partial list.

As he retires from DRS, the maritime industry will miss Robert's community spirit, his commitment to bettering the regional port, his wisdom, and his counsel. No doubt all remain grateful he is not disappearing altogether.

Robert resides in Horsham, Pa. with his wife, Wendy.

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Meet Jeff Raven

Director, Customer Service, Hamburg Süd North America



Born and raised in Melbourne, Australia, Jeff Raven always knew that he wanted to live and work in the U.S.

He started his career in 1996 with Maersk Line, accepting a position in sales. Five years later, he took his sales expertise and network to Columbus Line — now Hamburg Süd and again part of the Maersk family. From there it was the fast track to the post he now holds.

Jeff spent his first few years at Columbus Line serving southbound accounts from the U.S. His responsibilities allowed to him to travel to the states, where he made contacts with shippers and kept his eyes and ears open for opportunities here. Just two years later, in 2003, Jeff moved to the U.S., landing a position at Hamburg Süd corporate headquarters in Morristown, N.J.

While his primary role initially focused on trade management, including contract negotiations and pricing, he made the leap into software development and spent the next few years designing, among other projects, the corporate-wide booking system.

"This gave me the opportunity I'd been looking for to get into customer service," Jeff said. He joined the Philadelphia office to manage customer relations on the export side, taking on the director's role when former Exchange board member Jeff Parker retired in 2019.

Today, Jeff spends his days monitoring the import and export teams. "Our goal is to make sure our customers get good, focused services that meets their needs every step of the way," he said. He also dedicates a substantial part of his time evaluating opportunities to improve the customer experience and increase service offerings.

As one of only two steamship line representatives on the board, Jeff's guidance and advice have been invaluable. Because of his information technology experience, he frequently assists the Exchange as staff consider changes to information systems and implementing new tech. He has also provided insight into how world events — such as the IMO 2020 mandate and the grounding of the "Ever Given" — can affect Delaware River port activity.

When not thinking about shipping, intermodal connections, and container releases, Jeff takes to the road. He's an avid touring motorcyclist, recently taking a trip to explore the Smokey Mountains, and he loves to travel, especially in Europe. He is also quite the outdoorsman, spending his few leisure hours fishing, golfing, cycling, and running.

Jeff and his wife, Yvette, have two children. They live in Madison, N.J.

Meet Mike R. Reagoso III

Vice President of Mid-Atlantic Operations, McAllister Towing



With Mike Reagoso on the board, the Exchange gets the guidance of not one but two McAllister towing offices. Though he is based in Baltimore, Mike oversees the Philadelphia office as well.

He has been with McAllister for over 15 years and is now responsible for most major activities within the McAllister sphere — profit and loss, sales, marketing, and operations.

Because he was raised in West Chester, Pa., where he lived on a reservoir, and went boating on the Chesapeake as a young lad, Mike said the water was always in his veins. "Though my grandfather graduated from the Pennsylvania Nautical School and was very active in the Port of Philadelphia, the bug to make a career on the water did not strike me until later in life," he said.

In his mid-twenties, Mike found himself in an unsatisfying job and decided to complete his undergraduate studies in the hope of finding a career he could enjoy. Ultimately, he landed at SUNY Maritime College at Fort Schuyler, where he earned a B.S. in Marine Transportation, a Third Mate Unlimited Tonnage license, and Master of Towing Oceans.

After graduating, he sailed tugs on the Delaware River, gaining experience in towing and docking ships. Mike also served as a port captain for Hoegh Autoliners, where he was responsible for loading and discharging Ro-Ro [roll-on/roll-off] ships throughout the U.S. East and Gulf coasts. He also spent some time working at the Rice Unruh Reynolds ship agency.

Over the years, Mike held numerous positions in the maritime community in management, operations, and sales. His employers included ship repair, cargo handling, and logistics companies, both domestically and internationally.

At last, he found the right fit at McAllister Towing. It was like coming home. "Though I do not get up to Philly as much as I used to, I still enjoy seeing all the wonderful folks that make up the great Philadelphia area maritime community," he said

One of Mike's overarching goals has long been to promote the maritime industry, and he uses his association with relevant maritime groups to achieve it. He is currently president of the Baltimore International Seafarers Center and is a past president of the local propeller club and past chair of the Baltimore Port Alliance, where he helped found its Environmental Committee. He also serves on the Area Maritime Security Committee and is a member of the Maryland State Board of Pilots. On the national level, Mike holds a seat on the American Waterways Operators Atlantic Region Board and is its vice chair.

Mike was recognized for his leadership as the International Propeller Club Maritime Person of the Year in 2017, the Propeller Club of Baltimore 2017 Port Person of the Year, and he received the Annapolis Maritime Society Duke Adams Award in 2016.

When not at work, Mike enjoys spending time with his family. His wife, Susan, daughter Gabby (20), daughter Chloe (18), son Hawkin (16) and daughter Harper (14) all like to go to the beach together and go boating as much as possible.

Meet Lisa Reeves

Sr. Partner, Reeves McEwing, LLP



In the 1990s, Lisa Reeves was the Exchange's assistant secretary/counsel, serving with the venerable Jim Young. After more than 20 years away — from the board, that is, not the Exchange — she returned as a director in 2016 and joined the Executive Committee earlier in 2021 as chair of the Regulatory Affairs Committee.

Today, Lisa serves maritime and transportation clients throughout the tristate area and beyond. Her experience includes the full gamut of matters that might confront vessel owners, charterers, P&I [protection and indemnity] insurers, logistics providers, and terminal operators, among others. She is particularly well versed in Coast Guard law and associated regulations, yet she has developed extensive knowledge and expertise in the areas of investigation and litigation, including, as just a few examples, marine casualties, Jones Act, pollution response, dock damage, cargo and freight claims, and commercial disputes.

After graduating — magna cum laude, we might add — from the Washington College of Law, American University in 1985, Lisa joined the prestigious Krusen Evans & Byrne law firm. When Krusen merged with Fox Rothschild in 1995, Lisa went to Fox and chaired its maritime practice. In 2001, she joined her former Krusen colleague and spent the next 10 years managing what was then her new and growing maritime and commercial litigation practice at the Donna Adelsberger & Associates law firm.

In 2011, Lisa was ready to move out on her own, forming Reeves McEwing LLP with partner Brian McEwing. She is extremely proud of her consistent listings as one of the best maritime lawyers in Philadelphia, and the firm has been listed as the best tier-one maritime firm in the Delaware Valley for many years.

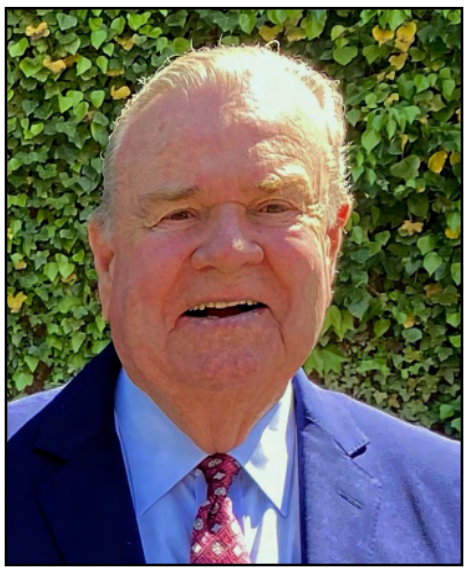
Lisa regularly contributes to industry legal columns, including this newsletter, and is frequently invited to speak on a variety of transportation topics.

Throughout her career, Lisa has assumed many leadership roles, both locally and at the national level. She is a past president of the Ports of Philadelphia Maritime Society, the Women's International Trade Association, and the Philadelphia Ship Preservation Guild. She is also a founding member and recently became president of the Delaware Bay Chapter of the Women's International Shipping & Trading Association. And she is a former director and committee chair of the Maritime Law Association.

"My involvement with industry trade associations, especially the Maritime Exchange, has been the highlight of my career. The networking opportunities continue to be instrumental to the success of my legal practice, but the true value of my involvement are the friendships I've developed through the years," she said.

In her spare time, Lisa enjoys yoga, kayaking, and volunteering with the elderly through her church and neighborhood associations. She and her husband, Ray Bender, live in Philadelphia with their dogs Penny and Baxter.





Meet John Reynolds

Principal, Atlantic Logistics, Inc.

As chairman of the Exchange board, John Reynolds is responsible for leading the team of 33 elected directors, seven ex-officio members, and one emeritus, all of whom are volunteers who give of their time to provide guidance and direction to Exchange staff on matters of policy. John also heads the organization's Executive Committee, which among other responsibilities, approves the annual budget for presentation to the board, nominates individuals to fill vacancies on the board, considers matters raised by directors, and a host of other activities.

"Chairing the Maritime Exchange board, which I have done since 2009, has been one of the most rewarding opportunities of my professional career," he said. "The Maritime Exchange is an absolutely indispensable information and action resource for the regional international trade community and it has been my honor to serve at the helm of its board."

John grew up on the west side of Manhattan not far from the passenger ship piers. His favorite pastime was going down to the docks to look at the great liners, and he was on the pier when the SS "United States," the fastest passenger ship ever built, docked on her maiden voyage in July 1952. His fascination with ships would lead him to New York Maritime Academy at Fort Schuyler, from which he graduated in 1965.

He then headed off to sea, sailing in the U.S. Merchant Marine for six years before coming ashore to work in the marine industry in New York and Brussels, Belgium.

In 1978, John moved to the Delaware Valley with the DuPont Company. He left DuPont in 1981 to start ITM, the first of his many successful ventures in ship management. In 1985, he launched Reynolds Shipping along with Nick Manzi, his now long-time business partner. In 1989, they purchased the prestigious Rice Unruh ship agency merging the two into the Rice Unruh Reynolds Company.

In 2005, Rice Unruh Reynolds was sold to GAC, the global logistics giant from Dubai. John and Nick turned to ship management and marine projects operating as Atlantic Logistics. They presently manage the SS "United States," and they are working to find a public-private partnership to save the ship for posterity.

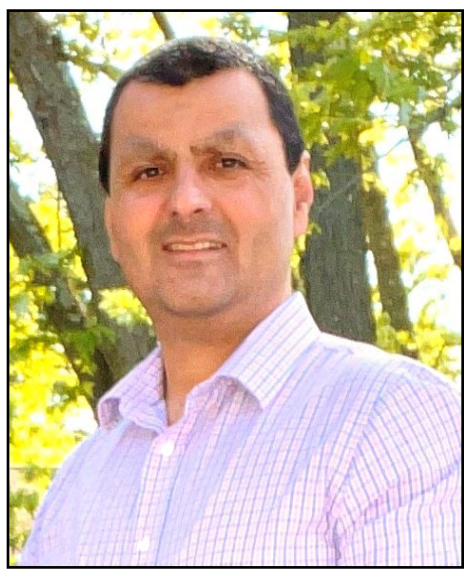
John is a member of the Union League of Philadelphia, where he serves on its Armed Services Council. He is also a member of the Mariners' Advisory Committee and the Ports of Philadelphia Maritime Society. He is a past member of the Seaman's Church Institute board and a past president of the Delaware Valley Chapter of Fort Schuyler's Alumni Association.

John holds a U.S. Coast Guard Second Mate's license and retired as a Commander from the U.S. Naval Reserve in 1993 after serving 29 years.

He and his wife, Lea, live in Oxford, Pa. on their horse farm, and they have one daughter, Collin.

Meet Capt. Kubilay Ulucan

Port Manager, GAC North America – Shipping



It is well known in the maritime industry that the life of a ship agent is never an easy one. But Kubilay Ulucan approaches his responsibilities to his principals with a practiced — and practical — sense of efficiency, service, and style.

One of the younger members of the Exchange board, Kubi was born in Turkey in 1977 and graduated from the Turkish Maritime Academy, where he majored in Merchant Marine Navigation and International Maritime Business, in 1998.

After graduation, he captained ships for various international maritime companies, and he got his first taste of the ship agency business in Turkey as well.

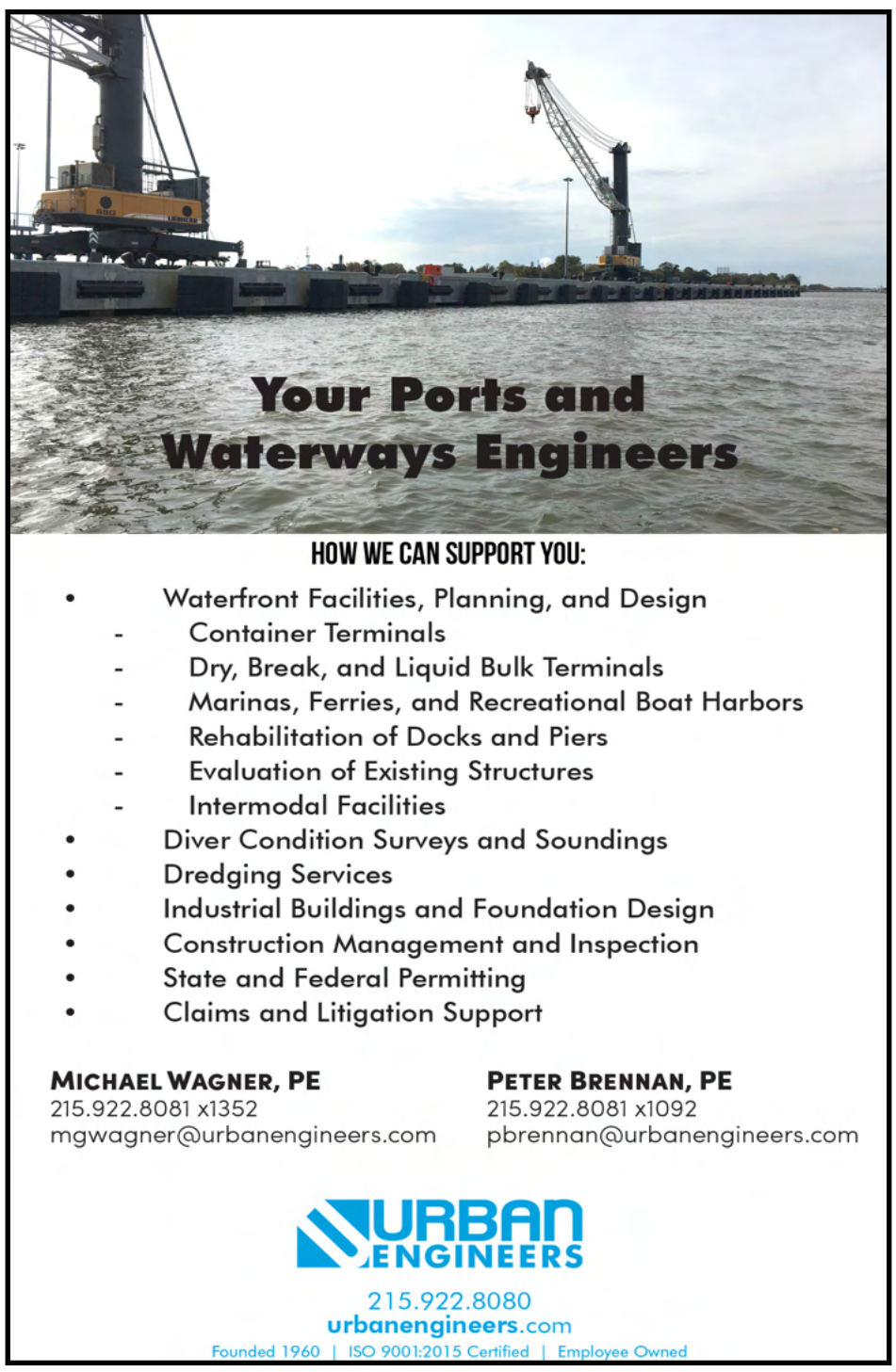
Kubi joined GAC Shipping USA in June 2005. He is responsible for all GAC activities at Northeast ports, including New Jersey, Pennsylvania, Delaware, and Maryland. With a primary focus on the oil, gas, and dry cargo maritime business, his experience allows him to provide direction and advice to Exchange staff whenever needed, especially relating to interactions with Customs & Border Protection.

Kubi received a Shipbroking & Chartered Vessel Operations diploma and is an Association of Ship Brokers & Agents certified agent. He has also served as a U.S. Coast Guard Auxiliary officer since 2009.

With the need to board ships days, nights, weekends, and holidays, being a ship agent demands a non-traditional work schedule. Despite these constraints on his time, Kubi has achieved the much-needed work-life balance that so many are striving to attain. "The best way to reach success at work is a happy family life. Any job in the maritime business is stressful and takes most of our time, so spending good time with family is essential to keeping me going," he said.

Beyond ensuring he makes time for his wife, Capt. Fatos, who was his university sweetheart, and his two children, Kubi also writes monthly for Turkish Maritime Magazine and has acted as its U.S. editor since 2013.

With whatever free time he has left, Kubi enjoys sailing, playing and watching soccer, and going to karate classes with his children, Mehmet and Mete.

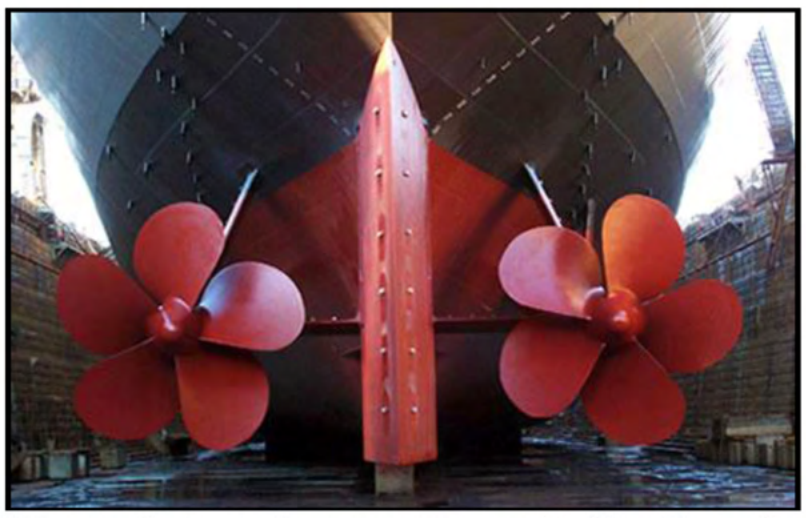




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Editorial

The final legacy of COVID is uncertain — but we learned valuable lessons

Last March, COVID-19 attacked the world with a vengeance, affecting every conceivable aspect of our lives. The tragedy of over 600,000 American lives and more than 4 million people worldwide lost to this dreaded virus, a health-care system in turmoil, unimaginable disruption to our economy, and the harm to America's youth from a disjointed education system are just a few of the most notable ramifications.

Masks were required in both confined and open spaces, people were urged to socially and physically distance themselves from others, and ultimately, vaccines were produced in record time. Though at first needing more than a little encouragement, most everyone soon began to heed the warnings.

Vaccination rates are now approaching 70% nationally, and with this life is getting back to normal for many. Though not yet at 100% of pre-COVID activity levels, we are clearly headed in the right direction. The economy is experiencing a resurgence. People are returning to offices from teleworking, outdoor sports and other events are opening up to fans, and states and municipalities are lifting most if not all restrictions.

While the maritime industry remained fully operational throughout the crisis, it was not spared from the COVID's wrath.

During the pandemic, longshore workers, terminal employees, and federal officials did not board ships to avoid mingling with crewmembers. While a certain level of interaction was necessary to keep ships and cargos moving — pilots, ship agents, and surveyors, for example, had to go aboard — all followed the safety rules as well as humanly possible. The result, port operations ran relatively smoothly.

On the Delaware River, the effect on shipping was far less damaging than at other U.S. ports. At West and Gulf Coast ports, carriers blanked far more sailings, and the ship count percentage decreases were in the double digits. The same can be said of several East Coast Ports, with New York taking the brunt of the hit on Atlantic seaboard. Of course, if you have more, you have more to lose.

Ship calls on the Delaware River plummeted by almost 150 vessels during the first half of 2020, plateauing during the second half of the year and remaining steady through year's end. By March of 2021, vessel arrivals started to increase markedly, and the total was up by almost 65 at the end of June compared to last year at the same time. Not a complete turnaround, but certainly a welcome and healthy trend for our port.

Our positive news comes at the same time as skyrocketing demand for goods, paralyzing shortages of equipment, and such an acute lack of berthing space on the West Coast that dozens of ships must anchor outside of Los Angeles. Ports such as Oakland and Seattle-Tacoma, which are seeing diversions from LA/LB, are now experiencing severe congestion of their own.

For now, we're happy with our lot.

But be warned that the worst may not yet be in the rear-view mirror.

COVID-19 is still with us and likely will be for some time. The Delta variant made up 51.7% of new COVID-19 infections in the U.S. as of early July. Most of these new cases can be attributed to people who are not vaccinated.

While it now appears the existing vaccinations will protect the rest of us from this more transmissible variant, we also know that those who have received vaccinations can still catch and transmit the disease. We are also far too aware that that COVID news changes frequently.

The point is, we cannot become complacent. With various virus mutations, another storm could be on the horizon, and future restrictions may follow.

We learned a great deal about protecting ourselves over the last year and a half. Let's not forget that knowledge. Let's build on, and even improve, those protocols to protect our port and ourselves moving forward.

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for the Delaware River and Bay

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SCI, SCW deserve our thanks and support

It's no secret that we at the Maritime Exchange are huge fans of our local seafarer welfare organizations. Both the Seamen's Church Institute of South Jersey and Seamen's Center of Wilmington are lauded regularly in these pages, and they deserve not only our recognition but our financial and volunteer support.

This has never been more true than it is right now.

In this issue of *The Beacon*, you read an article by Christine Lassiter and Helene Pierson of SCW and SCI respectively that discusses their success in obtaining vaccines for foreign seafarers calling at our local marine terminals. The article touched on some of the logistical challenges they faced, but it fell short of explaining the full extent of what was needed to make it all happen.

Most members understand how changing ship schedules can lead to logistical nightmares, with the need to ensure available berthing, reschedule tugs and pilots, cancel and repurchase airline tickets and transportation for repatriating crew, and the many other activities that require rearranging. Keep this in mind as you consider the tasks that involve coordinating vaccine providers and administrators with ships' crews. That will start to give you some idea of the difficulties SCI and SCW have faced trying to get seafarers vaccinated during their short visits to our port.

The first hurdle was to make sure the crews could get the Johnson & Johnson vaccine, clearly desirable due to its one-dose requirement but initially not always possible. At the outset, some crewmembers received the Moderna or Phizer vaccines, necessitating the coordination of a second shot on a return visit. But these seafarers were so grateful to get vaccinated at all that they absolutely did not, could not, decline the more logistically challenging vaccines.

At first, no mechanism for shipboard injections existed, so it was only possible to transport crew to pharmacies and other locations to get them their shots. Because crew shore leave had been all but eliminated for the last year and a half, neither SCW nor SCI was operating at its full driver complement. So they either scrambled to find drivers, or, just as frequently, other staff, including the executive directors, hopped in their vans to take seafarers for vaccinations.

Yet given that the most mariners were unable to debark their ships due to either corporate directive or expired visas, it soon became apparent they would either have to be vaccinated aboard or do without.

That's when the real challenges began. Navigating through procedures with state officials, finding providers willing to visit ships, coordinating with port security, and trying to choreograph it around the ships' and crews' working schedules were among the most demanding tasks.

We might also note that all of those activities came on top of the everyday responsibilities necessary to keep their lights on, doors open, and vans running. SCI organized and executed its annual golf outing during this time, and SCW transitioned its accounting system to a new bookkeeper and started planning for the Last Bash of Summer.

We cannot say enough about the dedication and commitment to meeting their important mission Christine Lassiter and Helene Pierson and their teams have displayed to meet this critical need. Neither gave adding such a sorely needed and time-consuming operation to their already full plates a second thought. They saw what had to be done and did it.

They always make it look so effortless. Yet much goes on behind the scenes that the rest of us never see. And in this case, there's no doubt this discussion only scratched the surface.

Please join the Exchange in showing your gratitude to these worthy organizations in any way possible. If you can support them financially, no doubt your check will be well received and put to good use. If not, a note of thanks will go a long way toward ensuring they understand how appreciative we all are.

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

What if the "Ever Given" grounding had occurred here?

Legal Ease

By: Jeffrey Moller, Esq.,Partner
Blank Rome LLP

The timing of the "Ever Given's" grounding in the Suez Canal could not have been better, at least as far as my admiralty law students at Drexel University and I were concerned. The incident occurred right after we covered the subject areas of casualties, cargo losses, and the potential liability of pilots. And just in time for me to add this extra-credit question to the final exam: "If the maritime law of the U.S. were applicable to the "Ever Given" incident, who would be liable for what, why or why not?"

As readers will no doubt remember, "Ever Given" became hard aground by both its bow and stern across a single-lane portion of the Suez Canal in March. The pilots, who were employees of the Suez Canal Authority (SCA) lost control of the ship in a severe wind/sand storm, partly because of the enormous sail area created by the multi-tier deckload of containers.

While costly salvors worked to free the ship, one of the most important shipping shortcuts in the world was completely impassable. Hundreds of ships at each end had to either wait or take the long route around the Cape of Good Hope. These ships were loaded with livestock, agricultural products subject to spoiling, and parts inventories for the world's "just in time" manufacturing economy. The SCA claims to have lost millions in passage fees. The ship was at least slightly damaged both bow and stern; owners of its cargo suffered delays and/or damage.

Once freed, "Ever Given" was effectively seized by an Egyptian court order, and the SCA demanded $1 billion in security. The SCA alleged that the shipowners are obliged, by the terms of a tariff or other form of contract, to indemnify and hold the SCA harmless for all damage and claims. The SCA and the ship's P&I Club and owners have recently reached a confidential settlement of some kind, at least as to the amount of the release bond sufficient to allow the "Ever Given" to go on its delayed way. Those owners have filed a petition in London seeking to consolidate all potential claims and limit their liability per international convention. The owners have also declared General Average, which may take years to complete. (General Average is a process by which the shipowners and cargo owners are allocated shares in the costs incurred when a ship and the voyage come to be at risk.)

A situation like this is a law professor's (and maritime lawyer's) dream because it is chock full of thorny and interesting questions:

Is the SCA, the putative employer of the pilot(s), potentially liable itself (under the doctrine of *respondeat superior*) to the ship for its damage? Do the pilots themselves have any personal liability exposure? Do the cargo owners have any claims for delays, consequential losses, or physical damage to their goods given that the grounding seems to have been caused either by an error in navigation or by an instance of extraordinarily bad weather? Do owners of ships that had to wait or divert have any claims given that their vessels did not suffer any physical harm? Is the tariff or contract upon which the SCA relies for indemnity enforceable? Was the ship's master negligent for failing to assume control and allowing the pilot(s) to give inappropriate helm or engine orders? Do the shipowners bear any responsibility for having purchased such a huge and unwieldy vessel or for choosing to send it through the narrow confines of the Suez Canal? Are the owners entitled to limit their liability under any law and, if so, to what amount?

Assume that a similar grounding incident occurred in our Chesapeake and Delaware Canal. How would U.S. law answer these questions?

Briefly, an employer is liable under U.S. law for the negligence of its employees performing in the scope of their employment. But an association of river pilots is not an employer or even a partnership under longstanding Supreme Court precedent, so our local pilots' association cannot be held liable for any alleged negligence of one of its members while piloting a ship. Individual pilots have liability exposure for damage resulting from their failure to exercise reasonable care and professional skill, but the extent of damages that could arise in a serious maritime calamity is as a practical matter uninsurable and out of all proportion to the fees charged for services. Moreover, the ship itself is liable for the negligence of a compulsory pilot, and coverage amount via the ship's enrollment in one of the P&I Clubs is virtually unlimited.

The shipowner could be liable for the acts or errors of the master, but under U.S. law the duty of the master to relieve a pilot is limited to situations in which the pilot is obviously impaired or incompetent.

The rules for liability for harm to cargo are primarily found in the U.S. Carriage of Goods by Sea Act, which applies to all shipments to or from a U.S. port, but could be incorporated into a bill of lading to apply to any shipment. Considering the "Ever Given" situation, shipowners have two important defenses so long as they abide by their duty to provide a seaworthy vessel and take reasonable care of the goods in their charge: the "error in navigation and management of the vessel" rule and the so-called "heavy weather" defense. If cargo damage is caused by a collision or grounding arising from pilot or crewmember negligence in ship handling, the ship's owner is not liable. And if damage to cargo is caused by heavy weather that is not reasonably foreseeable, the shipowner likewise has no liability.

For practical purposes, no claims for "consequential losses" — think lost business due to delays receiving microchips needed to build cars — are allowed. Moreover, the carrier's liability for physical cargo damage under COGSA is most often limited to $500 per package. Shipping containers are rarely, depending upon the terms of the bill of lading, considered to be "packages" *per se*, but a pallet or box of microchips inside might if damaged result in a loss well in excess of $500.

The owners of ships delayed by marine casualties but not physically harmed cannot collect damages under U.S. law, per the well-known "economic loss" rule of the *Robins Dry-dock* case.

The terms of a private contract or tariff are not automatically or blindly enforced. In some instances, a statute passed by a legislature may bar the enforcement of an onerous term in a contract, such as one insulating a carrier from the consequences of its own negligence. Courts may find certain contract provisions unenforceable as "void as against public policy." Indeed a group of cases decided by the U.S. Supreme Court held that indemnity and hold harmless clauses in contracts involving pilotage or towing can be voided under certain circumstances.

As far as limitation of liability is concerned, the U.S. has an infamous statute that says that unless the owner of a



cargo ship had "privity" and/or "knowledge" in the cause of an accident, its liability, if any, can be no more than the post-casualty value of the ship. "Ever Given" was not significantly damaged in the grounding, was built only three years ago, and has a purported value of $170 million. But are the owners truly without privity or knowledge in the occurrence of the incident? Wasn't it they who decided to purchase such a ship and place it in a trade which practically required use of the narrow Suez Canal? Wasn't the enormous overall length, breadth and sail area of the ship a contributing factor to the incident?

If U.S. law applied, those questions would lead to the spillage of much legal and judicial ink.

Questions or comments to the author can be sent to moller@blankrome.com.



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Calendar of Events

07/30 USCG AMSC Managing Board Meeting, 9:30 a.m.
Contact Glena Tredinnick, glena.t.tredinnick@uscg.mil or 215-271-4891

08/11 Maritime Exchange Executive Committee Meeting, 11:00 a.m.

08/12 USCG Birthday Luncheon, 11:30 a.m.
Union League, Philadelphia, PA
Lincoln Award Recipient: ADM Charles W. Ray
Contact Breanna Pleis, 215-587-6445 or pleisb@unionleague.org

08/31 Maritime Exchange Maritime Operations Committee, 10:00 a.m.
Contact Darleen Michalak, dmichalak@maritimedelriv.com

09/08 Maritime Exchange Board of Directors Meeting, 11:00 a.m.

09/09 Mariners' Advisory Committee (MAC) Meeting, 11:00 a.m.
Popi's Restaurant, Philadelphia, PA

09/10 Ports of Philadelphia Maritime Society
Russ Larsen Memorial Golf Outing & Annual Crab Feast

World Trade Association Golf Outing, 7:00 a.m. to 3:00 p.m.
Bensalem Country Club
Contact 609-284-5403 or wtaphiladelphia@gmail.com

09/14 Maritime Exchange Innovations Working Group Meeting, 10:00 a.m.
Contact Christina Lista, clista@maritimedelriv.com

Seamen's Center of Wilmington Last Bash of Summer, 4:30 p.m. to 7:30 p.m.
Docklands Riverfront, Wilmington DE
Contact 302-575-1300 or scw@scwde.org

09/17 USCG AMSC Meeting, Sector Delaware Bay, 9:30 a.m.
Contact Glena Tredinnick, glena.t.tredinnick@uscg.mil or 215-271-4891

09/21 The Traffic Club of Philadelphia Annual Golf Outing, 9:00 a.m. to 5:00 p.m.
Penn Oaks Golf Club, West Chester, PA
Visit http://tcphila.org

Water Resources Association Recognition Dinner, 5:30 p.m.
Fairmount Water Works, Philadelphia, PA

The events listed above are subject to change. For a complete schedule and event details, visit www.maritimedelriv.com.

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