



MARITIME EXCHANGE  
240 Cherry Street  
Philadelphia, PA 19106

# THE BEACON

Spring 2023  
Volume 33, No.2

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## Exchange directors weigh in on industry challenges and opportunities

*Looking ahead over the next twelve months*

*If nothing else, the maritime industry has proven itself extremely adaptable. Despite the myriad downstream effects from the COVID pandemic, the ongoing war in Ukraine, and high inflation, the industry—and this port community—continues to rack up successes. The Exchange and its directors look forward with cautious optimism as vessel and cargo volumes trend upward to pre-pandemic levels and investments in port infrastructure continue to grow. No one has a crystal ball, but here is a snapshot of what Exchange directors believe the maritime industry will face over the next year.*

The opportunities for the Delaware River in the next twelve months will come from our new 45-foot draft channel. Our deeper channel makes the Delaware River even more attractive to new lines seeking to avoid the larger congested ports. The East Coast weathered the past few challenging years rather well, and in particular, the Delaware River did not experience the congestion or bottlenecks of other ports. With a deeper draft and a successful track record in the face of adversity, the Delaware River has a great opportunity for growth over the next twelve months, and beyond.

**John Reynolds**  
Maritime Exchange Chairman  
Atlantic Logistics, Inc.

Capturing the most accurate data in each port to help shape future growth is an enormous opportunity. Thanks to such organizations as the Maritime Exchange and the existence of the automatic identification system, obtaining vessel names, terminal destinations, arrival and departure dates and times, etc., is fairly straightforward. Obtaining with 90-100% accuracy the commodities on board, tonnage for both discharged and loaded cargo, ports of loading, and export destinations remains a real challenge, which in turn presents the greatest opportunity for better service levels, reduced costs, and growth when information sharing is done properly.

**Steve Clark**  
Host Agency, LLC

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## Smooth sailing for Chilean fruit

*New Exchange working group achieves goals*

It was the year that brought the ocean commerce industry to its knees.

Throughout 2021, ports and supply chains throughout the world confronted extreme congestion and delays, a phenomenon that also challenged fruit shipments between Chile and Delaware River ports during the 2021-22 winter fruit season.

That experience meant fruit industry stakeholders here and in Chile approached the just-ended season with the most guarded optimism. As one tool to minimize the possibility of a repeat, the Exchange Chilean Fruit Working Group launched last summer following an August trip to Chile to meet with supply chain partners.

“Effective communication is one of the keys to any successful ship transit,” said Exchange President Lisa Himber, “and our Chilean Fruit Working Group was designed to support just that.”

It appears the working group—and the many players in this trade lane—met their goals.

The season saw 40 ship arrivals carrying 171,500 tons of grapes and also other fruit products from Chile into Delaware River ports.

“After the last few years of overall cargo chain uncertainty, this past Chilean fruit season flowed much better,” said 721 Logistics Vice President John Ercolani. “An organized balance of bulk and container arrivals drove more predictability and quick movement upon U.S. discharge. A big part of that outcome is a result of the close cooperation and continual dialogue among the partners.”

The Chilean Fruit Working Group met regularly starting in late October, increasing to twice monthly during the height of the season and growing participation over time. Issues such as vessel arrival schedules, warehouse and fumigation capacity, inland transportation, and volume expectations dominated the discussions.

According to President Ivan Marambio of ASOEX, the Chilean fruit exporters association, “Season 21-22 was one of the most difficult

*continued on page 15*

*Interview with*

## Robert Poole

**President, Delaware Bay & River Cooperative**



*Bob Poole took the helm at DBRC in October 2022. A nationally known industry expert, Bob started his career in the U.S. Coast Guard before becoming an oil spill response organization provider with several environmental companies in the area. He has worked multiple projects in the region and throughout the U.S., including the “Athos I” and “Anitra” spills locally and responding to the World Trade Center and “Deep-water Horizon” events. Bob recently took time to share his outlook with The Beacon.*

**Q: First, please tell our readers a little bit about DBRC and its mission.**

**A:** DBRC was founded in 1977 to help the oil and gas industry address emerging environmental stewardship responsibilities. Our mission is to protect the Delaware Bay and River’s natural resources by focusing on three key areas: environmental preparedness, environmental response, and education. We work in coordination with the Coast Guard, state environmental agencies, Fish & Wildlife, and NOAA to identify environmentally sensitive areas, develop strategies to protect them, and test the effectiveness of those plans. DBRC also maintains strategically placed assets for spill response and mitigation, such as two large-scale 24/7 manned oil spill response vessels (OSRVs), over 100,000 feet of oil containment boom, and multiple fast response vessels, to name a few.

**Q: The Co-op offers many programs and services. What key initiatives are you focusing on now, and how do you believe they will help the region?**

**A:** When I started in this industry there were a lot of spills, so I was able to gain most of my knowledge with hands-on

*continued on page 16*

## Rep. Martina White provides LNG update to Board



Pennsylvania State Rep. Martina White (R-Phila.) briefed Exchange directors on the status and continuing efforts of the LNG Export Terminal Task Force, which she chairs. A new terminal would generate substantial new business and create thousands of jobs during construction and sustain hundreds once operational. Rep. White’s visit to the Exchange follows April 20 testimony before the task force by Exchange President Lisa Himber and Pilots’ Association for the Bay & River Delaware President Capt. David Cuff. Himber highlighted the positive economic activity that LNG exports would bring to the region; Capt. Cuff discussed pilots’ ability to safely move LNG vessels through the river. Shown here are (l-r) Lisa Himber, Rep. White, and Exchange Chairman John Reynolds.







# Saying goodbye to a colleague and friend



On March 16, the Exchange bid crewmate Darleen Michalak farewell when she retired after 31 years with the organization. Darleen first joined the Exchange in 1992 and was soon tasked to learn and operate TRACS, the cargo manifesting component of the Maritime On-Line® system. She developed an unparalleled expertise in TRACS and Customs manifest processing, played an integral role in the development of enhancements and platform migrations to Maritime On-Line over the years, and forged strong relationships with the port community. Shown here at her retirement luncheon with fellow staff members are (l-r) Michael Fink, Donna Stargell, Grace Lee, Lisa Himber, Darleen, Kianna Price, Paul Myhre, Taylor Kirk, Joe Calabretta, and Laura Miller. The Exchange staff and directors extend their best wishes for a long, healthy, and happy retirement!

# Wait and hurry up

*Private Berth Dredge Committee springs into action after hiatus*

The hard work was done. It was September of 2020, and the idea to conduct a study to gather data about the waterway that would make applying for and receiving waterside construction permits easier had grown wings. “With the entire Delaware River designated as a critical habitat for Atlantic sturgeon, developers and port facility operators must spend considerable funds and time to collect biological, chemical, and physical data to demonstrate whether their project sites do indeed exhibit the characteristics of critical habitat or not,” said Roy Denmark, a former Philadelphia District Corps of Engineers Deputy District Engineer, currently a maritime consultant. “This effort would develop a database of that site-specific information available to regulatory and resource agencies reviewing those projects and to the regulated community, with an end goal to build data over time and reduce the effort to submit and review permit applications.”

## Congrats class of 2026!

In conjunction with the 148th Annual Meeting, members elected the following individuals to serve on the Exchange board for the next three years. Thank you for your service!

- |                  |                        |
|------------------|------------------------|
| Sean Clancy      | John D. Ercolani       |
| Steve Clark      | Nathan Hauser          |
| Joseph F. Cruise | William J. Moran, Sr.  |
| Richard DeDonato | Robert W. Palaima      |
| John J. Deemer   | Michael R. Reagos, III |

The Exchange board voted its officers back in for another year term at the May 10 meeting.

- John T. Reynolds, Chairman  
Uwe Schulz, Vice Chairman  
Robert A. Herb, Treasurer  
A. Robert Degen, Esq., Secretary/Solicitor

Thanks to those members who voted in the annual election. We appreciate your participation and support!

Within just a few months of conceiving the project, the Review Panel Subcommittee of the Exchange Private Berth Dredge Committee, or PBD, drafted a request for proposals to complete the study and build the database, answered questions, reviewed bids, and selected a contractor. Now all that was left was to find a way to pay for it. The original idea was to obtain startup funding from committee members and the user community at large, with ongoing maintenance operations to come from access subscriptions. “That plan came to a screeching halt fairly quickly,” said Exchange President Lisa Himber. “As we worked to line up sponsors through the fall and following spring, we ran smack into a global pandemic that depleted the discretionary spending coffers of the major players.” The Exchange then evaluated foundations, partnerships, federal grants, state grants, and other potential sources of funding. Finally, in late 2022 final word came that an application for Congressionally directed funding was ultimately approved through the budget President Biden signed in December. In the meantime, the PBD had not met since the fall of 2019. With retirements and other job changes, the Exchange worked in January to identify new committee members and bring them up to speed. The group held its first meeting in almost three years in February. “Everything has to be updated—the work schedule, the pricing, and potentially even the scope of work,” said Mott McDonald Senior Project Scientist Jane Rowan, noting that the committee needs to ensure the priorities are still the same. “The good news is that our team is intact. The same partners and people are all in place and ready to move forward,” she said. The team also offered an improved technology option that should facilitate system access and lower costs going forward. At the same time, the Exchange received word that it would need to submit a funding application—with just a month’s notice—to the Commerce Department, where the project will be housed. “With a lot of scrambling, we met the March 31 deadline,” Himber said. “Though we’re again in wait mode until funds become available, hopefully not later than September, committee members continue work to fine tune the project scope.” Exchange members interested in benefiting from the streamlined permitting process and available data are invited to contact exchange@maritimedelriv.com to get involved.



## Welcome New Members

- Braemar**  
99 Stacy Haines Road  
Lumberton, NJ 08048  
609-255-8229  
justin.hubbard@braemar.com
- Davis Marine Service LLC**  
1860 Corkery Lane  
Williamstown, NJ 08094  
timdavis@davismarineservice.com  
856-516-3933
- Dianna Foods LLC**  
19 Locust Avenue  
Haddon Township, NJ 08108  
856-651-9138  
christos@diannafoods.com  
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298 Garfield Street  
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- Laborde Products**  
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info@labordeproducts.com  
www.labordeproducts.com
- Philadelphia Ship Preservation Guild**  
301 South Columbus Boulevard  
Second Floor  
Philadelphia, PA 19106  
215-238-0280  
www.philashipguild.org
- shYp BV, A Public Benefit Corporation**  
1110 Cliffhurst Road  
Baltimore, MD 21210  
610-507-6390  
lg@shypbv.com  
shypbv.com




### By the Numbers

#### Q1 Delaware River Port Arrivals


#### IMPORTS

\$31.8 MILLION  
8.5 MILLION METRIC TONS




#### EXPORTS


\$2.1 MILLION  
298,000 METRIC TONS




#### CONTAINERIZED UP 13.1%




#### CONTAINERIZED UP 21.6%




#### FRUIT UP 8.8%




#### WET GASSES UP 29.6%



#### PETROLEUM UP 4.2%



#### MINERALS UP 55.6%



# Delaware River ship calls: A positive Q1

“As Delaware River terminals closed out the first quarter of 2023, arrival numbers exceeded last year’s, continuing the upward trend,” said Exchange Director of Operations Paul Myhre.

First quarter ship calls were up 7.7%, closing out at 617 arrivals compared to 573 in 2022. This equates to roughly 8.5 million tons of cargo imported, totaling almost \$31.8 million, and about 298,000 tons worth \$2.1 million in exports.

The number of vessels carrying containerized import goods climbed as consumers continued to spend money on goods even in the face of high inflation. Ships carrying containerized cargos rose 14.1% for the first quarter of 2023. Fruit ship arrivals came in at 108, a 17.4% gain compared to the same period in 2022, and petroleum carriers were up 8.7%, with 75 arrivals.

Export cargos continue to rise as well, with gains in all but one of the last five years. Container exports were up 25.5% at 266, and wet gas exports increased 34% to 63 as propane, butane, and ethane continued to move out of the Marcellus and Utica shale regions through the Marcus Hook Terminal. Minerals were another top performer, closing up 66.7% compared to the previous year.

“The first quarter gains the Delaware River port complex are strong,” said Capt. David K. Cuff, President of the Pilots’ Association for the Bay and River Delaware. “The port and region continue to be a strong player in global trade, and we hope the trend continues throughout the year,” he said.

Contact Paul Myhre at [pmyhre@maritimedelriv.com](mailto:pmyhre@maritimedelriv.com) for more Delaware River statistics.



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Channel Draft: 10m (35 ft.)

#### Boston Graving Dock

Displacement: 65,000 tons  
Length: 350.5m (1,150 ft.)  
Breadth: 37.8m (125 ft.)  
Crane Capacity: 65 tons  
Channel Draft: 12.2m (40 ft.)



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# Meet Michael Smith

Operations Specialist



Please join the Exchange in welcoming Michael Smith, who brings his expertise in customer service and IT, to the Operations crew.

“Mike’s experience as a database administrator and website designer has prepared him well for our fast-paced environment and the various applications the Exchange uses,” said Exchange Director of Operations Paul Myhre.

Mike is dedicated to serving Exchange members and system users—ensuring vessel schedules are current and disseminating ship movement information to

Exchange stakeholders. He also supports Maritime On-Line® users navigating the TRACS® cargo manifesting system. A big part of his responsibilities also involves sharing vital transit information between vessels underway and local port partners using the Exchange’s newly upgraded VHF communications network.

Mike grew up watching the ships move in and out of Delaware Bay from his grandparents’ Slaughter Beach, Del. cottage. “I never imagined one day I would be working with them. It’s really quite remarkable,” he said.

As part of the operations team, Mike is located at the Exchange Tower in Lewes, Del. “This is a great career, and you cannot beat the view,” he said. “All my friends are jealous.”

Mike has one daughter and lives in Felton, Del. When not at work, he enjoys spending time with his daughter, walking down to the Felton Fire Hall on Friday nights in the summer to eat ice cream and watch the train go by. He is also working on increasing his vinyl record collection.

Welcome aboard, Mike!

# Fair Winds CAPT Theel



The Exchange Board of Directors extended their gratitude and well wishes for a long and happy retirement to Coast Guard Captain of the Port Jonathan Theel. CAPT Theel assumed command of Sector Delaware Bay in June 2020 and will be succeeded by CAPT Kate Higgins-Bloom in June 2023. Shown here are (l-r) Maritime Exchange President Lisa Himber, CAPT Theel, and Exchange Chairman John Reynolds.




## THE BEACON



The *BEACON* is the Exchange's free newsletter exclusively dedicated to covering port issues and activities in the Delaware River region and beyond. Each issue is distributed to maritime and trade professionals in Pennsylvania, New Jersey and Delaware and throughout the country.

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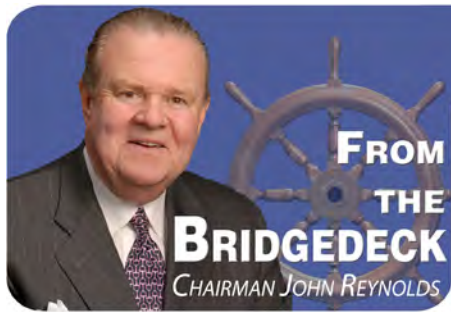
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Following is an extract of the Report of the Board of Directors Chairman John Reynolds delivered at the Exchange's 148th Annual Meeting on March 8, 2023.

The maritime industry continues to evolve in the wake of the pandemic and shifting consumer habits. Delaware River ports weathered the supply chain crunch of 2021 far better than most other U.S. ports. However, new federal legislation and regulations, significant transportation cost swings, workforce shortages, and an overall economic downturn still affected us all. Our community is to be commended for perseverance and agility in successfully overcoming the many challenges we faced in 2022.

That success is most notably marked by the substantial increase in ship calls last year over the previous year. The Delaware River saw 2,389 ship arrivals in 2022, up 89 ships compared to 2021. Import and export cargo ships increased over the year, with some reaching double-digit gains. Petroleum ship calls closed strong with 316 arrivals, a 24% increase. Ships bringing containers grew by 42, fruit by 15, and vehicles by 11. On the export side, ships

# Annual report highlights 2022 achievements

loaded with outbound containers were up by 56, vehicles by 15, and mineral cargo ships increased by 12.

Through it all, the Exchange remained fully engaged in promoting the port and advocating on issues that matter. Following are some of the highlights of 2022 activity.

## Advocacy/Public Policy

**45-foot Channel Completed** – After over three decades, we finally celebrated the channel deepening project completion in December. The Exchange, the Pilots' Association, the Mariners' Advisory Committee, PhilaPort, the Army Corps of Engineers, the Coast Guard, and a host of others comprised the small army who toiled diligently since 1988 to bring the project from the drawing board to reality. The Pilots and the MAC are working to ramp up vessel traffic to the full 45-foot draft safely, but the heavy lifting is done. Many congratulations to everyone for bringing this herculean project to a close.

**FMC Granted Real Power** – In the wake of COVID-related supply chain challenges, Congress gave the Federal Maritime Commission sweeping authorities through the OSRA-22, the Ocean Shipping Reform Act of 2022, signed into law in June of last year.

As dictated by Congress, the FMC promulgated several proposed rules to meet OSRA-22 mandates. The Exchange took advantage of every opportunity to represent members' interests

on these proposals. And in as definitive an illustration of the value of uniting members' voices under the Exchange as could be, the FMC walked back on its notion of forced information sharing. Needless to say, we will continue to monitor FMC actions throughout 2023.

**No End in Sight for Tariffs** – Despite objections from the World Trade Organization, the U.S. Trade Representative will not lift Section 232 tariffs on steel and aluminum first imposed by the Trump administration. The WTO ruled against the U.S. in December, concluding that the tariffs violate WTO rules because they were not imposed "in time of war or other emergency in international relations." The Trump and Biden administrations cited national security concerns in imposing and maintaining the tariffs, over which they stated the WTO has no jurisdiction.

**NOAA Proposed, Exchange Opposed, New Speed Restrictions** – The National Marine Fisheries Service proposed regulatory changes in August to further reduce the likelihood of vessel right whale strikes. The agency seeks to include vessels of 35-65 feet, longer time restrictions, and larger restriction areas. The Exchange and many port stakeholders believe these changes would increase the health and safety risks to mariners and the environment, which NOAA has not adequately addressed.

**Exchange Supported CBP Funding** – Because Delaware River ports are particularly hard hit by Customs & Border Protection staffing shortages, the Exchange spearheaded the creation of a coalition dedicated exclusively to advocating for additional CBP funding. The coalition racked up its first success when Congress provided an additional \$60.1 million for 125 new officers and 500 support staff in the FY23 budget. While grateful for this increased support, the spending level falls far short of filling the national need. The Exchange will continue its work on this critical front.

**USDA Interruption Averted** – With passenger numbers still below historic levels in the first part of 2022, insufficient Agriculture Quarantine Inspection fee revenues jeopardized the department's ability to meet its mission and threatened the timely processing of agricultural cargos through Delaware River ports. The Exchange engaged contacted the relevant House committees to request an additional \$250 million in funding for the AQI program. Based on these and other efforts, Congress approved supplemental funding to continue the agency's essential services.

**Chilean Plum Imports Saved** – In January 2022, the USDA began allowing Chilean plum imports under a systems approach after a very short proposed rule review. The Exchange and its colleagues were integral in convincing the USDA to expedite the review process, which ultimately helped save the import season.

**RFS Still a Big Problem** – The exorbitant cost of the EPA Renewable Fuel Standard program remained on the Exchange radar. The program obligates merchant refiners, including those on the Delaware River, to blend renewable fuels like ethanol into the transportation fuels they produce. With little control over this process, refiners' only option is to purchase expensive compliance credits which have cost them billions in the past decade. The Exchange once again contacted the USEPA to urge the implementation of specific short-term Renewable Fuel Standard program modifications to blending requirements. In the long term, more substantial solutions will be needed.

**Jones Act Waiver Controversies Continue** – As it does periodically, the Jones Act again rose to the forefront of maritime policy debates in 2022. Although its advocates maintain that the law is critical to national defense, the burgeoning offshore wind industry claims that the U.S. lacks sufficient support vessels and crew to meet the growing demands. Further flaming the discussion, President Biden approved two Jones Act waivers last year to aid Puerto Rico's hurricane response efforts.

**U.S. Bans Russian Ships** – The war in Ukraine seems likely to continue for the foreseeable future. President Biden banned Russian ships from docking at U.S. ports in April of last year, affecting Delaware River ports, which saw 63 Russian ships in 2021, and the U.S. maritime transportation system as a whole.

## Around the Port

**Data Gathering Study Gets Green Light** – U.S. Senators Tom Carper (D-Del.) and Chris Coons (D-Del.) helped the Exchange obtain a \$356,000 grant to conduct its Delaware River and Ecosystem Data Gathering study. The project involves collecting and centralizing information about endangered species and critical habitats needed for pier construction and maintenance permitting. The project will facilitate permit application and review processes, thus speeding waterfront infrastructure construction and maintenance.

**Congress Provides Billions for Ports** – In August, President Biden signed the Inflation Reduction Act of 2022 into law. The bill provides \$3 billion over five years to establish a new grant program to install electrified equipment and reduce emissions at ports. Of the \$3 billion, \$750 million will be reserved to make U.S. ports more adaptable to extreme weather events like heat waves and storms.

The Infrastructure Investment and Jobs Act provides \$14 billion for more than 500 port and waterway-related projects nationwide. The Army Corps of Engineers Philadelphia District has \$25 million to support ongoing work

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# 148th annual report

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to create additional dredged material disposal capacity and \$7 million for much-needed Salem River dredging.

**Big Investments in Delaware River Ports** – Local infrastructure investment got a substantial boost in 2022. The USDOT awarded PhilaPort \$20.3 million to build a new 100,000 square-foot warehouse at Tioga Marine Terminal and to upgrade the main terminal gate. Camden received \$25 million through the Maritime Administration’s Port Infrastructure Development Program to improve stormwater management and acquire green infrastructure, among other projects. Camden also received a \$3 million New Jersey DOT grant to rebuild access roads, allowing the port to expand capacity.

**Big Boom for Philly Shipyard** – Philly Shipyard had a tremendous 2022. In April, it received an order for a fifth National Security Multi-Mission Vessel for the Maritime Administration. To add to the shipyard’s success, Matson Navigation selected it to build three Aloha-Class LNG-fueled containerships in a \$1 billion contract.

**Poised for a Green Hydrogen Hub** – The Department of Energy has \$7 billion to establish hydrogen hubs across America through the Regional Clean Hydrogen Hubs program. The Mid-Atlantic Clean Hydrogen Hub team successfully developed a concept paper and was invited to submit a full application in 2023. A clean hydrogen hub on the Delaware River would have an enormous economic impact in the region, and the Exchange stands ready to support this critical initiative.

**Pennsylvania Looks at an LNG Export Terminal** – Pennsylvania created a task force in 2022 to study the potential development of a liquefied natural gas export terminal on the Delaware River. The Exchange contacted various Pennsylvania state legislators to express support for the initiative.

**Wind Port Gets Two Tenants** – In May, Ørsted signed a lease at the New Jersey Wind Port in Lower Alloways Creek Township to build components for Ocean Wind 1. It was followed by Atlantic Shores Offshore Wind, which signed a 35-acre lease in early 2023.

**New Anchorages Established** – The Coast Guard established two new

deepwater anchorages off the coast of Delaware in August to accommodate recent and anticipated growth in vessel size and the volume of vessel traffic entering the Delaware River complex.

**A New Record at the Port of Philadelphia** – In August, the “MSC Francesca” arrived at the Packer Avenue Marine Terminal, making it the largest container ship to arrive in the port’s history. At 11,336 TEUs, the “Francesca” is nearly 1,093 feet long and has a beam of nearly 150 feet.

**PSA Penn Terminals Reaches New Milestone** – PSA Penn Terminals celebrated its handling of one million TEUs at the Eddystone, Pennsylvania terminal since PSA assumed ownership of the facility. Guests were treated to a waterside tour and ceremony commemorating the event.

**SJPC Deploys “Green Machine”** – The South Jersey Port Corporation rolled out its first all-electric terminal tractor, the first of 27 cargo-handling “green machines” funded by a \$6.6 million grant from Gov. Phil Murphy’s \$100 million initiative to grow the green economy.

These are just a few of the issues and activities the Exchange is either involved in or monitoring on behalf of members. Here is a sample of what our team is doing to promote Delaware River commerce.

## Operations and Information Technology

**Significant Updates to Maritime On-Line** – In 2022, the Exchange celebrated the first electronic export manifest transmission to CBP. The Exchange completed the necessary programming to ensure TRACS users can participate in the pilot and be ready when CBP mandates electronic filing.

The Exchange completed the first of two development phases to meet CBP’s requirements to implement House Bill Release and better facilitate communication with NVOCCs and container examination stations. The Exchange will complete the remaining work before CBP’s rollout in 2023. The staff also implemented several other TRACS changes based on federal requirements and user requests, including the ability to cancel permit-to-transfer transmissions.

To better support users, the Exchange launched a new software plat-

form for its automatic identification system and is now working on modernizing the internal AIS processing. Watch for continued improvements in 2023.

**New Digital Radio Infrastructure** – In September, the Exchange and the Pilots’ Association completed a project to upgrade the jointly operated VHF radio system to a digital platform. Funded partially by a Pennsylvania grant, the enhanced VHF network is helping the Exchange better serve members and Delaware River port customers.

## Member Programs and Services

**Connecting With Leaders** – As always, the Exchange provided opportunities for members to meet with policymakers to discuss regional and national topics. In January, we coordinated a town hall event with Delaware Lt. Gov. Bethany Hall-Long and state Sen. Nicole Poore to consider key port challenges and identify opportunities for the state to assist. In October, CBP Executive Assistant Commissioner for Field Operations Pete Flores briefed members on his priorities and challenges, addressed members’ concerns, and answered their questions. We will continue this valuable program in 2023.

**Supporting the Chilean Fruit Trade** – Following a trip with stakeholders to Chile in August and discussions with exporters and ocean carriers, the Exchange launched the new Chilean Fruit Working Group to consider opportunities to improve processing and com-

munication. The group identified numerous data points that U.S. and Chilean partners could share to streamline communication and throughput and expects to continue efforts throughout the winter fruit season.

**Continuing Programs** – The Exchange offered members a host of events in 2022. Among these were HazMat Transportation Training, Delaware River 101, a job fair, and the increasing roster of committees. In addition to the new Chilean Fruit Working Group, the Maritime Operations, Innovations, Treatment Fees, 45-foot channel stakeholders, and Cold Storage Facility Task Force met regularly to bring members and public officials together.

## In Closing

The Delaware River maritime community ended 2022 on a positive note and enters 2023 with an air of cautious optimism. High inflation and consumer confidence have and will continue to affect the shipping industry, but the Delaware River is ready to meet the logistical and political challenges as they arise. Our community is well positioned to benefit from many opportunities in the region, including emerging green energy initiatives and capitalizing on significant federal investments in transportation infrastructure. The Exchange stands ready to help members achieve these and many other goals throughout the year.

*[Handwritten signature]*



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# March brings changes to board member complement

*Serving on the Exchange board is a labor of love for many of our directors. They are committed to the mission, volunteering their time to help promote the tristate port business community and foster an environment favorable to growth and progress.*

*No matter how dedicated they may be, the time will come for members to step down. Sometimes this results from retirement after decades of service, and sometimes job or life demands require a change. Whatever the reason, we are always grateful for the time they devote to the Exchange and its members.*

*In this issue of The Beacon, we extend our most sincere thanks to Brian Bost, John Donohue, Barbara Hunter, Rick Iuliucci, and Jeff Raven for their service on the board.*

*We also introduce you to our newest directors. Welcome aboard to Lynn Cointot, Domenic Colella, Rick DeDonato, and Nathan Hauser!*

## Meet Domenic Colella

**Ship Agent**  
**Moran Shipping Agencies, Inc.**



With his long history at Delaware River ports and diverse background, Domenic Colella is a true industry veteran. The Exchange is excited that Domenic is bringing his knowledge and expertise to the board of directors.

“Growing up in South Philadelphia as the son of parents who emigrated from Italy was tough for me,” Domenic said. His parents, though hard working, were unable to send him to college. So like many others in the maritime community, he worked his way up the ladder through increasingly responsible positions.

After graduating from St. John Neuman High School in 1982, Domenic’s cousin Maria Iovino, who worked at the venerable Wolf D. Barth Co., suggested he apply for a job there. Starting as a mail clerk and messenger, he then moved to Hapag Lloyd Agency as a documentation trainee. After about a year, he took a position at Barber Steamship Lines as a boarding agent, his first foray into the world he inhabits today.

Domenic went on to work in the same position at Wightman Shipping and, in 1987, was hired by Holt Cargo Systems as a representative specializing in vessel boarding and clearances, intermodal movements, and railcar loading/unloading. He remained at Holt until 1992, when he was hired by Inchcape Shipping Services. Once again, he found himself in the position of a boarding agent, until he became Operations Manager at Kerr Norton in 1996.

After 15 years learning the business from the bottom up came the fateful day that would define his career for the next two decades.

One day, Jesse Chambliss paid Domenic a visit. Jesse was an old friend who had previously worked at Lavino Shipping but was then with General Steamship Agency. “He wanted me to join his team of well-seasoned industry professionals,” Domenic said, “and I accepted right away. It was a great crew.” Domenic found working as a vessel manager for General Steamship for more than 22 years extremely rewarding.

Yet all good things must come to an end. Sadly, in December of 2020, General Steamship closed its Philadelphia offices. Wanting to remain in the industry, Domenic took an agent’s position with Moran Shipping Agencies the following month and remains there today.

The best part of his career has been the people. “Throughout the years of working in the vessel agency/steamship line industry, I have cultivated long-standing relationships with customers and vendors alike.” His dedication to his job and willingness to go above and beyond, with the ability to meet tight deadlines and manage his time effectively, clearly set him apart. Because he is organized and meticulous, plus his clever wit, he has become a favorite among agents.

Domenic’s Italian heritage is very important to him. He speaks fluent Italian and enjoys gathering with family and friends for Sunday dinners. In his spare time, he enjoys winemaking and cooking.

He lives in Williamstown, N.J. with his wife, Lisa. Their son, Anthony, is a college student.

## Meet Lynn Cointot

**CEO/Principal**  
**Philadelphia Barge Company, LLC**



Lynn Cointot is no stranger to many Exchange members. She is one of the most hardworking people in the industry, a fixture at all local and regional port events and numerous committee meetings.

For over 25 years, Lynn has worked in the environmental and marine sectors. Her position at Philadelphia Barge—where she is responsible not only for fiscal and corporate management but also its health, safety, and environmental policies and programs—brings the two together.

“As the saying goes, if owning your own business were easy, everyone would do it. With that said, it is never boring, always challenging—good or bad, you are responsible. We couldn’t do it without the support of our friends and colleagues in the marine industry,” Lynn said.

Though she operates in a regulated industry today, Lynn started her career as one of the regulators, working for the Delaware Department of Natural Resources and Environmental Control in the Air Quality and Superfund Sections for 10 years. She then embarked on her own as an environmental and asbestos abatement contractor. She also served as a marine operations coordinator/project manager, providing marine- and land-based emergency response, industrial maintenance, and remedial construction services. Over the years, Lynn has contracted with several of the larger environmental and marine consulting companies in the port to offer her expertise on a variety of large-scale projects in the public and private sectors.

Beyond the demands of owning and operating a business, Lynn is the Marine Transportation Commissioner for the State of Delaware’s Emergency Response Commission and chairs its LEPC [local emergency planning committee] Oversight Committee. She is also the LEPC Liaison on the Executive Steering Committee of the Coast Guard Area Committee and a member of the Area Maritime Security Committee and the Mariners’ Advisory Committee for the Bay and River Delaware. And Exchange members who do not interact with Lynn through her work or any one of her many volunteer positions may recognize her name from recent months as she jumped in to help the Exchange with committees and events during a personnel transition.

Lynn is also vice president of the Ports of Philadelphia Maritime Society. While the rest of the community is enjoying food, drink, and camaraderie at the Society’s Annual Crab Feast, a common sight is the back of Lynn’s head as she races around to attend to the last-minute details and problems that inevitably arise when coordinating an event of that magnitude.

Lynn received her A.S. in Architecture from Delaware Technical and Community College, B.S in Environmental Engineering, and her Master of Environmental Administration and Policy from the University of Delaware. She is a Certified Hazardous Materials Manager and Shipyard Competent Person.

Lynn and her husband and business partner, Scott—also well known in the maritime community—live in Delaware County with their dog and two cats, all rescues. To the extent they have any spare time, they enjoy entertaining friends and family and working at their home.

With spending so much of her energy on technical matters, Lynn especially appreciates time to focus on her creative activities. “Using the left side of my brain is cathartic,” she said. “Making clothing accessories and lucky spiders not only helps me clear my mind, but I have a blast giving them as gifts and meeting all kinds of people at arts fairs.”



## Meet Rick DeDonato

**Sr. Manager, Sales Effectiveness  
Ecolab Specialty Pest Services, Pest  
Elimination**



It is a distinct pleasure to introduce the community to Rick DeDonato. Though a long-time friend of the Maritime Exchange, he is not particularly well known outside his immediate circle.

Rick is one of those quiet but mighty people—a real powerhouse within the Ecolab team, branching well beyond his traditional marketing support role into developing and leading training programs and managing different sectors. He is a writer extraordinaire, superlative graphic artist, and a creative team builder. And that is just the start of it.

Rick’s can-do attitude gets him involved in many areas outside his creative/marketing job

description. Some examples include managing the registration of 15 Ecolab BMSB [brown marmorated stink bug] treatment facilities nationwide with the Australian Department of Agriculture, developing a system for the Specialty Pest Services division to keep fumigation monitors working and annually calibrated, organizing Ecolab Associates and participating in community giving events such as Wreaths Across America, just to name a few.

Rick’s career started in New York City as an art director. He took a job in Philadelphia as creative director of an ad agency, then started his own agency in Wilmington, Del. in 1990. Rick started doing marketing for Royal Fumigation in 1998 and joined the company full time in 2009. Ecolab acquired Royal in 2017.

“I loved the freedom of owning and running a marketing firm. It allowed me the opportunity to integrate myself into this community and meet many of the most influential people in the business world,” Rick said. “One of them was Roy Richardson, who owned Royal. Roy brought me to the Port of Wilmington and opened up the wonderful maritime world for me. When he offered me the full-time job to be his marketing department in 2009, I took a leap of faith and joined. It’s a decision that has been great for me in what I have learned and the people I have met.”

Rick has written, art directed, and produced advertising for print, radio, and TV, winning several major advertising awards for his creative work, including two East Coast ADDY awards. He has also authored the highly successful “Pipsie Nature Detective” series of children’s books.

Born and raised in Totowa, N.J., Rick credits his parents for instilling a passion for art and creativity. “My mom could look at anything and draw it,” he said, “and my dad owned an advertising agency in New York City.” Clearly, Rick benefited from a talented gene pool, incorporating the gifts of both parents as he built his successful career.

Rick earned his B.A. in Advertising and Marketing from Penn State and attended the School of Visual Arts in New York City.

Rick has two children, Alexis and Matt. He and his partner of 25 years, Nancy McAleer, enjoy a “ridiculously busy” life with their two dogs and their turtle. They also are very fortunate to be surrounded by an incredible group of interesting and fun-loving friends.

## Meet Nathan Hauser

**Regional Vice President  
Moran Towing Corporation**



Capt. Nathan Hauser has been a key source of information and assistance to the Exchange staff since he first joined Moran in 2002. So bringing him aboard as part of the organizational leadership is a natural step.

Nathan led Moran’s Philadelphia office as vice president and general manager for over 10 years before his recent promotion to regional vice president, where he oversees offices from Baltimore to Portsmouth, N.H.

There is no such thing as a “typical day” in the maritime industry, and Nathan’s portfolio of responsibilities more than exemplifies that well-known fact. At any given time, he could be overseeing personnel and training,

engaged in financial planning and performance, developing and executing strategic business initiatives, or completing any number of other functions necessary to keep Moran’s employees and equipment safe, efficient, and performing at the expected high standard of the Moran brand.

“Every day presents new challenges and opportunities in my job. I truly enjoy engaging and building relationships with others in the industry to solve problems—working with customers, vendors, and various port stakeholders to achieve our mutual goals.”

Like many Exchange directors—and members—Nathan is a licensed mariner. He spent the first years of his career in the merchant marine, sailing on U.S.-flagged oil tankers for Mormac Marine Transport, Marine Transport Lines, and Crowley Maritime. He continues to maintain current Coast Guard licensing in both the deck and engineering departments, including unlimited and ocean endorsements.

An effective and engaging leader, Nathan is the president of the Ports of Philadelphia Maritime Society, shepherding the organization during the COVID restrictions and return to full operation. His dedication to service and unwavering championship of the organization has been an inspiration to fellow Society board members and the membership at large.

Nathan is vice chair for the Atlantic Region of the American Waterway Operators and also vice chair of American Sail Training Association. He is a member of the Maritime Academy Charter School board and a member of the Mariners’ Advisory Committee for the Bay and River Delaware.

Service to country is also a part of Nathan’s makeup. He served for 14 years as a Reserve Naval Officer.

Nathan graduated from the U.S. Merchant Marine Academy at Kings Point, having successfully completed the Dual License Program that included a B.S. in Marine Engineering and Nautical Science.

Yet he is about the skies as much as he is the waters. An avid aviator for nearly 25 years, he enjoys operating and maintaining his own aircraft.

Late in the evening, he is most likely found in his workshop restoring classic aircraft. “I have always enjoyed a technical challenge that involves research, planning, and execution—and restoring airplanes provides those challenges with a great sense of satisfaction,” Nathan said. He is currently restoring a 1948 Piper Vagabond with his father, whom he always has considered a great mentor.

Sailing is yet another of Nathan’s many interests, and he enjoys spending time with his family sailing on the Chesapeake and Delaware Bays.

A dedicated family man, Nathan has been married to wife Amber for 20 years, and they have two children. Together they enjoy travel, adventure, and nature—by all modes of transportation.



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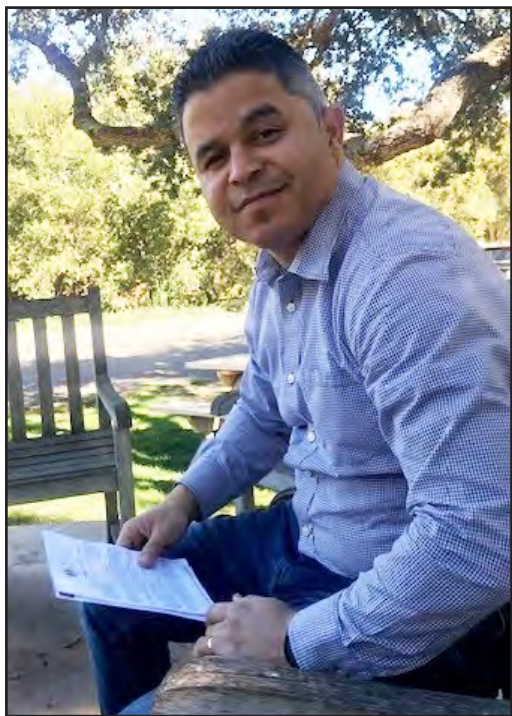
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# Delaware River Unsung Heroes

## Meet Noel Rodriguez

Head of Produce Customer Service, Food Safety  
Program Manager  
PSA Penn Terminals



The port community is full of passionate, committed people who are hardly in it for glory. That makes celebrating its’ unsung heroes all the more fulfilling for the Exchange.

Noel Rodriguez is a glowing example of the dedication, hard work, and diligence the port community provides to its customers every day.

His story begins in the Dominican Republic, where he attained an electro-mechanical engineering bachelor’s degree from Universidad Autonoma De Santo Domingo. After graduation, Noel received a graduate-level project management certificate from Penn State University.

His first opportunity in the U.S. was with Banacol Marketing Corporation as a warehouse management system operator. Over time, he became the manager of the warehouse. “Banacol was where I learned the fundamentals of the business, which prepared me for my journey forward,” he said.

With this basic knowledge, Noel took his talents to Gerace Warehouse, handling the paper rolls going to Central America for Chiquita, Kings Paper, Cellmark, and many others. He found a place to nurture his skillset at PSA Penn Terminals in 2015 and has been a valued employee since.

As the head of produce customer service and food safety program manager, Noel is a central point for produce and food-related products that pass through PSA Penn Terminals. His contribution extends beyond the coordination of product clearances. It includes organizing daily warehouse activities, such as inspections, truck loading, container stripping, and vessel manifest uploads to the facility’s port-wide terminal operating system.

Add planning the discharge of agricultural products from vessels according to warehouse-bound customer needs, it is easy to understand why PSA Penn Terminals President & CEO, John Brennan describes Noel as an “important and integral asset to operations.”

Noel is most gratified by maintaining customer relationships and exceeding customer expectations; he is passionate about using his experience and dedication to assist customers. His loyalty to customer satisfaction is evident as he describes being unable to satisfy customers in situations out of his control, such as unexpected government checks on a product that result in necessary, inevitable delays as the job’s biggest challenge.

He is a devoted Jehovah’s Witness, crediting some of the habits and values he’s gained from these teachings as a great contributor to his career success. When not working, Noel most enjoys spending time with his wife of over 20 years, Julissa, and three sons, walking on trails, watching baseball, and playing dominoes.

The most beautiful thing to come into his life now is his six-week-old granddaughter, Liliana, who he calls “a blessing for all of the family.”

## Michelle Nolfi

Chapel Director  
The Chapel of Four Chaplains/The Four Chaplains  
Memorial Foundation



One thing the Exchange is learning as it gets to know so many of our port community’s unsung heroes is that they never think about recognition as they work diligently every day. But they are so very appreciative when it comes.

Michelle Nolfi sets a very high bar even within this group of talented, energized individuals.

She began her career before she graduated from South Philadelphia High School in 1987. She took a job as a high school clerk typist and underwriting assistant for Life and Health Insurance Company and worked there full time after graduation. Fifteen years later, she became a legal assistant. At the same time, Michelle was an independent sales rep for Avon Products and held an administrative assistant contract position before becoming a sales associate at a bakery.

It was after gaining this diverse array of experiences that she joined The Chapel of Four Chaplains. Starting in February of 2013 as a contract administrative assistant to the Legion of Honor Program, in 2016 she became a full-time administrative coordinator and was promoted to Chapel Director in 2018.

Much of what Michelle does involves daily organization operation, such as banking and vendor management. Yet her days are far from routine. “Due to our limited staff, my duties [also include] design, marketing, mailing appeal letters, and scheduling events—weddings, memorials, funerals, meetings, school group tours—even just being able to show up and sit in a pew for a moment or an hour,” she said.

“Michelle is beloved by all our supporters and our community volunteers with the Lions Club and South Philly Business Association,” said Executive Director Bill Kaemmer. “She is our biggest promoter of our Four Programs: Chaplain Training, Youth Essay & Scholarship, Legion of Honor Awards, and Veteran Outreach.”

Making a difference is important to Michelle. “The most rewarding aspect of my day is being able to help our veterans and their families receive the services that they either need or are entitled to,” she said. “Overall, I have always had a passion for helping others in any way that I can.”

Michelle sees her biggest challenge as maintaining the vibrancy and legacy of the Chapel. “I realized many years ago that when you work for a nonprofit that you love, respect, and want to see thrive, it is a 24/7 selfless position. So I find myself constantly thinking of ways for people to meet to continue the legacy and keep the Chapel going.”

Michelle adds to her already busy schedule through her membership in numerous civic organizations. To the extent she has free time, she wants to spend it with her family, listen to music, attend Flyers and 76ers games, or relax with her favorite movies.

Michelle has been happily married to her husband Stephen for 31 years, and they have a daughter, Alyssa.

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# What is the Chapel of Four Chaplains?

The Beacon wants to help Michelle Nolfi meet her challenge

“Ensuring that everyone knows we still exist and that we are close by, at the Navy Yard, and open. In addition to telling the story of the Four Chaplains and their sacrifices, we work tirelessly on membership campaigns every year, keeping our constituents abreast of what is happening and [letting them know] that without our members and donors, we could not do what we do for our veterans and other programs.”

—Michelle Nolfi

The Chapel of Four Chaplains honors the courageous acts of four Army chaplains—Lt. George L. Fox, Methodist; Lt. Alexander D. Goode, Jewish; Lt. John P. Washington, Roman Catholic; and Lt. Clark V. Poling, Dutch Reformed—who brought hope in despair and light in darkness.

It was in the pre-dawn hours of February 3, 1943 when German U-boat torpedoes found their target in the USAT “Dorchester” and its cargo of 902 souls. The ship rapidly took on water and would sink within 20 minutes.

The captain gave the order to abandon ship.

As panicking men attempted to reach lifeboats, the four chaplains tried to calm the soldiers roaming topside, distribute life jackets, tend the wounded, and guide the disoriented to safety. When it became clear there were not enough life jackets for everyone, the chaplains removed theirs and gave them to others.

“As the ship went down, survivors in nearby rafts could see the four chaplains—arms linked and braced against

the slanting deck. Their voices could also be heard offering prayers,” according to the Chapel of Four Chaplains website.

The Four Chaplains Memorial Foundation’s mission is to tell the story of the four chaplains to promote inter-faith cooperation and selfless service in individuals and organizations. Its motto is “Unity without Uniformity.”

To learn more, become a member, or donate, visit <https://fourchaplains.org/>.

## What will the future of the port bring?

continued from page 1

We certainly face geopolitical challenges stemming from the invasion of Ukraine, which has an impact on the global trade that originates from that region—food, fertilizer, energy, steel, and other cargos. Another area of growing uncertainty to watch is in the Taiwan Straits. Central and South America near shoring is a major opportunity for us, a region that the Delaware River already serves exceptionally well. We have a leg up on this that regional competition lacks.

The east coast has been a significant beneficiary of the COVID-era congestion issues on the West Coast. Avoiding these log-jammed areas has facilitated a shift of cargo to the East Coast. As the COVID-era congestion wanes, the feared labor unrest on the West Coast appears to be on the rise, cementing that cargo shift. As a region, we need to ensure high service levels to the end customers to ensure these cargos stay.

John Brennan  
PSA Penn Terminals

The opportunity for companies operating marine diesel-powered vessels to repower with dependable, fuel efficient, and environmentally friendly marine diesel engines has never been greater than now. Generally, the payback on investment is less than two years based on just the fuel savings alone, not taking into account reduced down time and incessant repairs attributed to the operation of older, worn out engines. The already existing opportunities will continue to grow over the next twelve months and beyond to retrofit our aging fleet to meet the growing demand for cleaner power.

John Gazzola  
Laborde Products

Although we’ve successfully deepened the Delaware River Main Channel to 45 feet, there is still much work to do. As both a challenge and an opportunity, facilities on the Delaware River will need

to improve infrastructure to take advantage of the new depth and deeper draft ships.

The Delaware River is a uniquely diverse port. From fruit, bulk cargos, petroleum, cocoa, gas, minerals, steel, containers, vehicles, and hopefully LNG and hydrogen on the horizon, the region is well poised to expand into other import and export markets. The wind energy industry will bring new business and jobs to the river for decades to come. We need to be ready, willing, and able for this new generation of opportunities lest they pass us by.

Robert Herb  
Terminal Shipping Co.—A Division of  
John S. Connor, Inc.

Since COVID, a primary challenge for the maritime industry continues to be recruiting and retention of quality personnel for career positions. The industry will need to adapt to attract the next generation of skilled workers and mariners.

Michael Reagoso, III  
McAllister Towing of Baltimore, Inc.

The biggest challenge we face is achieving continued port-related investment—both public and private. The biggest opportunity is the growth we can achieve with those investments. The market opportunities are there for us to build on our record-breaking growth trajectory if we receive the resources.

Jeffrey Theobald  
PhilaPort

We have a great opportunity to see increased vessel traffic on the Delaware River resulting from the regional wind projects and what we hope will be the construction of an LNG terminal. Both have the potential to bring good-paying jobs to the region.

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## “State of the Coast Guard” focuses on workforce, new tech

With the Coast Guard facing unprecedented challenges, Commandant Admiral Linda L. Fagan delivered her much-anticipated first State of the Coast Guard address on March 7, 2023.

Out of the gate, she thanked Congress and the American public for investments in operational assets and resilient shore infrastructure and was especially appreciative of investments in housing, healthcare, and childcare for the Coast Guard workforce and their families.



“We must adapt to remain an employer of choice,” said Fagan. “I am proud to announce a Talent Management Transformation Task Force, a new team that will build the agile and integrated human resources structure we need to manage our workforce more creatively.”

Reflecting continued investment in the future of the Coast Guard, Admiral Fagan announced a new marketing campaign and recruiting logo to help build awareness of the Coast Guard brand and recruit critical talent for the service. “As an operational component within the Department of Homeland Security, the Coast Guard is committed to the Secretary’s priorities, including maritime border security, crisis response leadership, and cybersecurity protection of critical infrastructure,” Fagan said.

New technologies, including offshore wind turbines and increased

commercial space operations, along with threats to cyberspace, increase the demand for Coast Guard operations throughout the maritime transportation system.

The Coast Guard’s third Cyber Protection Team, which will include members of the new Cyber Mission Specialist enlisted rating, will help combat these threats. This enhanced cyber capability will work proactively with government and industry partners to protect America’s ports from cyber threats.

“Everywhere the United States has maritime interests, we protect, we defend, we save,” said Fagan. “I am excited to lead the Coast Guard into the future.”

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## Bob Callegari retires

Robert Callegari has long been a fixture in the Delaware River port community. He was the first Chief of Planning Division in Philadelphia, transforming an organization of 22 people with a \$2.8 million workload and four ongoing studies into a \$15 million, 50-person office managing over 90 project studies.

During his 15 years with the Army Corps of Engineers Philadelphia District—he started with the Corps in New York in 1969—

Callegari was responsible for deep-draft navigation, storm damage prevention, and environmental restoration. But he is best known for his work on the Delaware River Main Channel Deepening project.

“Leading the Delaware River 45-foot project from its concept through its construction has been a most challenging and rewarding effort,” Callegari said. “As I retire, I know that the people I have come to know and worked with will continue to pursue improvements to insure the success of the ports of the Delaware River into the future.”

After retiring from the Corps in 2002, Bob assumed a position at Gahagan & Bryant Associates as a senior advisor for agency coordination/economics. There, he continued his work on the channel deepening as project manager, supporting local sponsor PhilaPort, as well as providing management and oversight for numerous other projects throughout the mid-Atlantic.

Pilots’ Association for the Bay & River Delaware President David Cuff said, “I can’t thank Bob enough for all his leadership and expertise over the years on getting this 45-foot channel to fruition. Bob has been a friend and port partner for many years! We wish him well in his future endeavors!”

“For over 30 years, Bob was an amazing resource for former Exchange President Dennis Rochford, and they became very close friends,” said President Lisa Himber. “More recently he’s provided me with invaluable insights. Though we are happy for Bob and wish him all the best in his well-earned retirement, we are very sorry to see him go.”



# PhilaPort Welcomes ZIM Colibri Xpress

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Unloading the “EM Spetses” at the Packer Avenue Marine Terminal.

The Port of Philadelphia continues to grow its portfolio of services. In April, PhilaPort welcomed the maiden call of a new ocean liner service to its Packer Avenue Marine Terminal. PhilaPort, along with terminal operator Holt Logistics, welcomed M/V “EM Spetses” as part of ZIM Integrated Shipping Services’s ZIM Colibri Xpress (ZCX) service. ZCX provides a weekly connection between the U.S. East Coast and the West Coast of South America, with a focus on refrigerated cargo and competitive transit times to ports throughout the region. ZCX will operate on the following rotation: San Antonio (Chile), Callao (Peru), Guayaquil (Ecuador), Cartagena (Colombia), Kingston (Jamaica)–Philadelphia–Miami, Kingston, Buenaventura (Colombia), Guayaquil, Callao, San Antonio.

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## Maritime Society seeks member engagement

“The success of any organization, especially one that is volunteer based, depends on the commitment of its members,” said Ports of Philadelphia Maritime Society President Nathan Hauser. “While the board works to keep the ship on course, members should not assume their ideas are unwelcome.” Just the opposite, in fact. Hauser said the Society encourages member participation. “Do you have a good idea for an event or activity that supports our mission? Please let us know. Are we doing something really well that we should continue? Or have we missed the mark somewhere and could do a better job? Let us know that too,” he said.

Since returning to a full schedule following the pandemic, the Maritime Society board is focused on ways to modify its programming to meet member needs and keep the organization relevant. Now, the Society is also looking to take advantage of the wealth of talent, wisdom, experience, and initiative available in the port community. “We are seeking fresh ideas that can come from those with a different perspective, and we’re hoping a new cohort of emerging leaders wants to get involved,” Hauser said. “We want to hear from you!” To get onboard, contact Nathan Hauser at [nathanh@morantug.com](mailto:nathanh@morantug.com).



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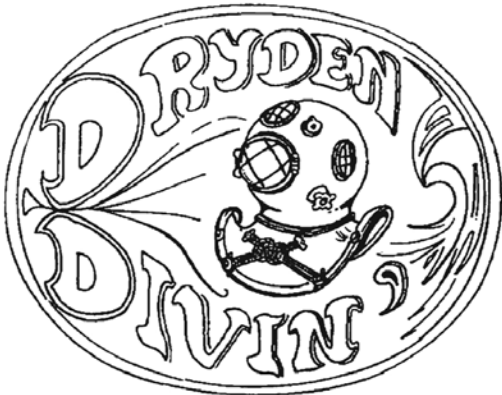
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# SJPC receives \$750,000 for infrastructure improvements

The South Jersey Port Corp. will receive \$750,000 in new funding secured in the FY23 omnibus package by U.S. Congressman Donald Norcross (D-N.J.). The money will be used to stabilize Berth 1 at the Balzano Marine Terminal to allow the port to meet increasing business activity.

“The ‘liquid highway’ that is the Delaware River is an economic lifeline for South Jersey and the surrounding region,” said Rep. Norcross. “By investing in our critical infrastructure, we are increasing the capacity of our ports and local businesses to access markets not just here in South Jersey, but across the country . . . I’m proud to have fought for this funding in Congress and look forward to seeing the positive economic impact this project has on our region.”


The funding is one of 15 local projects Congressman Norcross helped fund through this year’s omnibus bill. In total, he brought back over \$10 million in community project funding for New Jersey’s 1st Congressional District.

“We want to thank Congressman Norcross for his advocacy in Washington and his ongoing support of our mission at the South Jersey ports,” said SJPC Executive Director and CEO Andy Saporito.


“This investment directly translates into job retention and creation—from the construction workers who will build it, to the dockworkers loading and unloading ships, to the truckers hauling the cargo, to jobs in the industries on the end of the supply chain. It’s a multiplier that is great for our link in the global supply chain.”

Balzano Marine Terminal Berth 1, located adjacent to the battleship “New Jersey,” has been progressively collapsing over the past 20 years, rendering the structure unsafe and off-limits for use. At the west wall of the adjacent Transit Shed 1 building, used to store cargo and load rail cars, voids have developed due to the washout of the shoreline. The recent surge in business necessitates repairs to enable shed utilization for cargo storage and transfer to rail cars for trans-continental delivery.


The scope of work will entail removing the northern portion of existing collapsed Berth 1 material and placing riprap stone to re-establish shoreline stability. This early-action construction project is part of a planned program for the Balzano Marine Terminal berth improvement when additional funding becomes available.



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# Celebrating a fruitful history with Chile



On May 4, 2023, the Chilean & American Chamber of Commerce of Greater Philadelphia celebrated its 35th Anniversary, 200 years of diplomatic relations between Chile and the United States, and the 20th Anniversary of the signing of the United States-Chile Free Trade Agreement. His Excellency Juan Gabriel Valdés, Chilean Ambassador to the United States, addressed attendees at a luncheon in Philadelphia to commemorate the milestones.

## Chilean fruit group, a plus for the port

continued from page 1

ever for the Chilean fresh fruit industry. After that, we needed to work together with the entire logistical chain in Chile and in our main destination markets.”

With the summer fruit from Chile now over to the U.S., Marambio noted that, “We can say that we had a great season in terms of logistics. A key reason was the great coordination and transparency we accomplished in all the parts of the logistical chain. One of

these examples was the Chilean Fruit Working Group that was able to coordinate with many of the different stakeholders of the Delaware River. Everyone shared their information with transparency and at the right moment. We expect that for next season we will maintain this holistic coordination and start early. ASOEX is committed to being an active member of this and many other groups that need to be together to maintain the best standard of logistics that we can offer to the world.”

Himber agreed. “Participants said the committee served a vital purpose. We look forward to ramping back up again next season,” Himber said.

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# Internet access at sea is the pot of gold at the end of the rainbow

By: Christine Lassiter, Executive Director  
Seamen’s Center of Wilmington



Can you imagine life without the internet these days? Picture being unable to order packages from Amazon while laying on the couch in your PJs, binge watching the latest hot hit or sporting event, face timing or texting with a friend, while waiting for your Grubhub order to arrive. I can’t imagine it.

Now imagine leaving your home, family, and all things familiar for nine months (or more) to go to work in the middle of the ocean without contact with your loved ones or access to entertainment because you don’t have an internet connection. This is the life of a seafarer. The same group of people who transport 90% of the items we enjoy in our daily lives.

The ships they live, work, and play on have this technology, but many seafarers aren’t given access

to it. In 2022, an update to the 2006 Maritime Labour Convention (MLC) deemed access to the internet and social connectivity a mandatory right of seafarers. The update to the MLC has been ratified by more than 100 countries that represent over 90% of the world fleet.

While internet connectivity is slowly rolling out, the dangers and isolation of working at sea are still a critical issue for seafarers’ physical and mental well-being. Internet access gives seafarers the ability to connect with their loved ones and ways to entertain themselves to dull the pain of loneliness of life at sea, and it makes life onboard less stressful.

Astonishingly, even after all the lessons learned through the isolation of the pandemic, seafarers still don’t have the internet access they deserve. While many vessel operators now provide high-quality access, sometimes free of charge, other seafarers have little to no internet access.

My hope is that soon all seafarers can lay on the couch, order packages from Amazon in their PJs, binge watch the latest hot hit or sporting event, and face time with their kids from their vessels. However, even with internet access in the middle of the ocean, I think Grubhub deliveries are out of the question . . . for now.

## Q&A with Poole

continued from page 1

experience. Today, the new generation of emergency responders is not getting that same real-world experience. This means we have done a lot of things right in terms of protecting the environment, but it also means there is a gap in knowledge and hands-on experience for the new generation.

One of my key initiatives is training. DBRC is focusing on leveraging the skills and knowledge of the previous generations to help mentor and train the new generation of emergency responders with the intention of continuing to protect the region’s environmentally sensitive areas. Complacency is our enemy.

**Q: Would you describe some of the foremost challenges you’re facing and discuss options to overcome them?**

**A:** Hiring and retaining qualified personnel is one of our biggest challenges, particularly finding USCG-credentialed individuals to crew our two larger OSRVs. These crew must have some big paper credentials and

experience, and competition to hire this type of licensed mariner has become increasingly difficult in the past few years.

Speaking with colleagues and peers, I know this is something the entire maritime industry is feeling. At DBRC we are looking to innovate our fleet with more modern, smaller, and faster vessels. These new vessels will make us nimble and require fewer crew credentials, yet still allow DBRC to stay true to its mission of protecting the environment in the region.

**Q: Looking ahead, what do you see as the greatest opportunities for DBRC and the maritime industry as a whole?**

**A:** It’s exciting to see all of the new industry coming into our region, including the increased commercial vessel traffic on our waterways and the modernization of port infrastructure. This means more maritime jobs for our community and potential new members to join the cooperative.

To learn more about the DBRC or become a member, visit [www.dbrcinc.org](http://www.dbrcinc.org).



# World Trade Center Del. treats members to beer and chocolate



Who knew that chocolate paired well with beer? The World Trade Center Delaware certainly did at its annual Tastes of Chocolate and Beer from Around the World event. Presented by United Cocoa Processor Newark and Midnight Oil Brewing, WTC Delaware treated guests to chocolate from cocoa beans sourced from around the world paired with specially selected beers. Exchange CAO and IT Director Michael Fink (*right*) joined (*l-r*) WTC Research & Trade Information Intern Hanwool Jang, Marketing & Communications Coordinator Gelina Dames, President Carla Stone, and Director of Operations & Training Nesrin Cakiroglu at this unique and surprisingly tasty experience.



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Editorial

## Time to broaden federal grant access

Though no amount of money is ever sufficient to cover every need, ports are definitely enjoying the benefit of dramatically increased federal funding.

The last few years have seen unprecedented levels of port-specific grant programs. The Inflation Reduction Act included \$3 billion to fund acquisition and installation of zero-emission equipment at ports. Another \$1 billion will help port authorities electrify their heavy-duty vehicle fleets. And \$662 million is available through the Maritime Administration Port Infrastructure Development and Marine Highways grants. Programs like RAISE, CRISI, and INFRA grants can be used for any number of port, rail, and other transportation and infrastructure improvements.

Obviously it is not as simple as asking for money. The demand is massive, and competition is fierce. International, federal, and state mandates—witness the recent New Jersey law mandating zero-carbon cargo-handling equipment—and customer calls for clean energy and zero emissions are continuously increasing. With this, on top of the dire need to modernize aging facilities, those demands are escalating just as fast.

Exchange members greatly appreciate the increased attention ports are now receiving from Congress and the administration. Never have policy-makers been as keenly aware of the importance of maritime commerce as they have been since the pandemic raised the industry to the forefront of national attention.

Only one problem. Just a small handful of Exchange members can access all these grant dollars.

Most federal programs restrict eligibility to state, county, municipal, and tribal governments or special districts and other public entities. Any private-sector entity seeking port infrastructure funding must find a public partner or sponsor. Some programs require that all entities applying jointly for grants be eligible individually.

At one level, this is reasonable. Public ports concern themselves with job creation and regional economic multipliers.

At another level, that view lacks foresight.

While private ports may not necessarily name economic development as a priority, creating jobs, revenues, and taxes is exactly what they do.

Though it is probably safe to assume that a county or township would be willing to partner with a port owner in its jurisdiction as a means to improve the local economy, this is by no means a given. Also, requiring it creates unnecessary bureaucracies; for example, injecting a municipality into port grant application process forces the establishment of new accounting, procurement, and reporting policies and procedures. It assuredly places extra work on already overburdened staffs. And there is no doubt that the private sector can implement projects more quickly than public agencies.

Finally, a claim could be made that offering federal dollars to public-sector entities gives public ports an unfair competitive advantage beyond that which they may already receive from their states or special districts.

The Port Security Grant Program gets it right. The PSGP is open to any entity subject to an Area Maritime Security Plan. This includes, but is not limited to, public port authorities, government agencies, and private facility operators. The “but not limited to” can include nonprofit response organizations, health agencies, seafarer welfare organizations, and a host of other NGOs that serve in the maritime realm.

This is a much more reasonable and equitable logic. Federal grant programs should be open to the many different stakeholders that add value to the systems they support.

## Celebrating



Since 1933, the United States has acknowledged May 22 of each year as National Maritime Day.

The Congressional resolution proclaiming the event lauded the 1819 sailing of the steamship “Savannah” as the first successful transoceanic voyage under steam propulsion. Congress urged the people of the United States to observe National Maritime Day by displaying their flags at government buildings, private homes, and other suitable places on May 22 of each year.

While banks and the federal government remain open, and department stores do not have “Maritime Day” sales, those who depend on the maritime transportation system for their livelihoods certainly recognize the importance of merchant shipping. What may be lost, sometimes, is the storied and often dangerous history of our MTS ancestors.

It was less than a decade after Congress sought recognition for National Maritime Day that war broke out in Europe. When the U.S. entered the conflict in 1941, the merchant marine and American shipyards were crucial to victory. Then, as now, the U.S. armed forces could not fight an overseas war without the merchant marine and commercial ships to carry the tanks and torpedoes, the bullets and the beans. Merchant mariners and their shipmates of the Navy Armed Guard sailed across the Atlantic, the Pacific, through the Indian Ocean, and across the Arctic Circle to Murmansk. They carried nearly 270 billion long tons of cargo—the average rate of delivery in 1945 was 17 million pounds of cargo every hour.

They had been the first to go to war; merchant ships were being captured and sunk even before the United States officially entered the war. And they were the last to return. Ships sailed by merchant mariners brought the GIs home.

It was dangerous work. Nearly one in 30 of those who served in the merchant marine did not make it home. More than 6,000 American seafarers and more than 700 U.S. merchant ships fell to enemy action. Only the Marines suffered a higher casualty rate. None suffered a higher death rate.

Even now, the work can be equally dangerous as the often ill-treated sailors throughout the globe combat the increasing sense of loneliness, shipboard accidents, harsh weather, piracy, and other hazards. Yet, with an increasing dependence on imported products, an efficient system of waterborne commerce is certainly more crucial to Americans now than it was in 1933.

Please join the Exchange in observing National Maritime Day, taking time to honor the memory of those of have served in the past and recognize those who serve today.

We salute you!

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

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

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# What's new with offshore wind farms and U.S. coastwise trade laws?



## Legal Ease

By: **Sandra Knapp, Esq.**  
**Gawthrop Greenwood PC**

Offshore wind farm projects along the East Coast dominated the news, with headlines covering everything from wildlife to economic development, politics, and clean energy. But what do these projects entail in terms of logistics, foreign vessels, U.S. coastwise vessels, crewing, and maintenance?

As we know, a non-coastwise-qualified vessel cannot transport merchandise or passengers by water, or by land and water, between points in the United States. "Points in the United States" includes the territorial sea, a belt three miles wide. Under the Outer Continental Shelf Lands Act, "points in the United States" also includes installations attached to the seabed in the Outer Continental Shelf, or OCS, that are erected for the purposes of producing resources or installation of a device to transport such resources. The National Defense Authorization Act for FY21 amended the law to include "non-mineral energy resources."

Clearly, now any wind farm installations on the OCS must adhere to the coastwise trade laws. Transportation of merchandise from a U.S. port to a wind farm installation in the territorial sea and on the OCS must be made via a coastwise-qualified vessel.

This is great news for coastwise trade Jones Act operators and ship owners. U.S. Customs and Border Protection decisions clearly state that foreign vessels are prohibited from transporting cargo or people between two coastwise points, including a U.S. port and a wind farm on territorial U.S. waters or the OCS. The jurisdiction over the OCS is limited to the exploration or production of resources, while U.S. sovereignty within the territorial sea is unlimited. The grey area in this analysis revolves around what constitutes a

"point" in respect to wind farms and whether certain vessels for these projects can be foreign-flagged.

On January 27, 2021, CBP issued a letter ruling regarding several scenarios related to wind farms and the coastwise trade laws of the U.S. It is the first CBP decision on the issue of coastwise trade laws and the OCS since passage of the FY21 National Defense Authorization Act.

Since then, CBP has issued several other rulings regarding the coastwise trade law (also known as the Jones Act) and how it affects the development, construction, cable laying, foundations, and wind turbine generator units for the projects.

CBP has stated that the Jones Act does "not apply to activity occurring at the pristine seabed" on the OCS. Once a coastwise point is established on the seabed, then the Jones Act will apply. This analysis sounds simple enough. Nothing in the law is ever simple, however. Below are a few summaries from the rulings:

- At the time of the delivery of the first scour protection material—used to lay the foundation for and protect foundations for the wind turbine generator—to the pristine seabed, there is no "coastwise point," and a non-qualified-coastwise vessel can be used to transport the material (mainly consisting of rocks). Once the rocks are placed on the seabed, a coastwise point is created at that location.
- A cable-laying vessel that lays cable between two coastwise points is not considered a use in the coastwise trade. That is because the material is not laden as "cargo" or merchandise but rather is paid out in the course of the installation operation. Therefore, a non-coastwise-qualified ves-

sel may be used. However, if the cable is transported on a vessel that is not laying the cable, then a coastwise-qualified vessel must be used. Once the electric transmission cable is laid in the seabed, it is considered a coastwise point.

- When the components of a wind turbine are transported from a foreign port to a turbine installation vessel or foundation installation vessel, they are transported to a U.S. point established by the first load of scour protection material. However, since the merchandise was not transported between two U.S. points, a foreign vessel may be used.
- Installation vessels attached to the seabed will be a coastwise point when anchored. A dynamically positioned vessel has been held by the CBP to lack any permanent or temporary attachment to the seabed and is not considered a coastwise point.
- A crane vessel moving merchandise to construct or dismantle a marine structure is not coastwise trade as long as the merchandise is moved solely by the movement of the crane.

Confused yet? There are also scenarios related to the transportation of



crew necessary for the installation of the monopiles and turbines. The question there is whether the crew should be considered "passengers" for purposes of the Passenger Vessel Services Act, which requires the transportation of passengers between two coastwise points to be on board a coastwise-qualified vessel.

*Attorney Sandra L. Knapp is a partner at Gawthrop Greenwood, PC, where she leads the firm's Maritime & Transportation Law Department. In addition to marine financing, Sandy advises on maritime transportation regulatory matters, including U.S. coastwise trade and citizenship requirements. You can reach her at 610-696-8225 or sknapp@gawthrop.com.*



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## Notes & News

Miami-based customs broker and Maritime Exchange member **Advance Customs Brokers** celebrated ten years in business on April 1. The company was founded by industry veterans **Pat Compres** and **Maria Bermudez** with the aim of providing additional levels of support and expertise to companies trading in fresh produce. Compres and Bermudez have influenced the industry with their innovative ideas for the past 30 years, and over the last decade, they built a team that now supports a strong client base. Looking forward to many more decades!

**Associates International** proudly celebrates its 50th Anniversary as a leading provider of print and digital solutions. Throughout the years, Associates has expanded its printing capabilities, won numerous awards, and implemented new technology to improve workflow and services. Congratulations on your 50 years in business and thank you for your excellent work on the Exchange's annual port directory for so many decades!

**Coast Guard Air Station Atlantic City** recently celebrated 25 years of operations. Since its creation in 1998, helicopter crews from the air station have rescued or assisted 1,310 people and have flown more than 7,000 search and rescue missions, dedicating more than 11,000 flight hours to aiding people in distress. Bravo Zulu!

**Gawthrop Greenwood, PC**, a regional law firm with offices in West Chester, Pa. and Wilmington, Del., announced a merger with Chester County-based commercial and residential real estate law firm Landis & Setzler, PC. Attorneys **Holly L. Setzler** and **James D. Doyle** joined Gawthrop Greenwood's team at their law offices in historic downtown West Chester, Pa. Congratulations!


**Moran Towing of Philadelphia** is pleased to announce that **Ronnie Clifford** has been named as general manager. Ronnie brings years of experience to the position, having most recently worked in compliance and as a port captain at **Weeks Marine**. Welcome aboard, Ronnie!

**SPLASH Delaware River Floating Classroom** has been delighting school-age and adult groups with fun, engaging STEM-based lessons with a central focus on the Delaware River. Building on the success of its first Floating Classroom, the SPLASH Board of Trustees is excited to announce the selection of its new Floating Classroom: a new 40' by 10' pontoon vessel configured for a 1.5-hour educational experience. SPLASH board and staff are currently engaged in a fundraising campaign with expected delivery of the new vessel in 2024, in time to celebrate its 20th year of service to the community. Keep up the good work!

## Calendar of Events

- 05/21 Steamship Historical Society of America Delaware Valley Chapter Meeting  
2:00 p.m. – 3:00 p.m., Sector Delaware Bay, 1 Washington Avenue, Philadelphia, PA  
Contact: Steven Loveless at [sldvcsshsa@gmail.com](mailto:sldvcsshsa@gmail.com)
- 05/22 World Trade Center Greater Philadelphia 19th Annual Global Business Conference  
7:45 a.m. – noon, Sonesta Philadelphia Rittenhouse Square  
1800 Market Street, Philadelphia, PA 19103  
[Register](#)
- 05/24 Seamen's Center of Wilmington Board Meeting  
Noon – 1:00 p.m.  
Contact: Christine Lassiter at [classiter@scwde.org](mailto:classiter@scwde.org)
- 05/25 **Maritime Matters:** Maritime Issues  
10:00 a.m., Virtual  
Contact: Kianna Price at [kprice@maritimedelriv.com](mailto:kprice@maritimedelriv.com)  
[Register](#)
- 06/03 Seamen's Center of Wilmington Annual Tug Cruise  
5:30 p.m. – 7:30 p.m., Port of Wilmington, DE  
Contact: Christine Lassiter at [classiter@scwde.org](mailto:classiter@scwde.org)
- 06/06 MITAGS Open House & Reception  
5:00 p.m. – 7:00 p.m., The Maritime Institute of Technology and Graduate Studies  
692 Maritime Boulevard, Linthicum Heights, MD  
[Register](#)
- 06/07 MITAGS Panel Luncheon  
11:30 a.m. – 1:30 p.m., The Maritime Institute of Technology and Graduate Studies  
692 Maritime Boulevard, Linthicum Heights, MD  
[Register](#)
- Ports of Philadelphia Maritime Society Board Meeting  
Noon – 1:00 p.m.  
Contact: Nathan Hauser at [NathanH@morantug.com](mailto:NathanH@morantug.com)
- Maritime Exchange Private Berth Dredging Committee**  
2:00 p.m.  
Contact: Kianna Price at [kprice@maritimedelriv.com](mailto:kprice@maritimedelriv.com)
- 06/14 **Maritime Exchange Executive Committee Meeting**
- 06/15 **Maritime Exchange Government Affairs Committee**  
10:00 a.m.  
Contact: Kianna Price at [kprice@maritimedelriv.com](mailto:kprice@maritimedelriv.com)

For a complete schedule and event details, visit [www.maritimedelriv.com](http://www.maritimedelriv.com).



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