

Ideal Port of Call

for Autos and RoRo Cargo

In August, the Port of Wilmington completed the construction of a dedicated pier and roadway system for the handling of automobiles and rolling stock cargo. This two-year, \$27.5 million addition to the Port's infrastructure now enables the Port to position itself as a mid-Atlantic hub for automobile and RoRo cargo. In this issue, *Port Illustrated* reviews the features of the berth complex, the competitive strength of the Port in this growing and competitive trade and the capabilities and services the Port offers to logistics managers engaged in the transport of wheeled and mobile cargo.

Tale of the Tape

- 900 Feet off shore
- 875 Feet long
- 115 Feet wide
- 38 Feet of water depth at the berth
- 3 lane connecting causeway
- 2 lane dedicated roadway
- 10 acre adjacent first point of rest

Location, location, location!

Located at the confluence of the Christina and Delaware Rivers, the Port is approximately 63 miles from the mouth of the Delaware River. Proximity means a shorter transit time to the berth, less expensive pilotage and towage costs, which in the aggregate provide a very inviting cost profile for ship owners.

It is the first major port on the Delaware River and the only dedicated deepwater Auto & RoRo berth on the River. In addition, access to all major interstate highways such as I-95, I-495, and the New Jersey Turnpike is just minutes from the main gate of the Port. Vehicle and rolling stock cargoes can be to most points in the Midwest overnight via major East-West links. Norfolk Southern and CSX provide rail service and facilitate quick transport of cargo.

Experienced Drivers Give Wilmington the Edge

Murphy Marine Services and Christina Service Company handle virtually all

automobile and RoRo cargo discharged and loaded at the Port. Both companies, as well as the members of the International Longshoremen Local 1694 which actually drive the vehicles, have years of experience in quickly and safely handling this extremely valuable cargo.

Both companies have enjoyed long-term relationships with their customers which have spanned over 25 years each. These stevedoring companies have been extremely flexible and competent not only in handling the customary automobile cargoes but also in loading and discharging atypical business such as yachts, snow making equipment, construction equipment and wind turbines.

Export and Import Vehicle Preparation ... and Much More

Auto Port, Inc., with its 70-acre facilities located minutes from the berth, is an ISO 9002 certified auto processor and has been serving the vehicle preparation needs of General Motors and Ford products for many

years. In fact, Auto Port has been offering their processing services to the automotive trade since 1981.

They provide a long list of value-added service – from detailing, installing improved air conditioning and oil cooling systems, to adding truck cabs and repainting vehicles, to fleet tire change-outs to meet specific customer needs. Annually, Auto Port handles over 45,000 vehicles. They are flexible, maintain the highest standards in quality, deliver their vehicles on time and are price competitive.

TransWorld Port & Distribution Services was selected by Volkswagen of America (VWOA) to prepare all imported VWs and Audis for the dealers. Operating directly on the VWOA Terminal, annually they process over 100,000 vehicles. Using a vehicle conveying system, their employees, members of Teamsters Local 326, carefully inspect each vehicle from exterior finish to electrical system, stereo components and much, much more. Bottom line – when

TransWorld is finished with an automobile, it is ready for the vehicle showroom!

A Locus of Global Transportation

The Port has enjoyed long-term relationships with two global transportation companies, HUAL North America and Volkswagen Transport (VWT). Both regularly serve the Port – HUAL with their own ships and VWT with a mix of owned and chartered-in tonnage. HUAL has been calling the Port for over 28 years and VWT since 1976. Modern, efficient, fast and safe ships, especially built for the auto and RoRo business and known as Pure Car Carriers (PCC), dock at the Port six to eight times per month linking Wilmington to North Europe, South America, Mexico and the Middle East. When combined, both companies transport over 120,000 vehicles per year to and from Wilmington.

VWT and HUAL have provided the critical transportation link to the Port of Wilmington’s essential shore side facilities – a complimentary relationship which has satisfied shippers and receivers around the world.

The State is a “Go Go” for RoRo

Since the State’s takeover of the Port in 1995, it has invested over \$80 million in Port business and infrastructure development. The political leadership of the State and its congressional delegation are closely involved with the Port’s activities and are strong supporters of its continued growth and the contribution it makes to the economic vitality of Delaware.

The Inauguration of the new Auto & RoRo berth is yet another example of the State’s commitment

to the maritime industry and its goal of growing and enhancing the Port’s reputation in global markets as a premier Auto & RoRo hub in the mid-Atlantic region. Together with the State’s support, which may include incentives of various forms, the Port has set its sights on both retaining our current customer base and capturing new business – opportunities that enable the Port to realize the full potential of this wonderful addition to its portfolio of facilities.

“We are confident that the Port’s Auto & RoRo berth, strategic location, state-of-the-art structure, combined with our productive and experienced workforce will help our customers to further develop their import/export auto business and attract new

automobile manufacturers, and car carrier lines,” DSPC Executive Director R. Adam McBride said.

“The Port has the capacity to accommodate additional customers on the berth to create customized land facilities and to handle almost three times our current volume of vehicles,” noted Tom Keefer, DSPC director of Marketing and Trade Development.

“Prospective customers have a unique opportunity to move to Wilmington, and consolidate their Mid-Atlantic operation, become a major participant in the Port’s specialized auto-hub, and enjoy the competitive advantages the Port of Wilmington has to offer,” Keefer explained.

