



# DISTRIBUTION OF CHILEAN *Grapes &*

in 1989 due to its strategic location in the Mid-Atlantic region, its specialized dockside cold storage warehouses, and productive workforce experienced in the handling of fresh fruit.

Currently, Wilmington is the port-of-call for two of Chile's largest fruit carriers and shipping groups, including the Pacific Seaways Group and Dole Fresh Fruit Company. Dole Chile is the number one exporter of Chilean fruit world-wide.

In 1999, the Diamond State Port Corporation (DSPC) completed construction of a new 130,000 square foot cold storage warehouse for the handling and storage of fruit imports from Chile and New Zealand. The new warehouse was constructed primarily to support the growing imports of Chilean fruit imports in the winter and New Zealand fruit imports in the spring and summer seasons. The warehouse has been in constant use and filled to full storage capacity with fruit and other perishable cargoes since its completion.

Chilean winter fruit and U.S. fruit production are complementary. In recent years, this has helped to create a great demand in American markets for Chilean fruit, especially during the U.S. winter season, from December through June.

The Port of Wilmington, Delaware has become a leading gateway for the imports of Chilean fruit for the entire U.S. East Coast, handling over 40 vessels in the 2000-01 season and 14.5 million boxes of Chilean winter fruit. Chilean fruit imports to Wilmington include white and red grapes, apples, kiwis, pears, plums, nectarines, peaches, avocados, cherries, stone fruit, and raspberries.

Wilmington began handling the discharge and distribution of Dole Fresh Fruit Company's Chilean fruit imports

Pacific Seaways, a consortium of Chilean fruit exporters that charters its own state-of-the-art reefer vessels to

ship fruit to Wilmington, is one of the Port's largest carriers of Chilean fruit.

John Chagin, president of Pacific Delaware, Inc., told Port Illustrated how Pacific Seaways shipments has grown since the company first began calling in 1994. He noted that in their first few years at Wilmington, Pacific Seaways brought in 4.8 million boxes, compared with 10 million boxes during the past season. Wilmington's total Chilean fruit shipments for 2000-01 reached 14.5 million boxes, making Wilmington the nation's second largest port for Chilean fruit, with Philadelphia ports being number one.

Chilean fruit imports were of top quality during the past season and, due to their popularity in the North American markets, were distributed throughout the entire U.S. East Coast and Canada



The Port of Wilmington owns and operates the nation's largest dockside cold storage warehouse facility encompassing 700,000 square feet. Shown is Chilean fruit stored at the Port's newest cold storage warehouse E which includes 16,000 square feet of controlled atmosphere rooms.

# Perishables

## GROW through Wilmington

after fumigation and storage at the Port. In the upcoming 2001-02 season, Wilmington expects the arrival of greater volumes of Chilean fruit as well as produce from the ports of Valparaiso, Coquimbo and Caldera.

Chagin noted that it is too early to estimate exact volumes, however, he anticipates an increase of 5% to 10% in import volumes for Pacific Seaways this year. Rich DiMartini, Dole Fresh Fruit Company's vice president for Deciduous Fruit, reported that during this season, Dole anticipates an increase of 5% in their Chilean fruit imports to Wilmington.

Enhancements this season include the monitoring and tracking of all Chilean fruit entering the Port utilizing a sophisticated bar code scanning and inventory control network created by the Port's Technology Solutions Department.

E-Port, Wilmington's online, real time network, will allow Port customers in Chile and the U.S. to trace the location of their cargo at any given time in the distribution chain. In addition to E-Port, some of Wilmington's customers will benefit from E-Loads, a real-time

electronic communication program used to manage the delivery and distribution of cargo from the Port of Wilmington's warehouses to the market.

The Port of Wilmington is the leading U.S. port for imports of fresh fruit and produce from around the world. In addition to Chilean winter fruit, the

Port receives over one million tons per year of bananas and tropical fruits from Central and South America, imported by Dole Fresh Fruit Company and Chiquita Fresh North America, the nation's two largest banana suppliers. Other fruit imports shipped through Wilmington include New Zealand apples, pears and kiwifruit, and Moroccan clementines.

