

Seasonal Winter Cargo at Wilmington


This year, Port Illustrated was interested in investigating what dry bulk cargoes are handled in preparation for the needs of the upcoming cold weather. Port Illustrated met with Vice President John Coulahan, of Christina Stevedoring Services, a port based company that specializes in the handling of bulk materials, as well as with Vice President Stephen C. Ehrlich, of Port Contractors, Inc., another bulk handling and logistics company at the port. "International Salt Company, based in Clarks Summit, Pennsylvania, will return this winter to Wilmington for the second consecutive season with

imports of Chilean road salt," said Coulahan.


Last year, International Salt supplied more than 120,000 tons of road salt through Wilmington to State and municipal transportation departments in Delaware and neighboring states, including Pennsylvania and Maryland. "This year, we were expecting to handle the same volume of cargo or even greater volumes, but considering the warm weather we have had thus far, the volumes could be smaller," noted Coulahan.

The first shipment of Chilean road salt arrived in Wilmington in October to replenish the local stockpiles in preparation for early freeze conditions, Coulahan noted. Shipments of Chilean road salt will continue arriving in Wilmington through April, or even later through the spring, depending on the severity of the 2002 winter.

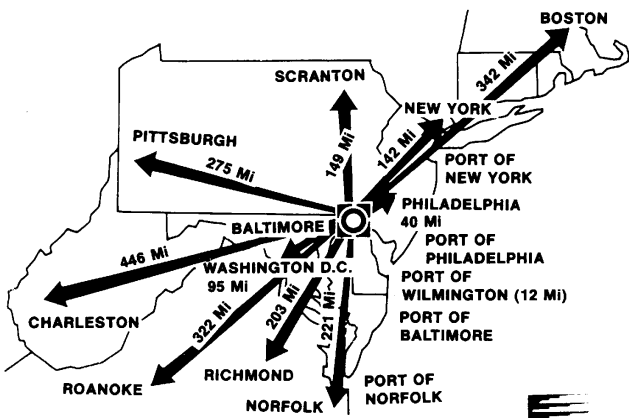
Ehrlich of Port Contractors, Inc. reported to Port Illustrated that the company expects to handle increasing volumes of dry bulk for its clients who wish to replenish their stockpiles in






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the beginning of the new year. The largest cargo during the winter season is petrol coke exports which are used as a home heating fuel in Europe. The petrol coke is exported through Wilmington year round, but is more in demand during the winter.



Port Illustrated learned that Christina Stevedoring Services and Port Contractors, Inc. are currently in nego-

tiations for the handling of more specialty winter commodities.



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