

Port Illustrated

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Diamond State Port Corporation

STATE OF THE PORT ADDRESS



[Diamond State Port Corp.](#)
Executive Director Gene Bailey's

the Port address at the Port of Wilmington Maritime Society's (POWMS) Annual Dinner on November 11 was decidedly upbeat despite the global economic crisis - "the State of the Port is strong!" announced Gene.

He reported to the record attendees that in fiscal year 2009, the Port remained the busiest marine terminal on the Delaware River with

both vessel calls and cargo tonnage up nearly 9% from the previous year. The Port continues to be the world's largest banana handling port as well as the leading North American destination for imports of fresh fruit and juice concentrates.

Gene thanked the Port's customers, service providers, the ILA, and collective employees for the excellent job they do in positively influencing shipping lines, receivers, and shippers to continue to select Wilmington as their port of choice and in growing commerce throughout Delaware!

He thanked the new DSPC Board Chairman and Director

of the Delaware Economic Development Office (DEDO), Alan Levin for his commitment to the Port's development. Also singled out was Governor Jack Markell and the State of Delaware for recognizing the Port's economic impact and allocating funds for its capital improvement projects.

Highlights for FY 2009 also included the signing of new land lease agreements with both [AutoPort, Inc.](#), and [Höegh Autoliners](#) as well as renewal of terminal service agreement with other customers. Tonnage increases included: dry bulk cargoes (↑ 26%), liquid bulk (↑ 20%), steel (↑ 48%) New Zealand fruit imports (↑ 60%), imports of Argentine apple and pear juice concentrates

(↑ 37%), and livestock exports (↑ 50%). The Port also handled steel scrap exports and wind turbine blade imports for the first time in many years.

Nevertheless, Wilmington to faces the following challenges: finding and funding new dredge disposal sites for material from the on-going dredging of the Christina River; deepening of the Delaware River's main channel to 45'; obtaining capital funding for port development from the State; and staying competitive while operating in a TWIC environment. However, the Port is fortunate to have support and resource advantages that can be leveraged to overcome these challenges.

SPECIAL POINTS OF INTEREST:

- State of the Port
- Cold treatment
- New auto carrier
- Moroccan clementines
- TMK IPSCO
- M/V Aurora returns
- V2G
- Golf Classic
- Employee appreciation
- Upcoming events

COLD TREATMENT IS COOL FOR IMPORTERS OF BRAZILIAN GRAPES!

Beginning in September, delicious palletized Brazilian table grapes have been arriving via "over-the-road" containers for Cold Treatment (CT) in Wilmington's refrigerated warehouses. Wilmington's cold storage complex, the largest in America, can offer a wide variety of specialty cold store services for perishable cargo shippers/receivers.

CT is a strict US Dept. of Agriculture (USDA) requirement for Brazilian grapes to be allowed into the country. The process is performed in accordance with USDA guidelines and consists of segregating the fruit for a period of 15 days while holding it at a constant



Port 2009 seasonal Brazilian grape volume projections indicate a significant increase over the 2008 program

temperature of at least 34 °F. The USDA directs the placement of special sensors, connected to data recorders, in and around the grape pallets to

record that the proper temperature was maintained for each hour of the 15-day protocol. A temperature

The story continues on page 3

SWISS SHIPPING LINE'S NEWLY ESTABLISHED ROUTE - WILMINGTON, DE - COTONOU, BENIN

The Port of Wilmington welcomed the inaugural voyage of Swiss Shipping Line, with the arrival of M/V *Morning Sapphire* on October 18th. Swiss Shipping, based in Rüslikon, Switzerland, is a highly experienced car carrier serving the previously owned automobile and RoRo industry. Port officials presented the Master of the ship with a commemorative plaque to mark this auspicious occasion.

M/V *Morning Sapphire* loaded previously owned automobiles and light trucks for export to Cotonou, Benin in West Africa. Her call to Wilmington,

Delaware was part of the new 35-day US Eastbound-only service which also includes calls at the Ports of Jacksonville and Boston.

Swiss Shipping has committed two vessels to its US East Coast - West Africa route: M/V *Morning Sapphire* with a load capacity of 4,900 ceu's (car equivalent units), and M/V *Marine Reliance* with a 4,100 ceu capacity. As the economy improves, Swiss Shipping plans to grow their volumes and also carry exports to the West African ports of Tema, [Ghana](#) and Lome, [Togo](#). The line is

Caption: M/V *Morning Sapphire* loading vehicles for Cotonou, Benin on Swiss Shipping's inaugural voyage from Wilmington, Delaware



represented by General Steamship as its US general agent.

The Port of Wilmington is a major export terminal for previously owned vehicles to Central America, the Middle East, and West Africa.

10TH ANNIVERSARY FOR MORROCAN CLEMENTINES IMPORTS



Fresh Fruit Maroc has been shipping Moroccan clementines through the Port of Wilmington for the past decade.

The 2009-2010 Moroccan clementine season commenced with the 26th of October arrival of the M/V *Splendid Harvest* at the Port of Wilmington. This marks the 10th anniversary of [Fresh Fruit Maroc's](#) clementine program at the Port. The clementines will continue arriving on a weekly basis throughout the five month season. [Dominion Citrus](#) in Toronto, Ontario handles the distribution of the fruit and it is marketed throughout Eastern Canada.

Fresh Fruit Maroc charters specialized refrigerated ships from various ship owners for this palletized program. Upon arrival, the fruit is discharged and immediately stored in Wilmington's on-dock refrigerated complex. Because the citrus has not been cold treated as a condition of entry into the U.S., it is segregated and held under [US Customs & Border Protection](#) supervision before being trucked "in bond" to Canada.

The Port has collaborated

with Fresh Fruit Maroc to upgrade our inventory management system for this program. To that end, a real-time online customized system now allows Fresh Fruit Maroc to market its clementines faster by virtue of the fruit being scanned into "available for sale" inventory upon discharge from the vessel.

Fresh Fruit Maroc is projecting a 30% increase in cargo for this season.

TMK IPSCO INAUGURAL PIPE SHIPMENT TO WILMINGTON

[TMK IPSCO](#), Russia's largest manufacturer and exporter of steel pipe has imported its first parcel of pipe this October through the Port of Wilmington. TMK, among the top three global pipe producers, has production plants in Russia, the United States, and Romania. This initial shipment onboard the M/V *Hannah* consisted

of bundled pipe for a customer in Oklahoma. However, to best satisfy the customer's rush order the cargo was re-stowed at the Turkish load port to allow for immediate discharge and trucking-out. The Port, carrier, and stevedore worked closely with TMK IPSCO to ensure the expedited handling was

performed in a safe and efficient manner.

Port of Wilmington officials welcome TMK IPSCO and are optimistic that this trial shipment will lead to additional TMK pipe movements through the Port as the economy continues to improve.



TMK pipe cargo stored at the Port of Wilmington, Delaware

AUTOPORT, INC. LAUNCHES DELAWARE'S FIRST ELECTRIC CAR

On September 22, 2009 during a ceremony attended by Governor Jack Markell and other dignitaries, Port tenant [AutoPort, Inc.](#) launched the “eBox”, Delaware’s first commercially produced [vehicle-to-grid \(V2G\)](#) electric automobile. Significantly, the Governor also signed Senate Bill 153 which financially rewards owners of V2G automobiles for storing excess power and selling it back to the grid. Owners receive a check which is above the cost to actually charge the eBox’s Lithium Ion batteries.

AutoPort, Inc. is an ISO 9000-

certified vehicle processing and modification company. On this project they collaborated with the University of Delaware and its Prof. Willet Kempton, who developed the “Vehicle-to-Grid” system. AutoPort retrofitted a 2006 Toyota Scion Xb— replacing its original gasoline engine with an electric motor and rechargeable battery. V2G vehicles are capable of storing excess energy when demand for power is low, and returning energy back to the electric grid when the demand for power is higher. The Delaware Economic Development Office (DEDO) awarded AutoPort, Inc. a grant earlier this year to train



Governor Jack Markell (right) and AutoPort, Inc. President Roy Kirchner (left) watch as Delaware’s first vehicle-to-grid (V2G) electric car rolls out of AutoPort’s shop.

its workforce to convert the Scions to V2G capable eBoxes. AutoPort will target corporate customers in the upcoming months to discuss their interest in putting a “green” vehicle fleet on the streets.

RETURN OF M/V AURORA TO WILMINGTON



For the third year in a row, passengers onboard M/V *Aurora* called the First State’s Port to enjoy sight seeing and tax free shopping.

M/V *Aurora* returned Sunday the 6th of September to the Port of Wilmington, Delaware for the third consecutive fall port call as part of a 24-day Southampton, UK

roundtrip cruise. She is the largest cruise ship ever to call at Delaware’s port and Wilmington was once again her first stop after sailing from England on an itinerary that included 9 US & Canadian coastal cities.

During *Aurora*’s day long stay at the Port, hundreds of cruise passengers toured historical and cultural sites in the Delaware Valley region as well as took advantage of the tax free shopping opportunities offered at a nearby Delaware shopping mall.

Built in 2000 by Meyer Werft in Germany, M/V *Aurora* is owned and operated by [P&O Cruises](#). This world cruiser has a gross registered tonnage (GRT) of 76,152 tons, is 893 feet long and 121 feet wide. At full capacity, she can accommodate 1,950

passengers in 939 luxury cabins with a crew complement of 850 – for an excellent passenger-to-crew service ratio of 2.3 to 1.

Port officials thanked Customs & Border Protection for accommodating the special clearance requirements that *Aurora*’s direct foreign arrival required as well as the City of Wilmington Police Department for taking the lead in providing critical security requirements and emergency response services.

COLD TREATMENT IS COOL FOR SHIPPERS OF BRAZILIAN GRAPES!

STORY CONTINUES FROM FRONT COVER

spike has the potential to void the CT and necessitate a costly re-start of the treatment.

The Port has a 100% success rate for its CT processing with the aid of remote temperature management and monitoring systems. The 2008 CT

program was so successful that initial projections for this season call for a significant increase in 2009 palletized Brazilian grape throughput!

Refrigerated 40-foot containers of grapes are trucked from Philadelphia and Port Newark to Wilmington. Immediately

upon arrival, local US Customs & Border Protection Ag (CBP-A) cut the container seals and inspect the cargo before turning the cleared containers over to the local USDA officers for CT. The USDA certified 130,000 sf in Warehouse E which is comprised of 8-chambers for CT. This overall

arrangement provides Port customers with outstanding temperature controlled capacity and flexibility for virtually on-demand CT start-up. This service is very critical in this competitive business of getting quality product to the marketplace in a timely manner.

RECORD PARTICIPATION AT THE PORT'S 19TH ANNUAL GOLF CLASSIC

Members of the Port of Wilmington's maritime community hit the links on the DuPont and Nemours courses of the DuPont Country Club for the Port of Wilmington's 19th Annual Golf Classic on the 24th of September. The event was a smashing success with record registration of 212 guests, excellent fall weather, challenging courses, and delicious food.

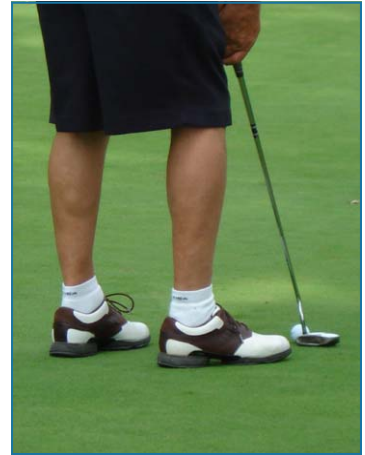
Big congratulations go to the first place winners in the gross and net format. On the DuPont course, Scott Cornell, Brian Gallen, Bill Jeremiah, and Dave Walters of the

Wilmington Tug team had a low score of 60 in the gross format. Also kudos to Bill Mahoney, Jim Mahoney, Bob Palaima, and Tom Keefer of the Diamond State Port Corporation team who shot a 56 to win 1st place in the net format.

Our winners for the Nemours course were Bob Braden, Tom Ferkany, Ray Milne, and John Stryker of the Fraley & Schilling, Inc team who shot the low round of 61 in the gross format; and Morten Govertsen, Fran Kryszczak, Rocky Lamb, and Rick Landry of the Delaware River Stevedores team who shot a 53 in the net format.

The Seamen's Center of Wilmington added to the excitement with a 50/50 raffle that raised \$1,300 for the Center. The happy winner was John Achzet of Royal Fumigation.

The DSPC would like to thank all the participants and generous sponsors of the event for their fantastic support. Preparations for the 20th annual Golf Classic have already begun in anticipation of making this milestone event the most memorable ever. Mark your calendar for our 20th Annual on Thursday, September 23, 2010.



EMPLOYEE APPRECIATION DAY 2009



(R-L) DSPC Chair, Alan Levin and Board member Marietta 'Peaches' Whalen serve Port employees at the event

The Port/DSPC held its 4th Annual Employee Appreciation Day and luncheon event on Friday, the 18th of September in Warehouse E.

It is traditional at *The Port of Personal Service* for the senior management staff and members of the board

of directors to serve a meal to all of the employees as a way of thanking them for taking such good care of our customers. This popular and very well attended function is held annually to formally thank Port employees as well as to recognize employees' years-of-service milestones.

IN MEMORIAM — DENNIS LATINA

It is with sincere regret and a deep sense of loss that we report the sudden passing of our good friend Dennis Latina on Friday, October 23, 2009.

Dennis was born in Wilmington on October 22, 1949. He was a well known figure on the docks - from Tioga Terminal, Philadelphia, Beckett Street Terminal, Camden, to the Port of Wilmington in a long and successful career in the maritime industry. At the time of his death, he was a Vice President of Delaware River Stevedores, Inc. and the President of the Port of Wilmington Maritime Society.

Dennis was recognized as a strategic thinker in world trade with an expertise in terminal management, especially perishable and project cargoes. He formed many friendships - both professional and personal through his work. Those friendships ranged from crane operators and long-shoremen to shippers and international businessmen from around the world.

Dennis is survived by his wife, Natasha Alekseyeva Latina and his children Natasha 22, Sasha 8, Andre 5, and Nikolai 2, all at home.



Donations to the Latina Children's Education Fund are welcome and can be made in care of WSFS, Branmar Plaza branch. For more information please contact the Corleto-Latina Funeral Home (302) 652-6642.

UPCOMING EVENTS

- **'Christmas at Sea' - The Seamen's Center of Wilmington's holiday ditty box gift drive.**

Please donate:

Toothpaste, toothbrush, comb, candy/gum, sewing kit, pens/stationery, soap, playing cards, chap stick, knitted hat/scarf, hand lotion, shampoo, razors, and cough drops. Delivery to ships begins on 12/1.

Info: 302-575-1300

- **World Trade Center Delaware Luncheon**

January 28, 2010

In Conjunction with the Wilmington Rotary Club

Spk: Frank Jannuzi

Senior East Asia Advisor, Senate Foreign Relations Committee

12:00 - 1:30 pm

Hotel DuPont, Gold Ballroom

Info: 302-656-7905

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