

Port Illustrated

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Diamond State Port Corporation

DOLE SIGNS LEASE EXTENSION WITH DELAWARE'S PORT

Governor Jack Markell announced a multi-million dollar land and warehouse lease extension between [Dole Fresh Fruit Company \(Dole\)](#) and the [Diamond State Port Corporation \(DSPC\)](#) on May 14, 2010 that will keep Dole at the Port of Wilmington and in the State of Delaware until 2025.

"We will keep doing everything we can to help businesses like Dole be successful in Delaware. This long-term lease secures more than 800 jobs at the Port, which keeps cargo moving and brings significant economic benefits to the region," said Governor Jack Markell.

Delaware is home to the world's largest banana port,



(L-R) Delaware Economic Development Director and DSPC Chairman, Alan Levin; Dole Fresh Fruit Company Vice President of Operations, Stuart Jablon; Governor Jack Markell; Dole Food Company's Executive Vice President and Chief Financial Officer, Joseph Tesoriero; and DSPC Executive Director, Gene Bailey celebrating Dole's lease extension at the Port.

a designation Delaware would like to keep for many years ahead. In 2009, Dole directed 57 ship-calls to Wilmington, Delaware and unloaded and loaded thousands of tons of tropical fruit and general cargo. A recent economic impact analysis by Martin & Associates

for the Port of Wilmington credits Dole with generating over \$45 million in annual business revenue, creating and sustaining more than 800 stable, good paying jobs and producing over \$3.1 million per year in regional taxes. Over the life of this agreement Dole's economic impact totals over \$675 million in business revenue and \$46.5 million in regional taxes.

"We are very pleased to extend our relationship with the Port of Wilmington, Delaware. It will allow Dole to continue growing our regional market-share through Wilmington and enjoy Delaware's superior perishable supply-chain capabilities for the next 15 years," said Joseph Tesoriero, Executive Vice President and Chief Financial Officer for Dole Food Company.

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SPECIAL POINTS OF INTEREST:

- Dole lease
- Capital funding
- Citrusuco
- Chiquita's fleet
- Offshore Wind
- Senator Kaufman
- Pacific Seaways
- Change of Command
- New tenants
- Ward Gagnon
- Tour de Fruit

STATE ALLOCATED \$10 MILLION FOR PORT DEVELOPMENT

Port officials were very pleased to learn that on the 30th of June when the final FY2011 budget was approved by the state legislature, Delaware's Joint Bond Bill Committee allocation of \$10 million to the Port of Wilmington, a portion of which will fund the purchase of a new mobile harbor crane, was included in this year's state capital budget. Despite declining tax revenue and very challenging financial times, Governor Jack Markell with the support of Delaware's legislature has underscored the importance he places on the Port of Wilmington as a most valuable resource for state and regional economic vitality and for the sustained growth of good paying jobs for Delawareans.

Delaware's Port created 4,300 direct, indirect and induced jobs in FY 2010, which generated \$405 million in business revenue for the State and the region, and \$28 million in annual state and local taxes.

Since the Port's acquisition by the State in 1995 and through FY 2010, the State has provided the Port with over \$162m to fund various capital projects, and, in turn, the Port has been a capable steward of these investments and has returned over \$340m in tax revenue to the state's coffers.



Caption: The Port will purchase a new mobile harbor crane by the beginning of the new year to handle containers, break-bulk and bulk cargos.

Port officials expect the delivery of the new crane by January 2011. Thank you Governor Markell, State legislature and the Joint Bond Bill Committee.

CITROSUCO GROWS OPERATIONS AT THE PORT

In mid-September [Citrosuco North America \(CNA\)](#) celebrated the completion of construction and the placing into service of a new storage system at the Port for fresh orange juice which is known in the trade as “not from concentrate (NFC)”.

The expanded tank capacity will allow CNA to store juice NFC in addition to its current storage system used for its fruit juices from concentrate. New Castle County Executive Chris Coons, Wilmington Mayor James Baker, CNA and Port officials toured the newly expanded CNA facility

which was funded by \$13.4 million in Recovery Zone Facility Bonds approved by the New Castle County Council.

CNA brings Brazilian juice both in fresh and concentrate to its Wilmington facility in specialized juice tankers and distributes it to its customers throughout the US and Canada.

CNA, a port tenant since 1983, is one of the largest producers and marketers of Brazilian orange juice. This expansion now makes CNA's



(L-R) Dennis J. Helms, CNA CFO; Chris Coons, New Castle County Executive; James Baker, Wilmington Mayor; Paul Clark, New Castle County Council President; Karl Kalbacher, New Castle County Director of Redevelopment; and Gene Bailey, DSPC Executive Director

bulk juice terminal one of the nation's largest and underscores Wilmington's

position as North America's chief gateway for juice imports.

CHIQUITA'S ENHANCES ITS FLEET



M/V Helene and M/V Iridium, Great White Fleet's newly chartered vessels will increase Chiquita's weekly distribution capacity for the Central America—Wilmington, DE lane by 22%.

[Chiquita Fresh North America \(Chiquita\)](#), the Diamond State Port Corporation (DSPC), and port community welcomed the arrival of *m/v Helene* and *m/v Iridium* to the Port of Wilmington, Delaware in August. Great White Fleet, Chiquita's shipping line, chartered the reefer-capable container ships for its weekly service between Central American ports and Wilmington replacing the Eurys class ships previously employed in this service. These two ships will boost Chiquita's reefer cargo carrying capacity by 22 percent on this route.

Chiquita, the world's largest banana

marketing company, has been calling Wilmington its home port since 1988, and contributes to the Port's rank as the world's top banana. In 2008, Chiquita signed a new 11 year lease with the Port.

In addition to 550 forty foot refrigerated containers these new vessels can carry up to 1202 40 foot dry containers. Besides bananas and other tropical fruits imports, Chiquita carries exports of local produce, previously owned vehicles, kraft liner board, and other general and perishable cargoes.

PORT PLANS EXPANSION TO SUPPORT THE OFFSHORE WIND ENERGY INDUSTRY

In late August, the DSPC submitted a request to the U.S. Department of Transportation for a \$22 million TIGER II Grant to partially fund the joint development of a Mid-Atlantic Offshore Wind Energy/Multi-Purpose Berth and Staging Facility by the DSPC and [NRG Bluewater Wind](#). When completed this project will provide a staging and assembly facility for many offshore wind projects contemplated for construction along the Mid-



Atlantic coastline.

This project includes the construction a new 500 foot by 250 foot pile-supported berth on the Delaware River south of the Port of Wilmington, a trestle/causeway and an access roadway to a 25 acre staging and assembly area for wind

turbine components near the inactive Pigeon Point landfill facility. If the requested grant funding is approved this project would begin in 2011.

Offshore wind energy projects off the coasts of Delaware, New Jersey and Maryland are currently in the planning phase and are

expected to provide up to 1,500 MW of generating capacity at a total construction cost of over \$7 Billion. NRG Bluewater has in hand the first Power Purchase Agreement (PPA) between an offshore developer and a power company and will oversee the construction of a 450 MW wind turbine park off the coast of Delaware and near Rehoboth. Electricity generated by this offshore wind park will be sold to households in Delaware and Maryland.

SENATOR KAUFMAN VISITED THE PORT

U.S. Senator Ted Kaufman, a member of the Senate's Foreign Relations Committee as well as the Committee on Homeland Security and Governmental Affairs, visited the Port of Wilmington in May for a briefing on trade, cargo operations and port security issues. Senator Kaufman offered his support to Port leadership in securing federal grants to improve port security, in funding infrastructure improvements and in helping to better

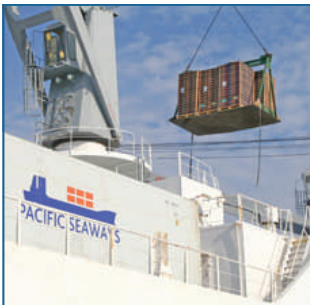
position the Port to participate in the overseas movement of military cargo. The Senator took this opportunity to tour the Port, observe container operations being conducted for both Dole and Chiquita vessels, and to speak with longshoremen and terminal labor before his departure.

Delaware's congressional delegation, which in addition to Senator Kaufman includes Senator Tom Carper and Congressman Mike Castle, has always been very supportive of the Port over a broad range of topics at the federal level.



(R-L) U.S. Senator Ted Kaufman and Gene Bailey, DSPC Executive Director tour the Port of Wilmington

PACIFIC DELAWARE'S CONTRACT EXTENDED



Pacific Delaware will continue shipping cargo via Wilmington through 2016.

We are very pleased to report that in September DSPC and Pacific Delaware, Inc. (PDI) signed a multi-year extension to its current terminal services agreement, which will ensure that Chilean fruit continues to arrive at the Port of Wilmington through the 2016 season. Pacific Delaware is the North American representative of

[Pacific Seaways \(PSW\)](#), a shipping cooperative of Chilean growers and exporters based in Santiago, Chile.

Since 1994 PSW and PDI have been using the Port of Wilmington to receive and distribute fruit carried on specialized reefer ships to US consumers. During the Chilean winter fruit season,

which runs from early December through April, the Port handles on average 160,000 tons annually of mainly table grapes but also plums, peaches, apricots, nectarines, cherries and kiwi. PSW is the only carrier to offer a direct service to Wilmington from the Chilean loading ports in Valparaiso, Coquimbo and Caldera.

LT. COL. PHILIP M. SECRIST III—NEW USACE COMMANDER

Lieutenant Colonel M. Philip Secrist, III of the [US Army Corps of Engineers](#) assumed his responsibilities as the 56th Commander of the Philadelphia District on July 1. The Philadelphia District encompasses the 13,000 sq. mile Delaware River Basin and the Atlantic coast from New Jersey's Manasquan Inlet to the Delaware-Maryland line. Within its boundaries reside more than 8 million people.

Lt. Col. Secrist was commissioned in 1991 from the Virginia Military Institute in Lexington, Virginia. His assignments include Engineer Line Platoon Leader, Assault and Obstacle



Lt. Col. Philip M. Secrist III

Platoon Leader, Company Executive Officer, and Assistant Brigade Engineer in the 91st Engineer Battalion, 1st Cavalry Division, Fort Hood, Texas; S3 Training and

Plans Officer for the 130th Engineer Brigade, V Corps, Hanau, Germany; Charlie Company Commander, 54th Engineer Battalion, 130th Engineer Brigade, Bamberg, Germany; and Project Manager for the Sacramento District U.S. Army Corps of Engineers, Beale Air Force Base, California. He has deployed in support of Operation Iraqi Freedom.

He is a graduate of the Airborne School, Ranger School, and the US Army Command and General Staff College. He holds a Bachelors of Science Degree in Civil Engineering from the Virginia Military Institute, a Master's of Science in

Engineering Management from the University Missouri-Rolla and a Master's of Science in Environmental Engineering from the Virginia Polytechnic Institute and State University (VA Tech).

His awards and decorations include the Bronze Star (with Oak Leaf Cluster), the Meritorious Service Medal (with Oak Leaf Cluster), the Army Commendation Medal (with two Oak Leaf Clusters), and the Army Achievement Medal (with one Oak Leaf Cluster).

Welcome aboard Colonel Secrist!

NEW FACES AT THE ROBERT F. SENSENY ADMIN BUILDING



(L-R) Paul Delacruz and Jerome O'Neil of Biehl in their new Port office

The Robert F. Senseny Admin Building at the Port of Wilmington welcomed new tenants this summer.

In August, [Biehl & Co. L.P.](#) consolidated their Philadelphia and Baltimore operations at their new regional office at the Port of Wilmington. Paul Delacruz, General Regional Manager, and Jerome O'Neil, Shipping Agent, will represent the company in the Delaware River commercial region. Biehl's chief customer at the Port is Great White Fleet.

Last May, [T. Parker Host of Delaware, Inc.](#), a tenant of the building since 1999, welcomed Will Schmidt as its new Vice President and General Manager of its Wilmington office.

DOLE BIKES FOR MULTIPLE SCLEROSIS SOCIETY

Team *Tour de Fruit* comprised of 26 Dole Fresh Fruit Company's container terminal staff and other members of the port community will join more than 1,600 other bicyclists to pedal from Dover to Lewes, Delaware during the 27th annual *Bike MS: Bike to the Bay* on October 2nd and 3rd.

The event's goal is to raise \$1 million to fund programs and services provided by the Multiple Sclerosis Society to over 1,500 Delawareans with this debilitating disease, and to support its quest for cure.

If you wish to join *Tour de Fruit* or to donate, visit

DOLE SIGNS LEASE EXTENSION—CONTINUED FROM COVER

"From Wilmington, we can efficiently access major distribution centers as far as Ontario Quebec and the Maritime provinces of Canada in the north, and in the U.S. as far west as the Mississippi River and as far south as North Carolina," he explained.

"On behalf of the DSPC

board of directors, the executive staff and men and women working at the Port of Wilmington, I would like to congratulate and to thank Dole for this lease extension," said Alan Levin, Director of Delaware Economic Development Office and Chairman of the DSPC. "Dole is a long-term

FARWELL TO OUR FRIEND WARD

It is with great sadness that we said goodbye to our friend and colleague Edward (Ward) Gagnon who passed away on Thursday, July 29 at the age of 63. Ward joined the DSPC in 2006 as Manager of Safety and Training, a job he loved and devoted himself to.

Prior to joining the Port Ward was the Director of Safety and Security at St. Francis Hospital, a position he assumed following his retirement from Sixth Troop of the Delaware State Troopers after two decades of service.

Ward will be remembered fondly by customers and colleagues alike for his dedication, humor, and sincere care for the safety and well being of the



Ward Gagnon

workforce at the Port.

Ward is survived by his wife of 24 years Maria (Buono) Gagnon and a large and loving extended family.

T. Parker Host specializes in providing ship husbandry and liner agency services for ship owners whose vessels call in DE, PA and NJ.

UPCOMING EVENTS

- **POWMS Fall Luncheon**
12:00 pm, October 12
The Chase Center
at the Riverfront
Info: 302-656-5700
- **POWMS Annual Dinner**
6:00 pm, November 11
Hotel DuPont
Info: 302-656-5700
- **CACC Friend of Chile Award Luncheon**
11:30 am, November 18
The Union League of Philadelphia
Info: 215-790-3769



Dole TOUR DE FRUIT

www.biketothetbay.org, or contact Sean Clancy, the team's captain at sean.clancy@dole.com.

PORT ILLUSTRATED
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tenant that has helped to position Wilmington as the leading port in North America for handling perishable cargo. This strong partnership which first began almost 30 years ago, will contribute significantly to the continued future growth and development of our Port."