

Port Illustrated

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AUTOPORT, INC. SIGNS A 10-YEAR LEASE WITH THE PORT

Governor Jack Markell recently announced a 10-year, multi-million dollar 42-acre land lease deal between Trans Cargo LLC & [AutoPort, Inc.](#), subsidiary companies of AutoPort North America, and the [Diamond State Port Corporation \(DSPC\)](#). This agreement will keep Trans Cargo LLC & AutoPort, Inc. as Port of Wilmington tenants through 2018.



(L-R) Alan Levin, Director DEDO & DSPC Chairman; Gene Bailey, DSPC Executive Director; John Owens, AutoPort's Chairman; Governor Jack Markell; and Roy Kirchner, AutoPort's President celebrating the lease signing

AutoPort, Inc. is an ISO 9002 certified full-service automotive conversion, restyling and processing company adjacent to the Port of Wilmington. Trans Cargo is the terminal operating arm of AutoPort, and together they prepare over 100,000 automobiles, trucks and oversized rolling stock units

annually for export to Middle Eastern, African and Mediterranean markets through the Port of Wilmington onboard specially built automobile and truck carriers.

"The only way we are going to

address the challenges facing Delaware is by growing our economy so companies like AutoPort can thrive and create jobs to get Delawareans back to work," Gov. Markell said. "AutoPort is an outstanding

Delaware company and it is great news that AutoPort will be remaining at the Port of Wilmington for the next decade. I was delighted to visit AutoPort in February to announce the company would be receiving a grant to help train workers to convert traditional cars into electric vehicles. Delaware must have a public policy that places sustainability at the forefront of our economic development efforts. My administration is committed to working with companies like AutoPort to keep Delaware on the leading edge of the Green Economy."

A recent economic impact analysis by Martin & Assoc. for the Port of Wilmington credits AutoPort's related cargo ...
Continue the story in page 2

SPECIAL POINTS OF INTEREST:

- New board members
- Stretched carriers
- Juice imports
- New USCG COTP
- Structural steel
- Heavy RoRo
- POWMS scholarship
- Upcoming events

PORT WINS GE WIND ENERGY LOGISTICS PROJECT

[GE Energy](#) selected the [Port of Wilmington, Delaware](#) as its mid-Atlantic discharge port for their largest regional wind energy project of 2009. Up to seven [Intermarine](#) specialized heavy lift vessels will deliver shipments of wind turbine blades which will be delivered to project sites in Pennsylvania and Indiana.

GE is one of the world's leading wind turbine suppliers. With more than 12,000 installed worldwide, including approximately 10,000 in the U.S., GE Energy's 1.5-MW wind turbine continues to expand its role as the global wind energy industry "workhorse". To date, GE's 1.5-MW machines have been installed in 19 countries and have accumulated more than 160 million operating hours, generating 100,000 gigawatt-hours (GWh) of energy.

"We are extremely pleased that the Port of Wilmington was selected by GE Energy as its



GE Energy's wind turbine blades discharged at the Port of Wilmington, Delaware

logistics services partner for this season," remarked Eugene R. Bailey, Executive Director of the Diamond State Port Corporation. "This is delicate, high value cargo and a challenging logistics project, two areas in which the Port's labor excels!

Continue the story in page 3

DSPC WELCOMES TWO NEW BOARD MEMBERS

The Delaware Senate recently confirmed Marietta ‘Peaches’ Whalen and Joseph G. DiPinto as new members of the Diamond State Port Corporation’s (DSPC) Board of Directors.

Ms. Whalen, a Delaware labor leader and community activist, has worked for General Motors for the past three decades and has been the United Auto Workers (UAW) Corporate Communications Coordinator at the automaker’s Wilmington plant since 1992. She is the Chairperson of Community Services for UAW Local 435, the current Vice President of the Delaware State UAW Community Action Program Council, and an Executive Board Member of the Coalition of Black Trade Unionists. She is a past



Marietta ‘Peaches’ Whalen

President of the A. Philip Randolph Institute-Delaware Chapter; a past member of the Executive Board of the Wilmington NAACP and has served as Secretary of Women In The NAACP.

Mr. DiPinto was appointed Director of Wilmington’s Office of Economic Development by Mayor James M. Baker in August



Joseph G. DiPinto

2006 following his retirement from the Delaware State House of Representatives. Prior, DiPinto served on the Wilmington City Council from 1973 through 1986, and as a State Representative in Delaware’s General Assembly from 1987 through 2006. He chaired the Housing and Community Affairs and Appropriation

Committees and was the co-chair of the budget-writing Joint Finance Committee for eight years.

“On behalf of the DSPC I would like to welcome Marietta Whalen and Joseph DiPinto to our board,” said Eugene R. Bailey, Executive Director of the DSPC. “Both possess extensive and unique professional experience with major corporations in Delaware, and as dedicated leaders in our state have been devoted to job creation and economic development. Their impressive backgrounds, accomplishments and counsel will be invaluable to the future direction of the DSPC and to the Port’s continued growth and economic impact on the State of Delaware.”

ARRIVAL OF HOEGH’S 1st “STRETCHED” CARRIER

The first of Höegh Autoliners’ lengthened pure car and truck carriers (PCTC), *M/V Höegh Seoul*, called in the Port of Wilmington on May 15. Despite slowing global trade, Höegh continues to expand its fleet as scheduled and recently completed a major ship lengthening program with 10 of its PCTCs “stretched” by 100 feet. In the aggregate,

this program has created additional carrying capacity of about two PCTCs.

M/V Höegh Seoul’s carrying capacity was increased from 6,000 car equivalent units (CEUs) to 7,000 CEUs. Adjustable decks still enable her to carry over-sized rolling stock including agricultural and construction equipment. Höegh has recently signed a 10 year land lease with the

Port of Wilmington. The Norwegian shipping line loads new and previously owned automobiles and RoRo exports at the Port of Wilmington for the Middle Eastern and Mediterranean.

Rendering on the right illustrates the stretching process which increased the vessel’s carrying capacity to 7,000 car equivalent units.



AUTOPORT—PORT’S NEW TENANT

with the creation of 675 jobs, \$36 million in business revenue and \$2.6 million in local and regional taxes annually.

“The Port of Wilmington and AutoPort enjoy a unique strategic partnership as evidenced today as we formalize our lease agreement,” said John Owen, Chairman of AutoPort

North America. Mr. Owen continued by saying, “The Port of Wilmington and the State of Delaware are excellent places to do business. We look forward to working together to grow our core export and import processing business and our diversification into leading edge green energy technological initiatives such AutoPort’s work on

converting the Scion xB platform from gasoline to an all electric vehicle with Vehicle to Grid capabilities. I greatly appreciate Governor Markell’s enthusiasm for this project and want to thank him for the recent grant to AutoPort to carry on its development.”

“We at the Port of Wilmington are extremely

happy to be able to conclude a lease with a world class company such as AutoPort,” said Eugene R. Bailey, Executive Director of the DSPC. “AutoPort North America has been a valued partner and has helped to establish our Port’s prominence in the automotive export business,” he remarked.

STORY CONTINUES FROM FRONT COVER

JUICE IMPORTS GROW THROUGH THE PORT

[Premier Juices](#), a shipper and marketer of juice concentrates, increased their ship calls of specialized reefer vessels to the Port to four in FY 2009. In addition, Premier Juices ships juice concentrates to Wilmington onboard [Dole Ocean Cargo Express](#)'s weekly containerized vessel calls from Central America. Their enhanced shipping program solidifies Wilmington's rank as the nation's leading gateway for imports of juice concentrates.

Premier Juices, based in Clearwater, FL, has been importing juice concentrates through Wilmington since 1996, and now stores it with their warehousing division, Bulk Services, at a private

freezer located a mile from the Port. Their cargo includes Belizean orange and grapefruit juice concentrates, Costa Rican orange and pineapple juice concentrates as well as some organic juices, mostly packed in 300 gallon bins.

From Wilmington, the juices are distributed to packaging facilities throughout the U.S. East Coast servicing grocery store brands and schools. "The Port's location serves as an excellent distribution center to our customers in the North East," explained Charlie Kern, Partner of Premier Juices. Prior to distribution in food grade insulated tanker trucks, the juice is inspected by an in-house USDA inspector, and



Craig Neild, Bulk Services' General Manager at mixing facility

then blended for quality purposes.

Wilmington also handles Brazilian orange juice concentrates in liquid bulk

for Citrosuco North America and Argentine apple and pear juice concentrates in bins for the ArgenJuice Group.

WELCOME TO NEW USCG COTP CAPTAIN AUSTIN

On June 11, 2009, Capt. Meredith L. Austin assumed the responsibilities of command for Sector Delaware Bay from Capt. David L. Scott who retired after 30 years of service. Sector Delaware Bay encompasses the mid-Atlantic coastal area from Shark River, N.J., to the Delaware-Maryland border. It includes the ports of Philadelphia, Camden, Chester, and Wilmington on the Delaware River.

Austin will command a staff



Captain Meredith L. Austin, USCG, COTP Sector DE Bay

of more than 800 military and civilian personnel in carrying out all of the Coast Guard's principal activities in

this region including marine safety, security and environmental protection, maritime law enforcement, search and rescue, and waterways management. Her most recent position as First Planning and Exercises Division Officer for the newly established Deployable Operations Group has equipped her with a wealth of knowledge and extensive experience to lead the USCG on the River.

Austin is a 1985 graduate of the U.S. Coast Guard Academy, where she received

a Bachelor of Science degree in Marine Science. In 1994, Austin received a Master of Science in Public Health, Industrial Hygiene from the University of North Carolina-Chapel Hill and in 2007 she received a Master of Arts in Homeland Security from the Naval Postgraduate School in Monterey, CA.

Port officials welcome Capt. Austin to the Port of Wilmington's maritime community and wish her much success in her new command!

PORT WINS GE WIND ENERGY LOGISTICS PROJECT

STORY CONTINUES FROM FRONT COVER

Our previous experience with this cargo, the port's easy access to the interstate highways system and the excellent cooperation of the City of Wilmington's police, the Delaware State Police and the Delaware's Department of Transportation were

instrumental in the port's successful bid for this business."

The turbine blades are transported to Wilmington aboard special purpose project cargo ships. Each blade is over 122 feet long, 10 feet high and weighs

12,500 pounds. The Port of Wilmington will work with [Port Contractors, Inc.](#), [Delaware River Stevedores](#) and [American Transport Systems, Inc.](#) for cargo handling operations on the terminal.



DSPC terminal loads GE wind turbine blades on specialized trucks.

OVERSIZED STRUCTURAL STEEL TRANSPORTED VIA WILMINGTON



Helmark Steel wide flange beams unloaded onto NS rail cars at the Port of Wilmington

wide flange beams and plate from the Wilmington based [Helmark Steel](#), one of the nation's leading fabricators and erectors of structural steel. The project consisted of a variety of large pieces, especially wide flange (WF)

[Owen Steel](#), which specializes in fabricating complex structural steel, purchased 1,060 MT's of

beams with lengths to 75 ft and to a lesser extent, plate up to 63 ft in length. The heaviest beam weighed over

14,000 lbs. Because of the cargo's size and its complex transportation restrictions, Owen Steel opted to ship it via [Norfolk Southern \(NS\)](#) rail from the Port of Wilmington to its Columbia, SC location, which resulted in significant cost savings.

Bay West Trucking delivered the cargo from Helmark's steel yard to the Port. The cargo was loaded onto the trucks in a sequence which upon arrival at the Port allowed for transloading onto

NS flat rail cars. The cargo was later secured to the railcar using metal straps.

In 2002, Helmark Steel selected the Port to handle pieces of oversized structural steel beams that were destined for the reconstruction of the World Trade Center buildings in New York City. Again, Helmark's proximity to the Port and Wilmington's niche handling expertise proved to be an efficient and cost effective logistics solutions.

HANDLING A MAIN DECK LOADER

The Port of Wilmington handles a wide variety of heavy RoRo (roll on/roll off) cargo that often arrives at the Port via rail. In July, C4, the Port's 75 MT gantry crane was used to position an aircraft container main deck loader (used to load freight onto aircraft) onto a specialized, heavy duty Maafi trailer. The 41.5 ft long, 40 MT piece was trucked from



The aircraft container main deck loader being exported via Wilmington to Jeddah, Saudi Arabia

Quebec, Canada to the Port and was later loaded onto m/v *Höegh Trader* for Jeddah, Saudi Arabia.



RECIPIENTS OF THE POWMS SCHOLARSHIP ANNOUNCED



The Delaware Higher Education Commission has recently announced two recipients of the Port of Wilmington Maritime Society (POWMS) Scholarships for the 2009-2010 school year. William A. Stansbury, Jr., the son of William A. Stansbury, Sr., Manager, Terminal Services for the DSPC, and Maya A. O'Donnell, the daughter of John B. O'Donnell, Director of Sales & Marketing for Port to Port International will each be presented with \$2,500 in scholarship funds at the

POWMS Annual Dinner at the Hotel DuPont on November 11, 2009.

The POWMS Scholarship is awarded to high school seniors or returning/continuing college students whose parent, grandparent, or legal guardian is employed by any company located at the Port of Wilmington that has contributed a minimum of \$500 towards the scholarships. This is the second year that the POWMS has received sufficient contributions for two scholarships. The following companies contributed to this year's scholarship

program: [Citrosuco North America, Inc.](#), [Delaware River Stevedores, Inc.](#), [DSPC](#), [Dole Fresh Fruit Company](#), The International Longshoremen's Association Local 1694, [Port to Port International Corp.](#), [Murphy Marine Services, Inc.](#), [Port Contractors, Inc.](#), and [Trinity Port Services](#). Ticket proceeds from the Society's Mix & Mingle event in May were dedicated towards the 2010-2011 scholarship fund.

[Click to learn about the scholarship](#) program and call the Society at 302-656-7000 or email [Sean Kathleen Curran](#) to learn how your company can participate.

UPCOMING EVENTS

- Seamen's Center of Wilmington's Fun(d) Raiser**
September 8, 2009,
4:30 pm—7:30 pm
CW Harborside
Riverfront, Wilmington
Info: 302-575-1300
- 19th Annual Port of Wilmington Golf Classic**
September 24, 2009
10:00 am—7:00 pm
DuPont Country Club
Info: 302-472-7819 or
vnbecker@port.state.de.us
- Port of Wilmington Maritime Society's Annual Dinner**
November 11, 2009
6:00 pm—Cocktails
7:00 pm—Dinner
Hotel DuPont, Wilmington
Info: 302-656-7000
powms@wtcd.com

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