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All articles in this special written by John Powers.

Contents

Credit: PhilaPort, AGRO Merchants Group, PhilaPort (above, from left to right); Credit: OldSkillz Photography (below)

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Despite an overall decline in container volumes across US ports, Philadelphia saw a 14 percent container growth in the first quarter of 2020.

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Prepared for the unexpected

ACCUSTOMED TO SUSTAINED growth, particularly in their container volumes, US ports will not look back on the first three months of 2020 fondly. With the coronavirus disease 2019 (COVID-19) pandemic hard on the heels of a fusillade of tariffs and counter-tariffs, circumstances conspired to drive traffic down almost across the board. Lower vessel-load factors and pared-down rotations have unfortunately become the order of the day.

One notable exception is Philadelphia, which saw 14 percent container growth in the first quarter of 2020, noted Sean Mahoney, director of marketing, PhilaPort. The primary driver of the uptick is Philadelphia's core perishables business, which retained its strength with imports into their hinterland's huge consumption base largely untouched by COVID-19 and the trade wars. Despite the pandemic-induced recession, dwindling household incomes have not yet substantially impacted cold chain volumes.

Of note, also, is the hidden benefit of PhilaPort's current lack of a direct Asian service. While port marketers continue to actively pursue such a carrier, they are not currently feeling the pinch in this trade lane, which is responsible for the majority of volume losses in other ports heavily dependent on their Asian traffic.

The numbers for the port's non-container cargoes are, however, not as rosy. "Our steel numbers have been particularly hurt by the tariffs. Also, the ad valorem tariffs against Europe hurt us. In fact, they were a contributing factor to losing a European container service," Mahoney said.

Eric Holt, chief commercial officer for Holt Logistics, is concerned about the potential impact of lingering trade wars. "Tariff disputes have hurt everyone in the international trade community in terms of volumes," he said. "Free markets do not mean one-way, no-tariff trade. However, the importance of open trade cannot be overestimated."

The South Jersey Port Corp. (SJPC) oversees four terminals on the east side of the Delaware River in New Jersey. The majority of its voluminous steel imports goes to final manufacturers, including automakers. Plant shutdowns are depressing imports among the core steel commodities the terminals handle. However, Executive Director and CEO Andy Saporito noted a silver lining. "We've seen an uptick in receipts of steel products used in making containers for consumables such as cans for food and aerosols, which have risen dramatically due to the demand for cleaning and disinfectant products."

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Overall, combined volumes for the SJPC terminals topped 4 million tons for the third year in a row. Year-to-date, business is off some 9 percent, primarily due to the slowdown in the steel sector. However, the recent addition of a new pipe importer to its client roster should help drive business back toward customary levels.

We really have not experienced an impact from the tariffs because the product here is not coming in from China. Most is coming up from South America.

Lawrence Antonucci, president of 721 Logistics, explained that his business grows with his clients' business. Just as 2019 was a good year for everyone, 2020 is likewise a challenge across the board. "Everything is impacted, and it's impossible to predict when this ends and what it will look like. Unless you're a just-in-time (JIT) or lean manufacturer/shipper, supply will typically lag behind demand, so we don't see a reduction in freight volumes until after the fact. Conversely, we will see the uptick in volumes before anyone declares this recession over," he said. "My feeling is that the world economy has a tremendous amount of pent-up demand waiting to be unleashed that we'll see come through in the form of increased freight volumes, vessels being put back in service, and a surge in supply chain activity a month or two before we're officially 'back in business'."

Caution is the order of the day at East Coast Warehouse, more a function of COVID-19 than the tariff disputes. "Our business in Philadelphia in 2019 was in line with our growth expectations. 2020 has experienced some headwinds due to the coronavirus pandemic. We really have not experienced an impact from the tariffs because the product here is not coming in from China. Most is coming up from South America," CEO Jamie Overley said. The company has seen vessel schedules altered somewhat, but traffic in Philadelphia's core agriculturals business has precluded any dramatic drop-off. "From an activity standpoint, we work with a lot of businesses that are deemed essential, so our activity levels have remained consistent. We

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Courtesy of PhilaPort

do not expect to see a material deviation in volumes this year," Overley said.

The Levari Group is a major warehousing and logistics player on the Delaware River and the parent of three businesses: First Choice Freezer and Cold Storage, M&O Cold Storage, and First Choice Logistics Center. Its enterprises have definitely suffered in the current environment, Chief Financial Officer Eugene G. Taormina said.

"First and foremost, we needed to take precautions to protect our employees and families from the virus," he explained. "Once we developed and implemented a plan to ensure their safety, we addressed the needs of our customers. We have found that our customers are producing more product than they are selling, which has caused a strain on the already tight storage capacities in the region. Until outbound shipments increase, The Levari Group anticipates the strain continuing."

Shipments of cocoa beans, a staple of the port's freight mix, remain robust. "The cocoa bean business had several years of bumper crops, so volumes were unusually high. Now we are returning to the norm. The tariffs and trade disputes have not affected our business," Harvey Weiner, president of Dependable Distribution Services (DDS), said.

DDS reported no interruption of vessel or warehouse operations. The nature of perishables handling includes some built-in protections against infection. "As an important part of the food supply chain, DDS has always been concerned about hygiene and phyto-sanitary procedures, and our dock and warehouse workers have always worn masks for dust control, but now we have increased cleaning routines. We have also increased training around handwashing and social distancing," Weiner said.

Nevertheless, the pandemic is introducing new challenges throughout supply chains. "The food safety issue will be even more important moving forward," Frank Manfredi, president of Manfredi Cold Storage, said. The company reports reduced productivity attributable to splitting shifts and even greater attention to cleaning and sanitizing. It has also reduced crew sizes to minimize the likelihood of cross infection in the event an employee tests positive for COVID-19.

The major player in a surge of ISO container shipments through the port is SMS Rail Lines. The company has been in business for 26 years but launched its Philadelphia operations in 2018. SMS specializes in dock-to-end-user coordination of ISO units, as well as providing a range of traditional warehousing services for a wide array of hazardous and non-hazardous products — import and export, container, dry and liquid bulk, and breakbulk. The Philadelphia operations' client base grew from a single customer, year one, to eight in 2019. Its terminal is located at the nation's largest industrial park, Pureland, in Bridgeport, New Jersey, which is 25 minutes from the Philadelphia docks. Kevin Elder, director of logistics, explained the company's mercurial growth. "We've been able to redirect business from the New York-New Jersey portal. There's basically no room in New York. Land there is $2 million an acre versus $250,00 an acre in New Jersey, and there are major costs for site remediation in New York that we're not faced with here. Customers who were struggling with congestion issues in New York are attracted by 30- to 37-minute truck turn times in Philly. There, a driver might be able to handle one or maybe two drays per day — in Philly, that number jumps to four to five."

With a large European component to its business, SMS has been heavily impacted by COVID-19. Its count of units on the ground leapt from 40 in 2018 to as many as 360 last year. "Currently, our inventory has dropped to half of what it was at peak. When the pandemic struck, Europe shut down first, and we quickly felt the effect. The pipeline is refilling, but it will take weeks before we begin to see a return to pre-COVID levels," Elder said.

Tom Mutz is vice president of global business development for three sister companies: Penn Warehousing and Distribution, Horizon Stevedoring, and JH Stevedoring. The terminal operator, which celebrates its 100th anniversary this year, advised that physical facility limitations have had a greater effect than other factors on overall business growth. "Over the last few years, we had to reduce throughput based on infrastructure issues," Mutz said. "This year has started off steadily. The tariffs do not impact the commodities we handle. We do not anticipate any volume changes in 2020." Going forward, PhilaPort's master development plan is expected to address such infrastructure shortcomings across the full spectrum of the Philly cargo base. ■

PHILADELPHIA LOGISTICS

With channel deepening close to completed and new construction underway, including a 100,000-square-foot warehouse earmarked for forest products, Philadelphia's logistics interests are prepared for the future.

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GLOBAL SOLUTIONS PERSONALLY DELIVERED

HEADQUARTERED IN PHILADELPHIA, 721 Logistics is a full-service, family-owned customs broker, freight forwarder, and global logistics provider committed to providing their employees with a cultural environment that is personally and professionally rewarding, taking care of clients as if they are second to none, while also embracing the role and responsibility of a good corporate citizen.

Founded in 2012 by experienced logistics executives with over 50 years of combined industry experience, the company has become one of the fastest-growing businesses in the port. Always striving to exceed client expectations, 721 Logistics embraces their role as a valued partner and true extension of the client's organization, taking the time to understand their client's unique product and service requirements, making sure the smallest detail of every shipment is treated as if it's the most important detail, and caring for every shipment as if it's their own. Because importing into the USA is a right, not a privilege, they understand the importance of regulatory compliance and emphasize such with US Customs and Border Protection and other government agencies in order to keep merchandise moving through the supply chain.

Large enough to handle any size importer, shipper, or consignee 721 Logistics has the characteristics of a smaller and more nimble organization. These qualities shine through in 721's ability to leverage technology within their strategic global network footprint to deliver a service offering far greater than any larger forwarder – global solutions delivered personally, professionally, and representative of the way clients expect their brand to be recognized.

From origin to destination, and points in between, 721 Logistics is an organization that works "goal time," not "clock time," always keeping the axiom "your money is our money" at the forefront of everything they do. ■

721 Logistics

Infrastructure update

PHILADELPHIA'S LONGEST RUNNING infrastructure project, three decades in the making, will come to fruition in July. After a series of last-minute delays, including boulder removal, shoaling during dredging, and allowances for fish spawning season, PhilaPort's channel deepening will be completed. At that time, channel depth will reach 45 feet plus a natural six-foot tidal window. Total cost for the 103-mile project was approximately $500 million. Channel width will simultaneously accommodate a super-post-Panamax ship traveling in each direction.

PhilaPort's Director of Marketing Sean Mahoney defined the impact on harbor traffic. "We currently have the biggest megaship operators calling on our port; they want to bring bigger vessels to PhilaPort but have had depth limits that will be solved by the fall. We have already handled 12,200-twenty-foot-equivalent (TEU) ships and will ultimately have the ability to accommodate the biggest ships able to traverse the Panama Canal (14,500-TEU capacity). We will be able to handle the same size ships as the other ports in the Boston-Baltimore range."

Deepening will position the port to be a full-scale contender for the latest vessels exiting global shipyards. Eric Holt, chief commercial officer for Holt Logistics Corp., provided a timeline. "The Delaware River deepening project allows Philadelphia to already handle vessels up to 14,000 TEU. We are in the middle of phasing in going from 42 feet restricted to 45 feet unrestricted. Vessels sized 12,000 TEU to 14,000 TEU will continue to dominate the US East Coast trade lanes for many years to come.

"The port now has five super-post-Panamax and two post-Panamax cranes and attendant state-of-the-art terminal operating and gate systems. Philadelphia will now be able to be first port of call on many trade lanes as the new channel depth will give the container lines the ability to maximize the draft of all vessels entering the Delaware River."

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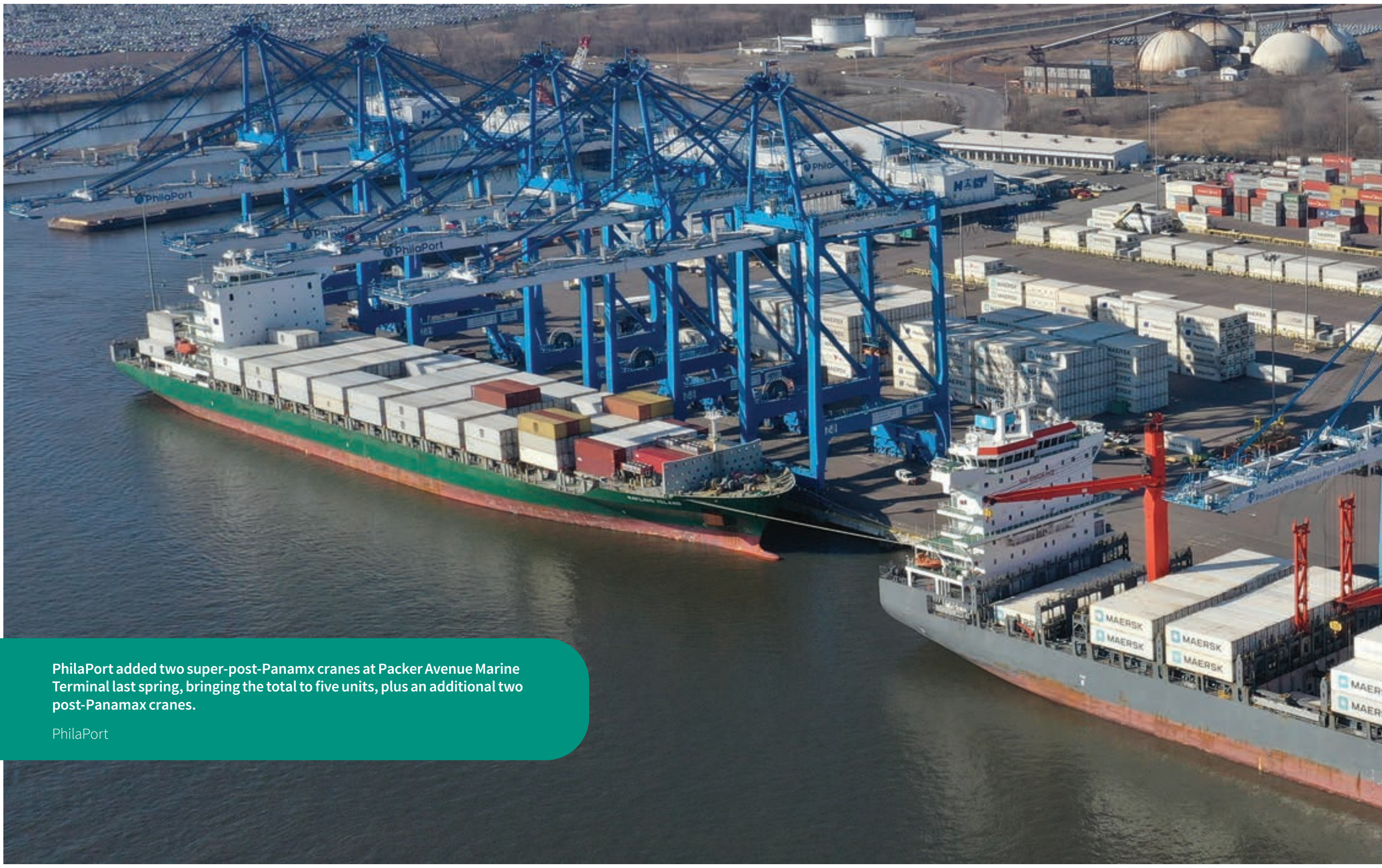

PhilaPort added two super-post-Panamx cranes at Packer Avenue Marine Terminal last spring, bringing the total to five units, plus an additional two post-Panamax cranes.

PhilaPort

The channel project sends an important message to the industries served by all regional logistics stakeholders. For Dependable Distribution Systems (DDS), the key commodity is cocoa beans. “Deepening of the Delaware River is a statement that the Port of Philadelphia is building for the future,” DDS President Harvey Weiner said. “We must have the ability to serve any kind of cocoa bean shipper, from any country of origin, and be flexible in how we handle their beans. Deeper water gives us the ability to handle more kinds of vessels from more locations.”

The newly deepened channel is expected to enhance Philly’s status as a viable rotation option for vessel operators. “Why should a megaship operator include Philly on their rotation? It’s a basic formula, more draft provides for larger vessels to navigate the Delaware,” Tom Mutz, vice president of global business development, Penn Warehousing, said. “The net result is that a greater range of vessel operators may now access piers or terminals on the Delaware that were not available to them previously. Not all deploy 18,000- or 20,000-TEU vessels. Those that do will certainly be calling on Baltimore and New York. That opens the door for companies to have alternative vessel rotations on the Delaware, versus waiting three or more days in other harbors for berth availability.”

The reconfigured channel carries major potential for The Levari Group. “The deepening of the port would be beneficial as larger vessels would have more access to Philly, giving companies like ours additional opportunities to service existing customers as well as the potential to develop new business,” Chief Financial Officer Eugene Taormina said, adding that the wealth of resources available in the Philadelphia and South Jersey region will be a compelling factor in rotation decision making for megaship operators.

With dredging nearing completion, however, it’s imperitive that local logistics interests have clear strategies to take advantage of the new resource.

“The channel deepening was absolutely necessary for us to compete for container business,” Lawrence Antonucci, president, 721 Logistics, said. “But what matters more is how we, as a port community, market the port’s improvements and capabilities to attract larger vessels and open new trade lanes, which will result in more opportunities for us to compete and win new business. Simply put, we’ll be better situated to compete with ports to the north and south of us for durable goods.

“As a port, we’ve already established ourselves as a top tier nondurable commodities provider due to the collective efforts of our terminal operators, our labor unions, and services providers like us. When these collective synergies are turned loose on durable goods, I see nothing but tremendous opportunity and upside potential.”

On the New Jersey side, the deepening will have little effect on South Jersey Port Corporation (SJPC) terminals in Camden and Salem where base cargoes such as steel, forest products, cocoa beans, and other bulk and breakbulk commodities can continue to move fluidly with the existing 40-foot channel. However, the implications for its fourth location, where SJPC is developing a 200-acre multiport, will be significant.

“45-foot depth at Paulsboro will be a game changer,” Tony Saporito, SJPC executive director and CEO, said. Of the planned footprint, only 45 acres are currently in use, leaving ample space for new facilities and tenants. Site amenities include direct access to Interstate 295 and Class I rail service; 2,400 feet of deep-draft berthing; on-dock rail; heavy lift cranage; and adjacent protected transit storage.

On the equipment front, PhilaPort added another two super-post-Panamax cranes at

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Packer Avenue Marine Terminal (PAMT) last spring, bringing the total to five units, plus an additional two post-Panamax cranes. With the receipt of the new cranes, manufactured by Shanghai Zhenhua Heavy Industries, the terminal became fully electrified, achieving zero diesel emissions. PAMT is currently undergoing a $300 million upgrade, including reconfiguration and strengthening of a berth and removal of an existing warehouse to allow for further container densification. To offset square footage lost with the demolition at PAMT, PhilaPort will break ground on a new 260,000-square-foot facility this fall. The $40 million complex will be strategically situated a mere quarter mile from the terminal, on the former site of the Philadelphia Produce Market.

At PhilaPort's Tioga Marine Terminal (TMT), a new 100,000-square-foot warehouse will bring total protected space at the facility to 500,000 square feet. Carrying a price tag of $12 million, the new building, dubbed Tioga V, will be earmarked for forest products handling, and will incorporate a number of design features specifically for that commodity group. These include simultaneous indoor rail loading for up to 10 rail cars, truck loading docks, and clear span staging areas with extra high ceilings. High utilization rates are expected, officials noted, based on the number of cargo shipments they have declined in the past due to lack of sufficient protected storage.

The new warehouse, which also features extensive rail improvements, will help the port continue its four-decade role as a major forest products handler. The freight mix includes lumber, wood, moldings, high-grade paper for packaging, and wood pulp used in a variety of tissue products, the latter unsurprisingly facing unprecedented demand in the era of COVID-19.

Tioga V is already in use, spurred by heightened COVID-19 pandemic demand for consumer health and hygiene products and personal protective equipment.

East Coast Warehouse CEO Jamie Overley expects these and other PhilaPort and private sector investments to bear immediate fruit. "Philadelphia is expanding its operational footprint in order to handle more business, and that in turn will be more business for East Coast Warehouse and its divisions," he said.

Recent port infrastructure improvements have been funded under its $300 million master plan. As this development blueprint nears completion, port planners are already developing the next iteration. "Going forward, we are programming $400 million of additional capital improvements. This includes land acquisition, new berthing, refrigerated warehouse space, and near-dock dry warehouse space," Mahoney said. "Also, I-95 construction improvements are underway, and we are planning and designing better port connectivity to the interstates. Our engineers and planners are working with the Pennsylvania Department of Transportation and the private sector on planning and permitting for this new construction, which will continue our drive to have state-of-the-art infrastructure." Officials anticipate the projects will be funded by a combination of self-funding, grants, and state monies, with the exact distribution yet to be determined.

Dependable Distribution Services' cocoa handling footprint in Philadelphia comprises 540,000 square feet of dedicated on-dock warehousing plus another 2 million square feet in the immediate region. DDS President Harvey Weiner applauded Philadelphia's willingness to expand and upgrade its freight handling profile, saying, "The port community has purchased cranes, improved port access roads, developed new terminals, invested in new computer technology, and more." For its part, DDS installed new warehouse management software

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and upgraded communications technologies at its home base at Pier 84.

Buoyed by public sector investments in channel deepening and infrastructure, private interests are aggressively expanding their footprints along the Delaware River. In January 2020, The Levari Group opened its 130,000-square-foot expansion at M&O Freezer & Cold Storage, making for a total capacity of 190,000 square feet at this facility alone, with both freezer and chilled space available. The M&O improvements complemented the 2019 expansion at First Choice Freezer & Cold Storage, which now has a total capacity of 300,000 square feet. Also, in early 2020, the company completed a technology upgrade with a cloud-based server enhancement that supplements its warehouse management system (WMS). “Our recent facility expansions — giving The Levari Group a total capacity of 490,000 square feet — and our improved WMS technologies put us in a better position to serve our customers and grow with the increasing demand for warehouse space,” Taormina said. The company anticipates future investments in dry warehouse space to keep pace with growing demand from current as well as prospective customers.

In 2019, SMS Rail Lines experienced growth best measured not in percentages, but in multiples, as its customer base increased eightfold. With this expansion of business, the company expanded its footprint and upgraded its handling fleet last year. “We acquired an additional 30 acres at our Pureland site and purchased a top reach and a top pick to expedite movements at our terminal. Additionally, we acquired a 238-horsepower boiler capable of steaming seven railcars or 35 ISOs. In 2020, site work will begin on our newly acquired parcel including ground prep for an ISO yard, construction of an additional 6,000 feet of rail, and installation of an aggregate transloading facility,” Director of Logistics Kevin Elder said.

East Coast Warehouse recently added a dozen reefer plugs to support the growing agricultural cold chain needs of the import community. On-site monitoring of temperature integrity of containers ensures freshness is maintained prior to final delivery.

At its location in Kennett Square, Pennsylvania, Manfredi Cold Storage recently completed an expansion that will bring capacity to a total of 30,000 pallet positions. “We completed two new additions totaling 100,000 square feet at the Kennett Square site last year,” President Frank Manfredi said. “The operation now has a 40,000-square-foot packing area and … features eight ripening rooms.”

Construction is underway on a 100,000-square-foot cold storage facility in New Jersey that will replicate service offerings of Manfredi’s Pennsylvania locations. The cold storage, packing, and cross-docking facility will be located at a new site in Oldmans Township, just south of the Commodore Barry Bridge on Route US 130. This is the first phase of a planned and approved 600,000-square-foot facility on 52 acres with rail access. Necessary road improvements have been completed, and the site has more than 2,000 feet of road frontage along US 130. Steel erection will commence mid-May of this year with a move in date of April 2021. The facility will feature inspection-capable docks, storage capacity for 4,400 pallet positions with 104-inch-tall openings, and a 30,000-square-foot packing room. ■

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In 2019, the Philadelphia region led the nation's ports in number of refrigerated containers handled.

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UNSURPASSED REPUTATION FOR COCOA

IN 1939, THE WEINER family started Dependable Trucking with one truck. Today the company is owned and operated by the fourth generation of the Weiner family, and Dependable Distribution Services Inc. has grown into the largest cocoa bean storage company in North America, while making Philadelphia the port of choice for cocoa. Dependable Distribution Services is recognized as a worldwide leader in the handling of US-bound cocoa beans and cocoa products. Its reputation has been developed through an unsurpassed combination of facilities, expertise, and infrastructure. For more than 25 years DDS has been the destination of choice for cocoa bean imports from equatorial regions around the world. ■

DDS

Dependable Distribution Services, Inc.

Cold chain clout

REEFER, TEMPERATURE SENSITIVE, non-durable, perishables: no matter how you describe them, these cold chain commodities carry with them the most demanding set of transit requirements of virtually any cargo type. One thing that remains unfailingly durable is Philadelphia's reputation as the nation's leader in handling them.

The proof is in the numbers. In 2019, the Philadelphia region led the nation's ports in number of refrigerated containers handled. A major portion of the total falls in the category of fruits, shipments of which were valued at nearly $4 billion in 2019. Reefer cargoes accounted for half of the 20-foot-equivalent units (TEU) entering Delaware River ports, exceeding 300,000 TEU and growing year-to-date at a rate of 9 percent over 2019. Refrigerated freight reached 4 million metric tons, with bananas responsible for nearly half of that number. Philadelphia was also No. 1 in shipments of cocoa beans, approaching 200,000 metric tons in 2019 alone.

The area's expertise stems from decades of serving importers of fruits, vegetables, cocoa beans, dairy products, and, more recently, meats from all over the globe. The results: a labor force with the know-how to maintain their pristine condition; and US Department of Agriculture (USDA), US Food and Drug Administration (FDA), and US Customs and Border Protection (CBP) officials who appreciate the need to move them expeditiously. Truck turn times average 40 minutes, a critical metric for non-durables. The region has the nation's largest roster of USDA-certified Meat Inspection Warehouses (I-Houses) with 13 in close proximity. The area is home to more than 50 of the most modern, efficient, product-secure cold storage facilities to be found anywhere, with more under construction on a nearly continuous basis. On dock, nearly 366,000 square feet of refrigerated capacity is available, supplemented by thousands of reefer plugs, 2,500 at Packer Avenue Marine Terminal alone.

In the perishables sector, the delicate nature of the shipments places a premium on freight velocity. Tom Mutz, vice president of global business development for Penn Warehousing and Distribution, Horizon Stevedoring, and JH Stevedoring, believes that the port enjoys

PHILADELPHIA LOGISTICS

Fruit shipments in the Philadelphia region were valued at nearly $4 billion in 2019.

AGRO Merchants Group

a distinctive edge in making this happen. "I do believe that Philadelphia has supply chain advantages, especially when distributing goods to the market. An interesting case in point would be why so many astute global companies use the Delaware and specifically Philadelphia as a port of entry for their perishables," he said.

Because their product is blessed with a longer shelf life than many of its perishables cousins, cocoa bean importers demand additional value-added services at the port even before expedited deliveries. The options include stevedoring, weighing, sampling, storage, debagging, reconditioning, and, finally, trucking. Pipeline visibility is another must have, said Harvey Weiner, president of Dependable Distribution Services (DDS): "We give the cocoa bean shipper total transparency and traceability from farm to end user."

Across the river, South Jersey Port Corp.'s client, Camden International Commodity Terminal, is also experiencing steady growth in shipments of cocoa beans and powder. "The concentration of cocoa processors in our area has helped establish us as the epicenter for cocoa imports. Increasing demand on the Camden, New Jersey, side has resulted in steady growth in this sector, which has been largely unaffected by tariffs and the COVID-19 pandemic," SJPC Assistant Executive Director and Director of Business Development Brendan Dugan said.

In recent years, shipments of perishables have increasingly shifted to containers, taking advantage of inherent cargo security, ease of handling, and expedited delivery. Last year, PhilaPort's reefer shipments topped 213,000 TEU. Key commodities are fruits originating from throughout South and Central America. Growth has been particularly brisk in shipments from Peru, Costa Rica, and, most recently, Colombia. To further expedite processing, the port offers a new, on-dock refrigerated facility being used for cargo monitoring and inspections by CBP and the USDA.

721 Logistics President Lawrence Antonucci attributes the port's perishables supremacy to long-standing cooperation among all the players in the cold chain. "Our J & K Fresh East division provides customs brokerage, import facilitation, and other government agency guidance and compliance. The level of expertise for the perishable sector within our organization is unmatched in the industry, and we mirror the port as a whole," he said. "The port has been ranked No. 1 across the board in imports for grapes, blueberries, and bananas, but also for lamb, frozen beef, and cocoa products. This demonstrates the collaborative effort between the public, private, and labor sectors of this port – it's what makes us, as a port community, the best perishable port in the country."

Speed to market is critical to preserving the value of the commodity being sold in the perishables market. The faster to market, the higher the value.

PHILAPORT ACHIEVES FIRST QUARTER GROWTH IN DIFFICULT CIRCUMSTANCES

THE PORT OF Philadelphia's cargo volumes remain surprisingly strong during the COVID-19 pandemic, as several categories rose or remained steady during the first quarter of 2020. PhilaPort owns 16 facilities on behalf of the Commonwealth of Pennsylvania.

"We have been fortunate, certainly, regarding the health of our workers," said PhilaPort's director of marketing, Sean Mahoney. He continued, "Our success during this difficult time is a testament to the dedication of Philadelphia labor and our terminal operators." Container figures grew 14 percent for the period. Other US East Coast ports, in comparison, saw container numbers stagnate or decline.

Refrigerated containers comprise over half of PhilaPort's throughput, and perishables have been a consistent performer for the port. "Even during a crisis, especially during a crisis, people need healthy foods to boost their immune systems," commented Mark Smith, general manager of the Philadelphia Wholesale Produce Market, one of PhilaPort's tenants. "Our proximity to PhilaPort has allowed us to benefit from a reliable supply of fresh produce flowing into the region."

Automobile figures increased 10 percent, despite a slow-down in US car sales. Reasons for this unexpected uptick include the new $110 million Vehicle Processing Center (VPC) at the port's recently completed Southport Auto Terminal; a new car-in-container operation; and creative land utilization.

"The new VPC, and our port community's ability to find additional space for the cars coming in, allowed us to exceed expectations in these difficult times," Mahoney stated. The car-in-container operation takes place at the nearby GWSI facility in partnership with CFR Rinkin.

Although forest product cargoes have been relatively flat in the first quarter, PhilaPort anticipates increases due to the heightened need for personal hygiene cargoes and packaging. New warehousing at the Tioga Marine Terminal will support this growth.

"The health care crisis is obviously the focus of our concern," Mahoney concluded. "However, we are pleased with the numbers so far this year, and we look forward to significant growth once the pandemic has ended and trade disputes are resolved. We are currently building the infrastructure to handle that growth when it comes." ■

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THE PORT OF PHILADELPHIA

PHILADELPHIA LOGISTICS

On dock, nearly 366,000 square feet of refrigerated capacity is available, supplemented by thousands of reefer plugs, 2,500 at Packer Avenue Marine Terminal alone.

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Manfredi Cold Storage provides a case study in services rendered as well as facility customization. "We maintain 100 percent food-grade storage. We are a low-density, fully racked storage facility offering storage, repacking services, inbound drayage, trucking services, ripening services, pre-cooling; and we are rail served," Manfredi Cold Storage President Frank Manfredi said.

East Coast Warehouse completes the delivery cycle by providing temperature-controlled transportation services, including full container and full truckloads, in addition to its storage capabilities. The company is also expanding geographical coverage. "Initially, our footprint started at around a 50-mile radius, and we have doubled our coverage in the last 12 months to a 100-mile radius," East Coast Warehouse CEO

SERVICES AND EXPANSION OF EAST COAST WAREHOUSE SITE

MANFREDI COLD STORAGE & Distribution of Kennett Square has evolved to become one of the East Coast's major warehousing sites specializing in chilled fruit, food, and frozen food stuffs requiring temperatures from zero to 55 degrees Fahrenheit. The company currently operates 425,000 square feet of temperature-controlled warehouse space with 30,000-pallet storage capacity — seven days a week, 24 hours a day.

MCS&D uses low density 2-deep racking and computerized wireless information systems, improving air circulation and quick turnaround of trucks while keeping our customers fully informed. We also have an onsite IT team with full capability for EDI services and programming.

We offer pre-conditioning and ripening services. MCS&D has eight state-of-the-art forced air ripening rooms and four pre-cooling chambers.

Rail service is also available. We have service for four rail cars and are in the process of expanding to accommodate an additional six cars, bringing total rail siding capacity to 10 rail cars.

In the event of a power failure, our warehouse has full automatic generator back up. Our facility receives annual third-party audits from AIB and Primus. We are also organically certified.

We offer truckload and less-than-truckload distribution services via Manfredi Logistics asset-based and company-owned equipment throughout the Mid-Atlantic and Northeast with daily lanes into the Midwest. We offer pier drayage via Inland Transportation from all Delaware River ports utilizing late model company-owned and operated equipment. All drivers are TWIC certified, hauling both containerized and breakbulk shipments. National Refrigerated Freight is a freight brokerage company moving refrigerated freight all through the US.

Our affiliate, International Repack, offers onsite services that include: quality personalized bagging, custom labeling, and reconditioning services with a running total of eight packing lines featuring a combination of 16 Giro & Daumar D-Pack baggers. Inventories updated real time, and customers can view progress through our inventory control system.

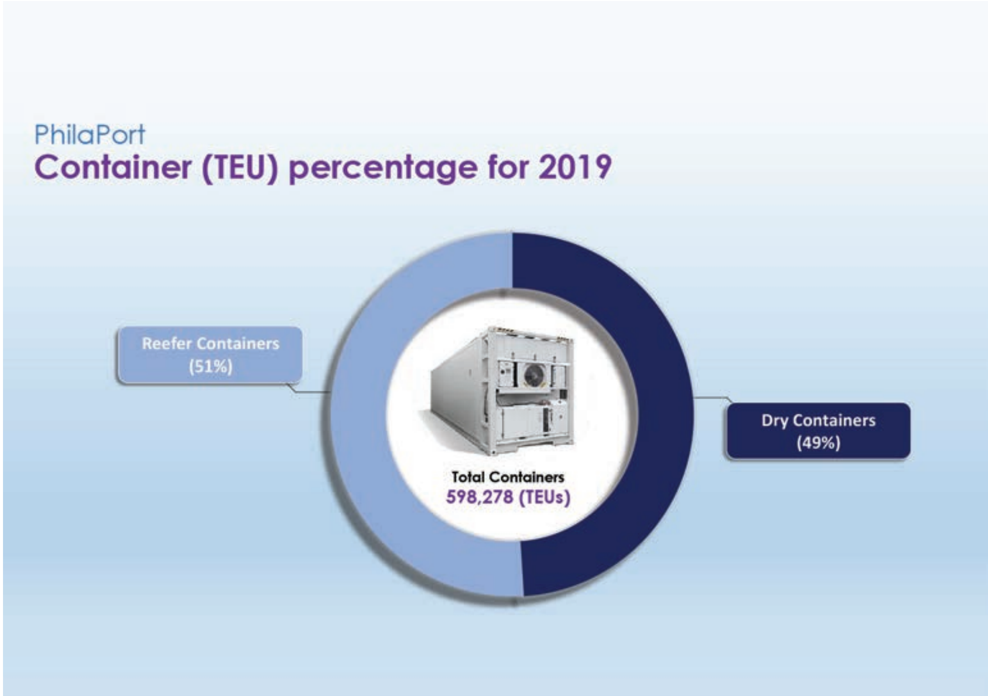
The newest of Manfredi Companies, Manfredi of New Jersey, located in Oldmans Township New Jersey, broke ground in December of 2019 and is currently under construction. Phase 1 of the New Jersey location will feature inspection-capable docks, storage capacity for 4,400 pallet positions with 104-inch tall openings, and a 30,000 square foot packing room. ■

MANFREDI COLD STORAGE

PHILADELPHIA LOGISTICS

Jamie Overley said. “Perishables are a core competency of both the Port of Philadelphia and East Coast Warehouse and its divisions, so there’s alignment of operational synergies. Perishable shippers are attracted to Philadelphia due to its infrastructure to handle perishables and our strategic location in serving the metropolitan market.”

Philadelphia’s fortunate geography makes it ideally suited to serve the dense markets of the Northeast. Philaport’s users are not forced to compete with high volumes and congestion in the Port of New York and New Jersey. In terms of freight velocity in the perishables sector, Philadelphia believes it best addresses the critical need for expedited deliveries. “Speed to market is very critical in order to preserve the value of the commodity being sold. The faster to the market, the higher the value,” Overley concluded.



Courtesy of PhilaPort

PHILADELPHIA LOGISTICS

Shipments of cocoa beans, a staple of the port's freight mix, remain robust.

PhilaPort

Additional components of Philadelphia's place as a perishables hub include the prestigious food marketing program at the city's St. Joseph University and its location as home to a number of the nation's premier food science labs.

Particularly in current global circumstances, the importance of this cargo sector to Philadelphia cannot be overstated. "We are lucky that our core competency is perishables. These types of cargoes have inelastic demand – people need to eat, and they are willing to pay for good food regardless of broader economic or health trends," PhilaPort's Director of Marketing Sean Mahoney said.

The port complex handled approximately $5 billion in food shipments last year. Notwithstanding infrastructure, its twin attractions have always been expertise and cooperation, Weiner noted. "We are one of the leading food ports in the world. DDS is part of a tight-knit port community. The marine terminal operators, freight forwarders, warehouse operators, fumigators, inspectors, and truckers all know each other, communicate effectively, and know the food supply chain. Broadly speaking, Philly knows food." ■

AGRO Merchants Vineland
Largest 3rd party fruit repacking facility in the Northeast US

AGRO Merchants Mullica Hill
Largest receiver of imported meat in the USA

AGRO Merchants Group

HERE TO GIVE YOU THE COMPETITIVE ADVANTAGE

AGRO is dedicated to delivering superior fresh and frozen food handling solutions through our international facility network using local market knowledge with a focus on customer care and sustainability.

Our services include:

Fresh Produce
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- USDA On-Site Inspections
- Cold Treatment
- Fumigation
- Five Ripening Rooms
- 8–Lane Optical Grader

Meat
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- De-Boxing
- X-Ray Scanning
- Case Picking
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Chris Ryan
Fresh Produce Warehousing Services
email: chris.ryan@agromerchants.com
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PHILADELPHIA LOGISTICS

Philadelphia's determination to minimize vessel visit times is evidenced by investments in new cranes, berth improvements, and channel deepening.

PhilaPort

COLLABORATIVE, SAFE HANDLING WITH STRATEGIC LOCATION

OPERATING PIERS 74A, 78A, 80, and 82 within the Port of Philadelphia, with almost 1 million square feet of both dry and temperature-controlled warehousing, are PENN Warehousing, JH Stevedoring, and HORIZON Stevedoring. They are strategically located a half mile to the Interstate Highway System and provided intermodal, rail, and truck distribution services.

As the designated Forest Products Center within the Port of Philadelphia, JH Stevedoring and PENN Warehousing are recognized as one of the most cost-effective and reliable labor forces in the North Atlantic. The productive and safe vessel handling by JH is unrivaled. PENN's proficient and safe operations ensure timely turn times for all modes within the distribution process.

Our cost-effective, quality, and safe handling of products with our dedicated labor force minimizes damage. However, if products incur damage at some point during the entire transport process, PENN has the unique advantage of being able to provide on-site repair and rewrap services. Served directly by two Class I rail carriers, we have 15 rail sidings indoors for safe and damage-free loading or unloading of products. Our truck turn times are closely monitored and are consistently less than 1 hour, gate-to-gate.

Pier 82 is our atmospheric- and temperature-controlled facility. Operated by HORIZON Stevedoring, the ability to receive vessels directly at our pier, and less than 1 mile gate-to-gate with Packer Avenue Marine Terminal, provides for a unique distribution capability for perishable products.

Our facility is segregated into six separate temperature-controlled rooms. Each room provides customers the flexibility to designate the specific humidification and temperature for each respective product. We have a 100-ton mobile harbor crane, top picks, and 120 reefer farm slots to support our vessel-handling and distribution capabilities. On-site fumigation is available.

Throughout our terminal, we have state-of-the-art technology providing 24-hour web access to your inventory with EDI capabilities, supported by our experienced and stellar customer service team. Our strategic geographic location consistently provides 48-to-72-hour distribution for two-thirds of the US population and Canada. ■

PENN

Warehousing & Distribution, Inc.

Maintaining metrics

A LONG LIST of factors determine the final pace of delivery: speed of vessel loading and unloading, governmental inspection and release, on/near-dock freight processing, port-proximate storage, truck turn times, drayage, and the speed to end user. A glitch in any one can compromise the entire transportation timeline. In Philadelphia, all the pieces interlock to consistently ensure maximum speed to consignee.

"Labor, location, and inland infrastructure," Frank Manfredi, president of Manfredi Cold Storage, listed. "Philly has all the necessary pieces to offload and deliver freight. We have quick turnaround times and the ability to go west, north, or south on major highways. Our location relative to major markets is unmatched."

Is a berth available upon arrival? In some ports, the answer is too often "not yet." The obvious result is an immediate one-to-three day delay before the stevedoring process can even begin, immediately compromising schedules for all the players down the delivery chain. "I do believe that Philadelphia has supply chain advantages, especially when distributing goods to the market (i.e. no congestion, labor flexibility) when compared to other Northeast ports," Tom Mutz, vice president of global business development, Penn Warehousing, said.

At the dock, the two primary influencers are handling gear and workforce. Philadelphia's determination to minimize vessel visit times is evidenced by investments in new cranes, berth improvements, and channel deepening. Labor understands the importance of a cohesive approach in serving the port's clients. That spirit of cooperation is demonstrated by a willingness to offer multiple start times to accelerate the start of vessel operations. Port labor cut its teeth on perishables, where the need for speed is paramount. This attention to cargo velocity transfers to every type of freight. The cooperation also contributes to continuity along the Delaware, where labor interruptions are not the order of the day as they are in other locales.

Next step — inspections and clearance. In a perishables-heavy port, inspections are frequent and intensive. The US Department of Agriculture (USDA) and Customs and Border Protection (CBP) assets at PhilaPort are valued team members, and all port interests design their operating systems to accommodate them and maximize their ability to expedite their regulatory responsibilities. Eric Holt, chief commercial officer for Holt Logistics, detailed the port's commitment.

PHILADELPHIA LOGISTICS

Perishables expertise transfers to labor attention for cargo velocity in every type of freight.

PhilaPort

"There was a $6 million, on-dock new inspection station for USDA/CBP inspections that was inaugurated in the fourth quarter of 2002. This has allowed Packer Avenue and CBP to optimize cargo inspections and decrease the amount of dwell time of sensitive and high-value cargoes."

Cargo is unloaded, cleared, and ready for transport. The next piece is a sophisticated road and rail infrastructure that affords cost-competitive access to the maximum possible hinterland. The Delaware Valley provides unmatched interstate and major highway connectivity for deliveries to the north, south, and west. As far as rail for breakbulk, bulk, and intermodal moves, most terminals expedite transshipment with on-dock trackage, connecting to long-haul service by two Class I railroads. For truck shipments, they offer immediate, restricted access to major arteries.

PHILADELPHIA LOGISTICS

Philadelphia is upping its game as far as motor carrier traffic. “We are closing some of the roads in the port district, limiting traffic to port-related vehicles,” Sean Mahoney, director of marketing, PhilaPort, said. “We are also planning off-ramps from I-95 for the port district, again to increase the velocity of trucks leaving the terminal. We are built around perishables, and since produce has to move fast, we are planning our building around maintaining the current high levels of speed and productivity we enjoy.”

With unrivaled cross-terminal velocity in place, Philly logistics providers direct their attention to marketing themselves for the largest hinterland they can serve competitively. The port is centrally located between Baltimore and New York and can offer unrivalled transits at lower cost to the nation’s highest density marketplace. The port is uniquely situated within two days of two thirds of the US population, including the Mid-Atlantic, Northeast, Midwest, and specific high-growth corridors like the Lehigh Valley. Area terminal operators enjoy lowest-mile access to all the major cross-dock operations along the New Jersey Turnpike, with less congested highway conditions. The effective hinterland extends to southeast Canada, specifically Toronto, Ottawa, Montreal, and Quebec.

Philadelphia takes a leadership role in applying technology to optimize its ability to track and move freight. Describing the port’s state-of-the-art terminal operating software, Holt said, “Cranes and yard management systems are equipped with OCR technology, and the embedded infrastructure allows for using the technology to optimize operations. These investments have equated to both berth productivity and truck turn improvements — two key indicators of how a port operates with our supply chain partners. Truck turn times on and off the port have been consistently averaging under 35 minutes.”

Once shippers have determined that Philadelphia represents their most viable option, and shipments are underway, their next concern becomes shipment visibility during transit. Area port interests combine cooperation, communication, and leading-edge technology to optimize the glass pipeline. The Levari Group has invested in warehouse management system (WMS) technology to increase productivity and shipment monitoring. “This has allowed our company to grow and handle the challenges our customers have with EDI, inventory control, and pallet tracking,” Eugene Taormina, chief financial officer, said.

Philadelphia is by no means resting on its metrics. Technology and infrastructure investments, coupled with a skilled workforce, have enabled it to consistently raise the bar on its already lofty productivity levels. “Safe speed from the vessel through the yard, through the inspection process, and out the gate are hallmarks of Philadelphia. It is an area that receives intense focus,” Holt said. “Hands-on customer service and supply chain expertise (terminal, clearances, warehousing, door delivery) are areas that are being heavily invested in with both technology and people.” ■

PHILADELPHIA LOGISTICS

Railroads serving Philadelphia are expanding auto-handing capabilities.

PhilaPort

Overdrive

IN NOVEMBER 2019, PhilaPort opened its first new terminal in 45 years. The milestone signaled the port's determination to carve out a larger niche in the automobile trades. Carrying a price tag of $110 million, the 155-acre Southport Auto Terminal and Vehicle Processing Center will be home to facilities operator and PhilaPort partner Glovis America. Glovis projections have the facility processing more than 200,000 vehicles for Hyundai, Kia, and other original equipment manufacturers (OEMs) this year. Portwide, overall auto-handling capacity currently exceeds 350,000 units and will accommodate substantial increases to the 199,000 autos that crossed Philadelphia docks last year, a number that made Philadelphia the nation's No. 13 autoport. Penn Warehousing subsidiary Penn Auto will operate the auto processing center in partnership with Glovis.

The 110,000-square-foot vehicle processing center (VPC) is equipped with a dizzying array of design features. The on-site body shop incorporates two car washes with two double prep stations and two joined double paint booths. Specialty heated floors will keep workers warm and stimulate year-round productivity. This configuration will permit Glovis to process 200 cars per hour. Situated immediately adjacent to Pier 122 — a dedicated auto berth — the continuous layout facilitates direct discharge of cars from vessel to first point of rest.

It is also the only marine auto terminal on the US East Coast constructed to a 100-year floodplain. "We were confident that … this would be very appealing to car carriers concerned about climate change, rising oceans, and superstorms. These negative weather impacts have not affected us to any significant degree as has been the case, unfortunately, in other US Northeast ports," Sean Mahoney, director of marketing for PhilaPort, said.

Southport is located at a unique nexus of deep water, interstate highways, and two Class I railroads – CSX Transportation and Norfolk Southern Railway (NS), with additional service by Canadian National Railway. Proximity to the Norfolk Southern ramp is a major attraction for interstate and international shippers. "NS is able to bring cars up on their network to tie into our facility. Now that this is happening, it opens up new intermodal opportunities. The new NS auto service is domestic first, but it will become international. It will give us better intermodal opportunities for rail," Mahoney said. Given that intermodal represents a growth sector for Philadelphia, serving railroads are already investigating improving connectivity to the Philly hinterland.

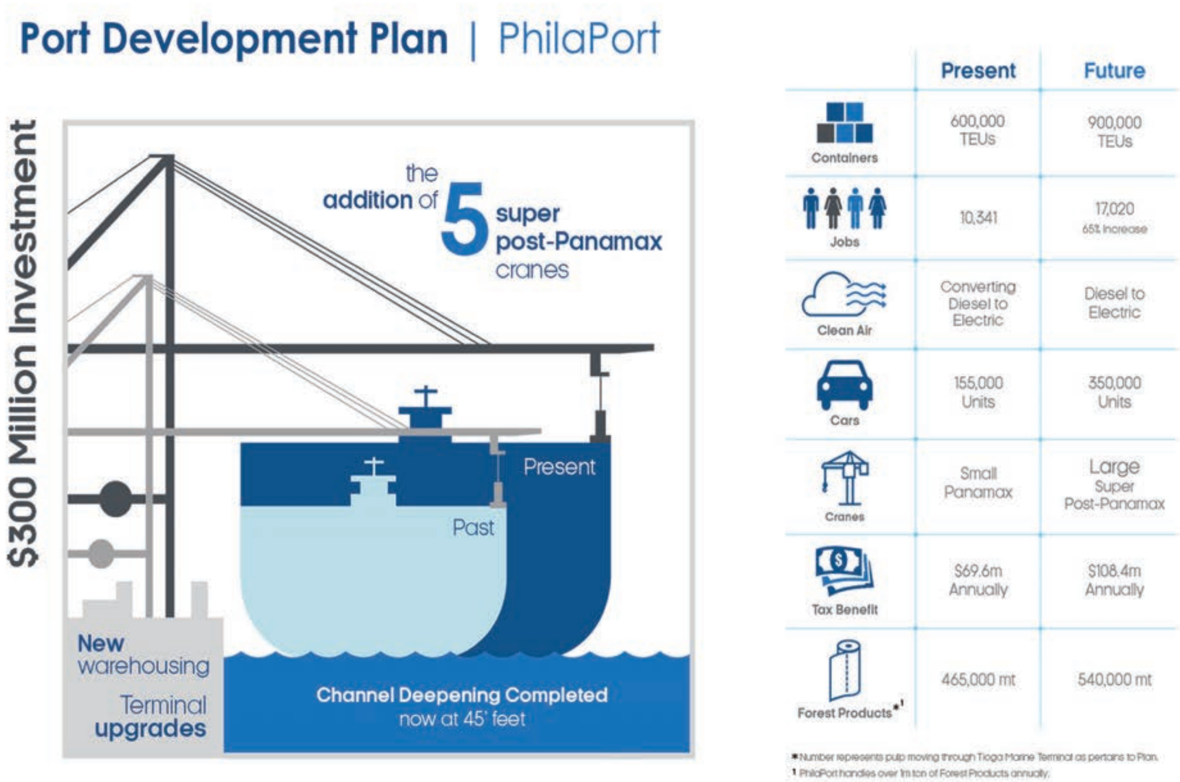
NS will bring Hyundai and Kia cars manufactured in Montgomery, Alabama, and West Point, Georgia, into their rail yard in South Philadelphia. Glovis will utilize new daily rail service to merge the distribution of 40,000 US-produced vehicles with more than 200,000 manufactured in South Korea and Mexico. Centralizing domestic and international processing is expected to catalyze enhanced processing efficiency.

More good news for Philadelphia's auto-handling potential involves the construction of a new berth at Southport. The 2,000-foot dock is being designed to support container handling but can also be used for automobiles and conventional cargoes. State and federal permits are in hand, final-stage planning is ongoing, and hopes are for a 2020 construction startup.

On the heels of the Southport Auto Terminal opening came the arrival of a joint venture by freight forwarder CFR Rinkens and logistics provider GWSI. Late last year, the pair opened a new center for containerized auto shipping in close proximity to Packer Avenue Marine Terminal. CFR, a global leader in containerized auto shipping, and GWSI joined forces to serve high-volume exporters buying vehicles in bulk at auto auctions around the United States. First year vehicle count is expected to be in the thousands, increasing substantially in the future. Client attractions include high-security storage for more than 1,200 vehicles, instant quality photos and inspection reports, pristine loading, fast turnaround times, no wait times for truckers, no congestion, expedited US Customs and Border Protection clearance, and year-round flat rates. Both companies have been in business for more than 25 years and see themselves as offering a much-needed alternative to chronically congested marine terminals in other ports.

PhilaPort anticipates no problems in meeting and exceeding budgeted auto throughput thresholds. Armed with a large, fully equipped VPC, two deepwater berths, an above-floodplain terminal, and ample capacity for additional OEMs, Mahoney defended their optimism. "We knew that if you matched the best marine auto terminal with a gold-standard vehicle processing center, you'd get an unbeatable combination. Based on current car numbers, volumes expected by our customers (primarily Glovis), and expressions of interest by other OEMs, we believe our projections were conservative." ■

PHILADELPHIA LOGISTICS



Courtesy of PhilaPort

SOPHISTICATED, SEAMLESS SOLUTIONS WITH COMMITMENT TO SUSTAINABILITY

EAST COAST WAREHOUSE & Distribution is proud to serve as the trusted name in transportation with operations in Philadelphia.

Headquartered in Elizabeth, NJ, East Coast Warehouse's state-of-the-art, Safe Quality Food (SQF) certified facilities, expedited US Customs and Border Protection Exam services, and transportation capabilities offer an end-to-end solution that is sophisticated and seamless. With more than 49 million cubic feet of temperature-controlled space; access to multiple port-centric locations across the United States; and nationwide, fast, reliable, and cost-effective truckload, less-than-truckload, drayage, brokerage, transportation management, and final-mile delivery services, East Coast Warehouse helps customers optimize supply chain efficiencies. The company's comprehensive global platform, strong corporate values, and an unwavering commitment to customer service excellence are why it boasts many of the world's most recognizable food and beverage brands as loyal customers.

In Philadelphia, the company is working to become a major port player via its designation as a Centralized Examination Station (CES) by US Customs and Border Protection, and via its services, which include container storage, cross docking, drayage, and a full suite of transportation and brokerage services via its transportation and brokerage arms, Safeway Trucking and Safeway Logistics Solutions, respectively.

From opening and expanding its Philadelphia location to receiving and maintaining the SQF certification, the company continues to look for ways to increase its footprint and has plans for additional expansion in 2020 and beyond. Inbound Logistics named Safeway Trucking a Top 100 Trucking Company in 2019, and Food Logistics Magazine recognized East Coast Warehouse as one of the Top 3PL & Cold Storage Providers for 2015, 2016, 2017, 2018, and 2019, and as a Top Green Provider for 2016, 2017, 2018, 2019, and 2020. Additionally, Supply & Demand Chain Executive awarded the company with the Green Supply Chain Award in 2015, 2017, and 2018 for its ongoing commitment to sustainability and its work in driving sustainable improvements in the supply chain — from becoming one of the largest solar-powered warehouses in the Northeast to the implementation of programs and initiatives that promote environmental stewardship. ■

Add a decade to double

DELAWARE RIVER LOGISTICIANS agree that ongoing public and private investment will be essential to meeting growth objectives. “The Port of Philadelphia will be bigger and better. Government at all levels and many private entities are investing serious dollars to give the port the infrastructure it needs,” Harvey Weiner, president of Dependable Distribution Services (DDS), said. “Given the expected growth in global trade – regardless of pandemics or trade wars – we will have plenty of cargo to move. The American consumer wants the best from around the world, and our port is good at delivering it to them, especially on the food side. There are growing middle classes in many developing countries that want high-quality US products, which will support our exports. Pandemics and trade fights have been concerns for global traders for millennia. Philadelphia has the human talent to overcome them.”

The Levari Group intends to rely on the port to help it grow its Philadelphia business over the next decade. “Our business relationship with the Port of Philadelphia is new but growing. We have found that the port does an excellent job of promoting the warehouses in the region and helping our international customers find easier routes to our facilities,” Chief Financial Officer Eugene Taormina said.

Characterizing itself as “land rich,” South Jersey Port Corp. (SJPC) plans to capitalize on its considerable real estate resources — 450 acres — to grow its traffic. The company expects to add to its existing regional markets in Philadelphia, South Jersey, and the Lehigh Valley. As distribution center operators migrate south along the New Jersey Turnpike in search of more cost-effective site options, SJPC is poised to capitalize. As other ports fall victim to land constraints, Paulsboro, its multiport along the newly deepened Delaware channel, is configured for commodities ranging from wind energy components to roll-on, roll-off (ro-ro), and ultimately to containers.

Also on SJPC’s radar is the “marine terminal highway,” a concept that Assistant Executive Director and Director of Business Development Brendan Dugan explained “involves moving products coastally by water connecting Camden with northern New Jersey, New York, and New England to the north and Baltimore and Norfolk to the south.” He added that this could apply to both international and domestic freight and can be accomplished by either barges or self-propelled vessels. It could provide lower freight mile costs than over-the-road transit and would be more ecologically friendly than other alternatives. It may also

PHILADELPHIA LOGISTICS

appeal to shippers of high, wide, and heavy consignments that present considerable road and rail challenges.

ISO handler SMS Rail Lines has seen such a dramatic expansion of its business across Philadelphia docks that the company has been compelled to upgrade its accounting systems to manage the surge. "We've been in business for 26 years, but this new segment has grown so fast that it could quickly become larger than the parent that initiated it," Kevin Elder, director of logistics, said. "Our ability to customize an end-to-end mousetrap has been extremely appealing to shippers, especially those feeling the pinch at terminals to the north. Our confidence level in our future Philly business is so high that we're already considering adding 200 acres to our current footprint."

Eric Holt, chief commercial officer for Holt Logistics, described PhilaPort's construction of several hundred thousand square feet of new, near-dock distribution center space that "will give shippers and steamship lines the opportunity to transload cargoes (over the road and rail) near dock, which will help optimize turn times of equipment, assets, and shipments all over the world. Rail access is unmatched with Norfolk Southern Railway and CSX Transportation having access to the docks. All of this is managed under an efficient Wi-Fi umbrella." He added that the state of Pennsylvania continues to invest in the port, and the next stage is the deployment of rubber-tire gantry cranes throughout the terminal, as well as additions of a new gate complex and additional distribution center space. "All these improvements will give Philadelphia the ability to grow from a 650,000-TEU facility to 1.2 million-TEU facility by the end of the 2020," he said. The former bulk terminal, Pier 122, is evolving as a major facility for transload of bulk commodities, facilitating exports and imports.

The deepened channel provides opportunities that demand parallel infrastructure investments for the port's potential to be realized. Tom Mutz, vice president of global business development for Penn Warehousing, said, "I would like to envision that the Port of Philadelphia focus on securing the funding to replace failing infrastructure. Now that the Delaware has been dredged, there is a likelihood that larger vessels will call and different commodities will be imported and exported. Autos, cocoa, forest products, and perishables are a solid foundation for growth."

Quantifying Philadelphia's prospects for the next decade, Holt said, "The Port of Philadelphia will double in the next 10 years and is being prepared for it. Continued investment on the part of the commonwealth and by private partners will be the keystones for this success. Obstacles in the short term will be the normalization of world trade post-COVID-19 and the normal competitive and supply chain pressures. These will be overcome by being the leader in class in high-touch, with a deep understanding of every customer's needs."

Lawrence Antonucci, president of 721 Logistics, agreed that the long-term viability of the port hinges on Harrisburg, Pennsylvania. "As long as the state of Pennsylvania continues to recognize the port for the economic engine that it is, and continues to make the necessary capital improvements to infrastructure and allocate sufficient budget dollars for sales and marketing, the Port of Philadelphia will continue to reign supreme for perishable imports and be a viable, competitive port for all durable goods imports from all over the world." ■

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