

COVER: Crowd gathers to celebrate the opening of the new Paulsboro Marine terminal

PORT CALL

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NEWS	New terminal opens
FEATURE	Archeology at Broadway
SJPC PROFILE	Director Gershen
TENANT PROFILE	Camden Yards Steel



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WELCOME

We welcome you to the South Jersey Port Corporation's Fall 2017 edition of the Port-O-Call magazine. We hope you enjoy it.

Our terminals headed to best year ever

The SJPC's marine terminals are on track to deliver the best tonnage-year ever.

The investments in building the new Paulsboro Marine Terminal and the upgrades to the Camden facilities are now paying dividends in business growth and job creation.

With our new Paulsboro Marine Terminal online and the return of full service at the Salem Marine Terminal, cargo at the marine terminals of the SJPC grew dramatically in 2017. By the end of July, we moved 2,557,586 tons of cargo putting us on track to surpass our record 3.8 million tons in 2006.

Our steel cargo—both the Russian steel now flowing at the newly opened Paulsboro Marine Terminal, and the European specialty steel servicing the Midwest and Canada that is a mainstay at the Balzano Marine Terminal—has grown impressively.

Steel imports led the way with a 192% increase in July 2017 compared to July of 2016. Total cargo tonnage grew 78% with 2,557,586 short tons which includes 981,290 short tons of import steel slabs unloaded at the Paulsboro Marine Terminal.

Wood products and cocoa bean imports have increased notably at the Balzano Terminal in Camden; 171% and 140% respectively through July 2017. Port Salem, which was closed most of 2016 for maintenance enhancements, has reopened for business and its sand exports grew 441%.

All in all, it's shaping up to be a great year!

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**Do good,
and have fun.**

That's what Jonathan Gershen's father told him and that is what led Jonathan to become a director of the South Jersey Port Corporation.

"The port's core mission is to do good things," the director said. "And what could be more important—and, yes, fun—than creating family-sustaining jobs in the City of Camden, the second poorest city in the richest nation in the world," the director noted. "These are the type of jobs where you can start working as a stevedore, warehouseman, a checker and work your way up the ladder of opportunity.

"You think of the port in a macro economic development sense, in its relationship to global trade, support of commercial and industrial sectors—all of which is crucial to the region's and state's economic health—but in a more micro economic sense it is much, much more," said Gershen. "It's about what the port can do for individuals and for their families."

He learned that on his very first visit to the port in 2005. Then executive director Joseph A. Balzano, Jr., gave the new director an orientation tour of the marine terminals that he would be directing and also of the struggling city in which two of the terminals were located.

"We drove around the terminals watching steel, lumber, cocoa beans being off loaded and tractors and buses and scrap metal being loaded for export," he remembered. "Joe would chat, question and prod everyone and then, as we moved on, he'd mention who we just met, where they lived and what kind of family they had. He knew their life stories and what role the port plays in their lives.

"We then drove around Camden City, Joe connecting the different business that exist because of the port, chatting with local



JONATHAN GERSHEN, shown here, follows his late father's example in being committed to public service and giving back to the community.

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From the executive director

PAULSBORO MARINE

The Paulsboro Marine Terminal is open for business—a major milestone for the South Jersey Port Corporation, the regional port community and the economy of New Jersey.

The Paulsboro Marine Terminal (PMT), the first new marine terminal constructed on the Delaware River in more than a half century, is offloading cargoes at a rate surpassing our early expectations... and this is only Phase One.

In its first five months of operations, the public/private partnership between SJPC and the PMT's terminal operator, Paulsboro Waterfront Development—a Holt family business, has already offloaded 850,000 tons of NLMK's steel putting them on track to exceeding their initial projected imports of 1.3 million tons in the first year of operations.

Other stories in this POC will cover the evolution of Paulsboro Marine Terminal in greater details but I want to recognize some of those who made it possible.

Success has many fathers and there is an important list of people—not the least the

people of New Jersey—who brought this major engine of economic development to life.

It began more than a decade ago with a conversation among Joe Balzano, my mentor and predecessor, State Senator Steve Sweeney, and Assemblyman John Burzichelli—then the mayor of Paulsboro, in Gloucester County. With SJPC's marine terminals in Camden bursting with business, South Jersey needed additional capacity along the Delaware River to expand. There was no place to expand in a reviving Camden.

The new port required deep water and a deep channel for ocean-going ships, direct links to rail and interstate highways and a minimum of 100 acres of riverside land for warehousing, value-added operations and logistics, and additional land for port-supported businesses and future growth. The Borough of Paulsboro had a 150-acre closed British Petroleum tank farm and another 40-acres from Dow/Essex Chemical right on the Delaware River with natural scouring currents, deep-water channel,

TERMINAL OPENS FOR BUSINESS

and excellent proximity to interstate highway and rail connections. In short, it was an ideal place to build a sea-going port for SJPC's needed expansion and there was the added benefit of additional parcels for port-related businesses and growth.

Joe Balzano brought the idea to the SJPC board chairman Richard Alaimo and a collective effort was born between the State, Gloucester County, the Borough of Paulsboro and BP Products North America to support State Senate President Stephen Sweeney and Assemblyman Buzichelli's vision of the job-creation potential of the Paulsboro site.

The project won the support of governors, beginning with Governor Jim McGreevey and his successors Jon Corzine and Chris Christie, who each committed their administrations to turning a brown-field site into a state-of-the-art, intermodal marine terminal. Even when the global recession hit, they stayed the course, confident that the economy would rebound, which it did—slowly but steadily.

Through Gloucester County, SJPC forged a partnership with the Gloucester County Improvement Authority (GCIA), which has served as SJPC's construction agent for the terminal project. The job of designing and managing the construction of the terminal fell to world class engineering firms: CHM2Hill, the design engineering, which guided the project through concept and permitting to final design, and AECOM which was assigned construction management and managed and monitored the daily tasks to realize the sophisticated and layered construction components including dredging, utilities, wharf and rail.

Looking ahead, the cargo operation at the new terminal is the key to its long-term success. SJPC and Holt, the PMT terminal operator, have long been partners in other aspects of the Delaware River Complex and collectively have unparalleled experience and expertise in the maritime industry which bodes well for our future. The significance of NLMK, who took

a leap of faith to be first cargo customer to move their products through the new facility, has not gone unnoticed. The operations have been refined to bring the best efficiencies to the operations, making it the state-of-the-art terminal to move steel slabs from vessel to rail.

Now that Phase One of the Paulsboro Marine Terminal is completed and open, our partnerships turn to focus on completing Phase Two of the PMT project. This next step will triple the dock space, expand the rail infrastructure, and bring in the necessary infrastructure to support new cargoes and new opportunities for businesses to grow, as well for South Jersey to dramatically increase jobs, business revenue and cargo throughput.

Our collective success is only possible because of the vision and commitment of those like Senator Sweeney, Assemblyman Burzichelli and all those leaders who have recognized the importance of transportation infrastructure to our economy and quality of life.



Out of the misty post-midnight darkness of the Delaware River, the Liberian ocean freighter M/V Doric Warrior slipped into the bright lights of the brand-new Paulsboro Marine Terminal and into history.

No hoopla. No media cameras. No cheering crowds or speeches. All of that would come later under a bright afternoon sun with 300 dignitaries cheering into the roaring March wind to christen the first major marine terminal investment along the Delaware River in more than a half century.

The job-creating, economic development vision of three local leaders in the year 2000 became a reality on March 2, 2017 as the first phase of the Paulsboro Marine Terminal officially came online with the methodical efficiency of stevedores, longshoremen and their cranes quickly unloading 60,000 tons of steel slabs destined for the heartland of North America.

The Paulsboro Marine Terminal (PMT) is open for business with the completion of phase one of an overall master plan for an eventual 2,200-foot, four-berth, deep-water wharf to accommodate four ships simultaneously along the river and another smaller, shallow draft 500-foot berth along the Mantua Creek for barges.

"Paulsboro Marine Terminal stands as one of the most significant and prudent investments by and for the people of New Jersey in growing southern New Jersey's economy and its vital role in international trade and commerce," said Kevin Castagnola, Chief Executive Officer and Executive Director of the South Jersey Port Corporation.

The SJPC's terminals—which now include

Paulsboro with its initial 850-foot, high deck wharf—are at the epicenter of the world's richest markets in an always more efficient but increasingly competitive and shrinking global chain of international commerce.

"You either grow in the logistic chain and grow your economy and jobs with it; or you, your economy and jobs get pruned away because you failed to evolve and invest in the dynamic future," Richard Alaimo, the plain-spoken chairman of the SJPC explained.

"It's about jobs," Alaimo added. "That's what economic development means. It means jobs, not only the hundreds of jobs working directly at the terminal but the thousands of jobs of businesses—large and small—that ports support."

Since the dawning of humankind, waterways have always been the most efficient highways of commerce and the lifeblood of all civilizations.

"Life cannot exist anywhere in the universe without water and vibrant economies cannot exist without our indispensable global water turnpikes of oceans and rivers that are the heart of our world economy," added Castagnola. "Ports and their marine terminals are the dominant interchanges of the global water highways of commerce but on a much, much larger and global scale than the highways and railyards that feed out to a nation from the ports."

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South Jersey Port representatives—Executive Director Castagnola and three directors—Robert DeAngelo, Chad Brunner, and Sheila Roberts—attended the grand opening of the long-anticipated new marine terminal.

Life along the Delaware before Columbus 'discovered' the new world



ARCHEOLOGICAL FIELDWORK—Archaeologists Christos Catsis, Bob Kotlarek, and Nicholas Zeitlin are shown on the "dig" at Broadway Terminal at the site of the proposed Holtec development. (Photographer by Ilene Grossman-Bailey, RGA, Inc.)

In 1492 Christopher Columbus crowed that he had discovered a “New World” in the Americas, but in fact he was at least seven millennia late.

Artifacts unearthed recently at SJPC’s Broadway Terminal tell of a thriving civilization 8,000 years ago on the Camden, New Jersey shores of the Delaware River—pre-dating the great explorer’s arrival by thousands of years.

Long before the teachings of Plato and Socrates, before the Egyptians built their great pyramids and Moses parted the Red Sea, before Caesar’s great Roman Empire and Quin gave birth to China, hunter-gatherer peoples were hunting, fishing and engaging in trade along the mighty Delaware River, living off the bounty of the land in what is now Camden, New Jersey.

These were a woodlands people who used the Delaware River for existence, commerce and connection with other tribes and villages.

These people took the first steps that eventually led to SJPC’s marine terminals as portals to a true global market.

These ancients left no grand cities or temples behind, rather just artifacts that reveal a community of fishermen and hunter-gatherers who, unlike the Mayans and Aztecs, left no enduring written record of their existence.

Some 1,300 artifacts dating back 8,000 years were unearthed at the South Jersey Port Corporation’s Broadway Terminal in a precursor for construction of the Holtec International campus and the realignment Broadway, the main road for the port.

The archeology team, managed by RGA, Inc., a subcontractor to T&M Associates, had

expected to find industrial artifacts of the defunct New York Shipbuilding yards and perhaps even 18th and 19th century Native American societies.

“I wasn’t expecting we’d find artifacts 8,000 years old,” said Mark Stettler of T&M Associates. “That’s amazing.”

Although they left no ancient texts or grand stone temples behind, these ancient people of New Jersey left us other remnants of their existence and society.

Through stones, shards of pottery, arrow heads, animal and fish bones and other clues near ancient campfires, archaeologists can decipher the evolution of vibrant communities, signatures of people who roamed the region following food sources and commerce.

Archaeologist Ilene Grossman-Bailey, president of the Archaeological Society of New Jersey and a team leader on the dig, told the *Courier-Post* that while they unearthed items dating to about 1400 to 1350 B.C., the discovery of stones and a tiny black arrowhead dating between 1,000 to 8,000 years old. “That was a pretty exciting find,” she said.

The Delaware River was the fountainhead of life for these Native Americans, and “Delaware” eventually became the European name for the Leni-Lenape people: the Delaware nation.

“There were native settlements in New Jersey for thousands of years before European settlers arrived,” Kimberlee Sue Moran, a forensic archaeologist with Rutgers University-Camden told the *Courier-Post*.

“They would have been very well-established, and very sophisticated. The Native Americans there would have likely traded with other tribes in the region, like villages to the north and across the river in Pennsylvania, to get desired materials. “We tend to forget that this was a very populous area before the Europeans came,” she concluded.



Photos from above right:

Fieldwork in progress by archaeologists Christos Catsis and Justine Hayden. Photo by Jennifer Falchetta, RGA, Inc.

Hearth feature excavation in progress by archaeologist Jennifer Falchetta. Photo by Michael Gall, RGA, Inc.

Camden Yards Steel

A long-term tenant of the South Jersey Port Corporation at Broadway Terminal talks about business

Michael J. Amato and Alan Kanoff are steel men. They know steel in its many and varied personalities.

They know where to find the right steel for the right job, at the right price and how to cut it, slit it, shear it, and stamp it to the will of their customers.

“In the manufacturing chain, we’re the people between the steel mills and the product manufacturer,” explained Amato, co-founder and CEO of Camden Yards Steel Company at the Broadway Terminal of the South Jersey Port Corporation.

“The mills don’t roll out refrigerator doors or lighting fixtures,” explained Kanoff, Amato’s co-founder and partner. “They produce huge coils of steel for refrigerator doors and fixtures and other products. It’s our job to process those coils of steel to exacting measurements of sheets and blanks of steel that the manufacturer stamp into the final product.”

Camden Yards Steel Company processes prime domestic and foreign steel for cars, trucks, refrigerators, washers, dryers, trailers, cabinets, furniture and an endless menu of other products.

The coils are often pre-painted but Camden Yards Steel Company also custom-paints the steel to meet their customers’ “out-of-the-box” specifications.



Michael J. Amato



Alan Kanoff

“Our trinity in operations here is: safety, quality and customer service” said Amato. “We’re second to none in customer service. A customer calls, we answer. Got a technical question, we have the people to answer it in minutes. We’re not coy or selfish with our knowledge. We share our expertise with our customers. We collaborate with our customers. We understand the metallurgy of steel and the more we share that information with our customers, the better they understand what we can do for them.”

Camden Yards Steel Company is a family owned and operated business with Amato’s son, Michael J. Amato, Jr., and Kanoff’s son, Alex, both in senior management and as the face of the company’s future.

In 2000, Amato, Sr., and Kanoff, created Camden Yards Steel Company after 20 years each in the steel business working for someone else. Initially, they considered building in eastern Pennsylvania. But the late Joseph A. Balzano, Jr., then the Executive Director of the South Jersey Port Corporation, and Kevin Castagnola—Balzano’s then-deputy who succeeded him as Executive Director—convinced Amato



and Kanoff the Broadway Terminal in Camden was the best for their business.

“South Jersey Port, especially Joe and Kevin, have been very pro-active in helping us to succeed,” said Amato. “It’s beyond the tenant-landlord relationship. They wanted us to succeed. They continued to support us where and when they could. Yes, it’s all business but with a common purpose where we both succeed.”

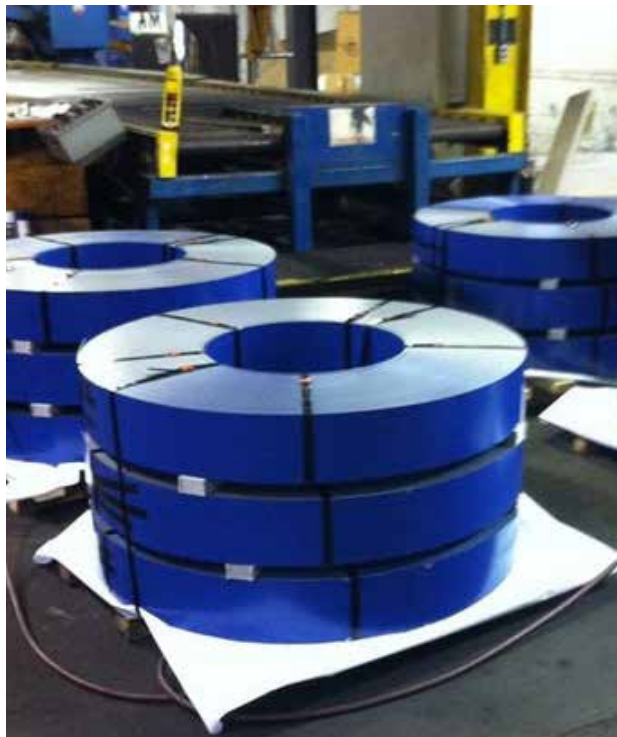
The SJPC offered attractive incentives, affordable lease terms and an incomparable huge, cavernous industrial building with heavy lift cranes that were once used to build battleships and aircraft carriers for the American Navy. These were assets that were impossible to replicate in any cost-effective manner, especially the heavy lift cranes necessary to handle the 90,000 pound steel coils.

Amato and Kanoff invested in their business and it grew to a second location in South Carolina expanding Camden Yards Steel Company’s geographic market to service the entire eastern seaboard of the United States.

The company started with seven employees in 2002. Today, Camden Yards Steel Company has 50 employees between the two locations and Amato and Kanoff are looking for opportunities to grow more.

“We run a lean operation which benefits our customers in pricing and it benefits our employees because, even during this past global recession, we never had to lay off anyone,” explained Amato. “We pay our employees family-sustaining wages with top rates and 100 percent of their health insurance.”

Yet, job security and the business bottom line depends on maintaining and growing the business. Some of that growth may come from next door to Camden Yards Steel at the Broadway Terminal where Holtec International is building its huge campus to design and fabricate highly specialized vessels for the nuclear power industry.



Camden Yards Steel Company is one of the pioneers in creating custom painted packages in both cold rolled and galvanized steel forms.

We see some great synergism with Holtec,” said Kanoff. “The only thing separating our facilities from theirs is a chain link fence. There are some very stringent requirements for steel used in the nuclear industry including a very meticulous manifesting of the steel from the mill to processing to fabrication. It’s something we specialize in and we’re just next door.”

The company is not shy about investing in new equipment to meet its customers’ needs. Its high-speed, state-of-the-art, 62-inch, multi-head, 60,000 pound slitting machine can handle 1,500 feet a minute both uncoiling and re-coiling.

“We’re constantly upgrading our equipment and do whatever makes sense to best serve our customers always evolving requirements,” said Amato. “It’s just good business.”

Grand opening celebration

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The centers of commerce that bloom around ports mature into vibrant communities which, ironically, also become competitors of ports for valuable waterfront real estate. It's a global paradox that is shrinking available land for ports and driving up prices and operational costs to unacceptable levels in the very heart of heavily-populated markets they created and serve.

That is why the development of Paulsboro Marine Terminal is so significant. It's a global paradox with a solution that strengthens South Jersey Port Corporation's—and New Jersey's—link in the global trade chain.

It's the success of building a sheltered, world-class, deep-water ocean port with direct rail and highway connections to the world's most desired markets and with thousands of near-by acres available for logistic, warehousing, manufacturing and industrial development and the energy-access to power it.

Paulsboro Marine Terminal was born out of a vision and collaboration as well as necessity.

**Paulsboro Marine Terminal
was born out of necessity.**

In the year 2000, with the SJPC's Camden terminals running at full capacity, SJPC Executive Director Joseph A. Balzano, Jr. needed land along the Delaware River for port expansion but there was no land in Camden to grow the port.

Ten miles downstream on the Delaware River, in the Gloucester County borough of Paulsboro, then mayor John Burzichelli and New Jersey Senate President Steve Sweeney (then Freeholder Director of Gloucester County) had a need too. They had a 190-acre, waterfront, petrochemical tank farm that BP abandoned in 1996 that they needed to turn into a job-creat-

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A large industrial ship, possibly a tanker or bulk carrier, is docked at a terminal at night. The ship's hull is dark, and its upper decks are illuminated by bright lights, showing various structures, railings, and equipment. The ship is moored at a concrete pier with several bollards visible. The water in the foreground is dark and reflects the lights from the ship and the terminal. The overall scene is a dramatic, high-contrast night view of a major maritime facility.

**In the middle of the night,
SJPC welcomed the first ship
at its new Paulsboro Marine Terminal**



ing, taxpaying engine.

The three leaders got together and the vision of a world-class marine terminal at Paulsboro was born.

“Vision is just another word for dream,” stated SJPC chairman Alaimo. “It’s the doers who turn dreams into reality. It was doers—like Steve Sweeney, John Burzichelli, Congressman Donald Norcross as well as Governor Chris Christie and his predecessor and our late executive director Joe Balzano—all of whom worked tirelessly and collaboratively to turn the Paulsboro Marine Terminal dream into reality.”

“The unwavering commitment and collaboration by our local and state leaders made this a job-creating reality,” added Balzano’s successor, Kevin Castagnola. “It is a true public-private partnership between SJPC, Gloucester County, and the Borough of Paulsboro who built the terminal, and our private sector partner Holt Logistics who is leasing and operating the terminal. This is a major collaboration in expanding New Jersey’s intermodal transportation infrastructure to grow water-borne commerce and energize the regional economy.”

SJPC and Gloucester County Improvement Authority worked with the world-class engineering firms: CHM2Hill for the design engineering and

AECOM for construction management. The completed first phase has an 850-foot marginal wharf and state-of-the-art dockside and terminal rail.

For Senate President Sweeney, the opening of Paulsboro Marine terminal “is one of the most exciting days of my career. This is the first modern port to be built along the Delaware River in more than 50 years and a lot of people did not believe this day would ever come. Well, here we are and

*"Vision is just another word
for dream."*

this port is a game changer for our region.

“We stood here in 2002 on a contaminated oil tank farm that BP had stopped using. We saw something, and now today everyone else can share in this vision. This port is going to be booming.” Sweeney added.

“The idea behind the creation of this port was always to turn a brownfield into a viable economic engine for our region and to create jobs,” added Assemblyman Burzichelli. “There have been a lot of



twists and turns in this journey, but the end result is we are now standing on the wharf of a modern port that will increase the prosperity of Paulsboro, Gloucester County and all of South Jersey.

“Jobs to build it and jobs to sustain it,” Burzichelli told reporters explaining that construction alone meant 700 jobs and \$25 millions of pay-

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Photos (clockwise from top left):

The line of speakers celebrating the grand opening with Assemblyman Burzichelli at the podium; Executive Director Castagnola speaking; and Director Robert DeAngelo with Paulsboro Mayor Gary C. Stevenson; and Director Joseph Maressa Jr. with State Senate President Stephen M. Sweeney.

**Grand Opening Celebration,
Continued from page 13**

roll into the local economy.

Gloucester County's Freeholder Director Robert M. Damminger, who grew up in Paulsboro, put it succinctly when he proclaimed, "This is a true victory for our region."

He added, "Growing up in Paulsboro, everyone knew

someone who worked on this property. I am looking forward to that day again."

In 2004, the South Jersey Port Corporation entered into a Memorandum of Understanding with Gloucester County and Paulsboro to build a multi-purpose omniport once they could get title to the land and the money to money to build it.

The "doers" got the land in 2007 when BP, as part of its remediation plan, leased the 190-acre site to Paulsboro for 99 years for \$1. In turn, Paulsboro assigned the lease to the SJPC in return for hundreds of thousands of dollars annually "in lieu of property taxes" and a promise to build the marine terminal that would be a good neighbor and create local jobs.

The SJPC financed construction of the terminal with \$175 million port bonds supported by the full faith and credit of the State of New Jersey and the SJPC contracted with the Gloucester County Improvement Authority to manage its construction.

An additional \$23 million from the New Jersey Department of Transportation financed an access road to the terminal that diverts truck traffic around the working-class neighborhoods of



The seated crowd in the foreground with a speaker at the podium and the dock workers in safety vests at the PMT grand opening ceremony.

Paulsboro and West Deptford. The public roadway and bridge over the Mantua Creek provides a direct link between the terminal and the interstate highway system and provides an additional layer of secure entry and exit from the terminal.

More than 300,000 cu/yards of dredged material was used to raise the terminal landscape and protect it against a once-in-a-century flood. The PMT berth(s) have dock-side rail—augmented by millions of dollars in regional rail upgrades and improved rail access through three Class A railroads from the southern New Jersey peninsula to the heartland of the United States and Canada. The rail components of the project were in part funded through a federal TIGER III grant and a NJDOT Rail Freight Assistance grant.

But building a port is more than just steel and concrete.

There were critical environmental issues to address and wildlife to protect, from the flight pattern of a nesting American bald eagle to the spawning habits of the great Atlantic sturgeon.

The willful bald eagle solved the problem by self-departing to a new nest that would not be impacted by port construction.

The Atlantic sturgeon needed a more complicated and costly solution. The SJPC worked with and partially funded studies by independent academic marine biologists to study the spawning migration patterns of the Atlantic sturgeon and the SJPC applied those findings to the construction of the wharfs. It was a costly solution. Instead of filling-in the landscape out to waters edge to build a solid continuous deck, the SJPC was required to build a more expensive “high-deck” wharf that allowed the Delaware River—and the fish—to follow the natural flow beneath the deck.

In designing the Paulsboro Marine Terminal, designers wanted flexibility for a variety of cargoes but also had a keen eye on the development of off shore wind energy farms that eventually must emerge along the eastern seaboard of the United States. To build and service the offshore wind energy farms requires a marine terminal with the heavyweight-load capacity to handle the heavy load of the mammoth wind turbines as well as the massive propellers. While PMT is designed for those heavy loads that very few can compete with, it’s an option, not the game.

“We designed Paulsboro to be flexible to a variety of business opportunities,” explained Executive Director Castagnola.

That flexibility also includes changing how the SJPC does business. The SJPC owns and operates the marine terminals in Camden: Broadway Marine Terminal and Balzano Marine Terminal.

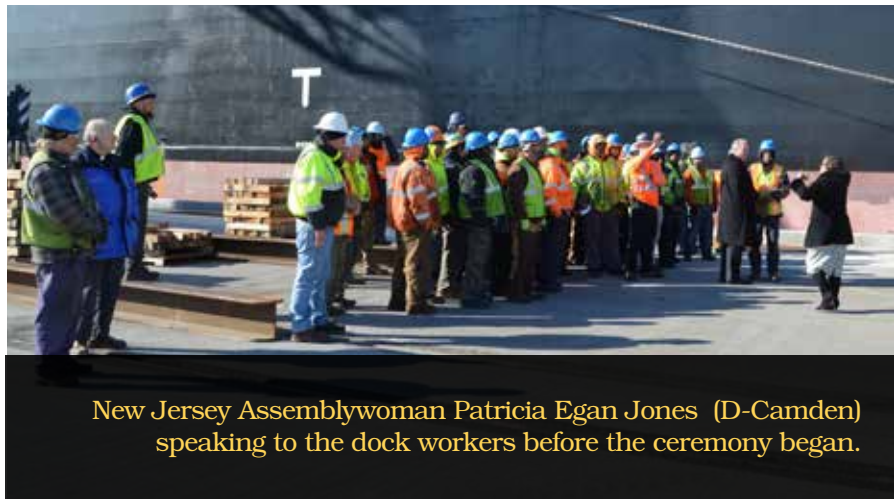
The SJPC leased PMT to Holt Logistics, who operate the terminal and has already invested \$12 million in equipment for efficient operations. Holt is also already delivering on its promises to create 850 jobs at PMT by making PMT the prime port of call for upwards to 2 million tons of Russian steel a year,

A 50-acre dockside parcel at PMT is dedicated

to the import of steel slabs for NMLK USA, one of the leading suppliers of steel products in the US. NMLK USA will use PMT as a prime port to import steel slabs for rail shipment for distribution throughout North America.

“The vessel that started work this week at Paulsboro represents yet another example of the international communities’ increasing faith in the Delaware River and the abundant opportunities that exist for growth here,” said Leo Holt, President of Holt Logistics.

Bob Miller, NMLK USA’s President and CEO,



New Jersey Assemblywoman Patricia Egan Jones (D-Camden) speaking to the dock workers before the ceremony began.

added, “We are very excited to be the anchor tenant at the Paulsboro port. We look forward to close cooperation with the state of New Jersey, the city of Paulsboro, and Holt Logistics, to ensure that our global supply chain, ending with American-made steel by American workers at our plants in Pennsylvania and Indiana, is as efficient as possible. It is exciting to see the number of jobs being impacted by this new site.”

The opening of the PMT marks the completion of Phase One and the beginning of a continued expansion to grow water-borne cargo business. Phase Two will extend the wharf to 2,200 feet to accommodate up to four ships, a 500-foot barge berth, and upland improvements to accommodate future cargo customer needs.

The Paulsboro Marine Terminal, once a dream, is now open for business.

Director Gershen,

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merchants, people sauntering down the street or a drive by to kibitz with Msgr. Doyle, who has an equal passion for the people of Camden, and take the pulse of the community. Joe was showing the connection of the global economy to the Camden families seeking opportunity to realize their dreams and the good the port can do for them.”

Jonathan Gershen was hooked on the good that the port can do and the fun that it would be to be a part of it.

On the eve of World War I, his grandfather—a young lad—fled a troubled Poland to New York, joined the army of his new nation and earned a Silver Star for valor. His father, Alvin, worked his way through college, earned a civil engineering degree which opened a career path, first as a public sector engineer and later building his own firm that planned and managed quality affordable housing for families.

After World War II, Alvin moved his family to New Jersey, morphing his civil engineering skills with his experience working for government on developing urban housing to become an urban planner.

“He holds the New Jersey’s first official certificate as an urban planner,” recalls his son. “His was certificate number one. He recognized the need to build affordable housing. To him, affordable

didn’t mean warehousing people. It meant building a home for a family, a neighborhood, a livable community. It meant using the land wisely, giving families space and the ability to interact with their neighbors while optimizing the land usage.”

He grew his business from Alvin Gershen Engineering, founded in 1959, into The Gershen Group that manages multi-unit housing—both affordable and prime market housing.

Today, The Gershen Group is run by Alvin’s wife, Mildred, who is CEO & President; and Jonathan, a graduate of Benjamin N. Cardozo School of Law, is chief

counsel and vice president; his sister, Deborah, is vice president for property management.

“My dad died of lung cancer in 1989,” said Jonathan. “I was 20, a junior at Brandeis University majoring in Politics and Moral, Political and Ethical Philosophy. I had five older sisters too. My Mom figured she knew all she needed to know to run business because my Dad talked to her about all aspects of the business and they made business decisions together.

“She’s the boss,” Jonathan said warmly. “She is in her nineties, works out with a trainer

before showing up to the office and runs the business. She grew the company. We manage 4,000 housing units in New Jersey and Delaware.”

Jonathan’s sister, Deborah, works with him and his mother for The Gershen Group and so does his wife, Ilene.

His four other sisters are equally accomplished. Two are lawyers, one is a pediatrician and another runs a pre-school program for the Archdiocese of New York.

“We’re all trying to do good and have fun doing it,” Jonathan observed.

Married with three children

"We're all trying to do good and have fun doing it."

—two in college, the third soon to follow—Director Gershen, like his parents, is active in numerous community, housing and Jewish organizations. He served as president of the New Jersey Apartment Association and currently is chair of the Advisory Committee—Specialists In Housing Credit Management.

A director of the South Jersey Port Corporation since 2005, Gershen serves as chair of the board’s audit committee.

“I was more than pleased to serve when the administration of Governor (James) McGreevey



As a member of the board—Jonathan Gershen, second from left, has been an important member of the Corporation's board, including having chaired the Audit Committee for the past several years.

asked if I'd be interested in serving and the South Jersey Port was ideal because there would be no conflicts of interests with my business interest. I could bring to the port my experience in negotiating and managing leases," he said.

There have been exciting, and very challenging times. During the first few years of his tenure the world economy was booming and so was the business at the SJPC whose terminals were running at full capacity. The board began a major expansion with a new marine terminal in Paulsboro, N.J. Then the global recession hit and the board and Governor Chris Christie had to decide whether to put the expansion on hold or to proceed. They decided to proceed justified by a slow but steady rebound in business.

"Joe Balzano died and his

chief deputy, Kevin Castagnola, took charge and provided the leadership we'd come to count on from Joe. We have a great staff that managed the downturn smartly," said Gershen. "We made some painful decisions in resizing our workforce to the business. Our

at Paulsboro where our partners, Holt, will operate the facilities and grow the business," Gershen explained. "There are hundreds of jobs being created at Paulsboro that will be supporting thousands of other jobs in the region. That's good and it's fun."

There are hundreds of jobs being created at Paulsboro that will be supporting thousands of other jobs in the region. That's good and it's fun.

business prevailed. Our workforce and cargoes have rebounded."

But as the port is expanding its terminals, it has also adjusted its business model at Paulsboro by leasing the Paulsboro Marine Terminal to Holt Logistics which will also operate the terminal.

"We're essentially taking on a more landlord-tenant relationship

The SJPC has also leased 50 acres of the Broadway Terminal to Holtec Technologies which will create 3,000-4,000 jobs at its new campus designing, engineering and fabricating components for the nuclear power industry.

"These are all good things and it's been fun being part of it," the director concluded.

Focus on Cyber Security

Suspicious Activity and Breaches of Security Reporting Focuses On Cyber Security



Marine terminals are busy hubs of international intermodal activity drawing together people and cargoes from marine, rail and highway transportation modes. Because of the inherent transient nature of the transportation industries, those personnel have an opportunity to either visit many places or encounter people from world-wide destinations. A concerted effort has been made to provide a system to educate transportation personnel to be vigilant in identifying and reporting unusual and suspicious activity.

Moreover, an owner or operator of a vessel or a marine terminal facility that is required to maintain an approved security plan in accordance with

based on several pre-established criteria including material involved, incident cause, mode of transportation, location and other data fields.

The U.S. Coast Guard recently published CG-5P Policy Letter 08-16: Reporting Suspicious Activity and Breaches of Security, that in addition to outlining the criteria and process for SA BoS reporting, also covers new requirements and guidance on reporting cybersecurity related events to Department of Homeland Security National Cyber Security and Communications Integration Center (NCCIC). SJPC's response to updating the agency's Facility Security Plan and standard security operating procedures, including reporting

to the NRC, as well as the New Jersey Cybersecurity and Communications Integration Cell (NJCCIC), the State of New Jersey's one-stop shop for cyber-

A concerted effort has been made to provide a system to educate transportation personnel to be vigilant...

parts 104, 105 or 106 of Title 33, Code of Federal Regulations, are required to report any suspicious activity (SA) and breaches of security (BOS) to the National Response Center (NRC). The NRC is a federal multi-agency communication center operating 24/7 year round, located within the Coast Guard Headquarters Building in Washington D.C. The NRC is setup to receive oil or chemical spills incidents and maritime security incidents reports. Reports received to the NRC are entered into the Incident Reporting Information System and notifications are made to federal and state agencies,

security information sharing, threat analysis, and incident reporting. Located at the Regional Operations Intelligence Center, the NJCCIC brings together analysts and engineers to promote state-wide awareness of local cyber threats and widespread adoption of best practices.

SJPC encourages employees, tenants, port partners and visitors to report any type of SA or BoS. Individuals may contact SJPC security personnel at the main terminal gate booths or directly to the NRC at 800-424-8802 or the NJCCIC at 866-4-SAFE-NJ. All three are available 24/7.

You should know...

TRANSPORTATION WORKER IDENTIFICATION CREDENTIAL (TWIC)

SJPC Annual Coast Guard Inspection

The annual Coast Guard inspection of the South Jersey Port Corporation's facilities took place in April. SJPC Port Facilities Security Officer Jay Jones reports that the SJPC was found to be in full compliance with the Coast Guard 105 Inspection.

TWIC ENROLLMENT CENTER

TWIC Enrollment centers are now operated by Morphotrust ISA. There are several local centers: the newest one in Cherry Hill at Colwick Business Center, 57 Haddonfield Rd., Ste 110. There are others in Philadelphia and one in Woodbury. Call ahead at 1-855-347-8371 Monday through Friday from 8 a.m. to 5 p.m.



TWIC COSTS LOWERED

The Transportation Security Administration (TSA) announced that effective February 1, 2015, the TWIC fee would be reduced to \$128.00 for the five-year period. The \$1.75 reduction in costs was due to lowered FBI fingerprint processing charges.

South Jersey Port Corporation Contact Directory

Company	Phone	Web
Camden International Commodities Terminal	856-956-0100	www.camterm.com
Camden Iron & Metal	856-969-7034	www.camdeniron.com
Camden Waterfront Development/Holt Logistics	856-742-3000	www.holtlogistics.com
Camden Yards Steel	856-373-9300	www.camdenyardssteel.com
Champion Trucking	856-225-1051	www.chmpn.com
D&M Transportation Services	856-963-0099	www.dandminc.com
Delaware River Stevedores	856-541-6182	www.d-r-s.com
Esroc	856-964-2555	www.esroc.com
Federal Warehousing & Distribution	856-745-3898	
Holtec Technology Campus	856-797-0900	www.holtec.com
Kinder Morgan	856-338-1982	www.kindermorgan.com
Joseph Oat Corporation	856-541-2900	www.josephoat.com
Nutsco	856-966-6400	www.nutsco.com
State Metals	856-964-1510	www.statemetalindustries.com
Tri-State Bulk Handling	856-541-6258	www.tristatelitho.com

SJPC Departmental Directory

Administration	856-757-4969	Public Information	856-757-4969
Engineering	856-757-4944	Purchasing	856-757-4950
Fax (general)	856-757-4903	Security (Main)	856-757-4939
Finance	856-757-4971	Balzano Gate Booth	856-757-4978
Maintenance: Mobile Equipment	856-757-4975	Broadway Gate Booth	856-757-4956
Maintenance: Facilities	856-757-4906	Warehouse/Logistics	856-757-4938/4965
Personnel	856-757-4928	Web	www.southjerseyport.com



Around the port

Congressman honored



SJPC Executive Director Kevin Castagnola welcomed Congressman Donald Norcross (D-Camden) to the Port's table at the Southern New Jersey Development Council's annual meeting held in November 2016. The Congressman was being honored by the group.

Director Remington retires



A member of the board honored—Craig Remington, long-time member of the Port board, receives a resolution honoring his service from Chairman Alaimo and Executive Director Castagnola.

In Memoriam



One of our long-time employees, Bobby Lee Farish, passed away on November 16, 2016. Bobby Lee, a Camden resident, began with SJPC in 1978 as a Laborer. He has been an equipment operator for most his years of employment with SJPC. Bobby Lee is missed by his many friends and colleagues at the Port.

After 14 years of dedicated service, Craig Remington has stepped down as a director of the South Jersey Port Corporation to retire to Florida to pursue his quest for elusive golf and tennis perfection and to enjoy boating.

Craig, a principal and owner of Remington & Vernick Engineering, joined the SJPC's board of directors in 2003, serving as vice chair for more than a decade.

"Being a director of the SJPC gave me an opportunity to give back to the community," Remington once explained. "The work itself is the reward." In the truest sense of public service, SJPC directors receive no salary or benefits and additionally are subject to stringent financial disclosures and conflict of interest requirements.

Throughout his tenure, Remington has helped guide the SJPC through changing economies, the evolution of its business model and its expansion to the new Paulsboro Marine Terminal.

The staff and his fellow directors thank Director Remington for his service and wish him smoothing sailing and, of course, a much-improved golf handicap.



Senator Booker's visit to PMT supports SJPC's job-creation mission

During an August tour of the new Paulsboro Marine Terminal, U.S. Senator Cory Booker of New Jersey pledged his full support in Washington to stimulate the job-creating mission of the South Jersey Port Corporation.

Senator Booker serves on two key committees critical to the prioritizing and funding of the nation's infrastructure: the Commerce, Science and Transportation Committee and the Environment and Public Works Committee.

He lauded the PMT's deep-water piers, dock-side rail, ideal interstate highway access and hundreds of acres of available land for port operations, logistics, and manufacturing as well as the terminal's unique ability to support offshore wind energy farms.

Kevin Castagnola, Executive Director of the SJPC, noted that the PMT has been open less than a year and is already dramatically exceeding the most optimistic pre-opening cargo projections.

State Senate President Stephen Sweeney and Assemblyman John Burzichelli—whose vision and leadership was critical to the creation of PMT—promised a second construction phase to expand the PMT wharf.



SJPC Executive Director Castagnola shows U. S. Senator Cory Booker of New Jersey the current and proposed layout of the Paulsboro Marine Terminal in Paulsboro, Gloucester County. The marine terminal is the newest of the Port Corporation's deep water marine facilities. Gloucester County Freeholder Director Robert Damminger watches from between the two officials.



National, state, county, municipal and port officials gathered on the wharf at Paulsboro to talk about the job-creating potential of the marine terminal both now and in the future. From left to right, State Senate President Steven M. Sweeney, Senator Booker, Freeholder Damminger, and SJPC's Castagnola.



Senator Booker meets the press on the wharf at the Paulsboro Marine Terminal.





ESTABLISHED 2011

SOUTH JERSEY PORT CORPORATION

BALZANO MARINE TERMINAL

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