



MARITIME EXCHANGE

for the Delaware River and Bay
Leading the Way to Port Progress

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May 29, 2013

The Honorable Ray LaHood
Secretary of Transportation
U.S. Department of Transportation
1200 New Jersey Avenue, S.E.
Washington, DC 20539

Dear Secretary LaHood:

We write to offer our endorsement of and support for the Diamond State Port Corporation's (DSPC) application for a U.S. Department of Transportation FY13 TIGER Discretionary Grant (TIGER V). The DSPC is the owner and operator of the Port of Wilmington (POW), Delaware.

Specifically, the DSPC seeks this critically needed maritime infrastructure funding to aid the POW in the rehabilitation and enhancement of the load carrying capacity of POW's Berths #5 and #6. These berths, originally constructed in 1923, are vital to the uninterrupted flow of international commerce on the Delaware River, and to POW's ability to support logistics requirements of its diverse customer base.

As you may be aware, the Maritime Exchange for the Delaware River and Bay is a non-profit trade association representing the interests of approximately 280 port and related businesses from the tri state region of Pennsylvania, New Jersey, and Delaware. As the premier advocate for the Delaware River port community, the Exchange works to provide a unique slant on local, state, and national issues affecting the maritime industry. In addition, the Exchange operates a comprehensive port automation network that provides its members with 24-hour a day, 365-day a year electronic ship and cargo information.

The POW is an important economic engine for the regional economy, and is a major participant and key stakeholder in waterborne commerce within the tri-state port complex. It is worth noting that in 2012, the POW handled over 4 million tons of cargo. Also, based on a recent study, POW operations generated over 4,300 direct, induced, and indirect jobs, and over 12,500 related jobs in 2012 with shippers and consignees. These cargo handling activities generated in excess of \$337 million in direct business revenue, \$315 million in personal income, and \$31 million in state and local taxes.

The Maritime Exchange enthusiastically supports the DSPC grant application. A TIGER V grant will enable this niche port to meet its customers' current and future commercial and logistics requirements, and to sustain its key supply chain role for the North American consuming market as the largest port in the U.S. for imported perishable cargo.

Thank you for your consideration of DSPC's request. Feel free to contact me with questions at dennis.rochford@maritimedelriv.com or at 215.925.2615.

Sincerely,

Dennis Rochford
President