

# Organizational & Business Overview of the Port of Wilmington, Delaware

---

**Presentation to the  
Delaware Valley Regional Planning Commission  
Del. Valley Goods Movement Task Force**

**Tom Keefer**

Deputy Executive Director

Diamond State Port Corp.

302-472-7820 [tkeefe@port.state.de.us](mailto:tkeefe@port.state.de.us)

# History & Business

## ■ History

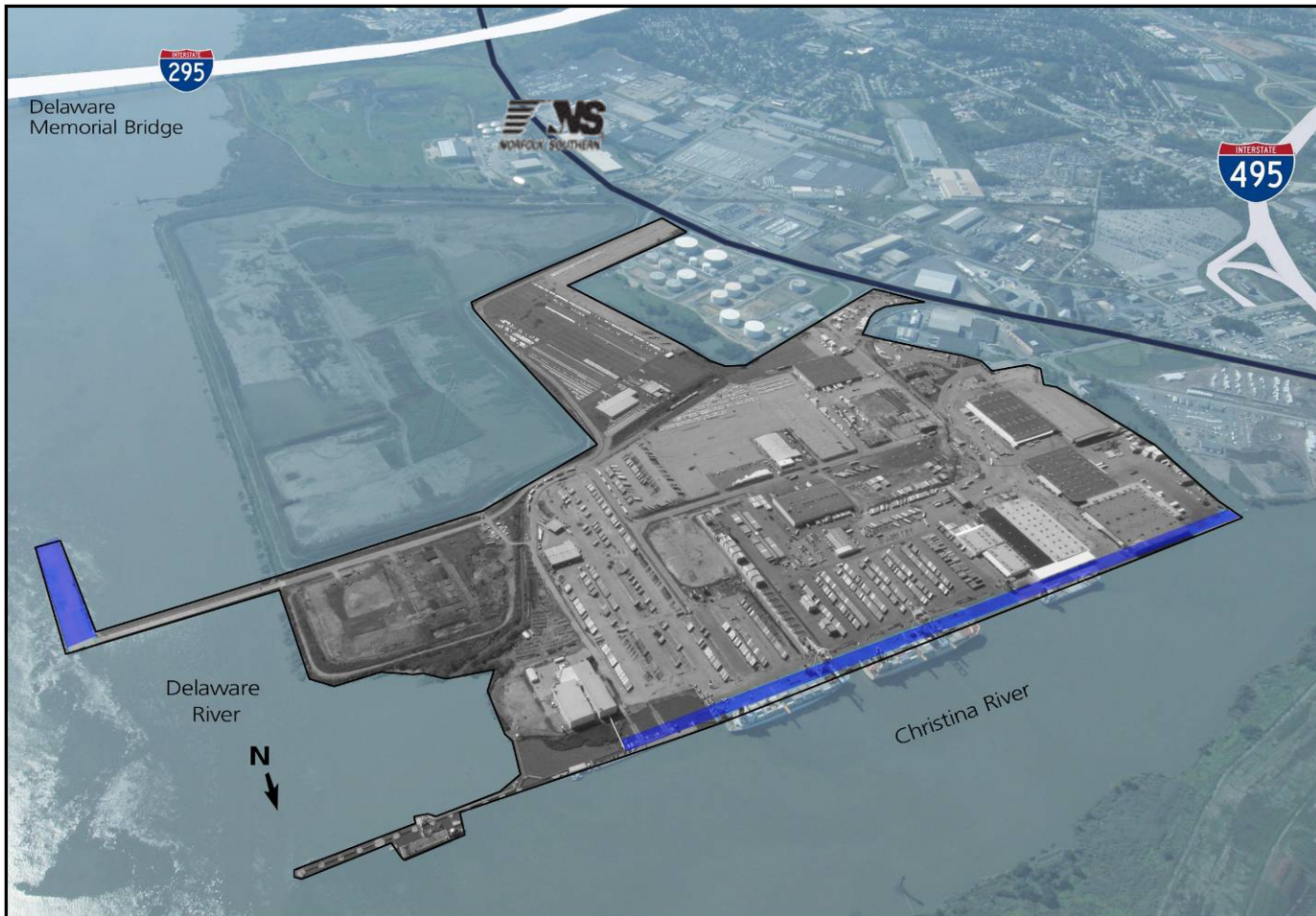
- 1923 – July 10<sup>th</sup>... first ship called at the Port
- 1995 – the State purchased the Port from the City of Wilmington, and established the Diamond State Port Corporation (DSPC)

## ■ Business & impact

- 400 ship arrivals & 4m tons annual throughput
- \$28-\$32m in annual gross Port revenue
- Landlord, terminal, warehouse operator & direct employer
- 14,600 direct, indirect & related jobs



# Port Infrastructure



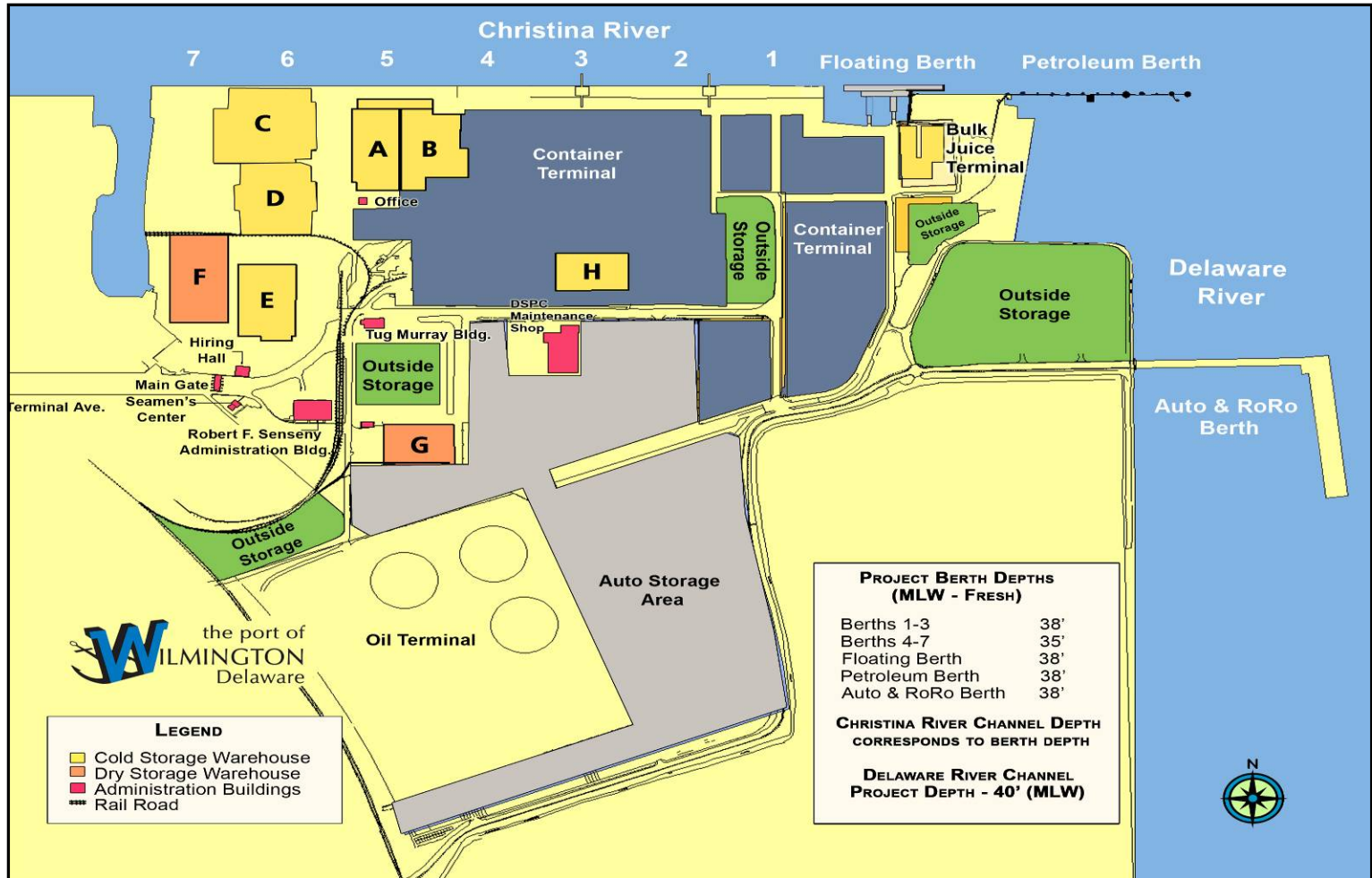
# Port Infrastructure

---

- 308 acres at the confluence of the Christina and Delaware Rivers
- 1<sup>st</sup> major port on Delaware River – only 63 miles/4 hrs from Atlantic
- 8 deep water berths for cargo operations and an oil jetty
- 800,000 sf. of dock side cold storage in 6 warehouses... largest in U.S.
- 250,000 sf. dry warehouse space with covered rail service



# Port Infrastructure



# Cargo Portfolio



- Fresh fruit
- Juice concentrates
- Containers
- Vehicles & RoRo
- Dry & liquid bulk
- Steel
- Forest products
- Project cargo
- Livestock



# Cargo Portfolio

## ■ Fresh fruit

- World's largest banana port; mid-Atlantic distribution hub for Dole & Chiquita's tropical fruit
- #1 US gateway for perishable cargo
- Leading port of entry for Chilean winter fruit & Moroccan clementines

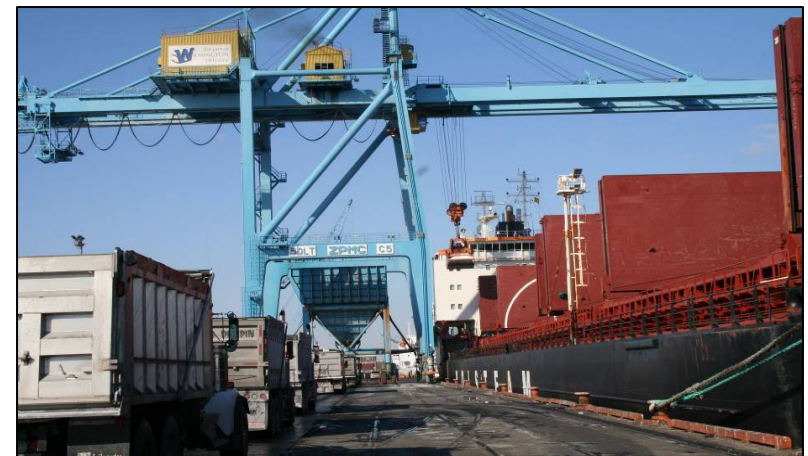
## ■ Juice concentrates:

- #1 port in US
- Imports from Argentina, Brazil, Costa Rica, & Belize



# Cargo Portfolio

- **Bulk & break bulk**
  - Exports of petrol coke
  - Imports of refined petroleum products
  - Specialty ores & chemicals, sodium nitrate, iron sulfate & road salt
  - Steel imports and exports
  - Steel scrap & coal exports
  - Exports & imports of forest products





# Cargo Portfolio

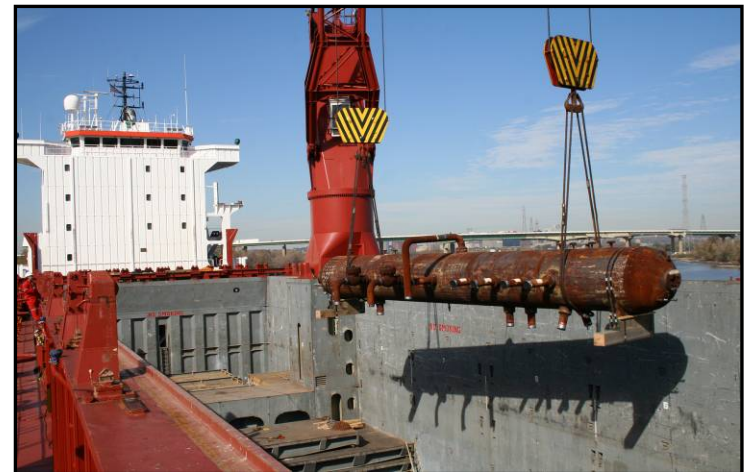
## ■ Vehicles & RoRo

- Over 100 vessel calls per year & more than 130,000 units
- GM's export hub to the Mid East
- Exports of previously owned vehicles to Central America, Mid East, Med, and West Africa



## ■ Project cargo

- Transformers
- Wind turbine blades
- Construction equipment
- Generators
- Methanol plant
- Livestock



# Competitive Advantages

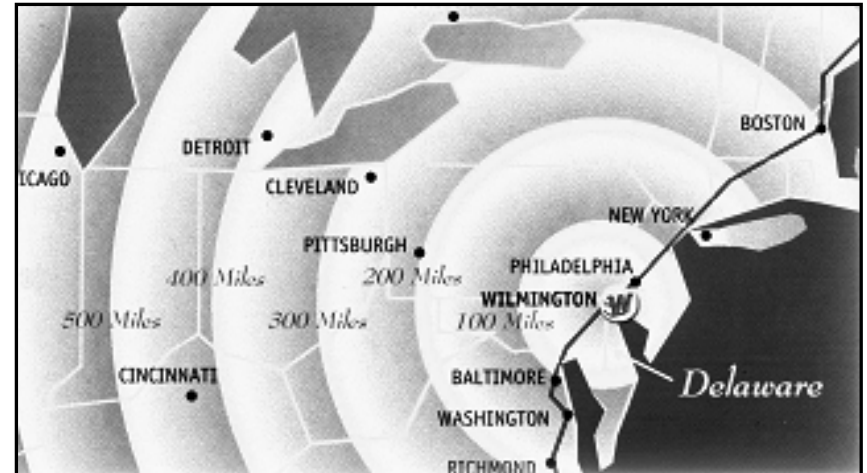
- Location
- Technology
- Security



# Competitive Advantages

## ■ Location

- 1<sup>st</sup> major port on Delaware River
- Six hr round voyage savings
- Center of US Mid-Atlantic region
- Overnight access to 200m US & Canadian consumers
- Excellent interstate highway access
- FTZ
- Tow boat contractor on-terminal
- Multiple berths – no waiting “on the hook”





# Competitive Advantages

- **Technology**
  - Leader in maritime IT applications
  - Wireless network
  - E-Port - inventory management tools
  - E-Load - distribution management tools
  - Innovative IT logistics solutions
  - Barcoding is key to increased efficiency!





# Competitive Advantages

## ■ Security

- Security manager & in-house security force
- 24/7 gate, cargo & roving patrols
- \$2.15m in HSA/TSA grants
- Physical security enhancements
- C-TPAT certified
- TWIC compliant
- Radiation Portal Monitors
- HCV Mobile (Heimann Cargo Vision)
- On-terminal CBP + USDA officers



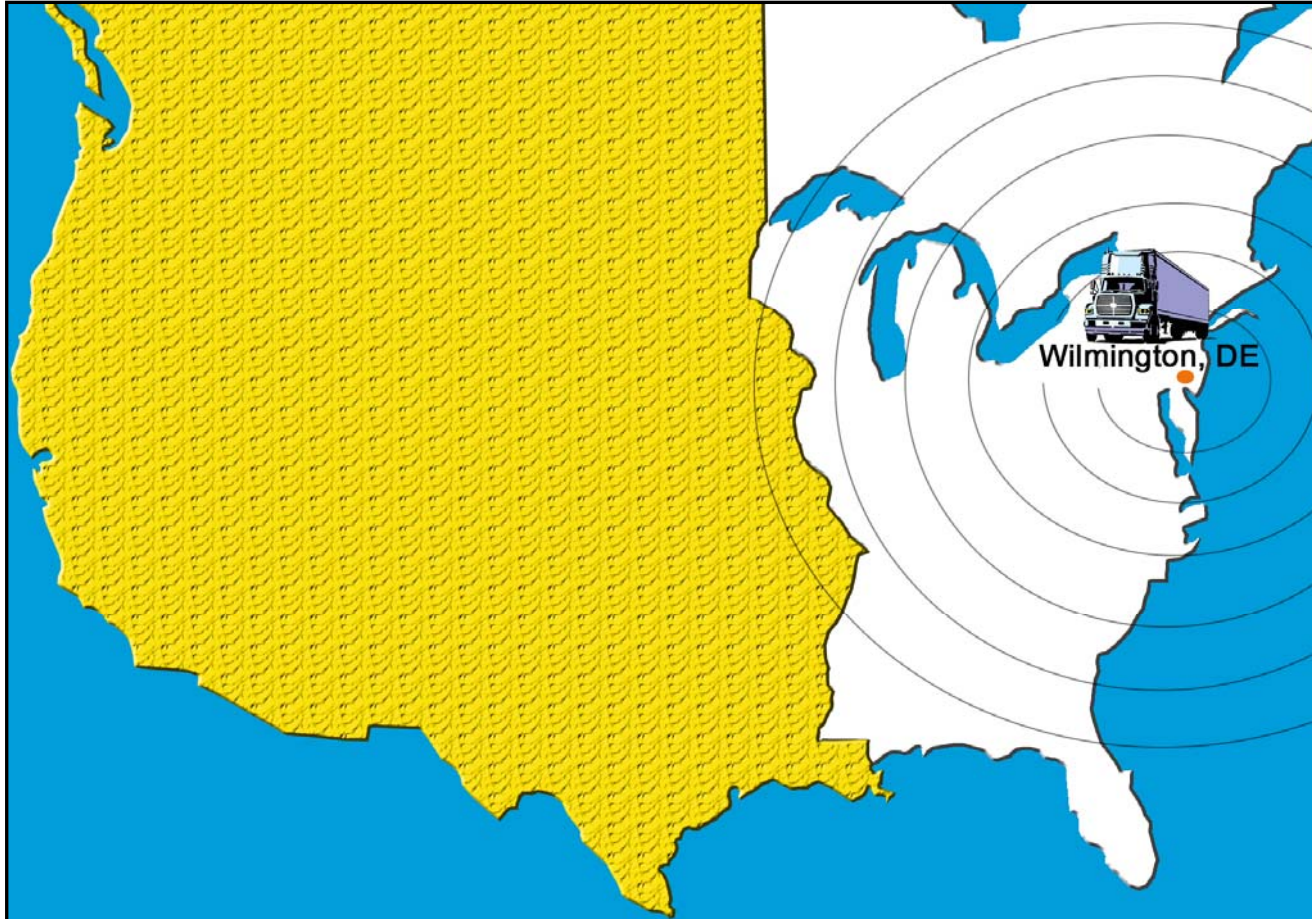
# Traffic Statistics



GATE ACTIVITY	
Item	# of Gate Moves '000s
Export Vehicles	81
Containers	136
Trucks	234
POVs	270
Dry Bulk	50
<b>Total Traffic</b>	<b>771</b>

# Distribution to 200m Consumers

---





# Summary

- Diversified cargo portfolio
- Major distribution center
- Creative logistic solutions
- Leader in security
- Mid-Atlantic location;  
interstate & rail access
- Personal service

