



The Port of New York and New Jersey

PortViews

A Newsletter for Port Customers and Tenants

www.portnynj.info

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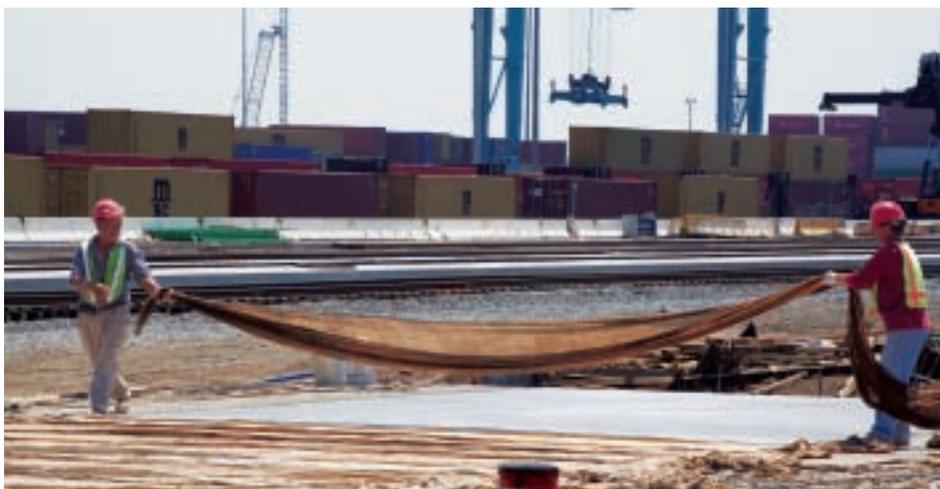
Rail Round-up

By Beth Hughes

The Port Authority recently completed Tracks 10-18 at the ExpressRail Elizabeth facility, and with improvements at the Corbin Street Yard to be completed over the summer of 2009, the Port of NY/NJ will be able to handle three additional 10,000-foot trains daily.

The twinned efforts are part of the Port Authority's \$600 million port-wide investment in on-dock rail, which includes ExpressRail Elizabeth (serving Maher and APM Terminals), ExpressRail Newark (which serves the Port Newark Container Terminal), and ExpressRail Staten Island (serving New York Container Terminal at Howland Hook).

The full development includes the addition of a second lead track to the ExpressRail Elizabeth terminal that will provide greater operating flexibility and capacity by allowing the simultaneous arrival and departure of trains at the facility. When finished, the ExpressRail system will be able to handle 1.5 million containers annually, according to Don Lotz, Manager of Intermodal Development at the Port of NY/NJ.



Once paved, new tracks at ExpressRail Elizabeth afford the facility a total of 18 tracks.

In addition to on-dock enhancements, the railroads, as part of the federal Liberty Corridor project, are working on projects that will enhance capacity at the Port of New York and New Jersey and in the region. The North Jersey Railroad Doublestack Clearance Program is slated for 2009-2010. The program will raise vertical clearances on the Conrail "National Docks" railroad line between the Port of

New York and New Jersey and the CSX mainline, serving the U.S. rail network. The projects at the Bergen Hill Tunnel, the Waldo Tunnel and the removal of two Conrail Bridges will enable CSX trains directly serving on-port container terminals to operate with double stacking of the high-cube containers increasingly favored for intermodal transportation.

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DSI Finds Value Near the Port of NY & NJ

By Beth Hughes

A herd of stuffed plush giraffes arriving in the holiday rush? A 20-foot custom-painted ocean container to use as a coat check for a Manhattan store's gala opening? No problem. For Distribution Solutions, Inc. (DSI) the only questions are: "What color, what time and where?"

The 3PL company operates facilities in three New Jersey locations: Clifton, Secaucus and Newark. Jeffrey Wolpov, Chief Executive

“We make a big difference to the retailer who is trying to maximize full-price selling in a highly competitive market.”

Officer, started the company with his father, in 1990, with \$50,000, three employees, two trucks and \$300,000 in business.

Today, DSI is a \$60 million business with 1.2 million square feet of warehouse space, 180 trucks and 600 employees.

DSI's expertise is department store merchandise, especially apparel. The company provides a host of services such as ticketing, cleaning, repairing, refurbishing, labeling, repackaging, and inspecting cargo for their customers. For one company, they press leather coats because that retailer believes it gives them an edge over their competitors.

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Established in 1921, The Port Authority of NY & NJ is a bistate public agency that strives to meet the transportation and commerce needs of the region. It operates some of the busiest and most important transportation links in the region. They include: John F. Kennedy International, Newark Liberty International, LaGuardia and Teterboro airports; the Downtown Manhattan Heliport; AirTrain JFK and AirTrain Newark; the George Washington Bridge; the Lincoln and Holland tunnels; the three bridges between Staten Island and New Jersey; the PATH rapid-transit system; Port Newark; the Elizabeth-Port Authority Marine Terminal; the Howland Hook Marine Terminal on Staten Island; the Auto Marine Terminal, the Brooklyn Piers/Red Hook Container Terminal; and the Port Authority Bus Terminal in midtown Manhattan. Economic Development operations include The Teleport, waterfront development, and ferry transportation. The Port Authority also owns the 16-acre World Trade Center site and is developing the WTC Transportation Hub and permanent PATH terminal, the Freedom Tower, and the WTC Memorial and Memorial Museum. The Port Authority is self-supporting and receives no tax revenues from either state.

Friend of the Port—Working Harbor Committee

*FRIEND OF THE PORT IS A
REGULAR FEATURE IN PORTVIEWS*

To those of us in the maritime transportation industry, tugs, pilot boats, barges, container vessels, cranes and dredgers are familiar sites. But to the consumer who's buying the apparel, coffee, car or TV you import or transport, they may be revelations. The Working Harbor Committee (WHC), a not-for-profit organization headquartered in NYC, has the goal to teach the public how the port works and why it is important to the regional and national economy.

Founded by Peter Stanford, first President of the South Street Seaport Museum, WHC's first event was in 2002 as a celebration of National Maritime Day. Volunteers gave narrated tours aboard ferry service provided by NY Waterways. It was a slow start. Only about a dozen people showed up, according to Captain John Doswell, Executive Director of WHC. But it didn't deter the committee, who felt the best way to educate people about the working waterfront was to take them to see it by tour boat. Today, they offer well-attended two-hour long "Hidden Harbor Tours" twice a month during the summer on Circle Line vessels, as well as excursions on or around National Maritime Day (this year on May 22).

"We focus on the working harbor," says Doswell. That means the sights include Elizabeth-Port Authority Marine Terminal and Port Newark, the Erie Basin and the Brooklyn Navy Yard, all highlighted with expert narration on how the harbor works and its history. They explain how cargo is handled and discharged from container ships. They discuss the roles of the terminals, barges, rail lines and truckers, tying them all together. Like a visit to the best kind of museum, it's educational yet effortless, interesting, fun and, being on the water, a chance to get a tan.

Who takes the tours? Mostly it's people curious about the port. They want to see ships up close, especially tugboats, says Doswell.

"It's amazing how interested people are," says Lucy Ambrosino, Manager of Outreach for the Port Commerce Department at The Port Authority of New York and New Jersey. She and other Port Commerce staff have been speakers on the tours, along with other industry representatives. "I don't think most people understand how the goods they buy get to the stores," she said, "nor how many different transportation sectors are involved in the logistics chain. The tours provide this information

in a relaxed, informal setting. It provides a venue to talk about the number of jobs created by the port industry, and how much revenue it brings to the regional economy."

Yet these activities are only part of the committee's mandate. Their other major effort involves working with city schools to show students that they can have well-paying careers in the maritime industry. "Most of the students have no knowledge about what goes on in the harbor, and we open their eyes to an employment path they haven't thought about," says Doswell. "It's a good match. The industry likes us for doing it."

Meg Black, who oversees the program targeting schools in low-income areas of New York and New Jersey, brings in speakers to show the impact of the port on students' lives and to discuss the kinds of jobs available and education needed. Much like the presentations given to adults on the Hidden Harbor Tours, the students are given lessons on how merchandise gets to the stores and how international trade affects their everyday lives. One way to grab students' interest is to ask them to look at the "made in" labels on their clothing, book bags, sneakers, or iPods. "The students get very excited at the countries they identify," noted Ambrosino.

Black works both with traditional and alternative high schools. After the success of two student trips hosted by McAllister Towing, she realized how eye-opening the excursion was for the students. "I talk to them about logistics, and the impact of trade. The kids are very engaged," said Black. "They ask a lot of questions. Our strongest message is the need to stay in school and get the education they need to succeed in the industry," she added. Black puts a lot of energy into raising funds for harbor tours dedicated to education so that she will be able to continue the program. Many of the financial supporters are companies involved in the maritime trade, but she works with other organizations as well.

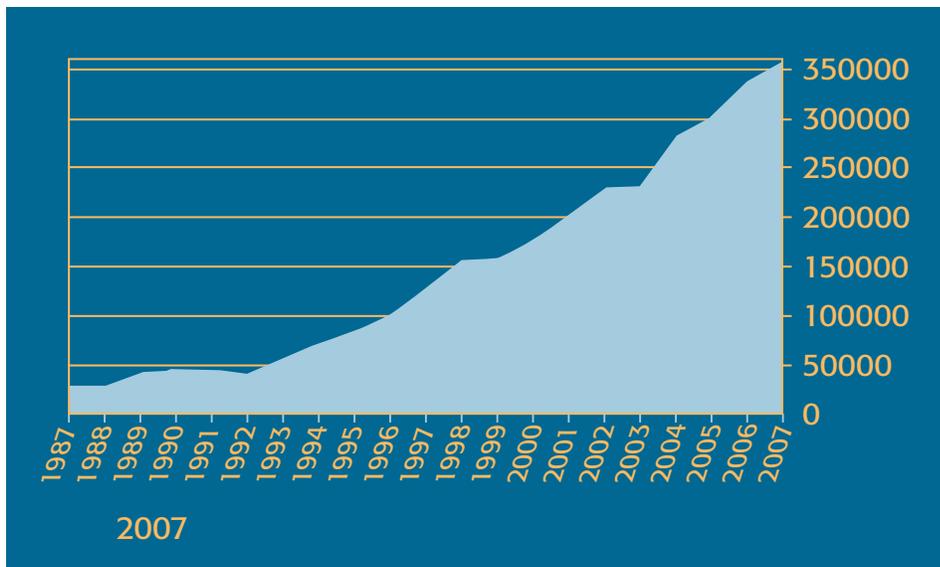
The WHC also offers specialized tours. One route covers New Town Creek. Another, with the Greater Astoria Historical Society, explores East River bridges. "We may do a separate one on light houses of the East River," says Doswell. "We're talking a lot about a circumnavigation of Staten Island."

For more information about the Working Harbor Committee and its activities, visit: www.workingharbor.com. ☺

The Port Reading Junction project in Somerset County, NJ (also a part of the Liberty Corridor Project) lies along the Norfolk Southern (NS) Lehigh Main Line, the primary corridor for NS intermodal trains serving the Midwest and Canadian markets. The improvements will alleviate a structural chokepoint where New Jersey connects to the rest of the North American rail system.

“Together, these projects will strengthen the multimodal services available to regional manufacturers, suppliers and receivers that are located near the port’s ExpressRail system terminals,” says Lotz.

There’s a significant demand for rail,” said Peter Zantal, General Manager of Strategic Analysis and Industry Relations. “In 2007, the port



Port of New York & New Jersey Express Rail System total lifts

EXPRESSRAIL SYSTEM SERVICE As of March 2008			
Destination	Elizabeth	Staten Island	Port Newark
Midwest			
Chicago	x	x	x
Cleveland	x	x	x
Columbus	x	x	x
Detroit	x	x	x
East St. Louis (IL)	x	x	x
Kansas City (MO)	x	x	x
Minneapolis/St. Paul	x		
Pittsburgh	x		
St. Louis (MO)	x		
West			
Los Angeles	x		
Omaha (NE)	x		
Portland (OR)	x		
Seattle (WA)	x		
Tacoma (WA)	x		
New England			
Worcester (MA)	x	x	x
Canada			
Montreal	x		
Toronto	x		

moved 358,000 intermodal containers, more than double the volume in 2000. While environmental concerns have driven some of the growth as people switch to fuel-efficient rail transport, more shippers are choosing the port as the rail gateway to North America because we have the capacity, and we’re continuing to build to meet their needs,” he explained.

Indeed, the port’s rail business in February broke all records for that month with a total of 30,320 containers—a 31 percent increase over February 2007. ExpressRail Staten Island, the newest facility in the ExpressRail system, set its own record in February with 4,905 containers. Overall, the port’s rail volume has grown faster than the national average.

Recently expanded service at ExpressRail Staten Island and Port Newark added Worcester, St. Louis and Kansas City to the existing destinations of Columbus, Chicago, Cleveland and Detroit. CSX added service to Buffalo to its roster of destinations for the Port of NY/NJ through an intermodal service at South Kearny. In addition to the major Midwest terminals, NS offers service between the port and Pittsburgh and, in conjunction with Canadian Pacific Railway, Montreal and Toronto. ☺

DSI Finds Value Near the Port of NY & NJ

“We make a big difference to the retailer who is trying to maximize full-price selling in a highly competitive market that often features markdowns after a week,” said Wolpov.

In 2007, DSI’s business grew 35 percent and Wolpov attributes this to international companies expanding into the United States. He called the Port of New York and New Jersey a “natural feed” because of the large consumer market in this region. He projects a 20-25 percent growth in 2008, and so is pleased to see the investments being made by the Port Authority in channel deepening,

rail enhancements and other infrastructure improvements. “Anything that can speed up the process and make it easier for us to get containers in and out of the port is a huge advantage to us,” he says.

He sees the port as very well positioned for the high-speed transloading and pick & pack business he handles. And that counts for big points in supply chain management, where it’s all about getting the right product to the right place at the right time, he explained.

Wolpov believes there’s a growing awareness in New Jersey state and local

government of the logistics business and the number of jobs it creates. To maintain that employment, DSI encourages hiring local talent at all its facilities. With a \$500,000 grant from the state, Wolpov has embarked on ambitious staff training programs covering English as a second language classes, basic computer skills and on-the-job-training in the automation and mechanization technology used daily. It’s an effort that cuts costs and increases productivity because it reduces turnover, he explained, which in turn helps him to maintain the customer service he provides to his clients. ☺

TSA Unveils New Web Site

Out of town customers have been asking how can they obtain a TWIC card if they do not have easy access to one of the Port of NY & NJ's three enrollment sites. The good news is that applicants can apply at any one of the 147 enrollment centers set up around the country by the TSA. Here are some easy steps to understanding the process and finding out where the nearest TWIC enrollment site is in relation to your business or home.

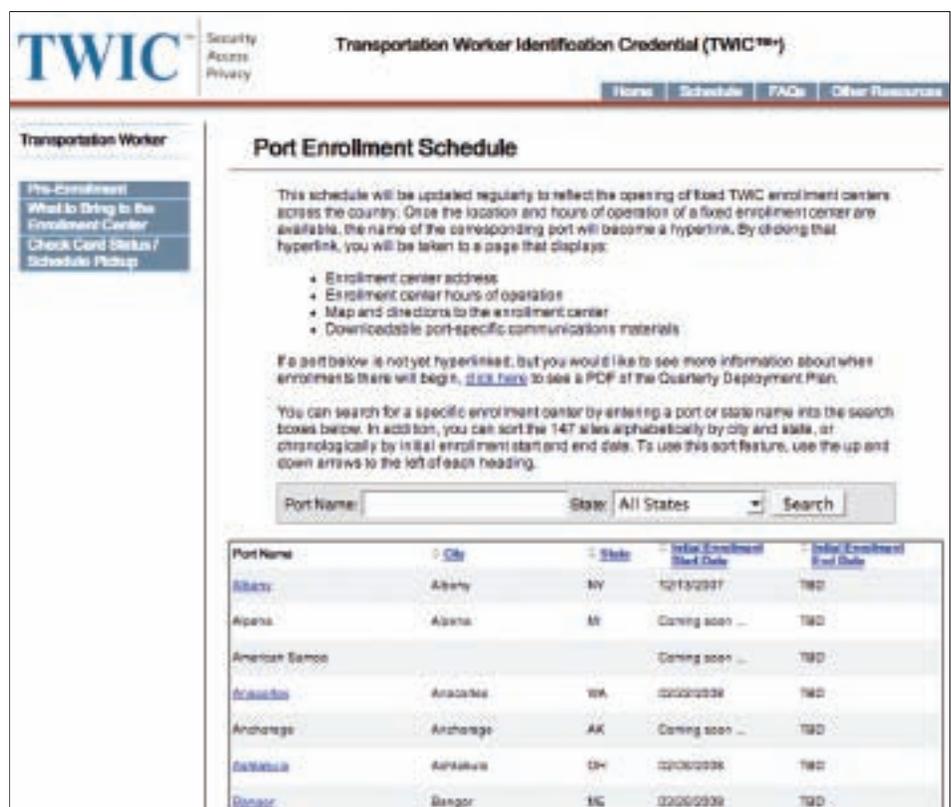
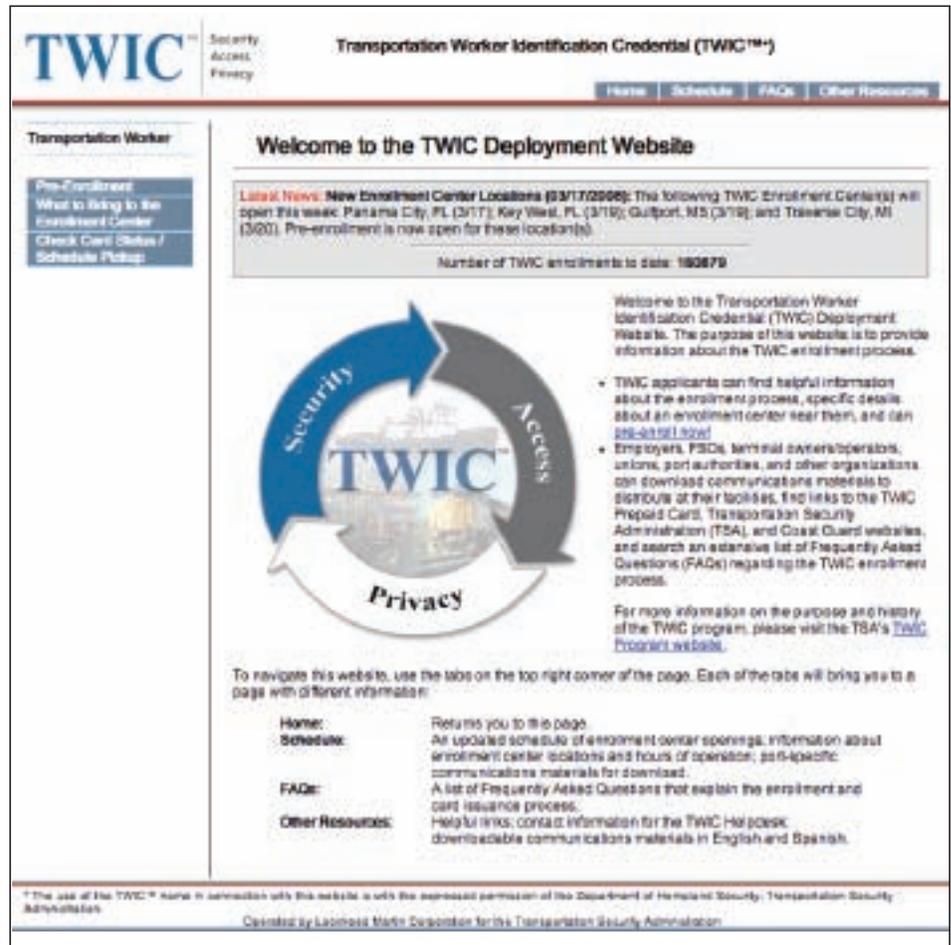
According to the TSA, in order to obtain a TWIC, an individual must provide biographic and biometric information such as fingerprints, sit for a digital photograph and successfully pass a security threat assessment. To save time, TSA recommends pre-enrollment so that you may provide your biographical information prior to your appointment for the required in-person enrollment process. Pre-enrollment can be done online at <http://twicinformation.tsa.dhs.gov/twicinfo/> or by calling 1-866-347-8942. This site also offers detailed information about what type of documentation you must bring to the enrollment site.



At the top of the home page on this site latest news is noted in red. Select "schedules" to get enrollment center addresses to begin your search on sites now open for enrollment. Using the search tool, you will be able to obtain site address, hours of operation and directions to the center.

Once you've visited the enrollment center, appropriate background checks have been conducted, and the TSA determines you qualify to receive a TWIC, a credential will be produced and sent to the enrollment center at which you applied. You must return to the same enrollment center to receive and activate your TWIC.

The TWIC will cost \$132.50 and is payable by credit card, money order or certified check. Those who hold a valid MMD issued after February 3, 2003, MML issued after January 13, 2006, HME issued after May 31, 2005, or a FAST card may pay a reduced fee of \$105.25, but you must bring with you the related documentation. ☺



Port Industry Briefings Worth Attending

By Beth Hughes

Since the early 1990s, the Port Authority has conducted out-of-town briefings in an ever-expanding list of cities. "People want their cargo moved, and it's our job to help them," says Bill Cronin, Manager of Shipper Sales for the Port Authority.

Together with a delegation that may include port tenants such as auto processors, warehouse and terminal operators, as well as Class I railroads, the briefings are a chance to meet with current and potential port customers and update them on what is being done to improve shipping through the port, and how the Port Authority is preparing for future growth.

To expand outreach, the Port Authority partnered with the New York Shipping Association (NYSA) in 2002 and, today, the stops include Boston, Buffalo, Columbus, Cleveland, Chicago, Detroit, Toronto, Montreal, Pittsburgh, and Philadelphia. The most recent addition was Melville, Long Island, where more than 40 people attended the luncheon briefing on February 21. Minneapolis and the CT/Westchester area may soon join the roster.

The consensus among those who join the delegation is that the briefings are effective. "Shippers give you a second look when you're introduced by the Port Authority," says Steve Liberti, President of Harbor Freight. "I'm hurting myself by saying this, but people are foolish not to attend these events."

Beverly Fedorko, Director of External Affairs for the NYSA, often finds herself answering questions from attendees who are trying to decide between NY/NJ and another option, perhaps Savannah or Los Angeles. "I tell them



Gregory Stamm of Niagra Frontier Transportation Authority, **Jim Cobb** of New York Shipping Association, **Peter Wilson** of Sonwil Distribution Center and **Bob Gaffney** of the Port Authority at the September Port Industry Briefing Event in Buffalo.



At the Port Industry Briefing event held in Long Island last month are Steve Liberti of Harbor Freight, Kevin Catucci of American Stevedoring, Migna Sanchez of Harbor Freight, Augie LoBue of FAPS, Inc., Beverly Fedorko of New York Shipping Association, Tom Moleta of East Coast Warehouse, Sharon McStine and Bill Cronin of the Port Authority, and Dennis Liberti of Inland North America.

about our excellent working relationship with the labor in our port, our productivity, the members who have made improvements on top of what the port has made, our increasing efficiency and that we're working hard to give them better service."

“There's no replacement for a handshake and a smile and it's great to see you again...”

An attendee may not make that decision at the briefing, and it is rare to walk away from a briefing with new business. Yet the relationships made at the briefings build over time. "It provides you with the chance to tell them what you can deliver as a service provider," says Tom Moleta, CES Sales Manager for East Coast Warehouse, a regular presenter. "It makes for an interaction. Sometimes they have a need, but don't know where to go." He points out that the presentations help potential customers see how using the Port of NY/NJ will help them move their cargo, not just to and from the tri-state area, but also to the Midwest, Canada, Boston and other destinations.

Bob LaMura, Commercial Director for Port Newark Container Terminal, finds that the message is clearer when delivered on a personal basis. "It helps when a potential customer, from Cleveland for example, has

a representative from rail, warehousing and trucking in one room. He or she gets what is needed in one conversation, so it all comes together," he said.

LaMura explained that sometimes individuals who aren't regularly at the port might not know its geography. He often finds himself unfolding a map so he can show somebody unfamiliar with terminal configurations exactly where cargo is delivered for customs inspection, or how a box actually moves from one place to another. "People who attend the briefings are genuinely interested in learning more about the port. There's an education going on at these briefings... they could be called seminars. We can't give them enough; they're hungry for information," said LaMura.

Gary L. Love, Director of Sales and Marketing at FAPS, Inc., agrees with LaMura. Love regularly makes presentations at cities associated with the automotive industry and long ago learned the briefings are not just an outing. "It's definitely relationship building, and it's proving beneficial over time. I believe we've done well."

And that is probably the key to the success of the briefings. "There's no replacement for a handshake and a smile and 'it's great to see you again'..." says Fedorko, who has helped numerous attendees she's met at briefings. "That can never be replaced." Cronin summarized it best: "People have choices. We want their choice to be the Port of New York and New Jersey." ☺

Environmental Report: First Hybrid Technology Application to Port's Yard Hostlers

ENVIRONMENTAL PROGRESS REPORT FOR THE PORT OF NY & NJ

What does the hybrid-powered family car have in common with the heavy-duty yard truck or "hostler?" Actually, a lot—once the yard hostler prototypes have been completed at APM Terminal in Elizabeth and at New York Container Terminal in Howland Hook.

Hybrid technology has gained popularity in the new car market because it reduces emissions and improves fuel economy through features such as hybrid assist, regenerative braking and engine auto-stop. Marine terminals, such as APM Terminal and New York Container Terminal, are ideal partners for this initiative. "Their use of yard hostlers, which make frequent starts, stops and have a high percentage of idling time, are excellent operating conditions for this technology because the act of applying the vehicle's brakes increases the storage of regenerative energy needed to propel the vehicle without utilizing the diesel engine," explained Joe Monaco, Manager, Environmental Projects, Port of NY/NJ.

Two teams within the Port of New York/New Jersey have been formed to research the opportunities and challenges associated with applying hybrid technology to cargo handling equipment, and the potential for its commercialization.

The Howland Hook team, which includes The Port Authority of New York and New Jersey, the New York Power Authority, the New York City



The yard hostler prototype at APM Terminal will be the heaviest gross-weight application of hydraulic hybrid technology to date.



As part of the hybrid hostler test project, New York Container Terminal has purchased two standard yard hostlers to be retrofitted with customized technology.

Department of Transportation, Kalmar Industries, CalStart and New York Container Terminal, will select a winning vendor's proposal to configure and integrate a hybrid drive system into the Kalmar/Ottawa 4x2 terminal tractor. They are working jointly with a corresponding team based in the Port of Long Beach. "This is an exciting time to be looking into technology that will improve our air quality and reduce the company's fuel costs," noted Charlie Priscu NYCT Power Equipment Manager.

The team at APM Terminal will focus on retrofitting the Kalmar/Ottawa 4x2 terminal tractor hydraulic hybrid technology. This particular technology, which has been spearheaded by U.S. Environmental Protection Agency (USEPA) Ann Arbor technology laboratories, includes two power sources that propel a vehicle—a small fuel-efficient diesel combustion engine and hydraulic components. In addition to APM Terminal and the Port Authority of NY/NJ, team members include the USEPA, Kalmar, Parker Hannifin (a manufacturer of truck hydraulic components, systems and hybrid drives), and FEV Inc. (an engineering contractor that designs and develops power-train and vehicle technologies).

Hydraulic hybrid technology replaces a conventional drive train with a hydraulic one, which eliminates the need for a mechanical transmission and driveline. Laboratory testing

conducted by USEPA has demonstrated that a hydraulic hybrid technology applied to a United Parcel Service (UPS) delivery vehicle in Diamond Bar, California, has achieved a 60 to 70 percent improvement in fuel economy and a 40 percent reduction in emissions, compared to a conventional UPS vehicle. "We estimate similar results can be achieved for yard hostlers," noted Monaco.

"The project with APMT will take the technology to the next level. The terminal tractor will be the largest GVW (gross vehicle weight) yet tested," explained Wayne Pighin, Senior Director, Asset Management at APM Terminals. If these demonstration projects are successful and the hybrid drive system technologies can be commercialized, the net result could be improved air quality and fuel economy not only at the New York/New Jersey-based marine terminals, but also at other transportation facilities such as distribution centers and rail yards, where yard hostlers are frequently used.

The Port Authority is also interested in working with its international port partners to raise awareness about environmental impacts, and to achieve emissions reductions. In support of the concept of the International Sustainable Ports And Carriers Partnership, the PANYNJ and the Port of Rotterdam Authority plan to use the hydraulic hybrid yard hostler demonstration as a project of mutual interest to achieve reductions of air emissions. ☺

New NYK Panamax Vessels Arrive at NYCT

The Port Authority's Robert Gaffney, Manager Industry Relations, presented the traditional maiden voyage plaque to the Master of the M/V NYK Diana upon the vessel's arrival at the New York Container Terminal on February 21, 2008. The vessel, which is operated by NYK Line, is one of seven newly built container ships that will be serving the Port of New York and New Jersey from the Far East on a weekly basis. M/V NYK Diana discharged and loaded a total of 1,755 containers at the NYCT facility prior to departing for other stops en route to the Panama Canal. A few weeks earlier, the Diana's sister ship, the 965-foot, 4,900 TEU NYK Demeter arrived at NYCT. One month earlier, Gaffney presented a similar plaque to the Master of the NYK Delphinus, also upon arrival at New York Container Terminal after a 21-day voyage from Shanghai via the Panama Canal. The vessel discharged 1,246 TEU's, mostly originating from China. These are three of seven new NYK vessels. They are all Panamax ships built to the maximum size allowed through the canal: 965 feet long, 106 feet wide, with a canal draft of 39.6 feet. 🌐



Upon the arrival of the M/V NYK Diana to the Port of NY & NJ, Robert Gaffney made a presentation to the vessel's Captain and Peter Mastandrea, NYK's Executive Vice President Operations.



Robert Gaffney with the Captain of the NYK Delphinus and Peter Mastandrea, NYK's Executive Vice President Operations.



On board the M/V NYK Demeter, Robert Gaffney presents the traditional maiden voyage plaque to the vessel's Captain. With them are Gregory Tuthill, Senior Vice President Operations, Dan Sheehy, Director Marine & Terminals.

Industry Briefing Event Held in Melville, Long Island

The first Port Industry Briefing of 2008 was held on February 21 at the Melville Marriott Long Island, in Melville, NY. Approximately 40 customers attended the luncheon co-hosted by the New York Shipping Association (NYSA). There is a large amount of cargo coming through the port from shippers based on Long Island. The purpose of this briefing was to thank them for their support and to advise them of the terminal redevelopment, channel deepening, rail infrastructure improvements and the 2008-2017 Port Authority Capital Plan, which will continue those activities. In addition to Port Authority staff, representatives of NYSA, American Stevedoring, FAPS, Inc., East Coast Warehouse and Harbor Freight also made presentations. 🌐



Augie LoBue, representing FAPS, Inc, an auto processor located at Port Newark, gave a brief presentation in Melville, Long Island.

Update

EFFECTIVE MARCH 10, 2008, GLOBAL TERMINAL WILL BE MAKING THE FOLLOWING CHANGES TO ITS CUT OFF TIMES:

Single Move (non-reefer) - 6 PM

Double Move (non-reefer) - 5:30 PM

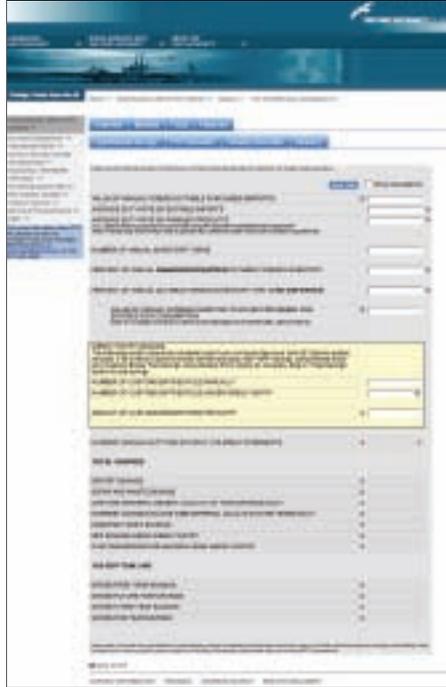
All Reefer Moves - 4:30 PM

FTZ 49 – Can You Save Money?

Foreign-Trade Zone No. 49 has recently updated its web page at www.portnynj.info and has added an FTZ Savings Calculator. Companies can now use the calculator to estimate their potential savings from operating with foreign-trade zone status. This tool is a first step in determining whether your business can realize a competitive advantage. Please visit the Web site today to see if your company may benefit.

According to the FTZ 49 annual report for fiscal year 2007, the zone received and forwarded a total of \$24.8 billion in domestic and foreign merchandise as compared to \$21.3 billion last year, an increase of 16 percent. FTZ 49 also provided direct employment for 356 people in the general-purpose zone and approximately 9,557 people in the sub-zones.

For additional information about the zone, please contact Ellen Nesheiwat at (212) 435-4260. ☎



Dredging Initiatives Prepare Terminals for Deep Draft Vessels

The Port Authority recently completed the deepening of a fourth berth at Maher Terminal to 50 feet. Maher Terminals increased the number of new post-Panamax zero air emission electric powered container cranes by four in 2007, bringing its total to nine. The terminal now has 5,000 feet of 50-foot deep berths.

The agency also completed the deepening to 50 feet of three berths (3,500 linear feet) at APM Terminal. With the deepening of the three berths and APM's recent acquisition of six post-Panamax zero air emission electric powered container cranes, the Elizabeth terminal has further advanced its redevelopment plans.

Both terminals are well positioned to service larger, deep draft vessels into the future. ☎



THE PORT AUTHORITY
OF NEW YORK & NEW JERSEY

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