



Port Of Wilmington Diamond State Port Corporation

Overview
September 2015



Board of Directors

- Eight Ex-officio:
 - Secretaries of Transportation, Finance, State, Homeland Security, Director of Delaware Economic Development Office
 - Controller General
 - Co-chairs of the Joint Bond Committee of State Legislature
- Seven others from public with business or labor experience, appointed by the Governor

Business Metrics & Economic Impact

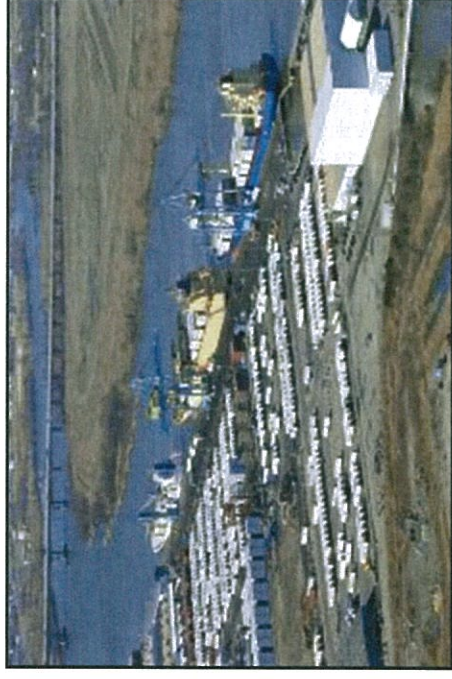
- 435 vessels / 6.6 million tons of cargo handled in FY2015
- National leader in key import/export commodities
- Landlord, terminal, warehouse operator and direct employer
- Diverse cargo portfolio
- **Economic Impact (FY 2015 cargo):**
 - **5,600 family sustaining regional jobs**
 - **\$417 million annual business revenue**
 - **\$391 million annual personal income**
 - **\$39 million regional annual tax revenue**
- Busiest terminal on the Delaware River

Port Infrastructure

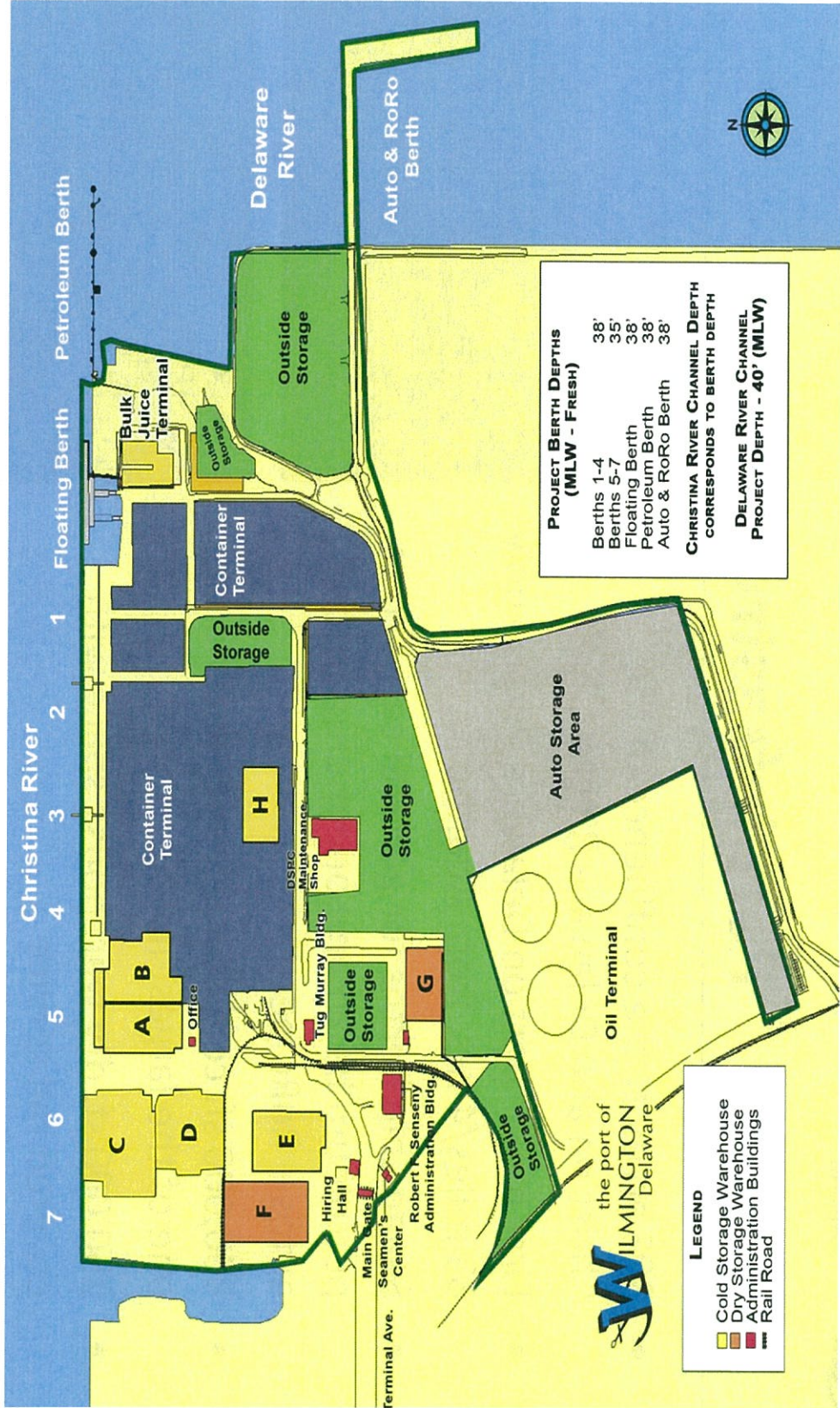


Port Infrastructure

- 308 acres at the confluence of the Christina and Delaware Rivers
- First major port on Delaware River – only 63 miles/4 hrs. from Atlantic
- Seven ship berths for general cargo, one petroleum berth and one multipurpose autos + RoRo berth
- 800,000 sf. cold storage in 6 warehouses, one of the largest in US
- 250,000 sf. dry warehouse space with covered rail service
- Foreign Trade Zone (FTZ)



Port Infrastructure

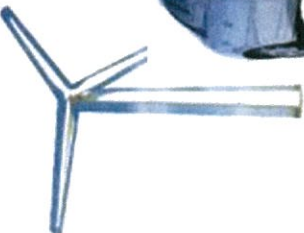

















Port Infrastructure

- Two Multipurpose gantry cranes, one with 50-ton capacity and one with 75-ton heavy lift capacity
- One 100-ton mobile harbor crane
- All cranes are capable of high speed container operations and the handling of breakbulk, bulk and heavy lift cargoes
- **Two additional multipurpose gantry cranes on order, delivery by end of 2016**

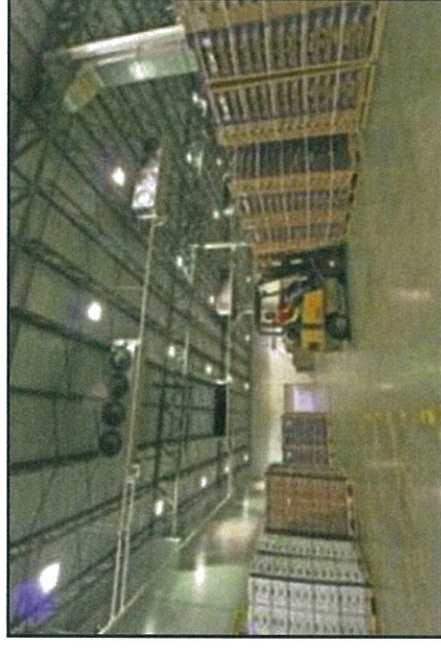


Cargo Portfolio

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 • Fresh tropical & deciduous fruit
 
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 • Containerized cargo
 
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 • Juice concentrate
 
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 • Vehicles & RoRo (Roll-on-Roll-off)
 
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 • Dry & liquid bulk
 
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 • Breakbulk (steel + forest products)
 
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 • Project cargo
 
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 • Wind turbine components
 
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 • Livestock
 

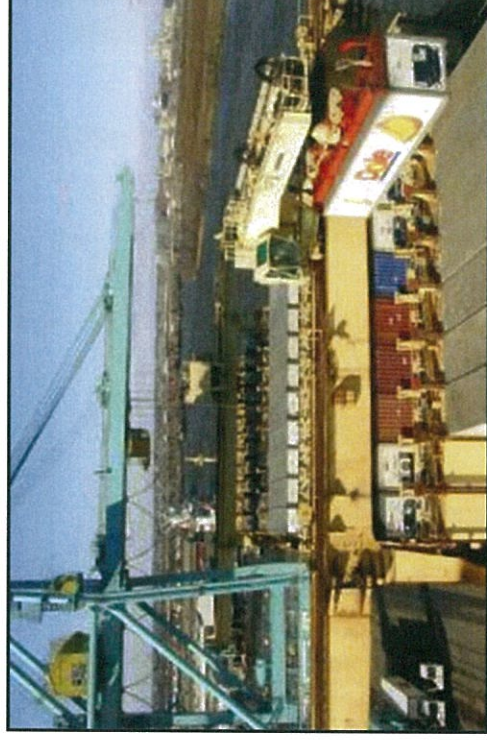
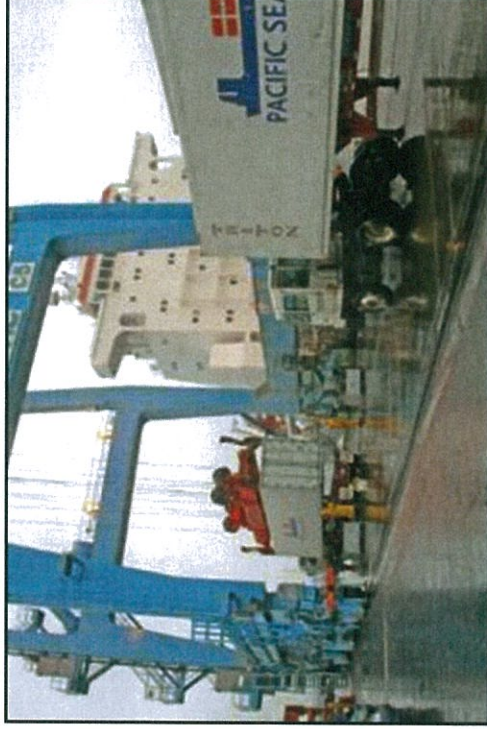
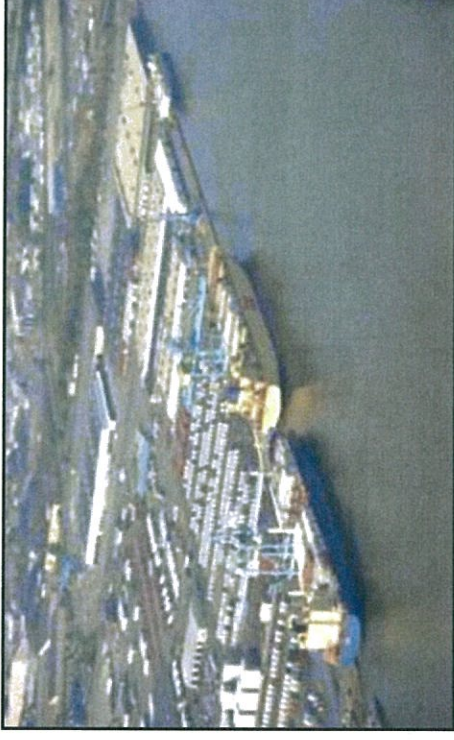
Cargo Portfolio

- **Fresh fruit**
 - #1 banana port in North America; mid-Atlantic distribution hub for Dole and Chiquita
 - #1 US gateway for imports of fresh fruit
 - Leading port of entry for Chilean winter fruit
 - #1 US port of entry for Moroccan clementines
 - Argentinean apples and pears
 - New Zealand kiwifruit and apples
 - Brazilian & Peruvian grapes
 - Cargo is distributed as far as California!



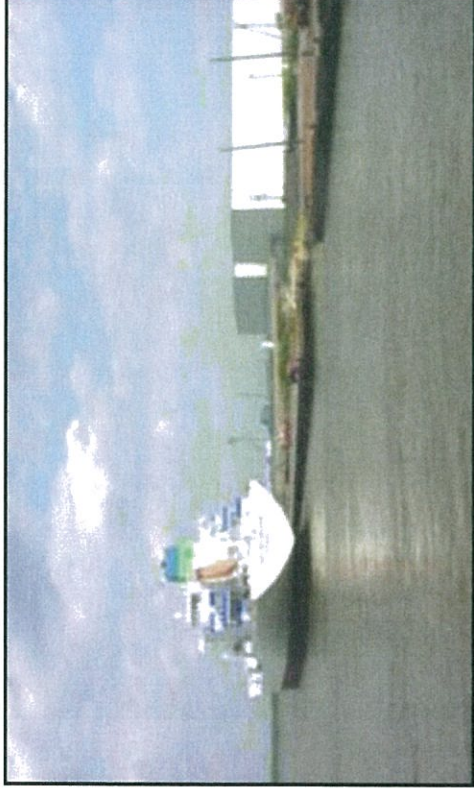
Cargo Portfolio

- **Containerized cargo**
 - ~215,000 TEUs/year
 - Ship calls to Central America and Chile



Cargo Portfolio

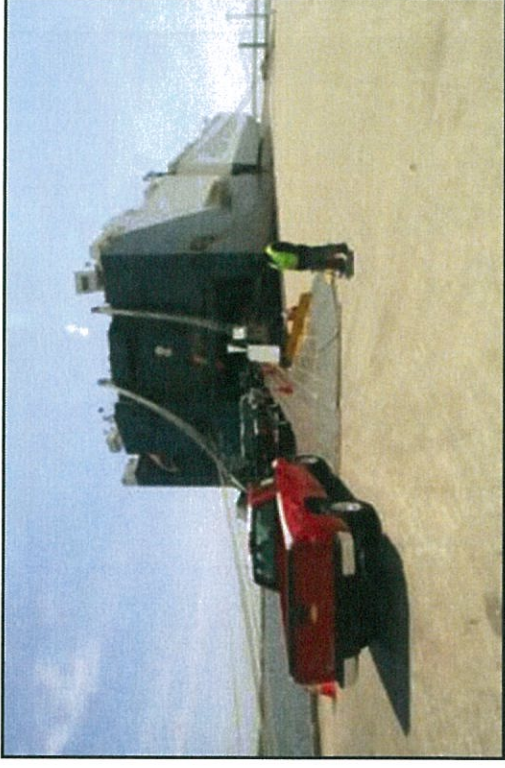
- **Juice concentrate**
 - #1 US discharge port for juice concentrate
 - Brazilian orange & apple juice in frozen slurry and not from concentrates – shipped in “juice” tankers
 - Argentine apple and pear juice in bins & drums



Cargo Portfolio

- **Vehicles & RoRo**

- Over 100 vessel calls per year
- GM's & Chrysler's export hub to the Middle East
- Exports of previously owned vehicles (POVs) to Central America & the Middle East
- Military shipments



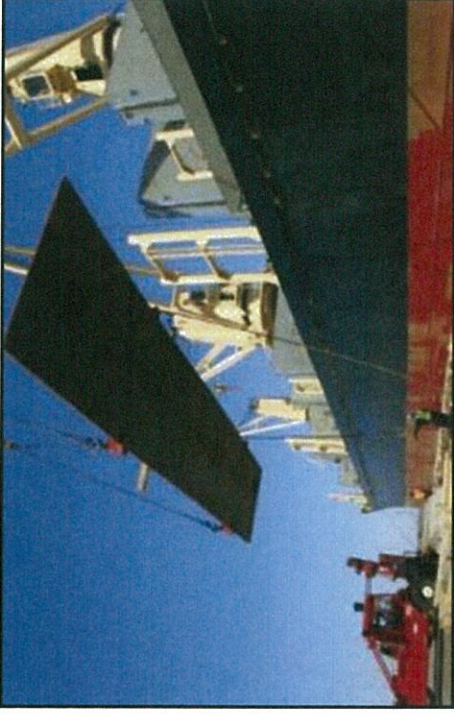
Cargo Portfolio

- **Dry and liquid bulk**
 - Exports of petrol coke
 - Specialty ores & chemicals: sodium nitrate, ilmenite, etibor, iron sulfate & Chilean salts, olivine sand
 - Imports of refined petroleum products incl. gasoline
 - Steel scrap & coal exports



Cargo Portfolio

- **Breakbulk**
 - Steel imports and exports
 - Exports & imports of forest products



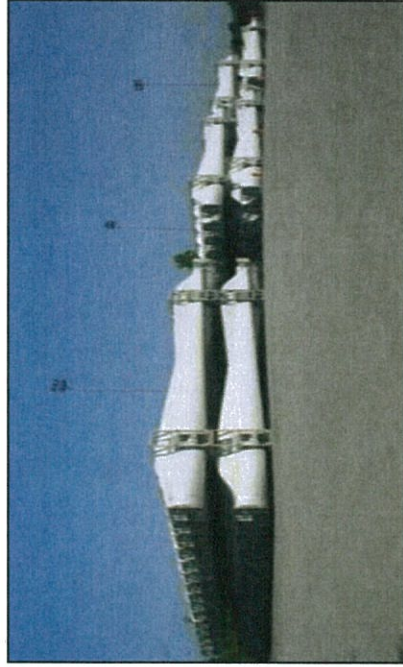
Cargo Portfolio

- **Project cargo**
 - Orbital Sciences' rocket booster core used for resupply missions of the International Space Station (ISS) - "Antares"
 - Brewing tanks for Victory Brewing
 - GE-Conectiv generator
 - Methanol plant to Trinidad



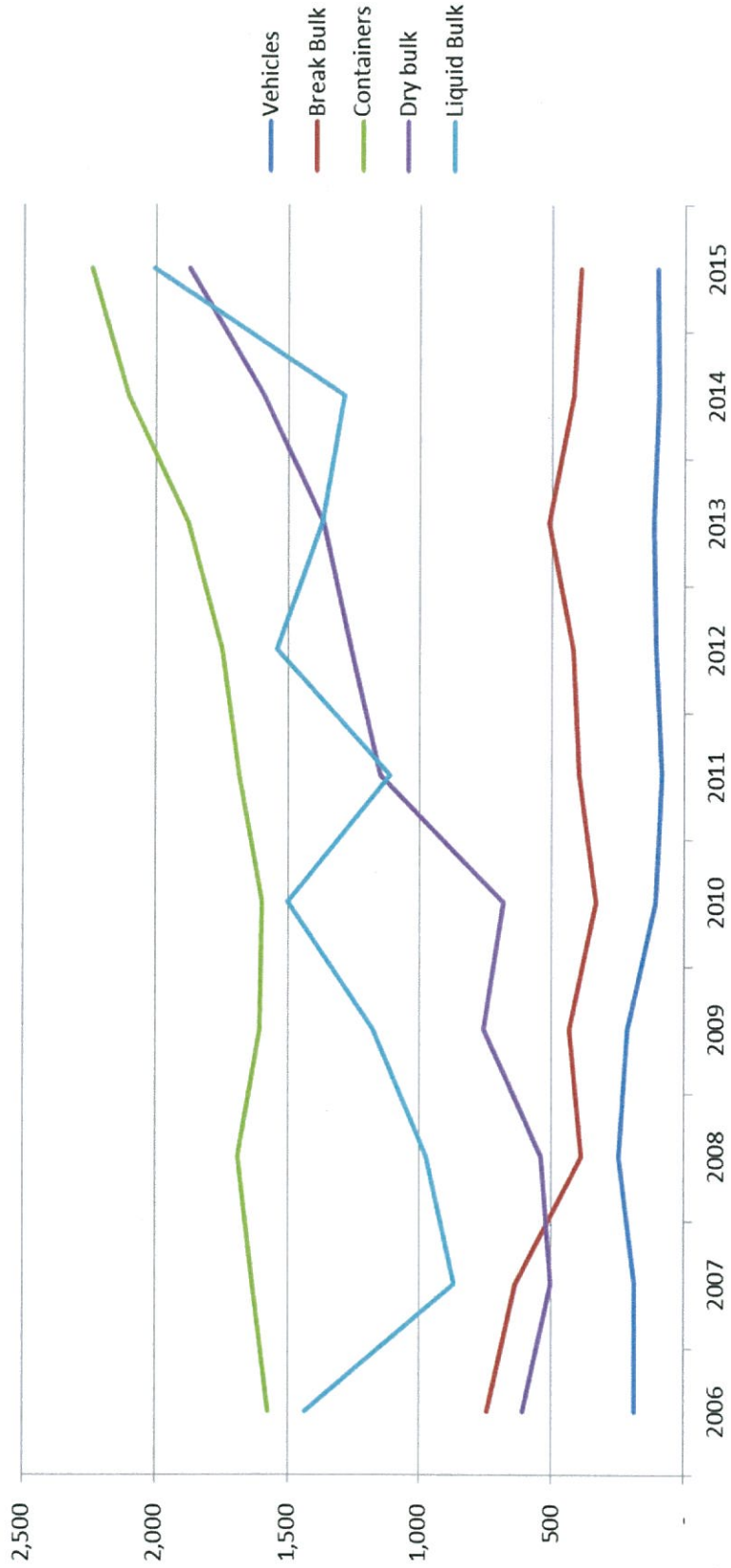
Cargo Portfolio

Wind turbine components – Livestock



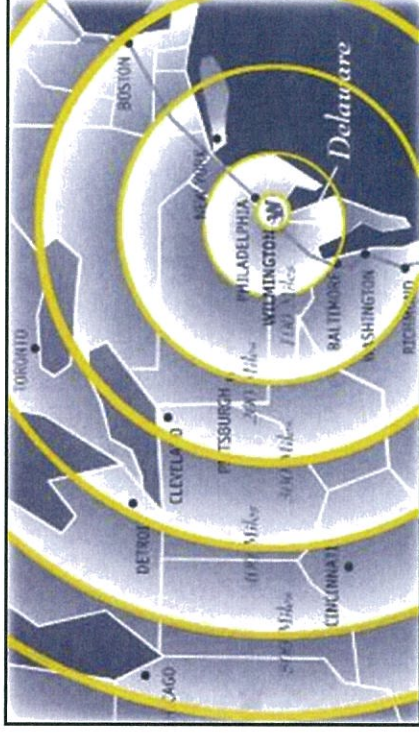
Cargo Portfolio

Tonnage By Commodity Groups

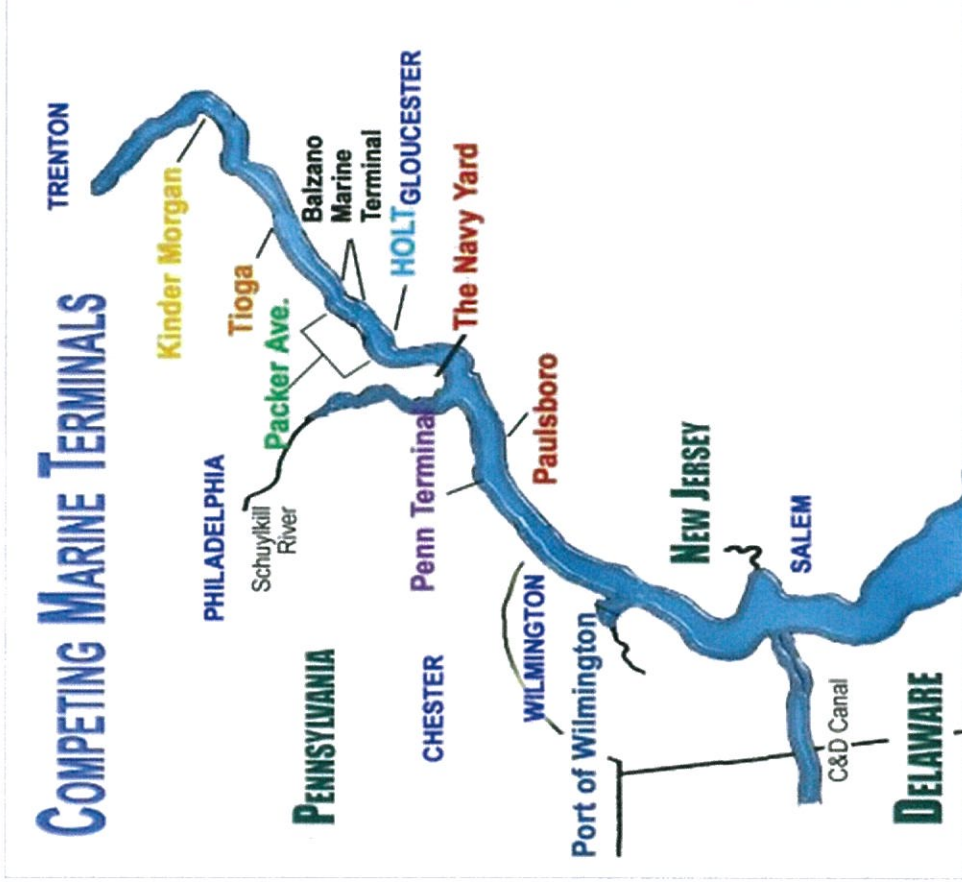


Competitive Advantages

- **Supply chain logistics**
 - Center of US Mid-Atlantic region
 - Overnight access to 1/3 of US & Canadian consumers
 - 6 hr. round voyage savings vs. Philadelphia/Camden
 - Multiple berths, no congestion
 - One-quarter mile from I-495
 - On-dock rail service by NS & CSXT with shared access



Delaware River Terminals



Expansion Opportunities

- New development – potential 170 acres site



Expansion Opportunities

