



**SOUTH JERSEY PORT CORPORATION  
2001 ANNUAL REPORT**



**USS New Jersey at the Broadway Terminal**



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# SOUTH JERSEY PORT CORPORATION

An agency of the State of New Jersey

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The Honorable James E. McGreevey  
Governor of the State of New Jersey  
State House  
Trenton, New Jersey 08625

RE: South Jersey Port Corporation  
2001 Annual Report

Dear Governor McGreevey:

The South Jersey Port Corporation is pleased to present to you our 2001 Annual Report. We are extremely proud of the dedication of the men and women who are responsible for the success of the Port of Camden. The Beckett Street Terminal stands as a world leader in the handling of breakbulk and bulk commodities. 1,557,064 tons of cargo crossed the docks of this vital intermodal facility during the past year. Beckett Street's companion facility, the Broadway Terminal, handled 821,516 tons of cargo, and also serves as a busy and productive industrial park for over 20 businesses. In 2001, our combined facilities handled 2,378,580 tons of cargo.

We strongly believe our mission to enhance New Jersey's transportation system, foster global trade, develop local economic investment, and provide employment and business opportunities was upheld through our activities in 2001. Through our public/private enterprise relationships, the Port of Camden is the home to a growing network of private businesses, which rely on our port facilities to operate their businesses. The Port also continued to serve in a leadership role in the establishment of the USS New Jersey Memorial and Museum. Each of these significant activities positions the Port of Camden to foster continued growth for its host city and ultimately the State of New Jersey. The results of our collective endeavors are evident in the vital economic impacts that the South Jersey Port Corporation provides to the entire South Jersey Port District region.

Our Board of Directors and staff are committed to excellence through the performance of our operations and management of our Port activities. We appreciate the support provided by your Administration and our Port District's Legislative delegation. The Port's ability to sustain economic growth in the South Jersey District requires the dedication and leadership of the "partnership". Thank you for your continued support and encouragement.

We respectfully submit this annual report and are hopeful that our collective efforts have met your expectations.

Very truly yours,

Richard A. Alaimo  
Chairman  
South Jersey Port Corporation

Port of Camden  Beckett Street Terminal  Broadway Terminal  Port of Salem



# SJPC Board of Directors



## **Richard A. Alaimo, Chairman**

Mr. Alaimo is founder and President of the Alaimo Group, Consulting Engineers, located in Mount Holly and Paterson, New Jersey, and is a Consulting Civil and Sanitary Engineer. He is a Licensed Professional Engineer in NJ, PA and DE, a Certified Public Works Manager, a member and past President of the Rancocas Valley Regional High School Board of Education, a Diplomate in the American Academy of Environmental Engineers, a member of the National Society of Professional Engineers, the New Jersey Society of Municipal Engineers, the Rutgers University Engineering Society, and the 1994 recipient of the “Distinguished Engineer of the Year Award” from the American Society of Civil Engineers. He has been a member of the Port Corporation since 1968, representing Burlington County.



## **Barbara Tomalino**

Ms. Tomalino is President and owner of Paramount Air Service, the nation’s oldest and largest aerial advertising firm, headquartered in Cape May Courthouse, New Jersey. Ms. Tomalino is a Commissioner of the New Jersey Commerce and Economic Growth Commission and she is Chair of the Cape Women’s Resource Fund as well as the Cape Education Fund. Ms. Tomalino is also a board member of the South Jersey Economic Development District and also serves on the Burdette Tomlin Memorial Hospital Board. She is past President of the Cape May County Chamber of Commerce and served as President of the New Jersey Association of Women Business Owners and as a Board member of the New Jersey Travel & Resort Association. She was appointed to the Port Corporation in December 1995, representing Cape May County.



## **South Jersey Port Corporation**

**T**he South Jersey Port Corporation is most fortunate in attracting the caliber of business professionals who

serve on our Board of Directors. We wish to extend our thanks and appreciation for the considerable time spent in overseeing the growing amount of activity at the Port.



### **Craig F. Remington**

Mr. Remington serves as Principal, Vice President and Treasurer of Remington & Vernick Engineers, located in Haddonfield, serving clients throughout New Jersey, Pennsylvania and Delaware. He is the grandson of the firm's founder, J.C. Remington – three generations of continuity has provided a unique stability to the firm for over 100 years. Mr. Remington is a licensed Professional Land Surveyor and Professional Planner, and graduate of Drake University and Temple University. Mr. Remington is a member of the New Jersey Society of Professional Land Surveyors, New Jersey Federation of Planners, Our Lady of Lourdes Hospital Foundation Board, the Rotary Club of Haddonfield, the Boys & Girls Club of America, and is past president of the Gloucester/Salem Engineering Society. He has been a member of the Port Corporation since 2001, representing Camden County.



### **Wilbert Mitchell**

Mr. Mitchell is Executive Director of Respond Inc. of Camden County, New Jersey. He graduated from Cheyney University with a degree in elementary and special education. He has done graduate study at Temple University, New York University and Glassboro State College. He is President of the North Camden Neighborhood Development Corporation, past Chairman of the Camden Waterfront Management Corporation, and a member of the Governor's Task force on Child Abuse and various civic and professional organizations in the City of Camden and Camden County. He has been a member of the Port Corporation since 1991, representing Camden County



### **Col (Ret) Michael L. Warner**

Colonel (Ret) Michael L. Warner is Chief of Staff for the Eight Legislative District of New Jersey. Prior to assuming this position, Colonel Warner was the Deputy Commissioner for Veterans Affairs for the State of New Jersey. He served over 27 years on Active Duty as an officer in the United States Army.

Colonel Warner graduated from Arizona State University and his Master's Degree in Business Administration.

He belongs to several professional organizations. Among those groups are: The Army War College; The Association of the U.S. Army; and the Retired Officers Association. Service organizations include: Veterans of Foreign Wars; American Legion; and lifetime membership in the Vietnam Veterans of America; Military Order of the Purple Heart; and the Disabled American Veterans.



**Joseph A. Balzano**  
Executive Director & CEO

## Executive Director's Message

2001 was a challenging year and one that will bring significant change in the way we all do business and live our lives. Adapting to the changing needs of our global marketplace and society is not a new idea, but is one that is ever more present. The Port Corporation remains focused on serv-

ing our trade partners, tenants, customers, as well as our host city and the Delaware Valley Region at large to the best of our ability.

The Port of Camden again proved to be a winning solution for the shippers worldwide looking for a leader in marine terminal services, warehousing and logistics throughout 2001. The Port experienced its second largest

tonnage year in its 72-year history and continued to expand as a home to many marine-related businesses. The Port Corporation's growing community of tenants include Del Monte Fresh Fruit, St. Lawrence Cement, Camden International Commodities Terminal, Tri-State Bulk Handling, and Camden Yards Steel to name a few, demonstrate the effectiveness of



# Joseph A. Balzano

## *An Historical Relationship with South Jersey Port Corporation*

1926: Creation of the South Jersey Port District by the New Jersey State Legislature and touches off an explosion of growth that establishes the City of Camden as a world-class port.

1928: The South Jersey Port Commission begins operations at the “Camden Marine Terminals.”

1931: The Beckett Street Terminal opens.

**1951: Joseph A. Balzano begins his maritime career with the South Jersey Port Commission.**

1965: The Port of Camden handles a record breaking 424,173 tons, including 152,742,777 board feet of lumber.

1965: Two 25-ton capacity whirly gantry cranes are purchased and steel coils arrive.

1966: Ground is broken for a new 500 foot wharf at Beckett St.

1968: The South Jersey Port Corporation is created by the New Jersey Legislature.

**1969: Joseph A. Balzano is promoted to Deputy Executive Director of Operations & Facilities.**

1971: The New York Shipyard site is opened as the Broadway Terminal.

1972: SJPC participates in its first New Jersey World Trade Conference and begins handling humanitarian cargo for the CARE program.

1979: The Port of Camden becomes the 2nd largest lumber port on the East Coast.

1983: SJPC ranks among the top 10 percent of all ports worldwide, and continues to grow, completing a \$14.5 million expansion at the Beckett Street

Terminal.

1986: Mainland China calls on the Port of Camden for the first time in 40 years, with a ship laden with hardboard.

**1988: Joseph A. Balzano is promoted to the position of Executive Director and Chief Executive Officer.**

1989: Del Monte Fresh Fruit opens at the Broadway Terminal, making Camden their largest distribution center in the Northeast and Mid-Atlantic U.S. regions.

1991: SJPC handles a record-breaking 1,000,000 tons of export scrap metal.

1992: A \$6 million dredging project jointly funded by the U.S. Army Corp of Engineers and the Delaware River Port Authority, deepens the access channel to 40 feet from the river-channel to SJPC’s Beckett Street terminal.

1994: The 25th anniversary of the SJPC culminates in the construction of a new berth at Beckett Street and an agreement to operate the Port of Salem.

1997: Del Monte expands their operation at the Broadway Terminal commencing a five million dollar warehouse expansion project.

1999: St. Lawrence Cement Company executes a 45-year lease with the SJPC to build a \$50 million slag processing facility at the Broadway Terminal.

**2000: Joseph A. Balzano begins his 50th year of service with the Port of Camden.**

2001: Supervised the construction of a berth for the Battleship New Jersey.

the Port Corporation’s public/private partnerships vision. Through this expanding network, the Port Corporation brings added value to the commodities that pass through our terminals and the services we provide.

As an agency of the State of New Jersey, the Port Corporation proudly continues to fulfill its mission to enhance our state’s transportation

network and expand our vital economic impacts. During 2001, we experienced notable growth in creating employment opportunities and expanding business revenue. The Port Corporation stands as one of the largest employers in the City of Camden.

I am proud to have a skilled and experienced team who work diligently

toward fulfilling our goals and responding to the needs of our customers and port users. As I enter my 51st year working in the Port of Camden, I remain enthusiastic about the opportunities for growth and success that lie ahead for the Port Corporation.

# Year In Review

The year 2001 proved to be a significant year in the history of the South Jersey Port Corporation. Enhancing and improving the facilities and capabilities of the Port Corporation is paramount to continue to fulfill the Port's primary mission and goals.





## St. Lawrence Cement Plant

### The Successes of 2001 Include:

- A new business located at the Broadway Terminal, Camden Yards Steel opened their facility importing processing hot and cold rolled steel.
- Three million dollars worth of improvements and upgrades to our pier facilities at the Beckett Street and Broadway Terminals.
- St. Lawrence Cement, one of the major tenants at the Port Corporation, began operating and is now importing over a half million ton of slag from Europe each year.
- Began a ship breaking operation via Camden Iron & Metal at the Beckett Street Terminal and the Philadelphia Navy Yard, which drastically increased our exports of scrap metal.
- Handled cargoes of imported salt for the New Jersey Turnpike Authority.
- Implemented a series of meetings and discussions with New York/New Jersey Port Authority to investigate SJPC being an inland port distribution site for container cargoes.
- In cooperation with the State of New Jersey, the Port Corporation's Board of Directors authorized a full and complete management audit of all operations and financial management to assure its compliance with current business standards.
- Improved fencing and provide secure lighting

around 15 acres of storage area at the Beckett Street Terminal.

- A new electrical sub station upgrade to serve future needs of our business and tenant, costing 2.8 million dollars.
- Provided the Battleship New Jersey War Memorial with riparian rights for docking of the vessel just north of the Beckett Street Terminal, Berth 1.
- A major investment to enhance security at the Port Corporation was begun in light of the present terrorist threats against the United States. The Port's management immediately began an assessment of our facilities and plan for long-term security enhancements.
- Installation of a new truck-washing oil/water separator at the equipment yard.
- New cocoa bean business from Malaysian, in addition to West African beans.
- Joined with the City of Camden, our host community, in providing short term parking arrangements for the entertaining venues along the Delaware River.
- Sjpc continues to play a major role in the deepening of the Delaware River channel to 45 feet.

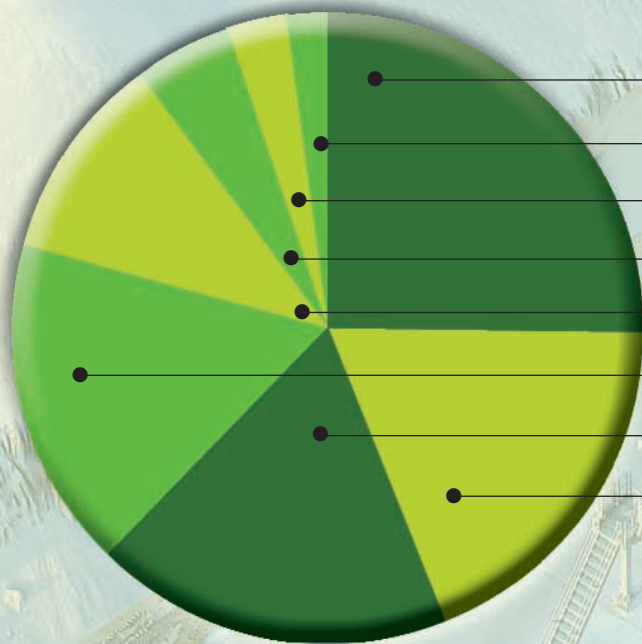
## USS New Jersey Battleship

The Beckett Street Terminal and the Broadway Terminal serve not only as true public intermodal facilities, but are places where private businesses

can exist and prosper in the City of Camden, utilizing the full potential of the Delaware River.



## Major Commodities Handled by Cargo Type



<b>Fruit</b> .....	Import	.....	508,015 Tons
<b>Cocoa Beans</b> .....	Import	.....	43,280 Tons
<b>Salt</b> .....	Import	.....	61,243 Tons
<b>Grancem</b> .....	Export	...	100,717.14 Tons
<b>Scrap Metal</b> .....	Export	.....	212,851 Tons
<b>Wood Products</b> .....	Import	.....	342,511 Tons
<b>Steel Products</b> .....	Import	.....	368,970 Tons
<b>Cement</b> .....	Import	...	377,656.21 Tons

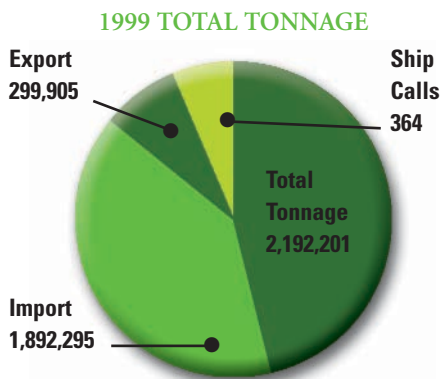
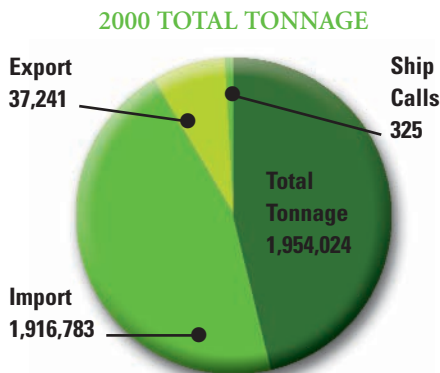
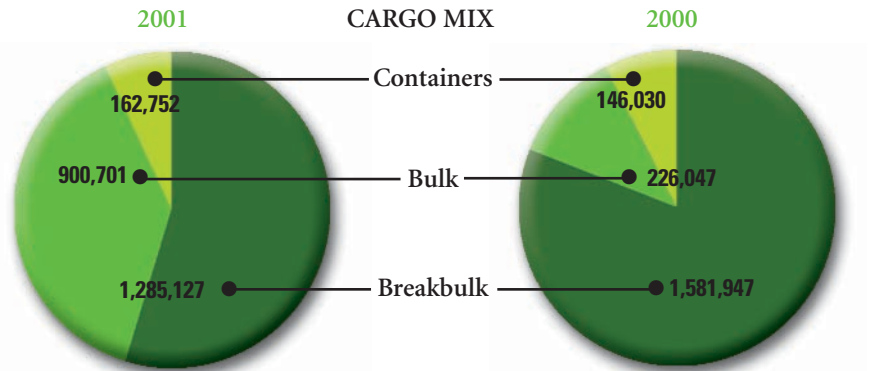
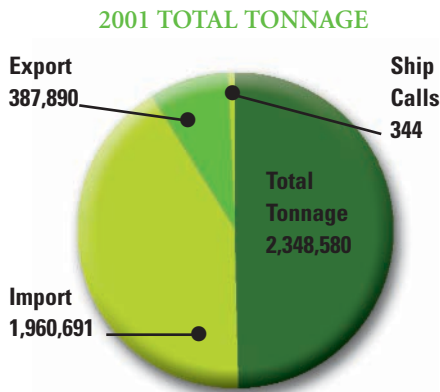


The South Jersey Port Corporation is an industry leader and specialist in the handling of breakbulk and bulk commodities. In addition to the commodities listed above, the Port Corporation handles a wide variety of breakbulk and dry bulk cargoes, project

cargo, general cargo, and containerized cargo. The capabilities of the facilities to handle almost any type of cargo, is enhanced by a large menu of customer services, including inventory control, logistics and sorting among many other services.

# Port Activity and Economic Impact Statistics

## Tonnage Analysis



## The Economic Impacts of the South Jersey Port Corporation

The South Jersey Port Corporation is one of the largest employers in the Delaware Valley region and produces extensive economic impacts. A recent study of the Economic Impacts of the South Jersey Port Corporation demonstrates that SJPC is one of the largest employers and job creating agencies in southern New Jersey.

### Total Employment Impact

- 24,605 residents of the Delaware River Valley are related to cargo and vessel activity at the SJPC marine terminals.
- 2,446 direct jobs are generated by cargo moving over the public marine terminals. These jobs are classified as direct jobs and if SJPC marine terminals were to cease, these jobs would be discontinued over the short term.
- 1,132 are employed by providing goods and services to the 2,446 individuals directly involved with port activity.
- Firms directly dependent on maritime activity at the SJPC marine terminals made \$13.5 million. These local purchases supported 252 jobs in the local economy.
- An additional 20,775 jobs are with firms that ship and receive cargo via the SJPC marine terminals.

Promoting economic development, enhancing intermodal facilities, and partnering with private business are roles the Port Corporation proudly

embodies. The economic impact the SJPC provides is vital to its host city and the region at large.

	IMPACTS		IMPACTS		IMPACTS
Direct Jobs	2,446	Direct Personal Income (\$1,000)	\$97,553.9	<b>RELATED JOBS</b>	20,775
Induced Jobs	1,132	Re-Spending (\$1,000)	\$95,622.3	<b>Business Revenue (\$1,000)</b>	\$161,307.1
Indirect Jobs	252	Indirect Income (\$1,000)	\$9,543.4	<b>Local Purchases (\$1,000)</b>	\$13,512.9
<b>TOTAL JOBS</b>	<b>3,830</b>	<b>TOTAL INCOME</b>	<b>\$202,699.6</b>	<b>State and Local Tax (\$1,000)</b>	<b>\$20,999.7</b>



# Port Facilities

## Beckett Street Terminal Camden, NJ

- Specialized Cargos:** Wood products, steel products, cocoa beans, containers, iron ore, furnace slag, scrap metal
- Other Cargos:** Project and dry bulk cargoes
- Terminal Area:** 125 Acres (42.5 ha.)
- Number/Size of Berths:** 4 berths: 2,655 linear ft. (701 m)
- Depth at MLW:** 1 & 2 berths–30 ft. / 3 berth–35 ft. / 4 berth–40 ft.
- Number/Size of Storage Warehouse:** 13 dry totaling 900,000 sq.ft. (65,030 sq.m)
- Truck Gates:** Main gate on Beckett Street, 6 other gates to storage areas
- Heavy Lift:** 1 multipurpose bulk/container crane 95 tons (86.2 metric tons)  
1 general-purpose cargo/container crane: 35 tons (31.8 metric tons)
- Direct Transfer:** Direct to and from truck/rail/vessel
- Highways:** Direct access to highways I-676, I-76, Rte. 130 and I-295
- Rail Access:** Rail Connections CP Rail System, CSX, and Norfolk Southern
- Other Features:** Food grade warehousing; all storage warehouse and shed served by rail; innovative direct discharge for bulk cargoes; custom cargo carriers for direct discharge to storage; all-weather loading; temperature-controlled warehouse

## Broadway Terminal Camden, NJ

- Specialized Cargo:** Petroleum coke, furnace slag, dolomite, other dry bulks, steel products, wood products, minerals, cocoa beans, and fresh fruit
- Terminal Area:** 180 acres (72.9 ha.)
- Trucking:** Trucking access at berthside.
- Number/Size of Berths:** Pier 1: 750 ft. (228.6 m) Pier 5: 1,135 linear ft. (345.9 m)
- Depth at MLW:** 35 ft. (10.7 m)
- Number of Storage Warehouses:** 30 dry totaling 1,241,053 sq.ft. (115,293 m) 2 temperature-controlled warehouse 60,000 sq.ft. (5,574 sq. m) and 75,000 sq.ft. (6,967.5 sq. m)
- Reefer Plugs:** 130 reefer plugs available on terminal
- Direct Transfer:** Direct to and from truck/rail/vessel
- Truck Gates:** 3 gates to storage areas
- Highways:** Direct access to highways I-676, I-76, Rte. 130, and I-295
- Rail Connections:** CP Rail System, CSX, and Norfolk Southern
- Other Features:** Full service facility for all breakbulk and bulk cargoes; 30 acre open lay down space; bulk cargo storage area with direct rail service; 2,000 ft. of rail siding for intermodal COFC transfer



**B**eckett Street Terminal serviced by Conrail, surface rail tracks to all berths and transit sheds. A world leader in the handling of waterborne cargo.

Located on the site of the former New York Ship building company. Broadway

Terminal has been transformed into a bustling industrial park, employing hundreds of area workers. Among the many tenants, Del Monte Fruit stands as the model for state-of-the-art facilities handling fruit and other perishables.



## Port of Salem, NJ

**Terminal Area:** 22 acres

**Trucking:** Trucking access at berthside.

**Berthing Space:** 350 ft./beam 65 ft.

**Principal Cargo:** Wearing apparel, fishing apparel, motor vehicles, food products, and consumer goods.

**Covered Space:** 80,000 sq. ft. of shed and warehouse storage

**Port History:** A port entry since 1682, the Port of Salem is one of the oldest ports on the East Coast, and is the newest addition to SJPC. Leased and operated by Salem Terminals Limited, there are extensive renovations planned for this facility.



Salem Terminal, a port entry since 1682, the Port of Salem is one of the oldest ports on the East Coast, and is the newest addition to SJPC.

# Port Leadership



**Kevin Castagnola**  
*Deputy Executive Director*



**John Maier**  
*Assistant Executive Director*



**Henry D'Andrea,**  
*Facilities Engineer*



**Jay Jones,**  
*Director of Communications and Administration*



**Marc Krassan,**  
*Treasurer*

**Bob Weyand,** *Terminal Superintendent*

**Joe Diamond,** *Assistant Terminal Superintendent Warehouse Superintendent*

**Mike Colavita,** *General Manager of Maintenance of Facilities and Mobile Equipment*

**Franco Mastrogiorgio,** *Maintenance Facilities Manager*

## SPJC Mission Statement

The South Jersey Port Corporation's mission is to provide services and facilities to accommodate the transportation of goods and commodities by water and land to foster regional economic development for the benefit of our Port District and, specially, the Cities of Camden and Salem, New Jersey

The SPJC will accomplish this purpose by fulfilling the following goals:

- Work in partnership with our State and private entities to

compliment their functions and capabilities

- Provide major regional services and facilities for the handling of bulk, breakbulk, dry bulk and containerized cargoes.
- Retain and expand the existing industrial, manufacturing, distribution and related employment bases within the Port District and the South Jersey region.
- Be sensitive to the needs and concerns of our diverse constituents and strive to serve the public's interest by improving public awareness and by working cooperatively with labor and business for the enhancement of our regions.
- Retain and operate our facilities in a professional and business-like manner.
- Make the State of New Jersey a vital link within the world's markets.

## Port Staff

**Joseph A. Balzano,** *Executive Director & CEO*

**Marc Orsimarsi,** *Senior Accountant*

**William Lang,** *Management Assistant*

**Steve Cirillo,** *Traffic Coordinator*

**Marie Cipolone,** *Administrative Secretary*

**Maureen McHugh,** *Executive Secretary*

**Scott McAssey,** *Warehouse Manager*

**Debbi-Anne Silverman,** *Billing Manager*

**Raymond Gallagher,** *Data Entry Clerk*

**Lien K. Nguyen,** *Associate Systems Administrator*

**John Yarnell,** *Logistics Administrator*

**Addison Bender,** *Clerk*

**James Branca,** *Warehouse Clerk*

**Athina Horiatis,** *Warehouse Clerk*

**Gina Lynn,** *Warehouse Administrator*

**Michael Spencer,** *Sales Accounting Clerk*

**Bernadette Meads,** *Financial Clerk*

**Oanh Nguyen,** *Accounts Payable / Receivable Coordinator*

**Rosemary McBride,** *Purchasing Assistant*

**Anne Hall,** *Timekeeper/Payroll Administrator*

**Bridgette Sullivan,** *Personnel Clerk*

**William Kelley,** *Maintenance Foreman*

**Timothy McCarthy,** *Warehouse Superintendent*

**Robert Curll,** *Assistant Warehouse Superintendent*

**Steve Griffin,** *Warehouse Supervisor*

**John Mitchell,** *Warehouse Clerk/Supervisor*

**James Wolf,** *Operations Supervisor*

**Robert Mancine,** *Operations Supervisor*

**Joseph DeLuca,** *Project Supervisor*

**Dave McGoldrick,** *Maintenance Foreman*

**Ronald Burch,** *Lieutenant*

**Paul Bunn,** *Lieutenant*

**Tom Johnson,** *Customer Service Representative*



**South Jersey Port Corporation**

2nd & Beckett Streets

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