



ADMINISTRATOR'S COLUMN



**Collister
Johnson, Jr.**

Elections Bring Change for Great Lakes Region

Last fall's midterm elections brought significant changes in the makeup of Congress and the Great Lakes Congressional delegation, particularly in the House of Representatives, that are likely to have an impact on maritime industry issues in the 112th Congress.

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2010 Navigation Season Suggests Better and Better for 2011

The 2010 Seaway navigation season closed for most with a widespread sense that a tough business corner had been turned and expressions such as 'guarded optimism' seemed to express the outlook of what spring 2011 will bring. The 2010 season's tonnage numbers reflected more than a 15 percent overall increase over 2009 figures. While transits were up less dramatically at four percent, they too were pointing towards more traffic.

The Seaway's staple cargoes—iron ore, coal, grain and steel—accounted for the brunt of increases. The number one cargo, iron ore, led the way with more than a 34 percent jump with preliminary figures showing 9.3 million metric tons. Coal tonnage jumped to 3.6 million mt, a 28 percent improvement, while coke, an essential for the high quality steel from blast furnaces throughout the region, kept last year's pace. Steel plants rebounded in a sustained if unremarkable fashion providing confidence that the dark days of the recession were retreating steadily if not quickly.



Steel being off-loaded.

When looking at the larger domestic marine market in the Great Lakes, experts like Glen Nekvasil, Vice President for Corporate Communications for the Lake Carriers Association (LCA), concurred that 2010 posted welcome figures but more tonnage was needed for cargo carried on LCA carriers, he noted that "Iron ore was up 67 percent to 54.4 million short tons but that's still two percent down over the 2005–9 performance. The Lakes coal trade still has yet to fully rebound to previous levels as our 2010 loadings were more than 21 percent below the 5-year average," he said. The LCA represents 18 American companies operating 55 U.S.-flag vessels on the Lakes.

Most welcome is the 63 percent improvement in iron and steel shipments on international and Canadian-flag vessels transiting through the Seaways locks. The steady improvement of the auto industry in America and Canada clearly accounted for this good news. Those figures seem likely to continue if one follows the investments of companies transporting steel in the region. Construction of a new multimodal steel transloading facility in Chicago by rail giant Canadian National (CN) and North America

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U.S. Department of Transportation • Saint Lawrence Seaway Development Corporation

Seaway Compass



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There are five new Great Lakes Senators:

- Ron Johnson (R) replaces Russ Feingold in Wisconsin
- Mark Kirk (R) replaces Roland Burris in Illinois
- Dan Coats (R) replaces Evan Bayh in Indiana
- Rob Portman (R) replaces George Voinovich in Ohio
- Pat Toomey (R) replaces Arlen Specter in Pennsylvania

The 16 member Great Lakes Senate delegation representing the eight Great Lakes States now stands at 10 Democrats, 6 Republicans.

In the House of Representatives, a total of 33 new members from the eight Great Lakes States were elected, two of which are Democrats. The Region lost two long-standing Members of Congress who have been 'champions' of the System, Rep. David Obey (D-WI) chair of the Appropriations Committee, who retired, and Rep. Jim Oberstar (D-MN) chair of the Transportation and Infrastructure Committee. The newly elected members for those districts are Rep. Sean Duffy (R-WI) and Rep. Chip Cravaack (R-MN) respectively. Furthermore, as a result of the changeover in the majority party in the House to the Republicans, there will be a new slate of Committee chairs as well as a reshuffling of the ranks due to a new alignment of committee ratios. The committee reorganization meetings are underway and will continue through the month of January as the assignments and leadership positions continue to be finalized.

The new Chairman of the Water Resources Subcommittee is Rep. Bob Gibbs (R-OH) and there are six other Great Lakes Republican members on the Subcommittee. The new Chairman of the Coast Guard and Maritime Transportation Subcommittee is Rep. Frank LoBiondo (R-NJ) and Rep. Chip Cravaack (MN) is the only Great Lakes Republican Member on the Subcommittee. The new Ranking Member of the full T & I Committee is Nick Rahall (D-WV) and there are 7 Great Lakes Democratic Members on the committee.

The Republican Great Lakes Members of the T & I Committee are:

- Tim Johnson – IL
- Bill Shuster – PA
- Jean Schmidt – OH
- Lou Barletta – PA
- Larry Bucshon – IN
- Chip Cravaack – MN
- Bob Gibbs – OH
- Richard Hanna – NY
- Randy Hultgren – IL
- Patrick Meehan – PA
- Tom Reed – NY

The House Appropriations Committee announced its new chairs of the subcommittees and Rep. Tom Latham (R-IA) is the new Chairman of the Transportation Subcommittee replacing Rep. John Olver (D-MA). Also sitting on the Subcommittee are Rep. Steve LaTourette (R-OH) and Rep. Charles Dent (R-PA). The Ranking Member of the Transportation Subcommittee is John Olver and the other Democrats are Rep. Ed Pastor (AZ), Marcy Kaptur (OH) and David Price (NC).

The Chair and Ranking Member of the House Ways and Means Committee have flipped, Rep. Dave Camp (R-MI) takes over the Chairmanship and the Ranking Member slot went to Rep. Sander Levin (D-MI), both of whom were cosponsors of the HMT legislation in the last Congress.

The Republican Great Lakes Members of the Ways and Means Committee are:

- Dave Camp – MI
- Paul Ryan – WI
- Pat Tiberi – OH
- Peter Roskam – IL
- Jim Gerlach – PA
- Aaron Schock – IL
- Chris Lee – NY
- Erik Paulsen – MN

The Democratic Great Lakes Members are:

- Sander Levin – MI
- Charles Rangel – NY
- Ron Kind – WI
- Joseph Crowley – NY

There are six new Great Lakes Governors:

- Scott Walker – WI
- Rick Snyder – MI
- John Kasich – OH
- Mark Dayton – MN
- Andrew Cuomo – NY
- Tom Corbett – PA

At a Capitol Hill meeting of the Northeast-Midwest Institute on January 20, a number of Great Lakes issues were identified by House and Senate Committee staff that are of interest in the new Congress:

- Asian Carp
- Great Lakes Restoration funding
- Water Resources Development Act Reauthorization
- Wastewater infrastructure & State Revolving Fund
- Invasive Species—ballast water
- EPA initiatives—guidance vs regulation to address certain issues
- Clean Water Act jurisdiction
- Administration's Ocean, Coastal, Great Lakes Policy
- Oil spill response issues
- Renewable energy development

2010 Navigation Season Suggests Better and Better for 2011, continued from page 1

Stevedoring Company portends good news for steel imports into the continent's commodity hub. The facility is expected to be ready to receive products by spring 2011 and offers producers multi-modal transportation options—rail, truck, intermodal container, inland barge and ocean-going vessel—for the array of steel products arriving as coil, sheet, plate, bar, and pipe.

Grain shipments were up sharply in 2010. Last year saw more than a 10 percent improvement over 2009 figures with 9 million tons transiting Seaway locks. This figure was the best in more than a decade, and grain almost displaced iron ore for top tonnage honors. Wheat, corn, soybeans, flax and pulses did especially well, particularly on the U.S. side which saw a huge 27 percent jump. Many reasons accounted for the increase, particularly international events in overseas grain-producing markets such as Russia and Australia.

“The Seaway is often an economic bell weather,” said Saint Lawrence Seaway Development Corporation Administrator Terry Johnson. “We tend to be ahead of the curve on the upside and ahead of the curve on the downside, so these year-end results are good news.”

An area showing growth is the handling of project cargoes. These oversize, often extremely heavy cargoes, are most efficiently moved via water and when petroleum prices remain steady above \$60 a barrel for several quarters as they did in 2010. After almost two years of slow or no growth in the Alberta oil sands, investors began preparing for more pipeline capacity. The two ports of Duluth and Thunder Bay are benefitting from their ideal locations and excellent rail connections to this region.



A 388-ton electrical transformer arrived on the ship M/V BELUGA RECOGNITION from Cordoba, Spain and was transloaded at the Port of Indiana-Burns Harbor onto the largest railcar ever to enter the facility.

The Port of Indiana-Burns Harbor handled a 388-ton electrical transformer from Cordoba, Spain in September when the *Beluga Recognition* arrived. The cargo was destined for the nuclear generating station in Ottawa, Illinois. Ontario's Port of Thunder Bay shipped 2,000 tons of parts of a methanol plant bound for China on the M/V *Palembang* in November. The dismantled plant sections had been railed from Edmonton to the Lake Superior port and represented the first export project cargo in a decade handled by Logistec from that port. Two of the larger condensers weigh 185 tons each.

The Dutch ship M/V *Osc Vlistdiep* sailed into Thunder Bay with a complete 'bridge assembly' shipment of 670 tons. The project cargo—16 tubular steel structures each weighing about 40 tons and two containers of steel parts—were unloaded and subsequently railed to Calgary, Alberta for assembly into a pedestrian-bike bridge over the Bow River.



Bridge parts, travelling from Spain aboard M/V OSC VLISTDIEP, was hauled out of Thunder Bay, marking the widest load ever carried out of Keefer Terminal by truck at 19 feet 6 inches in width.

The 2010 navigation season for the wind industry was excellent as well with three U.S. Great Lakes ports—Duluth, Burns Harbor, and Menominee—posting healthy improvements, and three Canadian Great Lake St. Lawrence System (GLSLS) ports—Windsor, Cacouna and Bécancour—seeing significant gains. The figures through the end of the navigation season reflect 138,036 metric tons of this cargo, more than four times the total seen in 2009. Duluth is closing in on its one millionth freight ton of wind cargo handled in the past decade, by far the most of any port in the system. Burns Harbor's 40th season of operations saw a tenfold increase in wind components with 11 ships unloading 134 complete turbines in the summer and fall destined for central Illinois windfarms. Much of the traffic originated in Quebec's small port of Cacouna and kept Canada Steamship Lines, Vectora Transportation and Flinter Shipping officials busy moving the coveted cargo for InvenenergyWind.

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Michigan's port of Menominee's KK Logistics terminal saw a monthly shuttle of wind tower movements via two BBC ships ferrying loads from the Québec port of Bécancour. Windsor welcomed 42 vessels carrying assorted wind cargo parts in one of its best seasons and 2011 promises far more with the purchase by CS Wind of a machine plant to begin producing turbines as early as August.

The upcoming 2011 navigation season outlook for wind cargoes appears to be bright with Congressional passage of the Section 1603 renewable energy incentive as part of the omnibus tax bill passed before Christmas. Ventower, a steel wind tower manufacturing company, is poised to begin production in spring 2011, a prospect of great interest to the Port of Monroe located outside its gates. Energy Composites Corporation of Wisconsin Rapids plans to ship dozens of outsized chemicals tanks through the Seaway from the port of Manitowoc to a nickel mining processing plant in Newfoundland throughout 2011. The company has also partnered with a Danish energy company to develop blades for the wind turbine market but a start up operations date is unclear due to negotiations with the city on tax breaks.

For the significant projects underway on the U.S. side of the Seaway in 2010—harmonizing ballast water regulations, continuing the Asset Renewal Plan, and providing a Harbor Maintenance Tax waiver for non bulk cargo—there were positive developments in each area. One could argue that a reverse of “momentum” is driving each of these projects forward as we enter the 2011 season.

There are many reasons for ‘cautious optimism’ about the future of the marine industry in the Great Lakes Seaway System in addition to the promising tonnage performance last year. Canada revoked a long-standing 25 percent tax on foreign-built ships. The action prompted immediate investments by Algoma Central and the Canadian Shipping Line (CSL) Group with Chinese shipyards for new ships, with more announcements likely to be made in 2011. The Canadian St. Lawrence Seaway Management Corporation has extended its three-year toll freeze an additional season through 2011, providing a strong incentive to lure new shippers while retaining longtime customers.

The Seaway's future is impacted strongly by the larger economic picture, and that is improving. Oil sands investments are rising, which translates into more project cargo moving through ports from Montreal to Duluth. Shale gas projects in the Marcellus basin are ‘hot’ and will likely catalyze general cargo movements through the Great Lakes ports in Ohio, Pennsylvania and New York (they prompted the \$650 million investment for a new tubular steel plant in Akron, Ohio that broke ground last spring). Handling wind components like towers, nacelles, blades and turbines have become a growing niche market in half a dozen ports with many more eager to participate and the industry preparing an initial foray into offshore wind parks as early as December 2012.

The 2010 navigation season was characterized by strong and steady growth across almost every major commodity area. As a result, optimism, albeit “cautious optimism” is the catch phrase for the 2011 navigation season.



HIGHLIGHTED GUEST

Terence F. Bowles,
President and CEO,
The St. Lawrence Seaway
Management Corporation

*Introduction*

Terence Bowles took over as President and Chief Executive Officer of the St. Lawrence Seaway Management Corporation on November 1, 2010. He is the third person to hold this position since the Management Corporation was established in 1998 to oversee the operations of the Canadian portion of the Seaway System.

Prior to joining the Seaway, Mr. Bowles served within the mining industry, most recently as President and CEO of the Iron Ore Company (IOC) of Canada. The largest manufacturer of iron ore pellets in Canada, IOC has facilities in Labrador City and Sèpt-Îles, and has a customer base covering North America, Europe and Asia. Under his leadership, IOC experienced an impressive business turn around.

A chemical engineer, Mr. Bowles also graduated from McGill University's MBA program, completed the Advanced Executive Program at the Kellogg Graduate School of Management in Chicago, and the Strategic Leadership Program at the London Business School.

Change — The Only Real Constant

When I began my career in the iron ore industry in 1971, Chairman Mao had China firmly entrenched in the so-called "cultural revolution." The elites were consigned to working in farm fields, and Chinese industry was feeble and destined (so it would seem) to a disastrous future. Few if any could have foretold of the dramatic changes that would sweep the country and bring it into the 21st century as an export powerhouse.

Today, the rise of Asia has led to shifting trade patterns that have thoroughly reshaped the flow of goods on the Great Lakes Seaway System. As we well know, a good deal of the grain that once transited the Seaway is now exported via ports on the West Coast. The iron ore and steel trades have likewise been transformed by the shift of industrial production, not only to overseas markets, but also to the southern states in the U.S. where the majority of new auto plants have been built over the last 20 years.

What does the future hold? Let me address that question by beginning with a simple premise — any good business plan must focus on competitive advantage. Only by clearly defining and focusing upon our strengths can we formulate a winning strategy, and move forward. As the most energy efficient mode of transportation, marine transportation holds real potential as we strive to lower energy imports and reduce our carbon footprint. Moving more cargo via short sea shipping is a worthy goal, and sound government policy is an enabling factor toward this end.

We are the transportation system of choice for overweight or oversized cargo. Project cargoes such as wind turbines move on the Seaway effortlessly without disturbing highway traffic. Quality of life cannot be ignored when considering the positive contributions made by the Great Lakes Seaway System.

Our System also possesses spare capacity, which serves as a vital "safety valve" within the transportation system. As unforeseen events occur (e.g. flooding on the Mississippi) resulting in sudden shifts in the flow of goods, we have the ability and the capacity to quickly respond to these changes.

Can we expand our present activity to new markets? Competitive advantage remains the key. We must also be realistic in terms of the current demographic and economic forces that will likely influence export and import patterns for some time to come. Certainly, there will be growth in many industries, and some of the changes will no doubt be surprising in nature to many of us.

We will continue to nurture our trade relationships with nations that the Seaway is ideally suited to serve geographically. The trade liberalization talks currently underway between Canada and the European Union hold potential to further bolster flows of goods. Likewise, rapid population growth in Middle Eastern and African nations will lead to new trade prospects.

As leader of the Canadian Seaway, I will continue in the footsteps of my predecessors, Guy Véronneau and Richard Corfe, to work closely with our stakeholders to define and pursue our business opportunities. As the saying goes, "the only real constant is change." In light of this fact, the Seaway will continue to refine its strategy, becoming more nimble and productive, and we will work together with our allies in the Great Lakes Seaway System to ensure that our waterway remains a vital part of the North American logistics network in the 21st century.

Ballast Water Update

Wisconsin Publishes its Ballast Water Feasibility Report

On December 21, 2010, the Wisconsin Department of Natural Resources (WDNR) released its ballast water feasibility report. The WDNR is proposing to change its ballast water discharge standard for ocean-going ships arriving in its Great Lakes waters to a level equal to the international standard, rather than its previously proposed standard of a 100 times the international standard.

The WDNR concluded that it is currently not possible to verify that any available ballast water treatment system can meet a standard 100 times the current standard established by the International Maritime Organization (IMO). The following are the key conclusions of the WDNR feasibility report:

- Testing protocols are not currently available to verify compliance with Wisconsin's Standard;
- Treatment technologies to meet Wisconsin's standard are not commercially available at this time; and
- Open-ocean salt water flushing has been proven to be effective in helping reduce the threat of aquatic non-indigenous species to U.S. waters. WDNR will retain this practice for the long term in an effort to better protect their waters.

As a consequence of this determination, the WDNR proposed that its permit be modified to harmonize it with the IMO Regulation "D-2 Standard." The requirements become effective in 2012 for new ocean-going vessels and in 2014 for existing ocean-going vessels.

A copy of the Wisconsin report can be downloaded from the following address:

<http://dnr.wi.gov/org/water/wm/ww/drafts/BallastWaterFeasibilityReport.pdf>

California State Lands Commission Releases Latest Biennial Report

In early January 2011, the California State Lands Commission (CSLC) released a report in which it is reconsidering its previously held position that there are ballast water treatment technologies "potentially" available to meet its performance standard; and whether its performance standard of "zero detectable living organisms" is actually achievable.

Even prior to the publication of the December 2008 Vessel General Permit by the U.S. Environmental Protection Agency, the State of California, through the CSLC, had been actively involved in addressing the threat of aquatic invasive species released into its waters. The CSLC was one of the first state agencies to establish aggressive ballast water discharge standards that other states, particularly New York, pointed to as justification for their own aggressive standards. The CSLC has produced prior reports for the California State Legislature and has previously determined that there are ballast water treatment technologies available that could "potentially" meet its discharge standards. Its most recent report of January 2011, however, is the first time that the CSLC has acknowledged that it is reconsidering its past findings.

The full CSLC report can be downloaded from the following address:

http://www.slc.ca.gov/Spec_Pub/MFD/Ballast_Water/Documents/2011_BiennialRpt_Final.pdf

SLSDC Deputy Administrator Addresses 6th Annual Ballast Water Management Conference in London, England

On December 7, 2010, SLSDC Deputy Administrator Craig Middlebrook spoke at the 6th Annual Ballast Water Management Conference held at the headquarters of the International Maritime Organization in London,

England. Deputy Administrator Middlebrook spoke on the recent work of the Great Lakes Ballast Water Collaborative over the past 16 months. Mr. Middlebrook was asked to participate in the conference due to the keen international interest in recent state rules governing ballast water and the efforts to harmonize those rules with other State and Federal standards. Since September 2009, the Ballast Water Collaborative has sought to bring together representatives from the States, Federal government, scientific community, and the shipping industry to exchange relevant information on the latest developments in ballast water technology and science.

Ballast Water Collaborative Meeting in Toronto

The fourth Ballast Water Collaborative (BWC) meeting was held on January 19, 2011, in Toronto, Ontario. The full-day meeting was attended by 70 individuals and 10 people by teleconference and Webex.

The two major topics of discussion were:

- The progress being made on the Carrier proposal to perform a Ballast Water Risk Assessment.

- Current statistical assumptions informing Ballast Water Treatment System verification: statistical considerations and their implication.

In addition, Wisconsin Department of Natural Resources provided an update on their feasibility report which was released in mid-December.

As with other BWC meetings, Great Lakes states and Canadian and U.S. federal agencies provided regulatory updates.

No Toll Increase for the Seaway in 2011

The St. Lawrence Seaway Management Corporation (SLSMC) recently announced that there will not be a toll increase for the 2011 Navigation Season. The decision to extend the toll freeze was made in an effort to maintain the momentum underlying the Seaway's market development initiatives.

A 15.46% increase in tonnage during the 2010 navigation season testifies to a rebound in activity, following a difficult 2009 season. The effectiveness of the SLSMC's business development initiatives can be witnessed with over

a million tons of new business passing through the System in 2010. "Given the recuperation of the economy, an extra year with no toll increase will assist our stakeholders in their efforts to develop new business and will serve to reinforce the Great Lakes St. Lawrence Seaway System's position as the gateway to North America's heartland," said Bruce Hodgson, Director of Market Development for the SLSMC.

Recently appointed SLSMC President and CEO Terence Bowles voiced his support for the toll freeze. "We are striving to reduce the cost and complexity of the System and attract new cargo," said Bowles. "The extension of the toll freeze, coupled with various incentive programs, represents tangible steps toward meeting these objectives."

Last Vessel of the 2010 Navigation Season

On December 28, *M/V Maritime Trader*, was the last vessel to transit the two U.S. Seaway locks in Massena, New York, officially closing the U.S. portion of the binational waterway. The Saint Lawrence Seaway Development Corporation met its core performance goal in 2010 with a system availability rate for the U.S. Seaway sector of 99.4 percent.

Total estimated vessel transits through the U.S. Seaway locks in 2010 were 4,162 (an increase of 4 percent), which include commercial, non-cargo, and pleasure craft transits. Estimated commercial vessel transits were 2,145, an increase of nearly 20 percent as compared to 2009.



M/V MARITIME TRADER transits through the U.S. Seaway locks.



University of Windsor Professor Recognized for Invasive Species Work

Dr. Hugh MacIsaac, professor at the Great Lakes Institute for Environmental Research won the Frank H. Rigler award in Toronto on January 7, 2001. The award is the highest honor given by the Society of Canadian Limnologists. It was first presented in 1984, and is named after the scientist who inspired Dr. MacIsaac to pursue a career in aquatic science. Dr. MacIsaac is one of Canada's leading experts on aquatic invasive species, and is the director of Canadian Aquatic Invasive Species Network.

Secretary Ray LaHood Visits the Massena Operations

The U.S. Secretary of Transportation Ray LaHood, made an official visit to the Massena, N.Y. operations and facilities, met with staff, and experienced first-hand the important work that keeps the St. Lawrence Seaway a safe, reliable and efficient operation. "I was thrilled to have the opportunity to visit with our Seaway professionals, and I'm impressed by their dedication and commitment — they truly keep America's economy moving," said Secretary LaHood. "I will make sure that DOT continues to provide them with the resources necessary to maintain the U.S. seaway locks and to keep waterborne trade flowing throughout the Great Lakes region."



Secretary Ray LaHood presents an SLSDC employee with the most years of service award — 37 years.

After the tour in Massena, NY the Secretary traveled to Montréal, Québec to meet with major Canadian maritime stakeholders and Transport Canada officials. The Secretary wanted to meet with representatives of the largest Canadian stakeholders in the binational Seaway System to discuss issues impacting their operations on the Seaway including ballast water regulations, short sea shipping, infrastructure funding, the Canadian marine industry's economic importance to both countries, and private investment in new assets.



Seated in the middle Secretary Ray LaHood meets with Canadian Carrier Stakeholders, Trade Associations, and Transport Canada.

Secretary LaHood emphasized to the stakeholders that the Seaway is preparing for the future; renewing aging infrastructure, adopting new marine technologies that make the waterway safer and allow for the transport of more cargoes, implementing a U.S.-Canadian joint ballast water inspection program, and utilizing the benefits of Highway H₂O to help promote marine transport as environmentally friendly, cost efficient and reliable.

Great Lakes Seaway Trade Mission 2010: Short Sea Shipping in Europe Examined

This past fall the two Seaway Corporations hosted the 32nd Annual Trade Mission to Amsterdam and Rotterdam, The Netherlands, Antwerp, Belgium and London, England, November 5 – 12, 2010.

The Trade Mission provided Great Lakes St. Lawrence Seaway System Stakeholders with the opportunity to work with industry leaders proficient in conducting Short Sea Shipping on a daily basis as well as reconnect with current users and prospective customers. The Seaway delegation consisted of 19 stakeholders that represented the ports of Burns Harbor, Duluth, Milwaukee, Ogdensburg, Valleyfield, Sèpt-Îles, Saguenay, Trois Rivières, the Economic Development Corporation of Erie County (Pennsylvania), the shipping agency of Navitrans and carrier Great Lakes Feeder Lines.

Several Short Sea Shipping symposiums were arranged with numerous maritime industry representatives from the Ports of Amsterdam, Rotterdam, Antwerp and The Associated British Ports, as well as the associations of Freight by Water, Coastlink Network, and The Shortsea Promotion Center of Holland. Following each symposium was a networking session where local industry representatives joined the delegation to discuss trade opportunities in the Great Lakes Seaway System.



Left to right — Sal Pisani, Associate Administrator, Saint Lawrence Seaway Development Corporation; Herman Journee, Director Strategic Development, Port of Amsterdam, The Netherlands; Mannes Boelen, Commercial Manager Containers & Logistics, Port of Amsterdam, The Netherlands; and Terence Bowles, President and CEO, The St. Lawrence Seaway Management Corporation.

During each symposium the delegation received presentations covering a wide array of topics such as: Short Sea Policies in The Netherlands and Europe, Sustainable Hinterland Logistics, Environmental Innovation, and the Promotion of Short Sea Shipping. The presentations provided the Seaway delegates detailed information about short sea shipping in Europe and how it compares to ongoing efforts in North America.

A Memorandum of Understanding (MOU) was also signed between the Seaway Corporations and the Port of Amsterdam, The Netherlands. The Port of Amsterdam and the Seaway agreed to analyze the possibility of pursuing a common project:

- To connect a sustainable hinterland logistics network in Canada-United States with European networks;
- To work together in the investigation of the feasibility of setting up a green lane (Customs AEO) between CA and Europe; and
- To link this joint initiative with current European Union-Canada trade discussions, for the benefit of the Port of Amsterdam and the Seaway System.

The second stop in the Netherlands was Rotterdam, Europe's largest container port. The Shortsea Promotion Centre Holland detailed the EU policies (Motorways of the Sea, Marco Polo) that in concert with Dutch government actions (cutting environmental emissions, modal shift, decreasing administrative burdens) make this tiny nation a marine powerhouse in many sectors. Rotterdam handles a broad array of short sea cargo including dry and liquid bulk, conventional, neo-bulk (pallets, timber), special cargo (project), unitized (Ro-Ro and container) and cites many advantages for successful operations: Its price, reliability, guaranteed transit times, single contact, environmental high marks, and door to door transport to 200 plus ports.

A quick trip across the Belgian border brought the group to the Flemish megaport of Antwerp, the top project cargo port in Europe. The Port of Antwerp officials honed in on customer perception, and hence expectation, that a port is more than just a transportation hub: customers demand a total supply chain solution from nautical accessibility to efficiency in obtaining value added services for the smooth flow of goods and multi-modal access to hinterland destinations. The second largest container carrier in the world, MSC, briefed the group on its short sea shipping views, stating that it focuses on standard container sizes versus opting for specialized formats and touts flexibility, and ability to respond rapidly to market demand changes as the major drivers for its operations connecting Scandinavia — the Baltic (11 loops and 20 vessels), Mediterranean (5 loops),

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Great Lakes Seaway Trade Mission 2010, continued from page 9

and NWC ports in the United Kingdom, Germany, Ireland, France, Belgium and the Netherlands (8 loops).

The delegation flew to London for the last leg of its weeklong meetings. A Coastlink presenter in London stressed the critical nature of adhering to schedules, an issue of some significance for short sea shipping operators. He noted that feeder schedules can be erratic as they often work for deep sea operators who reserve port access to cranes for loading/unloading, putting the short sea operation at a disadvantage with an inflexible customer. A follow on presentation by Freight by Water noted that many challenges had to be surmounted in the United Kingdom such as a fragmented water freight industry, lack of government subsidies, an 'uneven' playing field which favored rail and truck, and an undefined product and price matrix.

Several delegation members have stated that the "discussion and presentations provided by guest port speakers were very informative and that they have a far better understanding of the issues and the distinction between Short Sea Shipping and Feeder Service." Also praised was the "opportunity to network with industry members following each day's symposium and that opportunity was key to building future partnerships."



Some of the Trade Mission delegation members pose for a picture taken during the London Trade Symposium. First row, left to right — Jacques Paquin, Vice President Market Development, Port of Trois Rivières, QC; Pierre Ganon, President & CEO, Port of Sèpt-Îles, Sèpt-Îles, QC; Second row — left, Terence Bowles, President and CEO, St. Lawrence Management Corporation; Alain Bouchard, General Manager, Port of Saguenay, Saguenay, QC; Frank Dunn, Partner, Valport Maritime Services, Inc., Valleyfield, QC; Back row — Jocelyn Demers, President, Port of Valleyfield, QC, and Michel Gadoua, Director General Port of Valleyfield, Valleyfield, QC.

Seaway Corporations Host Waterway Stakeholders

The Saint Lawrence Seaway Development Corporation and The St. Lawrence Seaway Management Corporation hosted their annual Great Lakes St. Lawrence Seaway Stakeholder Appreciation Reception during the Grunt Club festivities in Montréal, December 2, 2010. It was an all too familiar quote that could be heard throughout the room of more than 150 guests, "I can't believe it's that time of the year again," because Grunt Club signals the end nearing for another navigation season. This year's reception was abuzz with all the good news regarding the increase in cargo and vessel activity throughout the System. Each year, both Corporations look forward to the annual event so that we all can take this exceptional opportunity to personally thank our Stakeholders for their continued support, discuss trade opportunities and future trade mission destinations.

This year's reception also provided an opportunity to acknowledge and honor three very distinguished Stakeholders who are retiring: Ross Gaudreault, President & CEO, Port of Québec; Dick Corfe, President and CEO, SLSMC; and Ivan Lantz, Director, Marine Operations, Shipping Federation of Canada. They will

be dearly missed throughout the Great Lakes Seaway System maritime community.



Left to right — Terence Bowles, President and CEO, The St. Lawrence Seaway Management Corporation; Richard Corfe, previous President and CEO, The St. Lawrence Seaway Management Corporation; Ivan Lantz, Director, Marine Operations, Shipping Federation of Canada; Ross Gaudreault, President and CEO, Port of Quebec, and Craig Middlebrook, Deputy Administrator, Saint Lawrence Seaway Development Corporation.

Personnel News

Joseph Starck, Jr. has taken over as President of Great Lakes Towing Company. Mr. Starck, Jr. joined the towing company in 1991 and was most recently its Vice President of Engineering. He is a graduate of

the State University of New York Maritime College, and has an MBA from Case Western Reserve University.

Ronald Rasmus, the previous President since 1983, will move to the position of Chairman.

Upcoming Events

March

March 1-2

Great Lakes Days
Washington, D.C.
Contact: Tim Eder; teder@glc.org

March 9-10

Great Lakes Regional Workshop: State of the Science on the Ecological Effects of Wind
Indianapolis, IN
Contact: Julie Hinderer; jhinderer@glc.org

March 21-22

AAPA Spring Conference
Washington, D.C.
Contact: www.aapa-ports.org

May

May 25-26

Green Tech 2011
Chicago, IL
Contact: <http://www.green-marine.org/annual-conference>