



Canada: Port Security Opportunities

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SUMMARY

In April 2008, the Port of Montreal launched a 12 year CDN\$2.5 billion strategic development plan to triple its container handling capacity from approximately 1.4 million twenty-foot equivalent units (TEUs) annually to approximately 4.5 million TEUs by 2020. As a result of the projected growth in container traffic, the need to adequately inspect this increasing quantity of cargo passing through the Port represents a unique opportunity for U.S. companies capable of providing port and maritime security products and/or services to the Canadian market.

PORT OF MONTREAL VISION 2020 PROJECT

The Vision 2000 project will be completed over four phases. Phase I, to be completed by 2011, will increase operational efficiency at existing facilities. Phase II will expand existing sites for maximum storage capacity by 2013. Phase III, to be completed by 2016, will focus on the building of new container facilities and increase container handling capacity to 3.5 million TEUs. The fourth and final phase will boost container handling capacity to 4.5 million TEUs by 2020. For more information on how the expansion of the Port of Montreal can benefit U.S. port and maritime security providers, visit: http://www.port-montreal.com/pdf/strategic_plan_en.pdf.

Recent changes allowing the Federal Government to invest in ports have enabled the Port of Montreal authorities to apply for CDN\$650 million of federal funding by tapping into the Federal Government's economic stimulus fund. The availability of federal funds for Canadian ports will greatly help Port of Montreal authorities to ensure the success of this strategic development plan by reducing the amount of investment required from private investors and from the port itself.

The Port of Montreal enjoys a competitive advantage over other eastern North American ports due to its shorter transit times to Europe as well as rapid rail links into the continent. The Port of Montreal serves one of the most important consumer base in North America, which lies along the Montreal-Chicago corridor, assuring its role in the future as a vital route for the delivery of goods to this region.

As a lead pioneer in the implementation of safety measures, the Port of Montreal was the first seaport installation to meet ISPS standards, and its security plans have set the standard for the rest of Canada. Several of its security initiatives include safeguarding and protecting marine infrastructure, securing Canadian ports including waterside security, implementation of the IMO's International Ship and Port Facilities Security (ISPS) Code, container security, domain awareness, and increased on-water response capabilities.

Best Prospects

Port security is characterized by a layered approach in which a variety of security equipment is used, converging into one interoperable network system and command center. This layered approach is expected to support market growth and will require a combination of technologies ranging from those used for the outermost part of the perimeter to internal operations at the command, control and communications center. Industry sources report that technological upgrades coupled with the deployment of strong proactive security solutions across a single network should fuel significant growth in the port security industry. As layered technology security solutions gain importance, demand for integrated network systems will drive sales.

U.S. companies offering a proactive approach in security solutions and that are interoperable with new, emerging technologies, as well as legacy security systems, are going to find many opportunities in the Canadian port security industry.

Best prospects include:

- Sensors and Detectors
- Information Management Systems
- Security Services
- Training Services
- Communication

Meet New Clients at Portsecure 09 in Montreal

The U.S. Commercial Service invites you to the [Portsecure 09](#) Conference, held in Montreal, May 21-22, 2009. [Portsecure 09](#) is Canada's national conference on port and maritime security which brings together port operators, government officials, security experts, and leading vendors from across Canada and the world. This conference presents a critical opportunity to meet and engage government and port officials on their technology and service requirements, and also expand into the Canadian security market, such as through the rapidly expanding Port of Montreal. Attendees will gain a complete overview of past, present, and future port security legislation to stay ahead of emerging port security issues. Attendees will also learn about best practices in implementing domestic (MTSR) and international (ISPS) regulations, and will be able to view a comprehensive exposition of leading vendor security equipment. [Portsecure 09](#) will allow attendees to not only network with national and international maritime security solution providers, but to also learn about upcoming developments in maritime security priorities at the international and domestic level.

For More Information

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