



ADMINISTRATOR'S
COLUMN



Albert S. Jacquez

SLSDC
Administrator

**Growing Economy
Contributes to 12
Percent Boost in
St. Lawrence
Seaway Traffic**

Seaway traffic figures this season are reflecting the long awaited increases that the maritime industry has sought unsuccessfully in three previous seasons. The numbers through the end of June show a 12 percent increase in total tonnage shipped through our waterway over the previous season.

Like rain to farmers who have experienced drought, the current economic forecast has

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**Fast Ferries on the Great Lakes:
Success is Here to Stay**

Fast ferries were slow coming to the Great Lakes, but once underway they have lived up to customer expectations. That seems to be the opinion of thousands of travelers who purchased tickets this summer for historic inaugurations of marine routes between Rochester, New York -Toronto, Ontario and Milwaukee, Wisconsin -Muskegon, Michigan.



*The Spirit of Ontario leaves
Eisenhower lock.*

Both ferries are luxurious catamarans built by Austal Ships, the world's largest fast ferry builder. The larger of the two, the Spirit of Ontario, or the Breeze as it has been nicknamed, was initially delayed by early start up problems. They did not seem to dampen the spirit of a VIP crowd on June 17 that was dressed for the first Lake Ontario crossing by a ferry in decades.

The 284-foot long, 5-story high, ferry left the dock with its 773 passengers and 238 vehicles and zipped across Lake Ontario to Toronto in just two hours and 15 minutes. But no one seemed to be in a hurry to get there as the accommodations on board were far from Spartan. With a restaurant, bars, two movie theaters, a duty-free shop, and a children's recreational area to enjoy, passengers savored the time on the vessel. Top speed for the cat is 45 knots or 52 miles per hour.

Rochester City Council President, Lois Giess said the effect of the new service is almost certain to be great. "We look upon the fast ferry connection between Rochester and Toronto as a bridge between two communities," she said. "It will move businesses and families across the lake, boosting tourism and creating jobs."

Built in Australia by Austal, the \$42.5 million Breeze suffered a minor docking accident in New York City's harbor after an uneventful Pacific crossing. Repairs delayed its arrival through the Seaway and onwards to its new \$16 million home at the mouth of the Genesee River.

The Breeze's delay contrasted with the by-the-book start up of Lake Express operations. Built by Austal USA (the Australian company's American division) at its shipyard in Mobile, Alabama, Lake Express was ready for show time on June 1st, pulling out of its berth at the Milwaukee port with a capacity load of 248 passengers and 46 vehicles.



Lake Express

The smaller, but no less glitzy \$18 million Lake Express captivated passengers, onlookers and the media. The sea cat purred as it sprinted 40 mph in open water, lapping up 76 nautical miles to Muskegon in

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

Seaway Compass



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two-and-one-half hours. The sleek, 192-foot aluminum vessel cut almost half the time out of a road trip through Windy City traffic.

On board the Express was Ken Szallai, Director, The Port of Milwaukee. His port was the project originator, developing the concept, researching the market, and writing a business plan. The two biggest challenges to surmount, he said, were finding venture capital from a respected company and working intently with the U.S. Coast Guard to ensure detailed regulations were met fully.

Milwaukee port officials played a critical technical role in discussions between the owner and the U.S. Maritime Administration. That Department of Transportation maritime agency provides Title XI loan guarantees to companies meeting strict financial, operational and legal criteria, which enable them to obtain long-term financing at optimal interest rates.

After vessel construction began, his port's role shifted to that of landside terminal developer and principal marine consultant for the group. As the new ferry terminal in Milwaukee is finished, the role shifts to that of landlord where the port authority will retain a marketing and consulting posture.

Years of work on varied aspects of the project came together like the last piece of an immense jigsaw puzzle when the Lake Express got underway. "This ship has been worth every penny and every hour our people have devoted to it: it is fast, fun and luxurious," said Szallai. "Passengers I spoke to were incredibly supportive of the service and thankful that it was inaugurated."

GUEST COLUMNIST

Partners in Transshipment

On May 20 – 21, 2004, the Québec Port Authority invited a number of partners from Québec's maritime industry, as well as from the Great Lakes, such as the Canadian and American Seaway's administration, Great Lakes' ports, shipowners, etc. to a workshop entitled "Partners in Transshipment." The purpose of this meeting was to reinforce the ties between partners and to promote the strategic assets that the harbour of Québec represents for the transshipment of dry and liquid bulk between the Great Lakes and the rest of the world.

About fifty people participated in this workshop including Mr. Richard Corfe, President of the St. Lawrence Seaway Management Corporation and Mr. Albert S. Jacquez, Administrator of the Saint Lawrence Seaway Development Corporation. They both presented to the

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port and terminal managers optimistic about continued improvement as the season advances into summer and fall.

Many individual commodities have performed far better, and only a handful are stagnant or below previous year levels. While it is too soon to make definitive projections about the rest of the year, it is a long enough period to review what the numbers are to date and what they may augur for the rest of the year.

The Seaway's perennial commodity leader is iron ore, and it once again retains top billing for tonnage with 3,935,000 shipped through the Welland and Seaway locks. That performance shakes out to more than an 11 percent jump. Canadian and U.S. grains such as wheat, corn, soy beans, peas and barley took second place with an almost 26 percent increase from total tonnage of 2,600,000 mt.

Historically, the Seaway Corporations track 10 other specific bulk commodities — coke, petroleum products, stone, salt, cement and clinkers, scrap metal, gypsum, potash, chemicals and ores and concentrates — under a category deemed 'other bulk.' This category accounted for 5,075,000 tons and showed a whopping 19 percent increase overall. Seven of those ten commodities boasted double digit percentage improvements with some scrap metals (164 percent) and stone (38 percent) leading the pack in percentage gains.

Finally, the number of vessels transits is up by almost 19 percent to 1,403. Numbers are not the whole picture of our System, but they do give a valuable yardstick of where we're at this year compared to last in commerce. These numbers are reason indeed to be confident about the rest of the year.

Ross Gaudreault

President and CEO, Port of Québec



participants their vision of what the St. Lawrence Seaway System will be in the future. Their presentations followed the speeches made by Mr. André Fournier, Manager Business Development of Bunge of Canada, Mr. Marc Dulude, and Executive Vice President of IMTT – Québec, Mr. Denis Dupuis, and the President of St. Lawrence Stevedoring, as well as myself. All the presentations explained the different harbour facilities available and the important investments in them made during the last 10 years. Thanks to the \$150 million Canadian invested during the last 10 years in the setting up of high-performance

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terminals as well as the undeniable strategic advantages of the port (such as 50 feet of water depth, excellent railway links and year-round access), the Port of Québec is now a leader in transshipment of cargo traffics between the industrial and agricultural heart of North America and the rest of the world. We are THE partner of the Great Lakes.

The idea of this workshop came about during a conversation with Mr. Denis Dupuis discussing the next marketing missions that were planned for the upcoming year. Instead of meeting the two Seaways and some key players of the Great Lakes on different occasions, we decided to

invite them to Québec City and show them on one hand, the investments we've made during the last years, and on the other hand, present them the role that the Port of Québec can play as the port of entry to the St. Lawrence Great Lakes System. The potential of the St. Lawrence Great Lakes System on a short-term basis is real. It is not on paper, it rests on the terminals currently in operation that can serve importers and exporters of the Great Lakes. It is now and together that we must act and develop new markets. Otherwise, we will witness during the next 10-20 years the actual market trend repeat itself, that is to say to see the Mississippi traffic growing and ours decreasing.

Dwight D. Eisenhower Visitors' Center Opens for the Season

The Dwight D. Eisenhower Visitors' Center located at the U.S. Eisenhower Lock opened May 28, 2004, and will remain open daily through Labor Day.

The Seaway Visitors' Center at the Eisenhower Lock provides tourists and ship watchers with an observation deck where they can view commercial vessels and cruise ships from around the world as they transit the lock. Approximately 3,000 ships, from all 7 conti-



Lock crew workers toss roses into the chamber after a moment of silence and playing of the Taps.

nents, transit the St. Lawrence Seaway annually. They carry a wide variety of cargoes, including: grains, iron ore, coal, steel and wood products.

In conjunction with the White House Commission on Remembrance's moment, a moment of silence was observed at 3 p.m. on Memorial Day followed by the playing of taps in honor of those who have given their lives to insure our freedom. In honor of this special day, memorabilia supplied by the American Legion, Veterans of Foreign Wars, AmVets and Seaway employees was on display at the Center during the Memorial Day weekend.

For up-to-date information on estimated vessel transit times, call (315) 769-2422 or visit www.greatlakes-seaway.com.

New Educational Video Released



We are pleased to announce the release of our latest video, The Great Lakes St. Lawrence Seaway System Perspective of a Vital Waterway. This 21 minute video captures the rich history, grandeur and diversification of this important Waterway which includes channels, locks, rivers and all five Great Lakes. Ocean-going freighters, Great Lakes bulk carriers, petroleum tankers, cruise ships and pleasure crafts all share in the convenience, efficiency and environmental benefits of one of the world's premiere inland waterways.

If you would like a copy please contact: Saint Lawrence Seaway Development Corporation, 400 Seventh Street, S.W., Suite 5424, Washington, D.C., 20590 or call toll free: 1-800-St-Larry.

Trade Development Meeting in Montreal, Canada

The spring 2004 Trade Development meeting was held at the Loews Vogue Hotel in Montreal, Canada on May 5.



Left to right – George Di Sante, Logistec Stevedoring; Jean Lemay, Fednav International; Keith Robson and Bob Matthews, Hamilton Port Authority

The Saint Lawrence Seaway Development Corporation's

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(SLSDC) Administrator Albert S. Jacquez and The St. Lawrence Seaway Management Corporation's (SLSMC) President Dick Corfe led the meeting that was attended by a wide cross-section of Great Lakes Seaway System maritime professionals. Representatives included individuals from the Hamilton Port Authority, Chamber of Maritime Commerce, Fednav, Montreal Marine Services, Navitrans, Logistec Stevedoring, Port of Cleveland, Ports of Indiana, and the Duluth Seaway Port Authority. Important issues discussed at the meeting focused on the opening of the navigation season, pilotage issues, the 2004 outlook, US/CA security issues, the Great Lakes St. Lawrence Seaway Study and the joint marketing project between the SLSDC and SLSMC. An update was given on maximizing the Seaway draft, the binational container workshops and the Seaway's AIS/GPS system. Additionally, the status of the 2004 Cruise Ship navigation season was highlighted and a preview of the 2004 Spring Trade Mission to Greece was presented. The meeting was wrapped up by a presentation given by the Chamber of Maritime Commerce.



Left to right – Dick Corfe, President & CEO, St. Lawrence Seaway Management Corporation, and Albert S. Jacquez, Administrator, Saint Lawrence Seaway Development Corporation

Great Lakes St. Lawrence Seaway Study – Outreach

Administrator Meets with Governor Taft

In an effort to gain the support and raise awareness of the Great Lakes St. Lawrence Seaway Study, a six member delegation, lead by Administrator Albert S. Jacquez, Saint Lawrence Seaway Development Corporation (SLSDC) and General Steven R. Hawkins, Commander and Division Engineer of the Great Lakes and Ohio River Division, Army Corps of Engineers, met with Governor Bob Taft, of Ohio, and members of his staff on April 13th. As Chairman of the Council of Great Lakes Governors, Governor Taft leads the eight member states to encourage and facilitate environmentally responsible and economic growth for the Great Lakes. This meeting provided an opportunity to discuss in detail the importance of the Great Lakes St. Lawrence Seaway Study and the environmental issues raised by the study. Mr. John Baker, International Longshoremen's Association also discussed in detail the opportunity for Short Sea Shipping on the Great Lakes St. Lawrence Seaway System and highlighted the potential increase in employment and the reduction of road congestion for the Great Lakes region. Also attending the meeting was James Seney, Executive Director, Ohio Rail Development Commission, Dan Steiner, Steiner and Associates, Consultants and Rebecca McGill, Director, Trade Development and Public Affairs, SLSDC.



Left to right – Albert S. Jacquez, Administrator, Saint Lawrence Seaway Development Corporation, Bob Taft, Governor of Ohio, General Steven R. Hawkins, Commander and Division Engineer of the Great Lakes and Ohio River Division, Army Corps of Engineers, and John Baker, President, International Longshoreman's Association.

Piraeus, Greece Trade Mission Recap

From June 6-11, 2004, the Saint Lawrence Seaway Development Corporation (SLSDC) hosted its 27th successful binational Trade Mission. The SLSDC's Administrator Albert S. Jacquez, the St. Lawrence Seaway Management Corporation's (SLSMC) President Dick Corfe and Transport Québec's Counselor of Maritime Transportation Rejéan Leclerc led a delegation of twenty-one U.S. and Canadian trade and maritime representatives of the Great Lakes St. Lawrence Seaway System to Piraeus, Greece.

Piraeus is the homeport and heart of the Greek shipping industry, and the waterfront plays host to the world's



Left to right – Albert S. Jacquez, Administrator, Saint Lawrence Seaway Development Corporation, and Dimitris Mitsatsos, Director General, Hellenic Marine Environment Protection Association (Helmepa).

largest concentration of marine back-up services ranging from shipowners, operators, brokers, insurers, shipyard representatives and ship equipment suppliers across the spectrum. Greek shipping is a vital part of the maritime trade throughout the Great Lakes Seaway System. This Trade Mission provided an opportunity to reinforce relationships with our Greek customers and reach out to potential customers with the message that our system is a viable, safe, secure, reliable, and cost effective transportation route.

Posidonia 2004 marked the 19th biennial International Shipping Exhibition since the show began more than 35 years ago. More than 1,650 companies exhibited their



Left to right – Jan Pilaar, Senior Business Manager, Keppel Verolme BV; Aldert van Nieuwkoop, Director, Market Development, St. Lawrence Seaway Management Corporation; Rebecca McGill, Director of Trade Development and Public Affairs, Saint Lawrence Seaway Development Corporation; Sjaak Sely, Senior Business Manager, Keppel Verolme BV; and Harold Linsse, Managing Director, Keppel Verolme BV.

maritime products from 74 countries to approximately 20,000 visitors from every aspect of the shipping industry. As one of the key exhibitors in the U.S. Pavilion, the mission delegation sponsored and staffed an exhibition booth containing extensive Seaway handout materials and many graphic displays. In addition to providing Seaway information to visitors, the delegation took the opportunity to seek out various exhibitors and personally provide them with Seaway information.

In addition to the exhibition and convention, the delegation met with representatives from three shipowner/operator companies, made a presentation at an event hosted by the American-Hellenic Chamber of Commerce and attended and participated in an event hosted by the U.S. Commercial Service. The Seaway delegation hosted a dinner and reception which was attended by the Canadian Ambassador to Greece, the chief of U.S. Commercial Services and over 85 maritime officials from around the world.

Port News

The Detroit/Wayne County Port Authority (DWCPA) recently broke ground on a \$11.25 million state-of-the-art Public Dock and Terminal that will further establish Detroit's Riverfront as a tourist destination. Great Lakes cruise ships, dinner cruisers, tour boats, tall ships and other vessels will be able to dock at the facility, which also includes a new headquarters for the DWCPA.

Detroit is one of the only cities with a major port to not have a modern public dock and passenger terminal. Without a dock, the Great Lakes cruising industry has been dormant in Detroit since 1967. This industry has reemerged as a growing market and is having a strong economic impact on cities throughout the Great Lakes region, including Chicago, Cleveland, Toledo, and Windsor.

Upcoming Events

September

September 14-15

U.S. Maritime Security Expo
New York, N.Y.
Contact: Lindsey Field
Phone: 301-493-5500
E-mail: field@ejkrause.com

September 15

Ohio Lake Erie Commission
Cleveland, Ohio
Contact: Jill Woodyard Phone: 419-245-2514
E-mail: jill_woodyard@ameritech.net

September 15-17

15 Annual Breakbulk Conference & Exhibition
New Orleans, LA
www.joc.com/conferences/breakbulk/

September 19 - 23

13th International Conference on Aquatic Invasive
Species
Ennis, County Clare, Ireland
Info: Elizabeth Muckle-Jeffs at (613) 732-7068 or
profedje@renc.igs.net

October

October 4

Great Lakes Commission Annual Meeting
Delta Chelsea Hotel
Toronto, ON
Info: Mike Donahue at mdonahue@glc.org

October 5 - 7

SOLEC 2004 6th Biennial State of the Lakes Ecosystem
Conference
Location to be Announced
Info: SOLEC@ec.gc.ca

October 6 - 8

CORE Conference & Exhibition
Info: www.coreconference.com

October 20 - 21

WESTAC "Walking the Talk" Commercial
Transportation's Contribution to a Sustainable
Environment
Fairmont Waterfront Hotel
Vancouver, B.C.
Info: (604) 687-8691

October 26

Quebec Marine Day
Quebec, QC
Info: Marc Gagnon (418) 648-4572 or MarcG@portque-
bec.ca

October (Date TBA)

National Marine Day
Ottawa, ON
Info: Jim Campbell (613) 233-8779 (ext. 2) or jcamp-
bell@cmc-ccm.com