



# Seaway Compass

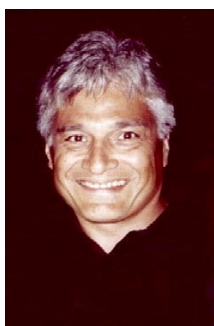
U. S. Department of Transportation  
Saint Lawrence Seaway Development Corporation

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## Mayors Endorse Corps Great Lakes Navigation Study

by Albert S. Jacquez, SLSDC Administrator



The International Association of the Great Lakes and St. Lawrence Mayors just finished its annual conference in Salaberry-de-Valleyfield

outside Montreal June 14. One of the many resolutions resulting from this meeting concerns everyone in the Great Lakes St. Lawrence Seaway (GLSLS) maritime System: The Army Corps of Engineers' Navigation Study.

The mayors endorsed the need for a follow-on, detailed feasibility study by the Corps that will address the many engineering, economic and environmental impact questions that they rightfully want answered. They understand that the United States cannot answer these questions unilaterally and counsel the "thorough involvement of the governments of Canada, Quebec and Ontario as well as the St. Lawrence Seaway Management Corporation in the study effort."

Having just participated in a panel on the future of commercial navigation in the GLSLS System with my

counterpart, President Guy Veronneau, I deeply appreciate the foresight and judgement these leaders and their staffs displayed.

Our panel pointed out the economic importance to the region of revitalizing the System. A key set of numbers and points showed up in several presentations, and I believe that they bear repetition because they reflect an acknowledgment on the part of maritime professionals that we do have a significant daily impact on the lives of millions of people.

We noted that on the U.S. side of the border a recent SLSDC study documented Great Lakes ports generate \$3.4 billion for such key activities as transportation and cargo handling services and result in more than 150,000 jobs annually. Panelists let the mayors and staff know that \$1.3 billion in federal, state and local taxes came from this industry. Canadian figures suggest similar results—billions of Canadian dollars, thousands of jobs, and hundreds of millions in taxes.

'All that glitters is not gold,' and I was especially pleased to hear others bolster my comments that the marine community is the most energy efficient transportation mode, the one least prone to

accidents, and the mode with an excellent air pollution rating. Few outside the marine community are familiar with these facts. As we seek to enlist the support of key legislative and state and provincial officials for the feasibility study, it is vital to hammer home the inherent advantages of waterborne transport.

Safety of ship crews and the environment are not abstractions to those who derive their living from the GLSLS System or depend upon it for recreation; it is a palpable concern because mistakes cost lives and lawsuits. Our panelists talked about new navigation technology that will assist pilots and crews to communicate more quickly and easily ship-to-ship, shore-to-ship; and ship-to-shore. The Automatic Identification System is being tested

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## Seaway Leaders Tour Panama Canal on Benchmark Exercise

On April 19, 2002, senior officials from the U.S. and Canadian St. Lawrence Seaway corporations visited the Panama Canal in April to learn from its technological improvements and modernization programs.

“We found that we not only share the same technologies, but the same vision the Canal has,” said Saint Lawrence Seaway Development Corporation Administrator Albert S. Jacquez. “Ultimately, we have the same objectives, which are to be a competitive, reliable and safe waterway.”

Administrator Jacquez and President Véronneau experienced Panama Canal operations first hand with a partial transit through Miraflores Locks, Pedro Miguel Locks and Culebra Cut. Their final stop in the Panamanian waterway included a visit to the Maritime Transit Division, where vessel movements through the Canal are coordinated and followed closely using state-of-the-art communication technology.

“Going through Culebra Cut in a full Panamax-size ship was most interesting,” noted Véronneau. “I was very impressed...everything is done very professionally.”

The high-level management team met with Panama Canal Authority Administrator Alberto Alemán Zubieta, Deputy Administrator Ricaurte Vásquez and other senior Canal officials.

Administrator Aleman Zubieta remarked that the valuable visit and information exchange “will create closer ties between the authorities responsible for these two important waterways of the Americas and will provide for more efficient resource management for both.”

Jacquez noted that when the St. Lawrence Seaway opened in 1959 it could serve 70 percent of the world fleet. Today, only about 35 percent of the world’s commercial vessels can transit the Seaway, according to the Administrator. The reason is due to the relentless growth of

commercial vessels in the past decades. Canadian St. Lawrence Seaway Management Corporation President Guy Véronneau said that trend signals a further dramatic reduction in numbers in the next ten years if appropriate actions are not taken.

The two groups shared information about their respective waterways. Now in its 44<sup>th</sup> year of U.S.-Canadian bi-national operation, the Great Lakes St. Lawrence Seaway is the longer of the two systems. Connected by six

short canals, it measures 2,342 miles long from Montreal to Duluth on the western edge of Lake Superior. With 19 locks that raise vessels up to a



*(Left to right) Michel Drolet, VP, Niagara Region, SLSMC; Sal Pisani, Associate Administrator, SLSDC; Adina Juster, Manager, SLSMC; Camille Trépanier, VP, Strategic and Business Development, SLSMC; Rebecca McGill, Director, Trade Development, SLSDC, Albert Jacquez, SLSDC Administrator; Guy Véronneau, President SLSCM; Anita Blackman, Chief of Staff, SLSDC; Joe Contala, VP for Information Technology and Telecommunications, SLSMC; and Steve Hung, Director, Engineering, SLSDC.*

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# Ports of Indiana: Setting the Pace

by William D. Friedmam, Executive Director, Ports of Indiana



The Ports of Indiana has a unique perspective on waterborne cargo transportation.

Our organization operates an interconnected network of three ports that handle cargo transiting through both the St. Lawrence Seaway and the Inland Waterway System.

While Burns Harbor continues to establish itself as the premiere load center for general cargo on the Great Lakes, the port also provides a link to barge transportation through the Inland Waterway System.

In 2001, Burns Harbor increased its overall seaway tonnage by 10 percent despite the economic downturn. The port also recorded its highest seaway tonnage since opening in 1970 and most vessel calls since 1977. Reasons for this success are many. A highly productive workforce, an aggressive terminal operator and a genuine team approach between port management, labor and the terminal operator are certainly a big part of these achievements.

Burns Harbor is one of three

facilities operated by the Ports of Indiana. The other two – Clark Maritime Center in Jeffersonville and Southwind Maritime Center in Mount Vernon – are Ohio River ports handling barge traffic. The connection between our ports and the synergies within their tenant companies present many opportunities for the future, such as a regular barge shuttle service between our two steel-dominant ports, Burns Harbor and Clark.

Shipping by barge through the inland waterways can be a cost-effective solution for many companies. People are often surprised to learn barge traffic accounts for over 30 percent of Burns Harbor's overall tonnage. The Ports of Indiana moved more than 6 million tons of cargo in 2001. About 75 percent moved by barge.

From our unique vantage point, we think Seaway stakeholders may be able to learn a thing or two from the inland waterway folks, particularly the coalition advocating on behalf of the Ohio Valley. "Coalition" is the operative word.

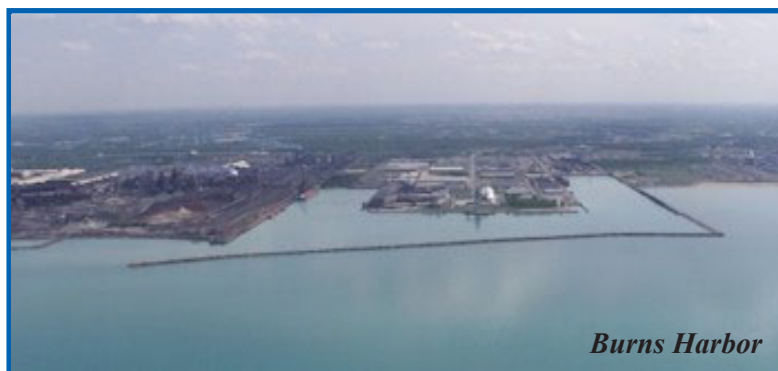
We, the Seaway stakeholders, must redouble our efforts to

collectively promote and market our system to the world shipping industry. There is no substitute for personalized, targeted marketing. It may sound trite, but in the end business boils down to relationships.

We applaud the Seaway management entities for their ongoing efforts. But now is the time for all parties with a vested interest in the Seaway to come together. The window of opportunity is open for Seaway modernization. However, it will take a more concerted effort than ever before to ensure the system is viable for the future in light of daunting competition from other trade routes and modes of transportation.

It's time for Seaway stakeholders to seize the day. We need an extended shipping season and pilotage reform immediately, as well as many physical infrastructure improvements within the foreseeable future. The upcoming feasibility study of system-wide navigation improvements by the U.S. Army Corps of Engineers must include a full and rigorous evaluation of the economic benefits derived from season extension and system enlargement.

Now is the time for us to write the next chapter in the Seaway's history as a world-class trade route.



*Burns Harbor*



*Administrator Albert Jacquez, SLSDC (at podium) presents remarks at the 2002 Navigation Season Opening Day ceremonies at the Welland Canal Visitors Center. Present for the occasion and also delivering statements were (left to right) President Guy Véronneau, SLSMC; and David Collenette, Canadian Minister of Transportation.*

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now and will be instituted system-wide next year, making the Seaway a world leader in this technology. AIS should improve upon an already excellent safety record while improving efficiency.

A next step feasibility study building upon what we have learned from the Great Lakes Navigation Study reconnaissance phase is crucial. No one ever suggested that building a maritime architectural framework for this region's future would be easy. But we are committed to improving the lives and futures of the 100 million people who call this region 'home,' and the support of the Great Lakes and Seaway mayors is a fundamental step in the right direction.

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maximum of 620 feet, the transit from one end to the other is typically about 10 days.

The modest 50-mile long Panama Canal boasts locks that easily trump those of its northern neighbors, and its strategic geographical location on an isthmus between the Pacific and Atlantic Oceans have made it a maritime crossroads since its opening 87 years ago on the eve of World War I. Panamanian locks measure 1,000 feet long, 110 feet wide and are 39.5 feet deep in contrast to Seaway locks of 766 feet long, 80 feet wide and 30 feet depth. One similarity for the two locks is how they operate: both are filled and emptied by gravity. The tropical canal has three sets of locks that raise the ships 85 feet above sea level.

The Seaway visitors learned about ongoing Panama Canal expansion studies. The team also reviewed the Canal's Enhanced Vessel Traffic Management System (EVTMS); the Communication, Tracking and Navigation Based Control System (CTAN), and the Automatic Identification System (AIS). These systems are uniquely customized for the Panama Canal and reflect the waterway's trend-setting adoption of the most appropriate technologies to increase efficiency and safety.

## Bi-National Seaway Web Site Update

The SLSDC/SLSMC Great Lakes St. Lawrence Seaway System binational Internet web site – [www.greatlakes-seaway.com](http://www.greatlakes-seaway.com) – has been well received both domestically and internationally from the maritime and trade communities since its unveiling in February 2001. More than 50,000 pages have been requested, on average, each month from web viewers in more than 50 nations, and figures for the month of April 2002 reflected an all-time high of more than 70,000 ‘hits.’

The web site is a unique public-private partnership. We attribute its success to our tireless drive to provide you what you’ve asked for: timely, accurate, useful maritime information. Hundreds of Seaway customers requested a “one-stop” Internet site for locating U.S. and Canadian information related to transiting the Seaway System. We believe that meeting this request should be the cornerstone of our efforts, and we were determined to use every affordable technological tool at our disposal to promote the binational system and generate new business.

Just recently, we introduced a new e-mail broadcasting service on the site. This service issues an e-mail alert to registered site users when new and timely operational information is posted to the site. The e-mail service is free and includes direct hyperlinks to other site information. Subscribers to this service can select from a variety of topics that would trigger an e-mail alert, including Seaway customer advisories, radio messages, Seaway notices, Seaway Handbook amendments, and general Seaway news and information.

Four new e-business applications were unveiled in early June. The services can be purchased individually or at a package discount rate of \$1,000 Canadian. A very brief overview of what

these applications provide is noted below. To judge for yourself just how exciting and useful these e-business tools can be, log in, and get ready to add to your business.

### Cost Calculator

The Cost Calculator application will help users obtain valuable information on some of the costs associated with shipping through the St. Lawrence Seaway System. Because of the complex nature of establishing some of the rates, the Cost Calculator only addresses published rates. These represent only a portion of the costs outlined in this document. The U. S. and Canadian Seaway Corporations developed the application in an effort

Input Information		Output - Estimated Transit Costs as of	
		2002-06-05, 01:17	
Item	C\$	US\$	
Seaway Tolls:	36,419	23,649	(2002 rates)
Pilotage Fees*:	27,890	18,110	(2002 rates)
Can. Gov.:	8,563	5,560	(2002 rates)
U.S. Gov.:	0	0	(2002 rates)

\*Includes applicable Lower St. Lawrence costs

to promote the use of the Great Lakes St. Lawrence Seaway System and facilitate business development activities.

### Cargo Matching

The Cargo Matching application will provide a means for agents/owners/operators/managers to advertise available vessels and cargoes in need of transport. The application does not guarantee the accuracy of the postings displayed as

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only registered users make postings. In addition, the system does not attempt to match vessels and cargoes, but is provided as a tool to assist in this process

### **Vessel Transit Information**

Vessel transit information provides vessel owners, operators or authorized agents to view their vessel on the Seaway's Web site, and to "drill down" on the vessel symbol to obtain detailed information. For example, they can easily determine their ship's current position, estimated time of arrival to next destination, and cargo details.

### **On-line Transactions and Account Information**

On-line transactions and Account information provides the means to file pre-clearance requests and transit declarations on-line. It permits users to view the status of their Seaway account. Only Seaway users paying commercial tolls have access to this function.

In a joint news release the Seaway chiefs noted that 'E-business is changing the way we do business.' "We are a customer focused organization, and this initiative is yet one more example

of the Seaway's commitment to meeting customer needs" concurred Guy Véronneau, President of The St. Lawrence Seaway Management Corporation and Albert Jacquez, Administrator of the Saint Lawrence Seaway Development Corporation. "E-business is here to stay, and will enhance our efforts to gain a broader exposure to the global transportation sector."

On behalf of the Port of Milwaukee, Mayor John Norquist receives the Saint Lawrence Seaway Development Corporation prestigious Robert J. Lewis Pacesetter Award from Deputy Administrator Craig Middlebrook. The award is given annually to Great Lakes St. Lawrence Seaway System ports and terminals that register increases in international overseas cargo tonnage shipped through the Seaway in the previous navigation season. Milwaukee handled 450,000 tons for international cargo last year, a 28 percent increase over 2000.



For the 2001 season only three ports – Burns Harbor, IN and Ogdensburg, NY in addition to Milwaukee – achieved that distinction. Additionally, the three terminals of Midwest Energy Resources Co. and Lake Superior Warehousing Co. in Duluth, MN and Federal Marine Terminal in Burns Harbor will be honored later this year with the Pacesetter Award. Eric Reinelt, Marketing Manager, said that increased shipments of grain and cement helped boost the amount of international cargo that moved through Milwaukee in 2001.

## Chicago SLSDC Trade Development Meeting

The SLSDC held the first of two trade development meetings of 2002 in Chicago April 24. Highlights of the meeting were an update on Seaway initiatives to attract trade utilizing information technology, a preview of issues that the Trade Development Office was working for the fall Trade Mission to Spain and France, and a brief overview of ballast water rule changes that went into effect in the Seaway at the start of the new 2002 season.

**Information Technology:** Citing the importance of timely, accurate information to shippers, carriers and marine professionals throughout the Great Lakes St. Lawrence Seaway (GLSLS) System, the Administrator enthusiastically endorsed additions to the binational web site. "New e-business functions like Cargo Matching, Cost Calculator, and our e-mail broadcasting service will make it easier than ever before for longtime customers and new ones to find out how easy and profitable it is to do business with the Seaway," he said.

A new e-mail broadcasting service was introduced on the bi-national website ([www.greatlakes-seaway.com](http://www.greatlakes-seaway.com)). The service issues an e-mail alert to registered site users when new and timely operational information is posted to the site. The e-mail service is free and includes direct hyperlinks to the information on the site. Subscribers to this service can select from a variety of topics that would trigger an e-mail alert, including Seaway customer advisories, radio messages, Seaway notices, Seaway Handbook amendments, and general Seaway news and information.

Administrator Jacquez noted that progress continues with the Automatic Identification System (AIS), the satellite-based, marine navigation system that is undergoing its last actions in the R&D phase. The AIS was slated for live testing by Volpe and the Seaway entities by early summer. Some eight antennae had been installed in recent months, permitting total coverage of the Seaway from Montreal to Lake Ontario. Though system-

wide carriage is not mandatory until April 2003, he stressed the significance of this event as one 'marking a turning point in improving safety and security for our customers and the public.'

**Trade Mission 2002:** Work on the upcoming Trade Mission, the Development Corporation's 25<sup>th</sup>, is moving full-speed. Administrator Jacquez noted that the mission will be to Barcelona, Spain and a number of important maritime sites in France. The destinations were based on the location of current and potential customers of the Great Lakes Seaway System, and stakeholder recommendations. The majority of cargo moved between the Seaway and Spain is transshipped through the port of Barcelona, recognized as one of the country's busiest ports for the handling of cargo and cruise ships. The delegation will conduct one-on-one meetings with industry officials and tour the cargo and cruise ship terminals.

While visiting the French capital, the delegation will also host its second education and information seminar to ship owners, operators, charters, brokers and agents. Trade Mission participants will also conduct one-on-one meetings with maritime officials from the Ports of Rouen and Le Havre and tour both facilities.

**Ballast Water Management:** The Administrator addressed the forceful action he and Canadian President Veronneau took earlier this year to help control the introduction of aquatic nuisance species into the Great Lakes Seaway System. The Seaway organizations amended their joint regulations to make compliance with Great Lakes shipping industry codes for ballast water management practices mandatory for commercial vessels to transit the Seaway System. The Final Rule was published in the Federal Register on February 27, 2002, and was effective on March 26, the beginning of the 2002 navigation season.



<u>DATE</u>	<u>EVENT</u>	<u>LOCATION</u>
July 12	City of Massena’s Bi-centennial	Massena, NY
July 22-24	SLSDC Senior Mgt. Retreat	Baltimore, MD
July 29	Congressional staff Seaway Tour	Massena, NY
September 23- October 2	2002 Trade Mission	Spain & France

The Saint Lawrence Seaway Development Corporation (SLSDC) is a wholly-owned government corporation created by statute May 13, 1954, to construct, operate and maintain that part of the St. Lawrence Seaway between the Port of Montreal and Lake Erie, within the territorial limits of the United States.

The SLSDC Office of Congressional and Public Affairs publishes the *Seaway Compass* bi-monthly. Questions about its contents and suggestions or submissions for future editions should be addressed to the editor at the following address:

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Note: The SLSDC no longer has a post office (P.O.) box address. Please use the above address for all correspondence with the *Seaway Compass*.

Rear Admiral Ronald F. Silva assumed duties as the Commander, Ninth Coast Guard District in May 2002. As the region’s operational commander, he leads more than 7,000 regular, reserve and auxiliary men and women of the Coast Guard assigned to eight states surrounding the 6,500 miles of shoreline and 1,000 miles of international border.



Warren D. McCrimmon named new Seaport Director for the Toledo-Lucas County Port Authority. The Port of Toledo is one of the busiest and most diverse ports on the Great Lakes. Approximately 11 million tons of cargo was shipped via the Port of Toledo in 2001.