

PORT PROGRESS

Madeleine Paquin Keynote Speaker at Port Days

Madeleine Paquin, President and CEO of Logistec Corporation, will be the keynote speaker at Saint John Port Days at the Saint John Trade and Convention Centre on June 4.

Montreal-based Logistec Corporation is the parent company of Port of Saint John terminals, Forterm, Brunswick Terminals Inc. and Autoterm.

Last year, Ms. Paquin was the recipient of the prestigious Medal of Merit awarded by the Association of Canadian Port Authorities. The Medal of Merit recognizes outstanding work or

service of national impact by an individual, institution or organization in the port, shipping and maritime fields.

Under the leadership of Ms. Paquin since 1996, Logistec net profits have increased by 75 per cent and company revenues jumped from \$86 million to over \$175 million by 2000.

She was also named in Canada's Top 40 under 40 in 1998, #1 of the Top Women Entrepreneurs in Canada in 1999, holding the #2 position in 2000 and again named one of the Top 10 Female Leaders in Canada in 2001 (National Post).



First and Largest Cruise Ship Arrives June 26

Another big cruise ship season gets underway June 26 with the return of the Carnival Triumph—the largest cruise ship ever to call Saint John, Halifax or New York.

The ship carries more than 3,000 passengers and 1,200 crew and returns 10 more times this year! Carnival has had at least one ship in the Canada-New England itinerary for the past four seasons. "This season, we are expecting 40 cruise ship calls bringing approximately 80,000 visitors to the heart of the city," says

Betty MacMillan, Manager of Business Development for the Saint John Port Authority.

Over the past decade, it is estimated that cruise passengers contributed approximately \$21.7 million into the Greater Saint John economy.

"Our surveys have shown that over 55% of guests plan on returning to Saint John either by cruise ship or by land," adds Ms. MacMillan. She notes that the cruise lines also benefit from including the Port of Saint John on

their itineraries. "From the comments we've received about guests who come back to visit longer, buy summer homes, or even establish businesses—they always remember the cruise line that first brought them to Saint John and they are quick to travel with that cruise line again!"

The Carnival Triumph, the largest cruise ship sailing Canada and New England, calls on Saint John 11 times this summer.



Page 2



Page 3



Page 5



Page 6

Two New Gatehouses Boost Port Security

The Port of Saint John responded quickly to the events of last September 11 by introducing the first of two new gatehouses as a vehicular “control point” on the west side. The second gate will be installed at Lower Cove in the near future.

Photo IDs for people needing to enter the port for business will be introduced this year and a security presence has also been increased around cruise ship activities.

“The Corps of Commissionaires will man these gates 24-7,” insists Captain Al Soppitt, President and CEO of the Saint John Port Authority.

“We will also be keeping in touch with officials at the national level, who are examining standards of


acceptable security for such facilities.”

While the Port Authority and its operators are responsible for the physical security of the port and its terminals, Canada Customs, the RCMP and drug enforcement agencies are responsible for law enforcement, drug interdiction, theft, and criminal investigation.

Since the events of September 11, the Port Authority has reviewed its security requirements and implemented the necessary enhancements to ensure levels of security meet the new parameters that have been established.

New gatehouses are monitoring vehicle access on the west side and soon at Lower Cove.



The development of new Government security measures also involve customers, national security agencies, coast guard as well as shipboard surveillance and in-transit security. 

Port Partakes in NB Trade Mission to New York

Saint John Port Authority participated with provincial officials and selected companies in the Team Canada Atlantic Trade Mission to New York, May 20-23.

Premier Bernard Lord and the Honorable Norm Betts, Minister of Business New Brunswick, led the New Brunswick contingent, which assembled in the heart of the Big Apple. The Port Authority participated in a similar mission just a year ago to Atlanta, Georgia.

“It is important for the Port Authority to join the New Brunswick contingent of Team Canada Atlantic on these Trade Missions,” said Captain Al Soppitt, the Port’s President and CEO, who is encouraged by opportunities afforded through participation in the mission for three main reasons.

“First, it provides us with the opportunity to become acquainted with


New Brunswick and Atlantic Canadian producers, manufacturers and exporters.”

“Second, it allows us to strengthen ties with both provincial and federal officials to reinforce the importance of the port as a partner in developing trade opportunities.”

“And third, we use the occasion to call on some of our key customers and to introduce them to the New Brunswick companies attending and to the provincial and federal government ministers and staff.”

Captain Soppitt said four of the shipping lines calling at the port have their offices in the New York/New Jersey area, in addition to a number of shippers and freight forwarders.

Invitations were extended to these customers to join the Port at a “Taste of Atlantic Canada” reception, an opportunity to network and discuss potential new business prospects.

Captain Soppitt believes these are ideal venues to match up New Brunswick companies with potential clients wanting to do business with New Brunswick and Atlantic Canada. “The Port Authority is interested in being part of this matchmaking effort and facilitating opportunities for shipping lines using Saint John as a port of call.” 

PORT PROGRESS

Port Progress is a publication of The Saint John Port Authority

Reproduction of any material in this issue, with credit to Port Progress is encouraged without permission. For additional copies or further information, please contact:

Saint John Port Authority

133 Prince William Street, 5th Floor
Saint John, New Brunswick, E2L 2B5
Tel: (506) 636-4869
Fax: (506) 636-4443
E-mail: port@sjport.com
Website: www.sjport.com

Port Progress is produced for The Saint John Port Authority by Williams Public Relations & Advertising.

Publication Sales Agreement # 1466437

Stevedores Make Productivity Gains on Gearbulk Vessels

Brendon Hawley, Operations Manager, Gearbulk Inc, reported in April that productivity at the Port of Saint John since 1999 has greatly improved. “We’ve gone up from roughly 100-tonnes-per-hour in 1999, to approximately 183 tonnes-per-hour in 2001. It’s a significant improvement in productivity,” he said.

Gearbulk operates the world’s largest fleet of open hatch, gantry crane vessels and provides a monthly service from Saint John to the west coast of South America. The majority of cargo loaded aboard Gearbulk ships in Saint John is kraft linerboard for the company’s Chilean trade.

“The improvements are mainly due to the professional performance of the stevedores and Forterm, the terminal operator,” explains Mr. Hawley.

“Forterm has dedicated specific people to the vessels and we have highly skilled and experienced superintendents assigned to our ships. Planning is also done well in advance, which contributes to productivity. We’ve still got a way to go to reach optimal productivity, but it’s very good.”

Mr. Hawley says the improvement is a win-win situation for the Port Authority, Forterm and Gearbulk. “When you increase productivity, at the end of the day, it brings the cost of business down. For us, the bottom line is getting our ships in and out

Gearbulk is one of the world's largest lines, and connects Saint John with Chilean and European markets.




quicker and this is what the increased productivity in Saint John has allowed us to do.”

Andrew Dixon, Commercial Manager at Forterm, attributes much of the success to the attitude of the longshoremen. “The longshoremen understood we needed to increase our level of productivity to remain competitive against other port options,” said Mr. Dixon.

“It’s all about forming a partnership with the shipper, the shipping line and the stevedores,” continues Mr. Dixon, “We need to ensure that the product can get from point A to point B with an acceptable level of quality to the end user, while still being handled efficiently. The logistics of a movement can very well make or break the whole deal for the shipper.”

Mr. Hawley says Gearbulk tracks productivity at the Port from first lift to last lift. This is called the gross production. Net production removes the time spent on lashing, securing and preparation. So, good net production depends on stevedore performance. “Customer service is excellent with Forterm and things are going very well,” adds Mr. Hawley. “We only hope that demand for higher tonnage keeps up.”

Earlier this year, Forterm crane operators used new “electric turntable” cranes aboard Gearbulk’s M/V Cedar Arrow. Again, the result was a faster loading time. The Cedar Arrow is the world’s only vessel to feature the turntable cranes and it is the first of six new Gearbulk vessels with more cubic capacity. 

Seminar on June 5th Explores Exporting to the Caribbean

Export Committee of Canadian Manufacturers & Exporters and the Saint John Port Authority invite you to participate in a seminar on exporting to the Caribbean, Wednesday, June 5 at the Saint John Trade & Convention Centre, between, 10:00 a.m. and 3:00 p.m.

“A number of New Brunswick companies would find this useful,” says Blaine Lewis, Vice-President of Canadian Manufacturers and Exporters. “It’s a good, comprehensive overview of a fast-paced market and an excellent opportunity for anyone looking to expand their export potential.”

The sessions will feature the following


experts: David Verbewski, Trade Commissioner - Caribbean who will present a market overview and discuss opportunities for New Brunswick.

Jack Mylott, VP Marketing, Tropical Shipping, will discuss new shipping service to the region and potential for less than container load service.

Peter Clark, President, Transportation Partners Inc. looks at fundamentals of shipping, and how to protect your company from loss and a panel discussion on support and assistance will feature Serge Benoit, Export Development Corporation; Ben Hong, Industry Canada; Ed Pelger, Business New Brunswick.

A cocktail reception will follow to provide an opportunity to network with presenters and discuss matchmaking opportunities for New Brunswick Manufacturers.

In addition, Juan Quesada, President, Cox Lumber, a major buyer of forest products for the Caribbean, will be present to meet with potential suppliers.

“The Caribbean market is growing fast and this is a good opportunity for New Brunswick exporters,” adds Mr. Lewis. 

Funding of \$484,500 Launches Waterfront Projects

Plans to enhance the Saint John waterfront are moving full steam ahead following recent contributions of \$284,500 from the Saint John Harbour Bridge Authority and \$200,000 from the provincial government.

The Saint John Harbour Bridge Authority contribution will go toward the construction of the “Harbour Passage” Project along the waterfront. “The project provides the Saint John Harbour Bridge Authority with a unique opportunity to significantly enhance its own lands, while partnering to move forward a priority community development,” said Stephen Fitzpatrick, Chairman of the Saint John Harbour Bridge Authority.

Harbour Passage will create a series of inter-connected waterfront parks, recreation space and heritage sites. Open year-round and designed for all

age groups, Harbour Passage will also be accessible by wheelchairs.

The contribution by the Province of New Brunswick will go toward the completion of a comprehensive development plan for the Saint John Inner Harbour area.

“This contribution affirms our pledge to invest in key public infrastructure that improves the quality of life for New

Brunswickers and attracts new investment, new people and new tourism activity to the province,” said Premier Lord.

The master plan will allow the partnership group to proceed with specific waterfront economic, business and tourism development

opportunities for the Saint John Inner Harbour area.

The Saint John Waterfront Development Partnership is composed of the City of Saint John, Saint John Development Corporation, Saint John Port Authority, Uptown Saint John, Enterprise Saint John and the Saint John Board of Trade.

“As a waterfront development partner, the Port Authority supports this initiative and will be very interested in the outcome,” says Captain Al Soppitt, President and CEO of the Saint John Port Authority.

“More public access to the waterfront is an obvious opportunity to grow our cruise business.”



Local Company Partners With “All-Sea Atlantic”

Saint John-based Core’s Dive has a new division called “All-Sea Atlantic Limited” offering underwater ship repair services worldwide. Located on Broad Street near Lower Cove Terminal, Core’s Dive is well known for its construction and port maintenance, including wharf repair.

“As a partner of All-Sea Atlantic, we will now market expertise for ship inspection, maintenance and repair,” explains Kent Grass, President of Cores Dive. Mr. Grass says the All-Sea Atlantic brand will be effective in marketing services internationally, as the company is already well established.

“We have partnered with the world leaders in underwater ship repair,” notes Mike Hutton,

President of All-Sea Atlantic, who is a partner with Mr. Grass and company founder, Vincent Cummings of Vancouver.

Mr. Hutton says the Canadian alliance of partners includes All-Sea Atlantic (Saint John), All-Sea Enterprises (Vancouver), and All-Sea East (Ontario). The U.S. partners include Miami Diver (Florida), Miami Diver West (Los Angeles) and Miami Diver International (Curacao). “Our overseas counterparts are known as Trident Diving Services in Antwerp, Belgium,” adds Mr. Hutton.

All-Sea Atlantic provides in-water surveys and inspections, propeller repairs, ultrasonic crack detection, wet welding repairs, hull cleaning, shaft seal replacement, valve repairs and other related services.

All-Sea Atlantic is a network of commercial diving companies in key ports specializing in underwater ship maintenance.



Core’s Dive will continue to be the local brand name for the company’s underwater construction services, which it has provided for 18 years.

Hopper-Conveyor Equipment Improves Fishmeal Handling

The Port of Saint John is a vital link in the food chain for New Brunswick's \$200-million-per-year aquaculture industry. As a result, regular shipments of fishmeal arriving at Pier 12 are now handled with even greater efficiency.

"A new hopper-conveyor system was installed recently and has made a significant improvement," explains Andrew Dixon, Commercial Manager at Forterm, the terminal operator.

"Use of a hopper-conveyor on the face of the slip was implemented mainly for environmental reasons, in response to concerns about the odour during discharge," says Mr. Dixon. "The new handling equipment has also resulted in a more efficient process with less wastage."

On May 1 and 2, the bulk carrier M/V Borealnes delivered 5,195 tonnes of fishmeal to the port.


The agent for the Borealnes was Canadian Trans-marine. The sandy brown fishmeal is stored in Shed 12 and then trucked to markets in Charlotte County.

Imported from South America, fishmeal is added to other ingredients to make high protein feed. The product is used extensively by local companies to feed various fish species.

Tate and Lyle, formerly UM Canada, imports the fishmeal. Tate & Lyle is also involved in importing molasses for Crosby Molasses of Saint John.



M/V Borealnes discharges fishmeal into a new hopper-conveyor system.

Fish oil—also used in fish feed production—is transferred by pipeline from tankers at Pier 12 to a 26,000-tonne multi-purpose liquid bulk tank near the Bay Ferries Terminal. 

Saint John Tonnage Triples for Oldendorff Carriers Inc.


It's been a little more than one year since Oldendorff Carriers (Indotrans) Inc. officially took over the Hoegh Line Southeast Asia service.

"We are very pleased to see that the number of calls and cargo tonnage for the line has tripled since last year," reports an enthusiastic Captain Al Soppitt, President and CEO of the Saint John Port Authority.

Henrik Christiansen, President of Oldendorff Carriers (Indotrans) Inc, is also pleased with the increased activity at the Port of Saint John. "The main increase is in containers, however, we are also seeing an increase in breakbulk," he explains.

"We expect breakbulk and container bookings to increase when we get our service and name more established in Saint John," Mr. Christiansen predicts.

"So far we are happy with the productivity and cooperation we are receiving in Saint John including the terminal operators Forterm and Brunswick Terminals."

Mr. Christiansen says his line has a vessel scheduled to call Saint John east bound every three weeks. This makes Saint John the official Canadian Port of the Southeast Asia service. 

"We expect breakbulk and container bookings to increase when we get our service and name more established in Saint John."





Captain Don Duffy Appointed to APA Board

Captain Don Duffy, a Marine Pilot of the Saint John District of the Atlantic Pilotage Authority (APA), has been appointed to the Board of Directors of the APA. As a pilot representative, Captain Duffy will be one of six directors to serve a three-year term. Captain Duffy has been a marine pilot with the APA for the past 13 years.



Captain Ian Biggs Now Marine Pilot with APA

The complement of marine pilots in Saint John was increased by the Atlantic Pilotage Authority to six earlier this year with the addition of Captain Ian Biggs. He joins pilots Petite, May, Duffy, Pennington and Quinn. Captain Biggs brings a variety of experience to his new position including 21 years of marine experience with Irving Oil Limited as a master on oil tankers. He will be working within the Saint John District of the APA.

Marine Pilot Pat Quinn Recognized for Rescue

Captain Pat Quinn and his family were recently recognized for their heroism in a water rescue last summer. Mr. Quinn is a marine pilot with the Atlantic Pilotage Authority in Saint John.

In April, Pat, his wife Rachel and son Benjamin were pictured on the cover of the River Valley Viewer magazine with Mayor Grace Losier of Grand Bay-Westfield, beside a detailed account of the rescue.

The mishap took place at dusk off Brandy Point, where the currents in the St. John River are strong. Benjamin Quinn, age 12, heard cries near the water and alerted his parents who ran 500 metres with a canoe from their home nearby. Benjamin then called 911 and minded his younger siblings.

After about 15 minutes, about a mile from shore, a young man and young woman who were very low in the water by this time, were pulled aboard the canoe by Pat. RCMP and the Fire Department soon arrived. "Without the quick action of the Quinns, those two lives would have been lost," said Fire Chief Dan McCoy.

Pat Quinn is the third generation of his family to be a marine pilot and has worked as a marine pilot for nine years.

Pat Quinn, his wife Rachel and son Benjamin, show where two young people were rescued from the current.



Doug King and Aquila Receive Tourism Awards

Congratulations to Doug King, a well known Cruise Saint John volunteer who received the Marmie Campbell Volunteer Award at the Tourism Awards held March 24, 2002 at the Gothic Arches. The award honours a company or individual that graciously volunteers time and resources to promote Greater Saint John's tourism industry.

Congratulations are also in order for Aquila. Founded in 1982 as a seasonal tour business, Aquila won the first Tourism Operator of the Year Award at the same event. In 2001, the Aquila team created moving experiences for over 50,000 cruise ship passengers, conference and event attendees and travelers, both locally and internationally.



Doug King receives the Marmie Campbell Volunteer Award.

Tropical Shipping Reaches Key Caribbean Markets

Last fall, Tropical Shipping's acquisition of the Saint John-based Kent Line Container Division expanded the network of Caribbean ports connected by an all-water service from Canada.

"Tropical is one of the largest containerized cargo carriers in the Caribbean region," emphasizes Captain Al Soppitt, President and CEO of the Saint John Port Authority. "Our customers have access to a multitude of Caribbean ports of call directly from our Container Terminal," he says, pointing to a detailed map on Tropical's website.

"The Port Authority is working closely with Tropical to implement new forms of trade development that take advantage of Tropical's service to the

southern US, Caribbean Basin and Central America."

Tropical's schedule from Saint John connects to Anguilla, Antigua, Aruba, Barbados, Dominica, Dominican Republic (Puerto Plata) Freeport, French Guiana, Grand Cayman, Grenada, Guadeloupe, Guyana-Georgetown, Marsh Harbor, Martinique, Montserrat Nassau, Nevis, Palm Beach, Puerto Rico-San Juan, Saba, St. Barths, St. Croix, St. Eustatius, St. John, St. Kitts, St. Lucia, St. Maarten, St. Thomas, St. Vincent, Suriname, Tortola, Trinidad, the Turks & Caicos Islands, Venezuela and Virgin Gorda.

Based in Riviera Beach, Florida, Tropical recently established an office in Saint John, and has a 25-



year history of handling Canadian exports to the Bahamas and Caribbean region. John H. Birdsall, Jr, established Tropical Shipping and Construction Company, Ltd in Florida. The company's first ship, the Tropic Ace, made its maiden voyage to Freeport, Grand Bahamas in May 1963.



Maine Mills Export Through Forterm

Forest product exporters in Maine continue to benefit from the Port of Saint John's close proximity to the United States.

"So far this year, we are pleased to see substantial exports again from several pulp and paper mills in Maine," says Andrew Dixon, Commercial Manager of Forterm. "One mill in particular has been a regular shipper of coated paper but now they have consistent export shipments of woodpulp as well."

Dozens of regional mills are connected by rail with the Navy Island Forest Products Terminal in West Saint

John. Forterm, the terminal operator, is a subsidiary of Logistec Stevedoring, and is now in its 23rd year of business.

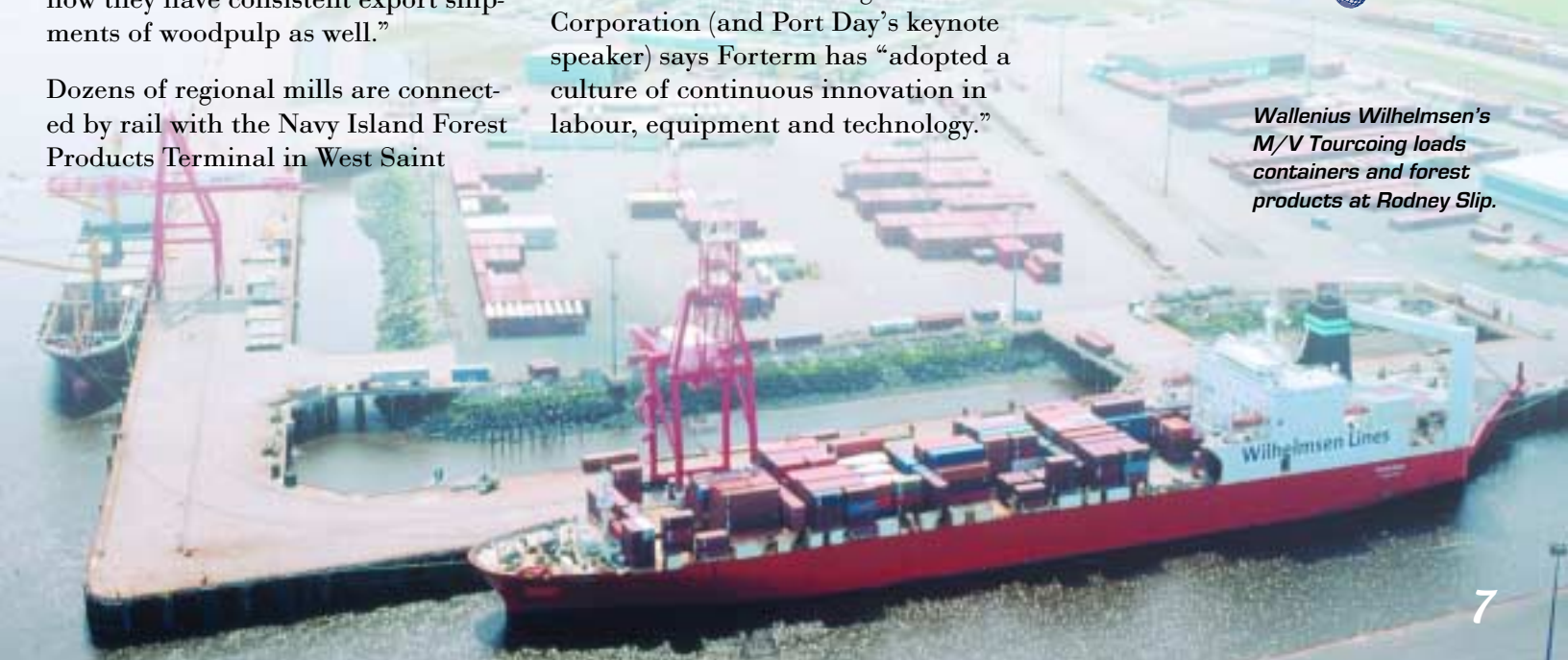
Forterm began as a consortium of four stevedoring companies, which, through mergers and acquisitions in 1985, became a wholly owned subsidiary of Logistec Stevedoring Inc.

In recent years, Madeleine Paquin, President and CEO of Logistec Corporation (and Port Day's keynote speaker) says Forterm has "adopted a culture of continuous innovation in labour, equipment and technology."

Another example of the company's international prowess is the recent appointment of Paul Doiron (Vice President of Logistec Stevedoring Inc, Atlantic Division) as President of the International Forest Product Transport Association (IFPTA). Headquartered in Wilmington, Delaware, the IFPTA promotes sharing of professional knowledge and consists of more than 600 member companies worldwide.



Wallenius Wilhelmsen's M/V Tourcoing loads containers and forest products at Rodney Slip.





Saint John Trade & Convention Centre
Saint John, New Brunswick, Canada

MONDAY, JUNE 3rd

9:00 am - 4:00 pm
 Registration Desk Open, SJT&CC.

10:00 am - 5:00 pm
 Golf at Westfield Golf & Country Club. Shuttle to course departs the Saint John Hilton every half-hour between 9:30 am and 11:30 am. Contact Dave Allen to arrange your foursome. Phone (506) 636-4884.

1:30 pm - 4:30 pm
 St. John River Cruise on "M.V. Voyageur." Departs Saint John Marina, South Bay. Note: Shuttle leaves Saint John Hilton at 12:00 pm

7:00 pm - 9:00 pm
 Opening Reception
 Location: Pugsley A Terminal
 Note: Shuttle leaves Saint John Hilton at 6:45 pm. Dress is business casual.

TUESDAY JUNE 4th

8:00 am - 4:00 pm
 Registration Desk Open, SJT&CC.

8:00 am - 8:45 am
 Breakfast in the Montagu Rooms, SJT&CC.

9:00 am - 9:15 am
 Official Opening in the Marco Polo Rooms, SJT&CC.

9:15 am - 11:45 am
 "Focus on Our Future" Business Panel. Marco Polo Rooms, SJT&CC. (9:50 am - 10:10 am Nutrition Break)

Moderator:
 Laurel J. Reid, PhD.,
 President, Tourism Synergy

Panelists:
 Alwyn G. Soppitt,
 President & CEO,
 Saint John Port Authority

Jack Mylott,
 VP Sales & Trade Management
 Tropical Shipping

Keith Heller,
 Senior VP, Eastern Canada,
 Canadian National Railway

TUESDAY, JUNE 4th, continued

Mark Ittel,
 Director Maritime & Destination
 Development,
 Bermello Ajamil & Partners Inc.

Jacques Dubé,
 Deputy Minister,
 Business New Brunswick

12:00 pm - 12:30 pm
 Pre-Lunch Reception in the Foyer,
 SJT&CC.

12:30 pm - 2:30 pm
 Luncheon in Loyalist Room, SJT&CC.
 Keynote Speaker: Madeleine Paquin,
 President & CEO, Logistec Corporation,
 Montreal, Quebec.

2:30 pm - 6:30 pm
 Free Time

6:00 pm - 7:00 pm
 Pre-Dinner Reception in the Foyer,
 SJT&CC.

7:00 pm - 10:00 pm
 Seafood Fiesta
 Marco Polo Room, SJT&CC.
*Entertainment by "Revolver 2000,"
 Beatles Revival Band. Dress is casual.*

Gold Sponsors



Silver Sponsors



Bronze Sponsors

