



# PORT PROGRESS

## Port Plans for Growth in 2003

Captain Al Soppitt, President and CEO of the Saint John Port Authority, is pleased to report that in spite of difficult market conditions, tonnage and financial performances for the year 2002 were comparable to 2001.

“In 2002, the Port recorded 25.7 million tonnes of cargo traffic,” he told attendees at the Port’s Outlook 2003 presentation at the Delta Brunswick, February 6. “Highlights of 2002 included establishing Tropical Shipping at the port, the addition of Maritime Metal as an exporter and leaseholder and another successful cruise season”.

“We were pleased to see forest products hold their own through the year and an increase in potash exports,” continued Captain Soppitt. “Forest products were up 1% and potash was up by 4% over the previous year. There was a 5% increase in foreign arrivals to the port including an increase in calls from Tramarco Lines.”

Following the transition in ownership from Kent Line to Tropical Shipping late in 2001, a reduction of 25% in container traffic was recorded for 2002. “We attribute this to the resulting change in customer base and cargo mix and we are confident that our container tonnage will increase in 2003 with the further development of new clients by Tropical. The line has seen an overall increase in tonnage through 2002 and we anticipate this trend continuing.” Tropical Shipping is the only direct sailing from Canada to Florida where the service links to the extensive Tropical network of services in the Caribbean.

To keep the port competitive and provide an incentive to attract more cargo, the port will again hold its tariffs at current levels in 2003.

A new development in 2002 came with the arrival of SNF/Maritime Metal Inc, a Montreal based metal recycling company. (See full story page 4).

Cruise ship traffic continued to recover from a tough year in 2001. In 2002, there were 39 vessel calls, which brought 71,000 passengers to Saint John. In 2003, the Port is expecting a 15 percent increase in traffic with an expected 47 cruise ship calls carrying 85,000 passengers.

There will also be a number of new cruise ship lines arriving in 2003.

A new development in 2003 will be the revitalization of Pugsley Terminal. “We’re renovating the terminal to better serve the cruise business,” he explained. “The whole area will be given a facelift to meet our future needs in the cruise sector and at the same time will further enhance the waterfront .”




David Doyle, Chairman of the Board, welcomes attendees to Outlook 2003.

***“A new development in 2003 will be the revitalization of Pugsley Terminal.”***

Captain Soppitt also said he’s looking forward to the results of the five-year review of the Canada Marine Act. “We’re also hoping funding will be available for enhanced security and we’re now pursuing this with Transport Canada and other regulatory bodies.”

Marketing efforts will continue to focus on new container business, cruise traffic and the pursuit of dry bulk opportunities. In March, the Port will have a strong presence at Seatrade in the Canada/New England pavilion in Miami, Florida. Seatrade is the largest gathering of cruise executives and industrialists in the world and provides a unique opportunity to show case the port, city and province as a cruise destination.

A significant initiative in 2002 was the streamlining of the Port Authority into two main departments. “The purpose is to improve efficiencies to allow us to respond effectively to our users and customers,” said Captain Soppitt. The streamlining consisted of merging marketing and operational activities under Trade & Operations and the previous engineering functions with finance & administration under Finance and Technical Services. In fact, the Port will soon hire a new Vice President of Trade & Operations to lead the trade development and operational side. 



# Lower Cove Gets Sweet Again


The M/V Federal Ems arrived at Lower Cove January 27 with the first shipment of sugar for CanSugar Inc. John Cardwell, President and CEO of CanSugar Inc., established the new sugar refinery at McAllister Industrial Park in Saint John last fall.

CanSugar's 4,500 square-metre refinery has the capacity to produce 150,000 metric tonnes of sugar to serve industrial users in central Canada and the Maritimes. The plant, which will create 45 new jobs over the next three years, is receiving raw materials by ship from Brazil and will sell its sugar in the Canadian marketplace.



*The Federal Ems arrives at Lower Cove with the first shipment for CanSugar Inc.*

The sugar will be handled at Lower Cove Terminal just a few hundred metres from the former Lantic Sugar refinery, which closed in 2001 after 85 years of activity. Agent for the

Federal Ems was Furncan Marine. Once established, discharge will be by gantry crane and conveyor direct to truck. 

# New Security Gates in Place

The Saint John Port Authority recently constructed and installed new security gates at its east and west entrances. A gate at the main entrance of the West Side port and another at Lower Cove, were put in place in 2002. In addition, a new controllable entrance has been established for Rodney Container Terminal. "The Port is also in the process of going port-wide with a new photo identification system," said Capt. Al Soppitt, President and CEO of the Saint John Port Authority.

The new container gate on the west side is complemented by a new approach road and improves efficiency in processing of documents. "The new gate will meet the needs of any



*New security gates on the east and west sides improve receiving and dispatch efficiency.*

container line, enhance security and improve efficiency for the receiving and dispatch of containers," explains Captain Soppitt. "This consolidates container operations in one area and provides secure access to terminal information."

The former offices of BTI will be converted into a new lunchroom and washrooms for port workers as part of an initiative to improve working conditions on the port. 

# Navy Blue Princess

*The M/V Princess of Acadia got a fresh coat of navy blue paint recently and her passenger's lounges were refurbished as part of a million-dollar refit and modernization project.*



## PORT PROGRESS

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The Saint John Port Authority

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

Publication Sales Agreement # 1466437

# Tropical Shipping Hitting its Stride in Year Two


Tropical Shipping Inc. is now into its second year providing weekly container service from the Port of Saint John to the US and Caribbean basin.

“Tropical offers the only direct service from Canada to Florida and the Caribbean and we are very fortunate to have this service out of Saint John,” said Capt. Al Soppitt, President and CEO of the Saint John Port Authority. “We have been working together to develop a customer base following Tropical’s acquisition of Kent Line in 2001. The numbers are now starting to add up and the container service is hitting its stride. We will continue to work closely with Tropical to further increase tonnage over the current year.” he said.

Tropical shipping is headquartered in Riviera Beach, Florida and has more than 25 years experience handling Canadian exports. Specializing in the shipping of frozen food in reefers such as produce and poultry, Tropical



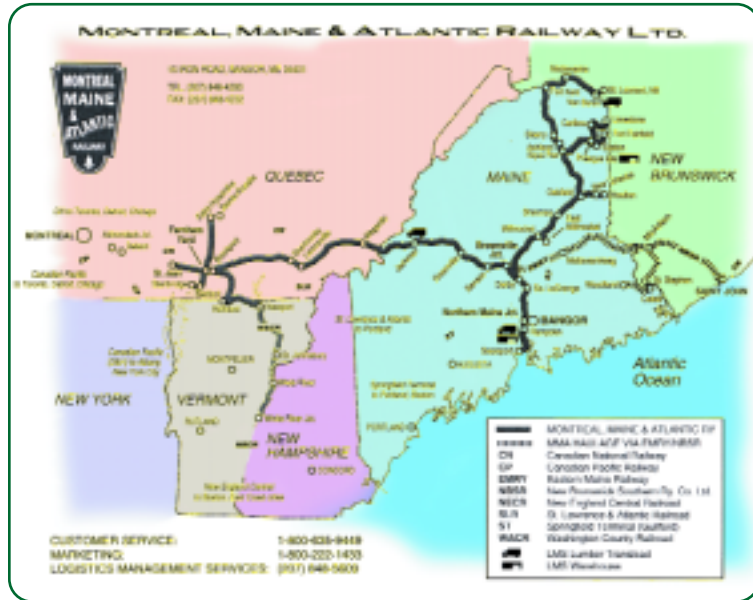
*Tropical provides the only direct service from Canada to Florida.*

ensures reliable shipments of frozen products, using monitored and computerized refrigeration gear. 

# MMA Purchases Bangor & Aroostook Railroad Company

The Montreal, Maine and Atlantic Railway Ltd. (MMA) is the new name for the rail system that will link the Port of Saint John to a market of millions through its connections with NBSR & Canadian Pacific.

vide superior rail transportation service that is both responsive and competitive,” he explained. “By increasing train frequency, we intend to make MMA’s service more reliable and truck competitive wherever, whenever we can.”




***“Our plan is to provide superior rail transportation service that is both responsive and competitive.”***

The railroad’s marketing staff—based in Bangor, Farnham and Saint John—will be expanded to seven. “There will be a few new faces, but most current employees are joining the new company. They know our customers and know the railroad. These are good people who know how to run our railroad. We are proud of MMA’s heritage and look forward to achieving a top reputation for reliable, consistent and competitive service,” added Mr. Schauer.

The MMA was authorized by the U.S. Surface Transportation Board and the Canadian Transportation Agency January 1, 2003 to begin operations over 745 route miles of track formerly operated as the Bangor and Aroostook Railroad, Canadian American Railroad, Northern Vermont Railroad, Quebec Southern Railway, and Van Buren Bridge Company. Rail World Inc., of Chicago formed MMA, having been successful in improving railroads.

MMA has connections with eight class-one regional and local railroads and provides the shortest most direct rail link between northern Maine, Saint John and Montreal. In addition, MMA will support continued access to the Port of Saint John. “Service will be more frequent, more reliable and more competitive.”

Forest products generate approximately 60 percent of MMA’s business. Other commodities handled by the railroad include automobiles, chemicals, fertilizer, frozen food, fuel oil, grain, lumber and more. The railroad handles an estimated 60,000 units annually and serves approximately 400 customers. 

“Customer service is job one,” says William Schauer, Vice President of Marketing of the MMA. “Our plan is to pro-

# Maritime Metal Moves 30,000 Tonnes Through Pier 10

Recyclable metal handling. Think of it as carefully moving a small mountain range of mangled motors, guardrails, doors and fenders. Care to ship 30,000 tonnes? No problem. It's easy from the Port of Saint John.

SNF/Maritime Metal, is a new shipper that opened for business last August. The Laval, Quebec-based company is the largest ferrous recycling company in Eastern Canada and one of the biggest recyclers of metal in the country.

So far, two ships, the Rubin Falcon and the T.K Gloria, have called to load 15,000 tonnes and 22,000 tonnes respectively and operations have proven successful.



Gangs load the TK Gloria.

Each shipload generates approximately 1,760 man-hours for port employees! Logistec Stevedoring Inc. was engaged as the contracted stevedore to load the cargo.

“Things are going smoothly,” says Jean-Pierre Belisle, SNF/Maritime Metal’s Vice President of Public and Legal Affairs, “We intend to improve our speed as we get more suppliers, he explains. “We will definitely continue at the same pace and we expect five or six more vessels this year, although it can be more. It all depends on market price and working with suppliers in the field. But we are definitely improving and accelerating the business all the time.”

“Our company buys metal from various dealers”, explains Jacques Thibault, General Manager of SNF/Maritime Metal Inc. “We give them the specifications of what we want and they deliver it to us and we weigh it and stockpile it and sell it to foundries all over the world.”



SNF/Maritime Metal’s Saint John headquarters offers front row seats for the metal concert says General Manager, Jacques Thibault.

SNF/Maritime has conveniently renovated a maintenance garage at Pier 10. The facility now employs seven people but is expected to grow. “We have a great view from up there,” says Mr. Thibault pointing to large glass windows on the second floor. From there, he can see metal being picked up by a magnet and loaded on trucks. They carry it to the ship where it gets dumped into large bins, which are lifted and loaded aboard using the ship’s cranes. Metal momentum!

# Forterm Meets Requirements for Food-Grade Warehousing

Forterm, terminal operator of the Navy Island Forest Products Terminal—best known for forest products handling—recently met the requirements for food-grade warehousing. That’s because Forterm is now handling food products such as tapioca.

“Forterm sheds now provide sanitary short-term storage ranging between two and three months for import tapioca,” said Andrew Dixon, Commercial Manager at Forterm.

The AE Staley Manufacturing Company in Houlton, Maine, imports tapioca for use in the production of food-stuffs such as starch. “The food-grade warehousing makes just-in-time delivery possible for the prominent supplier,” adds Mr. Dixon.

“We are very pleased with the service Forterm has provided,” says Tom Strong, Plant Manager, with AE Staley. “They have competently and confidently adapted to our specialized requirements for handling food products. Because of this we continue to expand their role in servicing our business.”

Headquartered in Decatur, Illinois, A.E. Staley is a major supplier of products derived from tapioca and corn including sweeteners, starches, ethanol and animal feeds.



The Ingrid Oldendorff called last December with more than 5,000 tonnes of tapioca, which can be stored at Forterm.

# New Port Chaplain Welcomed

Reverend L. Dale Gray is the new Chaplain at the Seafarer's Mission on the west side of the port. The Seafarer's Mission serves as a home away from home for visiting sailors.

"It is a welcoming and caring place for their temporal needs such as food, clothing and phone cards as well as their spiritual needs met through a multiphase approach to ministry," explains Rev. Gray. The mission is located on Tilley Lane on the west side of the port and is open on a daily basis.

Mr. Gray is a retired educator, principal and Presbyterian minister who served as minister at St. Matthews on Douglas Avenue since 1998 until last October. He is also an avid sailor with a fiberglass Roberts 25 moored at the Royal Kennebecasis Yacht Club.

Rev. Gray's duties include visiting the ships as a cleric and ambassador of the port; providing community relations, particularly on the West Side; and to oversee operations of the mission building.

What is his first big mission? Rev. Gray is looking for at least 20 new volunteers who can assist operations. The



*New Port Chaplain Rev. Dale Gray would like at least 20 volunteers at the Seafarer's Mission.*


***"The life of a mariner is not always glamorous, hence the need for the mission."***

newcomer had a busy month of January when a ship's crew needed assistance after losing power on the high seas.

"The mission depends on the generosity of others to donate shoebox gifts which are distributed to visiting mariners," he says. "The life of a mariner is not always glamorous, hence the need for the mission. My life on the sea is luxurious, but it gives you a sense of what the sea can do when you are caught out there."

Born in Campbellton, he has a BA from Mount Allison University in Sackville, a degree in education from the Althouse College of Education at the University of Western Ontario, a bachelor of theology degree from McGill University, and a Masters of divinity degree from the Presbyterian College of Montreal.

He and his wife, Avis, have two sons: Fraser is a Saint John chartered accountant and D'Arcy is a professor of music at McGill. Rev. Gray is also the grandfather of two.

If you would like to be a volunteer for the Seafarer's Mission, please call Rev. Dale Gray at 635-1731. 

## Making Long Wharf Last Longer

*The Port of Saint John continued to invest in its facilities last year by making significant repairs to Long Wharf berth facing.*

*The Port has allotted \$6.1 million for capital works in 2003 which will include renovations at Pugsley Terminals, Rodney Terminal maintenance, berth facing, and annual maintenance to the potash terminal. A program for revitalizing Long Wharf will be initiated to improve its use as a multi-use terminal.*



## Potash Prospects

*A Saga dry bulk ship loads Potash at Barrack Point on Christmas Eve. Potash prospects for the first quarter of 2003 are good according to terminal manager Bob Forrest.*



# Fancy Molasses, Fancy Storage Terminal

*How sweet it is. And it's good for you too!*

Most of us have grown up with the taste of Crosby Molasses, which is imported on ships from the southern hemisphere. Crosby's is one of the largest importers of molasses in the world and continues to be a prominent user of the port. Approximately 10,000 tonnes of molasses are pumped annually from liquid bulk ships to Crosby's multi-purpose storage tank terminal on the West Side, next to the Bay Ferries terminal.

"We're the only bulk terminal on the East Coast handling food grade and edible oil products," explains Jim Crosby, President of Crosby Molasses Company Limited, at his Rothesay Avenue headquarters. The rich scent of molasses permeates the inconspicuous brown building as a meeting with sales staff adjourns. "Last year was a good year," he says. "It's a mature product, so when you sell more in a given year, you're naturally pleased." He says the firm's annual sales amount to one million gallons of blackstrap and 700,000 gallons of fancy molasses.

Crosby Molasses Company Limited is a well-known Saint John family firm dating back to the 1800s. Jim Crosby's great-grandfather founded the company. L.G. Crosby, of Yarmouth, Nova Scotia, decided to move his business to Saint John in 1896, incorporating in 1906 on Nelson Street. In 1911, operations moved to Rothesay Avenue, where they have been ever since.

The production of molasses begins with the extraction of juice from mature sugar cane. At the Rothesay Avenue plant, it is clarified and evaporated to the consistency of syrup. "The molasses is then fine filtered and pasteurized to give a pure sweet product," Mr. Crosby adds. "It really is a pure product. There are no additives or preservatives."

In the early days, molasses was shipped from the West Indies to Saint John in barrels, which were awkward and costly. Then, Crosby's led the way using modern ocean-going tankers to ship bulk molasses. The first tanker arrived in Saint John in 1954. At that time, the tank terminal was located on the Burma Road in East Saint John. But the property was later acquired for expansion of the Saint John Drydock, so the private storage facility was re-established at Pier 14 in 1970.

***"We're the only bulk terminal on the East Coast handling food grade and edible oil products."***



*Crosby's Fancy Molasses, also known as Gold Star, is available in Canada and the New England States.*

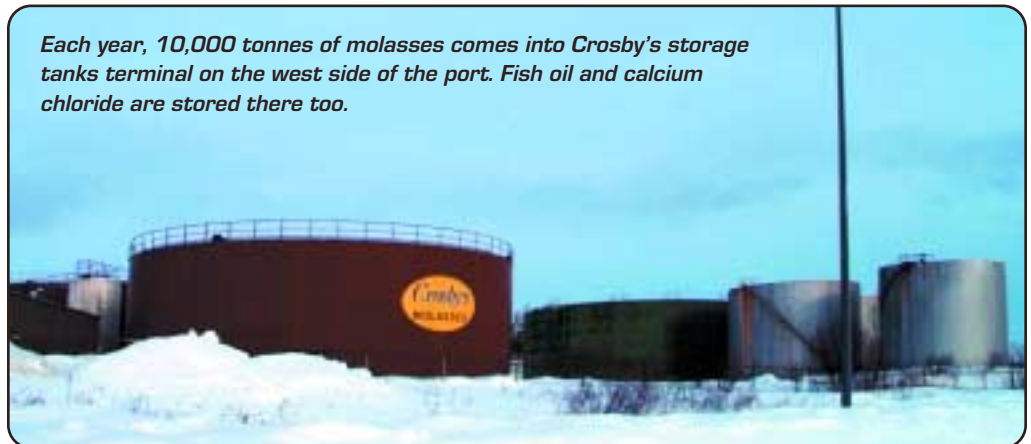
"The current facility consists of three huge tanks with a total storage capacity of 2.75 million gallons," describes Mr. Crosby. "Products are piped about 2,000 feet from the tankers to one of three large tanks or several smaller tanks." The terminal is also equipped to handle fish oil and recently, calcium chloride.

Fish oil is used by the aquaculture industry in the production of fish food and calcium chloride is used for dust control and has the potential to be used as a road de-icer. "These products are often stored in even higher volumes than molasses," he notes. "Everything is segregated as each tank has its own pumping system and ships can call year-round."

Crosby's employs two full-time staff at the storage tank terminal and has a total of 48 employees in its operations. The company uses third party truck carriers to distribute its family of brands to supermarkets across Canada and the New England states.

In addition to molasses, Crosby's has diversified its business to include the manufacture of pancake mix and flavored crystals, as well as the packaging of table syrup and the marketing of the Cap'n John line of seafood products.

*Each year, 10,000 tonnes of molasses comes into Crosby's storage tanks terminal on the west side of the port. Fish oil and calcium chloride are stored there too.*



# Port Profile: Norman Raynes

Norman Raynes is well known to the Saint John Port Community having worked in various capacities for more than 40 years. Currently, the tall, white-haired gentleman provides total agency and freight forwarding services through his own Saint John-based firm Canadian Transmarine Ltd.

“We also facilitate letters of credit and marine insurance,” he explains. “Recently we have been busy with exports to Venezuela; Ireland; Bahamas; Dominican Republic, as well as Far East destinations.”

Canadian Transmarine forwards a variety of products on the export side such as homes, confectionery, seed and table potatoes, onions, frozen pork, solar panels, as well as many other manufactured items from Atlantic Canada. On the import side Canadian Transmarine is the sub-agent for Protos Shipping Limited for fishmeal and fish oil vessels that call at Pier #12. “It smells, but it is good business.”

Norman says his greatest job experience has been “taking what I learned from years of experience and giving birth to Canadian Transmarine and seeing it grow.” His interest in marine transportation goes back generations. Norman’s grandfather, Edgar Raynes a.k.a “Peg” Raynes, was a checker at the port for many years and continued working until age 91. “He lost one arm at an early age,” Norman recalls, “but this did not stop him from accomplishing many challenges during his life time.”

His own career geared up in May 1963, when Norman joined McLean Kennedy where he was responsible for crew changes. “They were a real challenge as we had hundreds of crew coming and going. Those were the days when we had serious paper work.”

After working in Saint John with McLean Kennedy for three years, he took a position with the company’s Montreal office in the City Line Import Department, returning to Saint John for the winter season. He also worked for Head Line Donaldson Line. In 1971, he married Barbara Saunders of Saint John. He did not return to Montreal due to the political climate in Quebec, but left McLean Kennedy to join Border Brokers in Saint John. He enjoyed his work at Border Brokers, but he wanted to get back into shipping. When an opening came up at Kerr Steamships in 1979 he took the job, replacing Captain Al Soppitt, who is now President & CEO of the Saint John Port Authority.

“In those days Kerr Steamships was the largest Agency in North America so we were kept busy representing several principals. One was “K” Line which I worked with very closely during my time with Kerr when the “Five Lines” container service called at Saint John.”

In 1991, “K” Line offered him a job in Halifax as GM Atlantic Canada. “Unfortunately, due to changes in the Trade pattern, “K” Line left Halifax for the West Coast. This is when I came home and opened the doors of Canadian Transmarine in 1993.”

Norman credits his diverse experience and mentor Frank Biscop at McLean Kennedy, for developing his in-depth knowledge of the trade. “Frank was never too busy to give time to this new kid on the block. I think a lot of my staying in this profession was because of him and his good example.”


Over the years, he has always believed that the Port of Saint John offers strengths that other ports do not have. “Saint John has a great work force and wonderful facilities. We are closer to the U.S. market and there is a lot of potential



*Norman Raynes offers 40 years of experience in agency and freight forwarding services through Saint John-based Canadian Transmarine Ltd.*

in New England. However, we must do more to retain local manufacturers that are moving their cargoes to other ports by rail and truck.”

Active in the community as a past Board of Trade Transportation Committee Chair, he was also involved with the Saint John Arts Council; Transportation Club of Saint John, Union Club and is currently on the National Customs Committee for the Shipping Federation of Canada.

In addition, Norman devotes great energy to the Calvary Temple where he serves as Chairman of the Men’s Ministry Group. He also works with the Jail Ministry Team. The entire Raynes family has ministered in the field of gospel music and Norman is currently the Director of the New Brunswick Gospel Music Hall of Fame. “Since our children, Rosalyn and Anthony, have grown and moved away, Barb and I are again involved with southern gospel music and our most recent service was in Calais, Maine.” Norman continues to deliver the goods and the “good word”. Reach him at [norman@ctmarine.caspar.net](mailto:norman@ctmarine.caspar.net) 

## Harbour Lights Raises \$72,000!

The Saint John Port Authority and our friends and CBC Radio One are pleased to announce \$72,000 have been raised from the 2002 Harbour Lights Campaign. For the sixth straight year, Harbour Lights has supported food banks in the difficult time between Christmas and Easter. Thank you for your support.



## Block Out the Weather!

Wallenius-Wilhelmsen’s Taiko was recently converted from an open weather deck to an enclosed cargo deck. The ro/ro ship called in January for forest products bound for Australia and New Zealand.



# Five Inaugural Cruise Calls Last Year

The largest, most popular cruise lines are coming to the Port of Saint John and last year was no exception. At least 47 cruise ships and 85,800 passengers are expected to arrive in 2003! There will also be new cruise ships arriving in 2003 including Princess Line's "Regal Princess", the "Costa Romanica" heralding the first time Costa Cruise Line has called at the port, and Royal Caribbean's brand new "Serenade of the Seas."

ship has more than 12,000 square-metres of exterior glass and 600 balcony staterooms. Her Captain, James MacDonald, is a Saint John native who was welcomed back to the city

*P&O Princess Cruises' Golden Princess made her inaugural call carrying 2,600 passengers.*



having returned last year behind the wheel of the Grandeur of the Seas. "I really enjoy coming ashore to visit the Old City Market," he said as he exchanged commemorative plaques with local port officials.

The next day, P & O Cruise's M/V Aurora brought another 2,000 passengers into the harbour. "We've been made to feel very welcome here," said Captain Ian Walters.

On October 4, Fred Olsen Cruise Line's Braemar arrived with 1,000 passenger and crew. First she crossed the Atlantic from Southampton to tour Newfoundland and the Saguenay Fiord. Captain Bjarte Marstig said he was very impressed with the facilities in Saint John.

The smaller but elegant C. Columbus arrived on October 23 with about 400 passengers. Operated by Hapag-Lloyd Cruise Ship Management of Ham-


*Robert and Sandra Moore of California were the 400,000th Cruise Passengers.*



burg Germany, she was built in 1997 and features five passenger decks. Captain Ralf Sander, hosted Saint John Mayor Shirley McAlary and other local dignitaries on the bridge.

Another highlight of last year's cruise season was rolling out the red carpet for the port's 400,000th Cruise Passenger. On October 1, Robert Moore and his wife Sandra were surprised with a bouquet of roses, gifts from local businesses, and engraved silver platter from the Saint John Port Authority as they disembarked the Golden Princess. Outside the gates, a stretch limousine was waiting to take them on a personal guided tour of Saint John and the surrounding area.

"It feels wonderful," said Sandra Moore. "It couldn't have happened to us in a nicer place." After their dock-side welcome, the Redondo Beach, California couple was escorted by limo to City Hall for an official welcome from Mayor McAlary.

Last fall, the Port of Saint John was praised in a feature length article in Cruise Travel, America's number one cruise vacation magazine! 

*Captain James MacDonald of the Brilliance of the Seas was warmly welcomed back to Saint John.*



Last fall, there were five inaugural calls. A glorious summer day welcomed the M/V Golden Princess on her inaugural call in September. Carrying 2,600 passengers, Princess Cruises' 951-foot-long Golden Princess has the largest casino afloat. Captain Andy Proctor welcomed Paul Robichaud, New Brunswick Minister of Tourism and Parks, and a group of other dignitaries, aboard the year-old cruise ship for a complete tour.

On September 20, Royal Caribbean's M/V Brilliance of the Seas arrived in Saint John. Only two months old, the ship's nine-story glass Centrum was a sight to behold. The 2,100-passenger

## Port Days 2003 is Coming Soon...

Mark June 2nd & 3rd on your calendar today! This year's event will include a St. John River cruise on the Voyager, informative presentations, renowned speakers, golf tournament, and our Famous Seafood Fiesta. Your registration package is coming soon! Check [www.sjport.com](http://www.sjport.com) for developing details.

Call or e-mail Patti Chisholm at: 506-636-5859 or [pchisholm@sjport.com](mailto:pchisholm@sjport.com) to ensure you are added to the mailing list.