



PORT PROGRESS

Higher Tonnage & Record Cruise Activity in 2004

Saint John is unique among New Brunswick cities, as it is first and foremost a seaport," began Captain Al Soppitt, President and CEO of the Saint John Port Authority, at the annual "outlook" press conference held in February at the Saint John Hilton. At the public briefing, the highlights of 2003 and a look at 2004 prospects were provided.

"We continue to service the province's manufacturing and tourism sectors, and provide a direct transportation link to global markets," explained Captain Soppitt, emphasizing the economic value of the port.

Captain Soppitt and David Doyle, Port Authority Chairman, reported strong traffic results in 2003. "Traffic over Port Authority facilities increased by 10%," said Mr. Doyle. "Tonnage increased 1% last year to 26.1 million tonnes, and gains were made in several cargo sectors." Dry bulk cargo, which consists of potash, salt, fishmeal and sugar, posted 13% growth.

The Potash Corporation of Saskatchewan NB Division, of Sussex, contributed to that increase with 10% more potash and 18% more salt shipped through the port. Fishmeal, which is used in the production of farmed salmon feed, increased by 30%. Container handling was also up 20%. Captain Soppitt expects further growth in these sectors in 2004.

Maritime Metal Inc., which began its metal recycling operations at the Port of Saint John in late 2002, helped generate a 97% increase in non-forest products breakbulk, as well as a significant increase in man-hours for port workers.




A highlight of the year on the labour front was a new collective agreement for the port. An unprecedented seven-year contract was signed with ILA Local 273, which provides stevedoring expertise in Saint John.

In addition to significant cargo increases, cruise ship passenger traffic grew by 18% last year with more than 83,000 cruise guests and 33,000 crew visiting our city. This year, 142,000 passengers are scheduled to

arrive. Captain Soppitt also says the planning phase of the new cruise facility will be finalized this season. (See page 3)

Over \$12-million will be invested in 2004 in capital works at the cruise terminal site and for Rodney Terminal upkeep, Long Wharf improvements and dredging. Later this year, limestone imports to the port, required by the Coleson Cove generating station, will leverage tonnage by up to 275,000 tonnes annually, and Port security will comply with new international regulations on July 1st.

"It's going to be an exciting year for the port," added Captain Soppitt. "The port is a cornerstone of our local economy and we are fortunate to have a lot of activity this year." Captain Soppitt noted that one of the priorities of the Greater Saint John Growth Strategy is to sustain the region's employers. "We consider the Port of Saint John to be a major employer providing over 3,000 direct and indirect jobs and contributing \$216 million to the provincial GDP. Over 250,000 man-hours are worked annually at the port, with an annual payroll of \$10 million." 



New Tropical Ships Carry 44% More Containers

Two new Tropical Shipping vessels are providing weekly container service to Florida and the Caribbean at the Port of Saint John. The *Tropic Atlantic* and *Tropic Canada* made their inaugural calls to the Port of Saint John in December 2003, at a time when refrigerated containers, or 'reefers', are in demand for hot markets in Florida and the Caribbean Islands.



M.V. Tropic Atlantic makes its inaugural call.

"These two ships will help meet our needs, and we will continue to pursue more of this product throughout the year," explains Gordon Cole, General Manager of Tropical Shipping in Saint John. Both ships have 230 container slots, an increase of 44% over the previous vessels. Containers can also go under deck, which improves the stability of these vessels in rough waters.

"We are pleased to see that Tropical Shipping has chartered two new, state-of-the-art vessels," said Captain Al Soppitt, President and CEO of the Port Authority, who boarded the ships during their inaugural calls. "This is a very important line to the Port of Saint John."


The *Tropic Canada* and *Tropic Atlantic* are both from the Jiang Dong Shipyard, in Wuhu, China, and have been chartered from Steabo Shipping Company Limited. Although the ships



Captain Tomasz Surde, Master of the Tropic Canada, at the helm.

were mostly fabricated in Asia, their main engines and equipment are European.

Both vessels are 13,760 DWT, with a length of 148 meters and a crew of 18. The agent for *Tropic Atlantic* and *Tropic Canada* is Kent Agency of Saint John.

Tropical Shipping's Canadian Head Office in Saint John has responsibility for sales offices in Toronto and Montréal. 

Port Adopts International Security Measures July 1

Since the events of September 11, 2001, security has been a major concern in all sectors of trade and commerce. In response, the Saint John Port Authority quickly embraced a forward-thinking policy of preventative measures to protect the Port from terrorists, smugglers and other criminals.

"On July 1, international security measures to which Canada is signatory, must be in place," explains Captain Al Soppitt, President and CEO of the Saint John Port Authority. "These security measures include access control, physical security of facilities and cargo, as well as photo identification. In order to continue to operate, we and our facility operators must hold a certificate of compliance issued by Transport Canada."

Captain Soppitt says the Port Authority is working with its stakeholders to prepare for these changes,




New security gates were the first step in tightening security.

and many activities are already complete. "New security gates were installed in 2002 at the main West Side entrance and at Lower Cove, and a new photo-identification system is being implemented."

The introduction of a VACIS™ system by Canada Customs and Revenue Agency last fall has contributed to greater safety and security at the Port. The images created from a VACIS™ are similar those of an airport luggage scanner but this machine can

'see' through three inches of solid steel, and detect radiation.

The Port Authority also joined forces with the Canada Customs and Revenue Agency, for 'Partners in Protection', a program to increase awareness of new security standards and customs requirements. 

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Wow, What a Cruise Season!

Cruise ship traffic at the port hits an all time record this year, with 59 calls and 142,000 passengers expected from the world's top lines. Eight ships will make inaugural calls, and the highlight of the season is the addition of Royal Caribbean Line's *Voyager of the Seas*, which will make 12 calls, bringing an estimated 45,000 visitors ashore. The *Voyager of the Seas* is one of the world's largest cruise vessels!

"The introduction of this class of vessel into our region clearly demonstrates Royal Caribbean Line's interest in Atlantic Canada as a cruise destination," said Captain Al Soppitt, President and CEO of the Saint John Port Authority.

Regular long-standing cruise callers returning to the Port this year include Carnival Cruise Line with 13 calls, and Princess Cruises with 12, seven of which are with their luxurious Grand Princess. Holland America will return to the Port of Saint John

with nine calls of the *Maasdam* throughout the summer.

The cruise season kicks off on April 8th with Norwegian Cruise Line's *Norwegian Crown*.

Coming Soon: a new cruise facility!

The shed at Pugsley A/B has been removed and the ground is being prepared for a cruise facility to handle the booming business. The terminal surface will soon be paved and a new gangway system is going to be in place. Layout and space requirements will be finalized this season while temporary facilities handle the crowds this year.

"We must accommodate passenger needs to the best of our ability, inconveniencing them as little as possible," noted Captain Soppitt. "As an inter-

Royal Caribbean Line will be a frequent visitor to the Port of Saint John in 2004.



im measure, two large tents will provide cover for disembarking passengers and the dockside market and temporary fencing will be installed."

One of the tents will serve as a welcoming area and a gathering point for passengers joining shore excursions and tours. The other tent will shelter the dockside vendors market.

Follow the progress of the cruise season and the terminal development at www.cruisesaintjohn.com, the source for cruise related information at the Port of Saint John. 

Tag-team Tugs Come to Port


Atlantic Towing Limited now has two Z-Drive tugs working in the Saint John Harbour. The *Atlantic Spruce* began working in last September, while the *Atlantic Larch* started in January of this year. Although the *Spruce* arrived in Saint John from the warm waters of Venezuela, the *Larch* was working a little closer to home, in Cape Breton.

Both vessels have a powerful 4,000 horsepower Z drive, and are known as 'Tractor' tugs. "They can be locked into almost any track for pulling and/or pushing, due to the ships' highly maneuverable drive system," explained Olous Boag, Operations Manager at Atlantic

Towing. "Their bollard pull is well over 50 tonnes which, for its horsepower, is far above most conventional tugs." The ships were constructed at East Isle Shipyard, in Prince Edward Island, with the *Atlantic Larch* having less than four years of total service.

The vessels were re-assigned to Saint John because ships visiting our Port have grown larger, and more powerful tugs are needed to ease them into their berths or slips. "Previously two conventional tugs worked the harbour, with the occasional visit of a Z drive vessel when required," continued Mr. Boag.

Both the *Atlantic Larch* and the *Atlantic Spruce* will handle vessels of all shapes and sizes. You will see them aiding cruise ships this summer too! The vessels will also work on tankers coming into Irving Oil's terminal on Courtenay Bay.

Atlantic Towing Limited has orders for two new 5,000 horsepower Z drive ships, slated to arrive in 2005, one in July, the other in December. "One or more might be placed at the Port of Saint John," said Mr. Boag. The company currently owns 22 ships, which work in harbours and ports from the Gulf of Mexico to the North Sea and Newfoundland. 



The *Atlantic Larch* and *Atlantic Spruce* ease the *Irving Canada* into Courtenay Bay.

Empire Stevedoring & Furncan Marine Benefit from Potash,

Empire Stevedoring is a long-standing terminal operator at the Port of Saint John, which together with its subsidiary Furncan Marine, provides stevedoring and agency services.

Empire Stevedoring is celebrating its 75th year in business this year and will see new business developing in 2004 with limestone cargo coming to Long Wharf this fall. Empire and Furncan also operate the Barrack Point Potash Terminal and Lower Cover terminal at Pugsley C where forest products are handled.

Empire's roots started in Montreal with Sam Chodos, who began working the Montreal waterfront in the late 1920s. He had a quarter-tonne truck and a single employee. Over 75 years, the firm has expanded to include operations in Saint John and Halifax, as well as facilities in central Canada and on the US Gulf, involving hundreds of employees.

Involvement in the grain trade provided opportunities for the company to grow. Mr. Ted Chodos joined his father, working part-time during high school and university summer breaks and full-time after 1947. He is a graduate of Queen's University, married with two children, Bonnie and Andrew, both graduates of McGill and Queens.

Still a family-owned company, Empire Stevedoring is now run by the second and third generation: Ted Chodos, and his son Andrew. "Empire is currently in the third genera-

"The company had expanded well beyond Montréal by the 1970s," reflects Gerry McGillivray, senior advisor and consultant at Furncan Marine. "In 1975 Empire Stevedoring purchased Furness Canada's agency and stevedoring interests in Eastern Canada. Furness Canada's roots in shipping stretched back beyond the turn of the 20th century when the company was known as Furness Withy, and very active particularly in the Ports of Saint John and Halifax.

"In 1975, Empire Stevedoring purchased Furness Canada's agency and stevedoring interests in Eastern Canada."

The shipping industry has weathered many changes since then. "Those were the days before port containerization, and the port was much busier then, not necessarily in volume, but in types of cargo, breakbulk mainly," explains McGillivray. In the days of loading

ships by hand, ships were much smaller and it took more time and labour to move less cargo. Stevedoring is now highly capital-intensive, with labour requirements shifting from brawn to skills in the handling of heavy equipment. We have always found the Saint John Longshoremen to be competent and accommodating."

At the Port of Saint John, Empire Stevedoring has traditionally handled breakbulk cargo and forest products. At Pugsley Shed C, the company handles linerboard, tissue and a variety of forest products including other breakbulk general cargo, steel and heavy lift project cargo. Grain was also a big mover for export out of local grain elevators.

"Empire is known amongst ship owners, charterers and freight forwarders as a capable and efficient provider of



tion of our family and is still headquartered in Montreal," says Ted Chodos, President. "We also offer stevedoring and terminal operations in Great Lakes ports as well as in Houston and New Orleans, and at most ports in the St. Lawrence River through our affiliation with Quebec Stevedoring."

stevedoring services, reliable for their handling of all types of cargo with care and dispatch, where quality and proper stowage were never sacrificed," Ted Chodos explained. "We had to be known as good performers, or we wouldn't have survived all these years against capable competitors,

Forest Products & Limestone Handling

most of whom are no longer in existence. It's been very tough battling so many to prevail as one of the very few remaining today."

Empire Stevedoring and potash have been associated from the very early days of this business at the Port. "When we became aware that there was a possibility potash would be moving through Saint John, like any good sales people, we started knocking on doors," chuckled Mr. McGillivray. For over 20 years, the company has handled cargo at the Barrack Point Potash Terminal, first for the Potash Corporation of America, and now for the Potash Corporation of Saskatchewan (PCS).



Furncan Marine loads tissue at Lower Cove.

carry the cargo. Empire Stevedoring was the stevedore and terminal operator at Long Wharf where salt was a major commodity for 19 years.

Limestone is destined for NB Power's Coleson Cove Power Plant, which has been re-fitted for Orimulsion®, a fuel that is more environmentally friendly than Bunker C. The limestone will be used in 'scrubbers' that purify emissions from the plant. Over 275,000 tonnes are scheduled to pass through the Port, according to the contract awarded to Atlantic Minerals.

"We wish everyone at Empire Stevedoring and Furncan Marine a happy 75th anniversary and hope the company has another 75 years of success," said Captain Al Soppitt, President and CEO of the Saint John Port Authority who worked for Empire earlier in his career. 🌐



Furncan Marine provides agency services for most ships at the potash terminal.

Furncan Marine takes care of the agency business for most of the ships that are loaded at Barrack Point. Kevin Creighton manages Furncan Marine's agency division. Trevor Durant, Traffic Manager assists him. Patrick Beckingham manages the stevedoring division.

Last year, PCS was the Port Authority's biggest customer, shipping both salt and potash from Saint John. "In 2002, potash and salt exports represented 52% of the overall revenue of the port," explained Mike Hogan, General Manager of PCS, NB Division. "In 2003, potash exports were up 10% and salt exports increased 18% over the previous year."

Empire Stevedoring has handled over 22.8 million tonnes of potash from PCS, and 2.8 million tonnes of salt, a truly mind-boggling amount of material. Bob Forrest, Furncan Marine's Manager of the Barrack Point Potash Terminal has hopes for the future that are grounded in a positive present, "We're hoping 2004 will be as good a year as last year. The terminal moved over 1,000,000 tonnes in 2003. The last three years show steady growth and we expect this trend to continue."

The handling of limestone at Long Wharf will keep Empire Stevedoring and Furncan busy starting this fall when Atlantic Minerals, a Newfoundland shipper begins exporting 275,000 tonnes to the Port of Saint John. Furncan Marine will handle agency duties for ships that

TALL SHIPS COMING IN AUGUST!

Tall ships will grace the Port of Saint John this summer, from August 12th - 15th. These stately vessels from around the world will be available for tours, so don't miss this chance to see a piece of nautical history!

This event is being organized by the Saint John Tall Ships 2004 Committee, as part of Célébrations 1604-2004. For more information visit www.sjport.com/tallships or contact C. P. Theriault, (506) 633-7773.



“Stay on Course, Grow the Port, and Keep Cruising!”

David Doyle, Chairman of the Saint John Port Authority, reflects on a decade of change.

It's the end of an era. David Doyle will be leaving the Board of Directors of the Saint John Port Authority after serving for 10 years. He was first appointed to the Port Board in 1994, serving as Vice-Chair of the Board of the Saint John Port Corporation, and then as Chair of the Board of the Saint John Port Authority from the time it was established, on May 1st, 1999.

In addition to being a partner in the Saint John office of Teed Saunders Doyle & Co., he has been involved on an almost daily basis over the last 10 years, working for the Port in various capacities. He speaks enthusiastically about the port and its opportunities.

“We need to be faithful to our mission.”

A highlight for Mr. Doyle was the changing regulatory climate and facing new challenges at the port. In 1996, after years of accumulated capital debt, the Board facilitated the successful forgiveness of the debt held by the federal and provincial governments, putting the former “Saint John Port Corporation” on sounder financial footing. “My work as a chartered accountant is often about helping people through changes,” he said, recalling the Port’s transition from Crown Corporation to a Canada Port Authority, precipitated by the Canada Marine Act. “That change gave us increased autonomy, and much more local decision making power.”

Other proud moments for Mr. Doyle were the signing of a long-term lease for the Barrack Point Potash terminal, and the opening of Forterm’s Shed D in 1997, which increased the port’s capacity to handle forest products.

Working with the community to increase public access to the Port through Harbour Passage was an exciting project during Mr. Doyle’s tenure as Chairman. The Board supported the project with a \$250,000 financial and in-kind commitment, and assisted in obtaining legal access to the land which under normal circumstances, may have taken years.

“We are very proud of our involvement with Harbour Passage.”

Mr. Doyle highlighted the port’s future challenges and opportunities. “Although there is intense competition in the industry, we know our strengths and weaknesses. We are fortunate to have a long-term agreement with the International Longshoremen’s Association that creates labour stability. Our location on the Atlantic seaboard allows our customers to ship anywhere in the world. We are an international seaport, and must continue to build on this solid foundation, and stay on course by planning strategically. We need to be faithful to our Mission,” he added, pointing to three paragraphs in the Port’s Annual Report about promoting and expanding the international gateway, maximizing facilities and balancing the needs of the port with those of the community.

“A board holds an organization responsible and provides a sense of accountability above management,” noted Mr. Doyle, who has been a Director of a number of Boards including Enterprise Saint John, the Fundy Region Development Commission and the Saint John Development Corporation.

In addition to strides made with port governance, Mr. Doyle speaks glowingly of cruise business, which has developed over the past decade and he predicts further growth. “With the new terminal we’ll soon see 200,000 passengers per year.”

The cruise business has been a passionate project for Mr. Doyle, who has made dozens of welcoming presentations to the world’s top cruise lines during their inaugural calls.

“I’ve enjoyed these 10 years,” he summarizes. “I’ve made many friends at the port and in the marine industry. I have enjoyed an excellent relationship between Board and management and I am confident that the future Board and port management will continue to stay on course and remain faithful to our mandate. I wish them well.”





Mike Hogan Appointed General Manager at PCS, NB Division

Mr. Hogan comes from the PCS Lanigan Division, where he was General Manager for two years. His responsibilities include management of the Sussex Mine, the Cassidy Lake Division and the Barrack Point Potash Terminal. Educated at Queen's University, in Kingston, Ontario, Mr. Hogan now lives in Plumsweep, N.B., with his wife Janice and two children, Daniel and Erin. He replaces Raoul Gauthier, who was General Manager for six years.



Jim Huttges Retires From Lantic Sugar



Jim Huttges, Administration Manager-Operations of the Lantic Sugar Refinery, has retired. Mr. Huttges stayed on after the closing of the plant a few years ago to liquidate the remaining equipment and supervise environmental remediation and decommissioning of the property. Now that demolition of the site has commenced, his 36 years of involvement at Lantic have come to a close. Currently the Mayor of St. Martins, one of the municipalities of Greater Saint John, Mr. Huttges explained his plans for the future by saying, "I'm going to move on, but I will still have a presence in the community."

Beth Kelly Among Canada's Most Powerful Women

Founder and owner of award-winning Aquila Tours, local businesswoman Beth Kelly was listed in Canada's Most Powerful Women: Top 100, a new awards list created by the Women's Executive Network and the Richard Ivey School of Business. Ms. Kelly attended a special luncheon in Toronto with other award recipients before Christmas. Aquila Tours is a shore excursion company in Saint John, that offers a wide variety of tour options, and specializes in the Cruise sector.



Lorne DeGaut Retires from PSJEA



Vice-President and General Manager of the Port of Saint John Employers' Association (PSJEA), Lorne DeGaut has retired. Since 1996, Mr. DeGaut has worked on groundbreaking initiatives at the Port, and made collective bargaining history in Saint John by successfully negotiating several long-term contracts between the Port and its workers. He was instrumental in developing Performance 2000, a three-year co-operative, strategic planning process involving the waterfront unions. PSJEA has retained Mr. DeGaut as a consultant to finalize the details of the long-term agreement between the ILA and the PSJEA. He remains active at the Port, serving as a Director of the Saint John Seafarers' Mission.

Don Scott New General Manager at PSJEA

The new General Manager of the PSJEA is Donald G. Scott. From 1998 until the end of 2003 Mr. Scott worked for the Port of Saint John Employers' Association as an Industrial Relations Specialist, and before that, as Manager of Payroll and Information Systems. Don is accredited as a Certified Human Resource Professional (CHRP) and is responsible for all matters relating to Industrial Relations as well as the day-to-day operation of the Association. He is also Chair of the Seafarers' Mission.

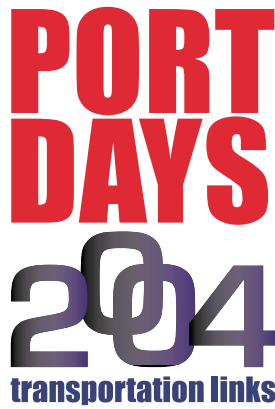


Remembering Captain Cyril Pringle



Former Saint John Harbour Master, Captain Cyril Pringle, passed away January 28th, 2004, at the age of 78. Capt. Pringle is remembered as a kind and wise man. "He was a great person to work for, and with," affirmed Capt. Alwyn Soppitt, President and CEO of the Saint John Port Authority. "He brought a high degree of expertise to port operations and the position of Harbour Master and was a very nice person." The late Capt. Pringle was a native of Belfast, Ireland, who came to Canada in 1959. Last year, he and his wife Joyce moved permanently to O'Leary, PEI where his daughter Heather is an established veterinarian. As a memorial, the community is having a stained glass window made and donated to the Prince Edward Island church where Capt. Pringle worshiped in his later years.

Linkup at:



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Transportation Links is the theme of Port Days 2004, May 31st - June 1st! This year's Port Days will feature informative presentations, renowned speakers, the famous Seafood Fiesta, and more!

Ensure that you're linked-in by contacting Paula Small at (506) 636-5859, or by email, psmall@sjport.com.

Check www.sjport.com for more details and to [register!](#)


“Emerging Trends for Niche Ports” Seminar in June

Get into the niche. The American Association of Port Authorities (AAPA) will hold a seminar entitled ‘Emerging Trends for Niche Ports’ in Saint John from June 10th to 11th, at the Saint John Hilton. “This seminar is designed for operations professionals at ports with bulk and breakbulk cargo,” explains Cerena Cantrell, AAPA Training Programs Coordinator.

Some of the issues pertaining to bulk and breakbulk business that will be discussed include transportation prices on bulk products; wood and paper product trends, and regional growth expansion for bulk commodities. This informative seminar is part of the AAPA’s 2004 Education and Training Programs seminar series, held in locations across both North & South Americas.

The AAPA is a trade association that consists of representatives from port authorities from Canada, the United States, Latin America and the Caribbean, and industry stakeholders.

“Saint John Port Authority is looking forward to hosting this seminar, which is very appropriate for our port, and welcoming delegates from the American Association of Port Authorities,” says Captain Al Soppitt, President & CEO of Saint John Port Authority and current Chair of the Association of Canadian Port Authorities.

‘Emerging Trends for Niche Ports’ is \$575 for AAPA members, and \$695 for non-members. For more information, visit: www.aapa-ports.org/programs/emerging_trends_sem.htm 


Radical New Profile Coming for Water Street!

Pugsley A/B shed has come down, freeing the area for a new cruise terminal, which will be completed in 2005. At the same time, the City of Saint John is planning a make-over for Water Street. These two projects will contribute to the development of Saint John’s waterfront as an attractive space for both visitors and residents.



“We are planning a very different street profile,” says Jim Folgeras, the City of Saint John Project Engineer for Water Street Re-development. An extension of Harbour Passage and landscaping are among the attractive improvements scheduled for the area. “Decorative street lamps and removal of hydro poles have also been proposed,” Mr. Folgeras explained.

The new cruise terminal will be complemented by a radically new look for Water Street. “As the City proceeds with improvements to Water Street, we are working closely with City engineers to make way for a much-improved streetscape,” says Capt. Al Soppitt, Port Authority President and CEO.

Water Street will be broadened to accommodate two-way traffic, and at its intersection with Duke Street, traffic lights will be installed. Such measures will reduce heavy truck traffic on Prince William Street, and provide a safe crossing for pedestrians. Curbs and sidewalks will be constructed on both sides of the street, with extra width to facilitate access to the new cruise terminal. 

Port Authority AGM: April 22

Plan now to attend the 2004 Annual Meeting of the Saint John Port Authority Thursday, April 22nd, at 10:00 am. McAvity Room, Delta Brunswick Hotel. 39 King Street, Saint John. The meeting is open to the public, all are welcome.