



PORT PROGRESS

“Emerging World Markets”



Welcome to Port Days 2007...

Port Days is an excellent opportunity to explore the diverse capabilities of the Port community and discover how we can work together, particularly in developing markets around the globe,” says Captain Al Soppitt, President and CEO of the Saint John Port Authority.

The theme for Saint John Port Days 2007 is “Emerging World Markets” and with the growing economies of India, China and South America, we hope to explore the breadth and depth of new opportunities with all those who attend.”


The keynote speaker for this year’s luncheon is David McKinnon, Senior Trade Commissioner for India and Nepal for the Government of Canada.

Esteemed panelists for this year’s business session include: Gordon Cole, General Manager - Canada, Tropical Shipping of Canada; Mary Anderson, President, I.E. Canada, Canadian Association of Importers and Exporters Inc.; Peter Hall, Vice-President and Deputy Chief Economist Corporate Affairs, Export Development Canada; Garth W. Moore, P.ENG., President, PCS Potash, Potash Corporation of Saskatchewan Inc.; Brian Gerrior, National Manager, Import Support Services - Sears Canada Inc. - Chairman, Canadian Retail Shippers Association; Andrew Dixon, VP Marketing and Business Development, Saint John Port Authority.

For recreation and adventure, Port Days fun includes the option of a round of golf at the Westfield Golf and Country Club or an afternoon cruise on the picturesque Saint John River on board the newly renovated M/V Voyager. There is an opening business mixer at the Lily Lake Pavilion, and to wrap up the festivities, don’t miss the Seafood Fiesta in the Marco Polo Room at the Saint John Trade and Convention Centre!

“We are exploring how and where we can work together.”

“Through the Emerging World Markets forum, we are exploring how and where we can work together to increase business at the Port to provide more work and greater economic growth,” explains Captain Soppitt.

Saint John is New Brunswick’s largest and most diversified seaport. It is an economic engine which creates 1,700 direct and indirect jobs locally, contributing \$181 million to the local GDP. This translates into 4,000 jobs province-wide and \$216 million contributed to the provincial GDP. The Port also makes a significant contribution to the provincial tourism sector through increasing cruise business. These achievements regularly place the Saint John Port Authority among the top 100 businesses in Atlantic Canada. 

Inside:



2

4

5

8



Pinnacle of Cruise Ports in Atlantic Canada

This year, 138,000 guests on 55 cruise ships will break cruise traffic records at the port of Saint John. But that's not the most impressive news! According to Betty MacMillan, Manager, Business Development for the Saint John Port Authority, "the Carnival Victory will call on 23 occasions this summer, and for the first time there will be seven calls from New York that will call Saint John exclusively."

This fall will also see the ground-breaking of a new Cruise Terminal building in Saint John. A two-storey, 16,000-square-foot structure and accompanying walkway will provide a secure transition point between the terminal building and the existing gangway. Port Authority investment in the project to date has totaled close to \$6 million and will cost another \$6 million to complete.



Ms. MacMillan says the terminal building is being built in the off season to avoid disrupting this record season. Underground infrastructure is already in place for the building including water and electrical systems.


The new cruise terminal building will also accommodate the offices of the Saint John Port Authority and perhaps other tenants. This allows port operations to move out of a rental situation, ultimately lowering its operational costs, while putting personnel physically closer to port operations.

Aquila Setting the Pace in North America

Shore excursions go along way in enticing tourists back to Saint John again. In fact, Saint John Tour Operator Aquila Tours has been formally endorsed as a *Center for Cruise Excellence* in Saint John. It will help Cruise Tour Operators achieve excellence in their businesses.



"Aquila is one of the best tour operators that we work with anywhere in the world, and they are excellent models to which other tour operators can aspire," says Amilcar Cascais, Carnival Cruise Line's Vice President of Tour Operations.

Graham Davis, Princess Cruises' Manager of Caribbean and Atlantic Shore Operations, says "Our tours in Saint John receive consistently high satisfaction ratings due to the high level of service that Aquila has mastered. To be mentored by Aquila is an excellent opportunity for tour operators looking to improve their operations." 

Long Wharf Terminal is Vital to Growth

Recent activities and plans for future activities demonstrate the importance of Long Wharf as a marine terminal at the Port of Saint John," assures Captain Al Soppitt, President and CEO of the Saint John Port Authority. As the Kiowa Spirit casts off after a long stay at the port for repairs, Captain Soppitt points out that work is well under way to upgrade Long Wharf. "It will be used for a second cruise ship berth with seven vessels expected to use the facility this season and further imports of limestone are expected this fall."

Captain Soppitt says the M/V Kiowa Spirit had berthed at Long Wharf since running into engine trouble in January. The 253-metre-long, tanker docked in Saint John with the aid of a tugboat on January 18, and finally returned to the high seas in mid-May.

"Ships seek shelter when they are in trouble and look for a port to carry out repairs. We were very pleased to be able to offer this service to the shipowners and accommodate the vessel in our port," says Capt.

Soppitt. "During its stay, the ship generated more than \$400,000 in port harbour dues and dockage fees, and the economic impact generated by the repair work was far greater."

Fleetway Inc., an Irving technical and management support firm specializing in shipbuilding, worked around the clock for an average of 90 days to repair the Kiowa Spirit's engine.

Nicolaas Poort, a representative of the ship's owner, Teekay Shipping, said the company was pleased with Fleetway, and said the work was completed slightly faster than expected. "We were looking around for a place to repair it, and they invited us to come over to their facilities," Poort said. "They explained their capabilities, and we were quite impressed."

With the exception of some technical experts and insurance underwriters, who came from outside, everything from hotel services to long-term supplies were supplied in the city. Even the crew's winter gear, badly needed during the unplanned winter stay, came from a Saint John company.

Floating Pipeline Company Producing World's First "GTMs" at Port

The Port of Saint John is now the manufacturing site of a cutting edge technology to produce compressed natural gas "gas transport modules" (GTMs). Floating Pipeline Company Inc. (FPC) recently started producing its first GTMs which are unique pressure vessels that allow safe, economic transport of compressed natural gas (CNG). The vessels use a composite-over-steel technology developed by TransCanada Pipeline and NCF Industries which has been licensed to FPC.

FPC has completed the engineering and installation of equipment for its 10,800-square-metre fabrication plant at Shed D on the west side of Saint John harbour for manufacturing gas transport modules. FPC is strategically located in the port for easy access to ocean-going ships and will work closely with Logistec Stevedoring to discharge raw material and carry the finished product from the lay yard to ships.


"We have concluded our first contract for trailer-mouthed GTMs for a South American natural gas distributor," said Len Thompson, President of FPC. "We are also continuing to implement our business plan to develop the global markets for our marine and land transport systems which we believe will result in the conclusion of two contract signings this year for large marine related projects. Things are extremely positive and we fully expect to meet or exceed our projections over the next 18 to 36 months if the amount of inquires we are getting from customers in the stranded gas market globally is any indication."

In Saint John, FPC has hired a new General Manager, Don Shepherd, a veteran of the pipe industry, working in an engineering capacity on specialized pipe and industrial proj-



ects as well as process improvements. "Don has and will continue to add to his team a number of key people and will continue to do so over the coming months as production increases," adds Mr. Thompson. "We will continue to utilize local contractors in Saint John with plant start up and continuous improvement to our production process over the coming months."

Mr. Thompson said the Saint John plant will manufacture 300 plus tubes in the first year. Eventually, FPC will be building 3,000 to 10,000 tubes per year. Finished modules will be permanently installed on ships, barges, specially designed rail cars and road trailers, and will be where gas reserves are located around the world.

The natural gas industry holds much anticipation for this technology because of its ability to make it possible to practically transport natural gas that is not economically viable using present day transport systems. 




The Port accommodated the Kiowa Spirit for five months.

Long Wharf will also continue to be used for Limestone imports. "Limestone is used to scrub emissions at NB Power's Colson Cove Facility that produces energy for New Brunswickers," explains Captain Soppitt. "There are not a lot of places where you can discharge 40,000 tonnes of limestone and this product helps NB Power maintain emission standards". Atlantic Minerals of Newfoundland supplies limestone rock annually to Coleson Cove.

Montreal's Empire Stevedoring Co. Ltd., the terminal operator at Long Wharf which operates locally as Furncan Marine, also operates the Potash Terminal in Saint John. Empire has many years of experience handling a wide variety of cargos.

Furncan's Pat Beckingham says limestone handling has been a great success. "It's a very clean operation. You could stand close to the operation and not see any dust," he states. "The conveyor is covered and we keep it semi-wet. We are now going into our third year and are expecting higher volumes." He says each shipment employs several workers for 40 hours per week, three weeks at a time.

In May, the shed at Long Wharf was demolished to clear way for more cruise ship traffic. The facility is now being repaved and a tent will be erected for passengers. The port has also purchased two new gangways to handle the ships at Long Wharf. 



AV Group Sees More Potential to Ship through Port of Saint John

In 2008, approximately 300,000 tonnes of dissolving grade pulp could be exported from the port to various destinations including India, Indonesia, Thailand, and China,” estimates Andrew Dixon, Vice President, Marketing & Business Development at the Saint John Port Authority. “We are closer to central Canada than other east coast ports and we have a competitive logistics chain with strong rail components,” he said. “This is a significant advantage.”

This project will increase imports and exports, attract more ships, create more man-hours and more revenue for terminal operators.


The Aditya Birla Group, which acquired the pulp mill at Nackawic in 2005, is now converting its production of wood grade pulp to “dissolving” or Viscose Staple Fibre (VSF) like its sister mill in Atholville, NB. It will also have the ability to produce paper grade hardwood pulp.

The AV Group which owns both mills, recognizes the potential to build more traffic through the ice-free Bay of Fundy port. “Saint John transportation partners at Logistec Stevedoring, General Freight and the Port Authority are doing an excellent job taking our product out of Nackawic through Saint John. General Freight also hauls for us to other ports,” states Tim Benesh, Director of Sales and Logistics for the AV Group, who manages logistics for both facilities.

AV Group is also working with the port to encourage other businesses to locate in Saint John. “We would like to see more two-way movement from the countries we are shipping to and there are also opportunities to add feeder services,” observes Mr. Benesh.

The switch to dissolving pulp is called “Project Alpha”. This fall, Nackawic is expected to be producing 2/3 dissolved pulp and 1/3 paper grade pulp.

Port traffic resulting from the new business at AV Nackawic has also created imports. In early May, 50-tonne and 70-tonne digesters were imported for the AV Nackawic mill. Five of the mill digesters were loaded onto the Kent Carrier barge in Port Hawkesbury on the Cape Breton side of the Strait of Canso, and two others were loaded at the Mulgrave pier on the mainland side. The digesters were loaded by Irving Equipment and the barge was towed by Atlantic Towing Ltd. to the Port of Saint John where Logistec provided stevedoring support.

The Aditya Birla Group, is India’s first truly global corporation, with a significant presence in South East Asia, Africa, North America, Australia and China. The Group is present in Thailand, Laos, Indonesia, Philippines in the Asian sub-continent, Egypt, Africa, Canada, and has recently forayed into USA, UK, Germany and Hungary. 



An Irving Equipment hydraulic crane lifts a 70-tonne digester for installation at AV Nackawic.

Honouring the Loss of Pilot Boat # 1 of 1957

On the bitterly cold morning of January 14, 1957, thick vapor formed on the Bay of Fundy under temperatures of -22° F. Disaster struck off Mispec when Pilot Boat Number One was rammed by the freighter Fort Avalon! It was cut in half and sank immediately, taking with it all seven people on board. Three of those who died were harbour pilots, four were crew members, and none of their bodies were ever recovered.

Fifty years later, the Saint John Marine Pilots held a memorial observance at St. Patrick's Square in the South End by the Three Sisters Light which was followed by a memorial mass at St. John the Baptist Church. Both were attended by pilots, retired pilots, families of the victims and a number of dignitaries.


“We had two ships due in the morning around 6 o'clock,” recalls Francis Quinn, a retired pilot from the Port of Saint John. “There was very thick cloud of vapor over the water approximately 1,000-feet-high.” Mr. Quinn said he got a call from the wireless station that the pilot vessel and the Fort Avalon were in a collision. Apparently the ship's radar wasn't working because of the cold weather.

“We went out in the dense vapor looking for wreckage or whatever might be around, but nothing was showing up,”



Pilot Boat Number 1 was struck during thick vapor at a temperature of -22° F.

added Mr. Quinn. “Because of the temperature, if they hadn't gotten into any lifeboat, they wouldn't have been able to stand it very long in the water.”

Captain Don Duffy, a Saint John Harbour Pilot, says the event is never forgotten here especially when you have the “sea smoke”. 

Sucor Brings the Sugar Back

It's sweet news for Saint John to pick up a major Sugar manufacturer again! So far, 18,000 tonnes of raw sugar have been imported from Brazil by ship.

“This white and brown sugar is being refined using the most modern technology, and is transported by rail and truck to Ontario confection and repackaging companies,” says Andrew Dixon, Vice President Marketing and Business Development,

Raw sugar is discharged from the M/V Federal Asahi using container gantry cranes.




with the Saint John Port Authority. He and other port partners worked closely with Sucor Limited President John Cardwell to offer the strongest logistics chain possible to receive sugar by ship and have it trucked to the modern refinery in the McAllister Industrial park.

“The loss of Lantic Sugar was a blow to Saint John and to the Port community,” recalls Mr. Dixon. “Raw sugar imports had

been an important part of the cargo-vessel mix at our Port for many years. This is why it is of particular significance that the sugar imports have now resumed, servicing a new client.”

The first shipment of over 6,000 tonnes of raw sugar was successfully discharged last November from the charter vessel M/V Federal Asahi using Logistec Stevedoring's container gantry cranes on the West side of the port.

The vessel was offloaded using gantry cranes directly to hopper and then to bulk trailers, describes Bruce Harding, General Manager Operations from Logistec Stevedoring. “We were very pleased with the performance on this first vessel. Our gantry cranes, which are only being used one day per week on container vessels, worked well on this new operation. The labour force also appreciated the return of the sugar after years of absence from the Port.”

Captain Soppitt, President and CEO of the Saint John Port Authority, says this new business is expected to be regular at the Port and will become a very important part of the mix of cargo at the Port of Saint John. “The Saint John Port Authority” congratulates the team at Sucor for bringing this important industry back to our city and we are pleased to provide the port infrastructure that is absolutely essential for this business to operate in our community.” 

Tropical Wins Another CIFFA Award!

New services added, Sales Manager Dennis Legere climbs aboard too.

Five times in the last six years, Tropical Shipping Canada has won an award from the Canadian International Freight Forwarders Association. This time, Tropical won the Forwards Choice Award specifically for the central Canada region. In 2004, the Canadian team was awarded the "Carrier of the Year" for the Caribbean Trade Lane.

How can Tropical Canada Inc. keep winning CIFFA's? "We have the best Caribbean service from Canada, especially when it comes to reliability and effectiveness," says Gordon Cole, General Manager for Tropical Shipping. "Consistency and reliability is what makes it work. Tropical owns its own vessels and hires its own staff, investing in the local market and our 32 offices in the Caribbean."


With its Canadian head office in Saint John, Tropical is a burgeoning container line providing weekly container service to Florida and the Caribbean. Tropical's multicoloured office walls overlook the Saint John Harbour, where vessels Tropic Canada and Tropic Atlantic, keep container cranes humming.

"We had our 5th anniversary last October for Saint John," adds Mr. Cole. The company also has an office in Toronto and Montreal, where Tropical used to truck freight over the road truck to Palm Beach, Florida. But for the last five-and-half years, Saint John has provided an all-water service from Canada to West Palm Beach. For Tropical, Saint John is "Canada's Gateway to the Americas."



Darren Singh, Atlas International (left) presents the Caribbean Ocean CIFFA Award to Jason Bondy, Tropical Shipping.

Other recent highlights include the acquisition of a new vessel mainly for use in the Bahamas. "We started our Caucedo/ Dominican Republic service and there are a lot of people using it out of Canada, connecting with a vessel in St. Thomas. This allows Canadians to access another major port in the Caribbean."


"We've also expanded our sales force in the Montreal office and we have hired Dennis Legere, as Canadian Sales Manager in Saint John," Cole announces. "We have a great relationship with our maritime customer base and we are strengthening our position in the Toronto and Montreal areas. Tropical has strong connections through CN with cut-offs on Fridays. Our vessels sail from Saint John on Sunday which has been a very favourable schedule for our customers." 

Swire/Indotrans Calling Exclusively in Saint John

Swire Shipping of Australia recently announced that Saint John will be the only Canadian port of call for its Indotrans service which provides a direct link between India, South-East Asia and Saint John. "This change will see an increase in import tonnage for the port and we are very pleased and excited about the possibilities this brings for us," said Andrew Dixon, Vice President, Marketing & Business Development of the Saint John Port Authority.



Indotrans has been integral to Port operations in forest products and tapioca. Indotrans has had export calls out of Saint John and import calls to Halifax, but cargo imported as break bulk into Halifax is now switching to containers and Indotrans has decided to rationalize port operations in Saint John resulting in increased amounts of tonnage handled here. "We are now handling a higher amount of import and export cargo which increases our service offering to shippers in the region, particularly those shipping to Southeast Asia and India," said Capt. Al Soppitt, President & CEO of the Port Authority.

Indotrans also continues to import tapioca shipments. A.E. Staley in Houlton, Maine plans to import another 10,000 tonnes this year. Headquartered in Decatur, Illinois, A.E. Staley is a prominent supplier of value-added products derived from tapioca and corn, including sweeteners, starches, ethanol and animal feeds. Logistec Stevedoring modified its handling equipment and procedures specifically for this cargo, to minimize any damage to the giant bags of tapioca. Indotrans also delivered the first pipe cargo in 2006 for Port of Saint John manufacturer Floating Pipeline Company. 

PEOPLE AROUND THE PORT



Mark Monahan,
Engineering Technologist, SJPA

Mark Monahan has provided engineering and technical services for the Port and the various companies around the port since June, 2006. Originally from Sussex, he holds diplomas in Business Technology and Civil Engineering Technology, and has also worked previously in the building supplies sector.



Bruce Dugay,
Outside Services SJPA

A Saint John native, Bruce Dugay has been involved in heavy construction on major construction sites throughout his career. He is certified in heavy equipment operation and maintenance and has been working with heavy equipment at the Port as a sub contractor for the past 12 years.



**Mark Fracchia, New General
Manager, PCS NB Division**

Mark Fracchia is the new General Manager of PCS Potash New Brunswick Division in Penobsquis, NB. Until recently, Mr. Fracchia managed the Potash Corporation of Saskatchewan's mine in Lanigan, Saskatchewan, and before that was General Manager of the company's mine in Rocanville, Saskatchewan. He holds a Bachelor of Sciences degree in Chemical Engineering. Fracchia replaced three-year manager Mike Hogan who was transferred to Jordan to work as General Manager of the Potash Corp. run company Arab Potash Company. Mr. Fracchia and his wife Donna are currently building a home in Quispamsis.



Hugo Haché,
Engineering Technologist, SJPA

A 2003 graduate from the civil engineering course at the community college in Edmunston, Hugo Haché is originally from Lamèque Island in the Acadian Peninsula, and began working with the port in December 2006. His previous employment was with a Moncton engineering firm. He is now responsible in assisting the supervision and inspection of construction and capital works projects around the Port.



Paul Doiron,
VP Special Projects at Logistec

Paul Doiron is now Vice President Special Projects at Logistec Stevedoring and has returned to the Saint John office at Shed B following a term as Senior Vice President - Sales, Logistec Stevedoring Inc. Mr. Doiron is also President of the International Forest Product Transport Association (IFPTA) which is head-quartered in Wilmington, Delaware with a European office in Brussels, Belgium.



**Dean MacLean Moves to Tropical
from Logistec**


Dean MacLean joined Tropical Shipping in Canada as Pricing Analyst last year bringing with him six years of logistics experience he gained while at Logistec Corporation in Saint John. At Tropical, Dean is responsible for ensuring customers have their rates and contracts in place, and analyses corporate pricing to ensure Tropical is abiding by competitive standards. Dean holds two degrees from St. Francis Xavier University, Bachelor of Arts and a Bachelor of Business Administration. Has also received his CITT designation in 2003.

Petroleum Coke Imports for Coleson Cove Will Benefit Port

The introduction of petroleum coke as a fuel source for NB Power's Coleson Cove plant in Saint John presents a great opportunity for Saint John. "Once the process is finalized at Coleson Cove, this cargo will add an additional 600,000 tonnes to port traffic annually, which in turn will lead to increases in limestone that comes through the port for use in the plant's scrubbers," explains Andrew Dixon, Vice President of Marketing and Business Development for the Saint John Port Authority.

NB Power has selected Logistec as the stevedore to handle petroleum coke imports to the Navy Island Pier where it will be unloaded into a new building to be constructed on Piers 2 and 3. "There

can be no contamination to water, air, or ground, so an Environmental Impact Assessment is underway," said Mr. Dixon. "Imports are expected in November as part of a trial to process 120,000 tonnes to test the process at the plant. The initial shipment will be 20,000 tonnes.

Petroleum coke is a coal-like substance made essentially of carbon, and can be burned to produce energy. The product imported at the Port would be pelletized like tiny ball bearings. The product is recovered from the heavier parts of crude oil as it is broken down to produce fuels like gasoline and diesel. 

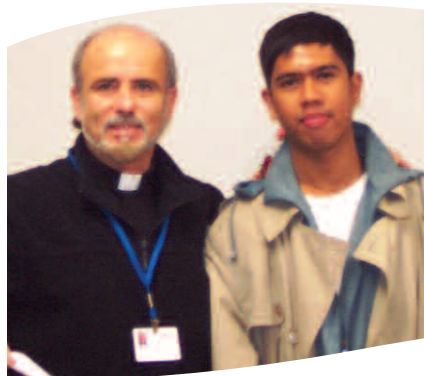
Seafarers' Mission Thriving, Volunteers Still Needed

With a new chaplain and new chapel, the Saint John Seafarers' Mission on the west side has never been better prepared to fulfill its mandate. However, with the number of visitors rising all the time, volunteers have never been more necessary. "As the port grows so does the need for mission services," explains Betty MacMillan, Manager, Business Development, Saint John Port Authority, who is a new volunteer board member at the mission. "We have a strong facility now, but we have high overhead costs and need both monetary donations and volunteers too."

In October 2006, Rev. Fr. Theodore Efthimiadis was hired to minister seafarers at the mission and on ships. Since October, Rev. Fr. Efthimiadis has made more than 50 separate visits to 25 different ships. He has ministered seafarers and driven them to the mission and to local shopping centers for amenities. The Greek Orthodox priest came to Canada in 1980, and knows what it's like to be far away from home. "Spending time with the crew members on board is a very good experience," said Rev. Fr. Efthimiadis. "Waving at me when they see me coming, offering a cup of coffee at the cafeteria or requesting a favor, always brings laughter and healing. We can talk about spiritual things, pray together, or provide them with a Bible, even in their own language."

Often, he takes seafarers to the mission for a phone call or an e-mail to a loved one, or to do some shopping. "At the end

of the day, when you hear comments such as, 'God brought you into our lives' or 'thank you for your excellent services', etc., you know that all the people who are involved with the Mission to Seafarers, can touch someone's life in a very meaningful way," said Rev. Fr. Efthimiadis.



Last November, construction of a new chapel was completed at the mission. "With the volunteer leadership of Neil McKelvey, the Building and Finance Committee obtained financing and arranged for the construction of a new Chapel for the Saint John Seafarers' Mission," said Lorne DeGaut, Chairman of the Seafarers Mission. "The cost of the chapel and necessary furnishings was \$18,701, of which \$18,256 was raised by the committee." On November 19, a dedication ceremony for the chapel was held at the mission, officiated by Bishop Claude Miller.

On the equipment side of the mission, use of computer and internet services has increased. "During 2006, we purchased two new computers and a printer for the seafarers' use," said Mr. DeGaut. "Computers provide important improvements for the seafarers, giving them timely communications, faster access to information and compatible technology."

This year, webcams were donated by Knights of Columbus on the West Side. "They usually give us a cheque but asked if



Pat Riley (board member of Greater Saint John Community Foundation, a contributor to Chapel building fund); Rev. Theodore Efthimiadis, Port Chaplain; Lorne DeGaut (Chair of Board of Directors, Seafarers' Mission); Neil McKelvey (Chair Fund-Raising committee, Seafarers' Mission); Roman Rozanski (kneeling, Chief Officer of bulk cargo vessel Wejherowo Natachacout of Poland).

there was something specific," recalls Bev Sullivan, Manager of the Seafarers' Mission. Ms. Sullivan also said the mission's pool table was recovered in April. In her day-to-day role, she also sees first-hand the need for more volunteers. "We are always looking for ways to improve services and we are currently seeking more volunteer drivers. The price of gas contributes to overhead costs too."

To raise more funds, the mission is organizing another fundraiser golf tournament this summer at the Grand Bay-Westfield Golf Course on August 24th. Close to \$5,000 was raised last year and even more will be needed this year to keep things going.

The mission relies on the community for donations of clothing, toiletries, and baking goods from various groups and individuals. This assists the mission in addressing seafarers' needs—in situations when they have limited time in port for shopping.

The Mission to Seafarers was founded in 1856 in England.

To volunteer contact the Seafarers' Mission: 635-1731, or sjseafarers.com

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