

CILTNA Conference

Tackling Disruptive Change

June 6, 2017

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Vice President, External Relations



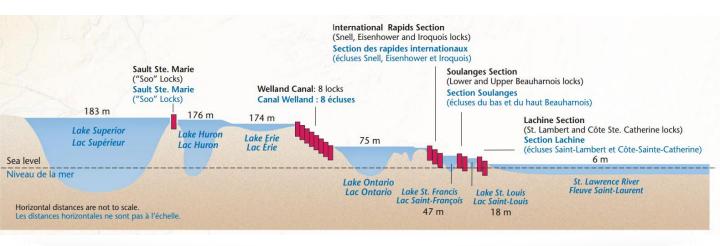
The St. Lawrence Seaway Management Corporation

Corporation de Gestion de la Voie Maritime du Saint-Laurent

ST. LAWRENCE SEAWAY

Connects the Great Lakes to the Atlantic Ocean

- Montreal to Lake Ontario 2 U.S., 5 Canadian Locks
- Welland Canal 8 Canadian Locks





THE GREAT LAKES/SEAWAY SYSTEM

The gateway to ... and from the heartland of North America

- 3,700 km marine highway
- 41 ports connected to the System
- Supports 227,000 jobs and \$35 billion in economic activity

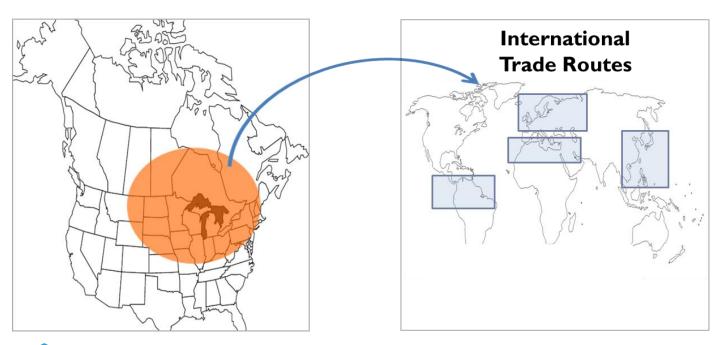


We like to call it... Hwy H₂O



PRINCIPAL OVERSEAS TRADE ROUTES

Approximately 10 million metric tons shipped annually

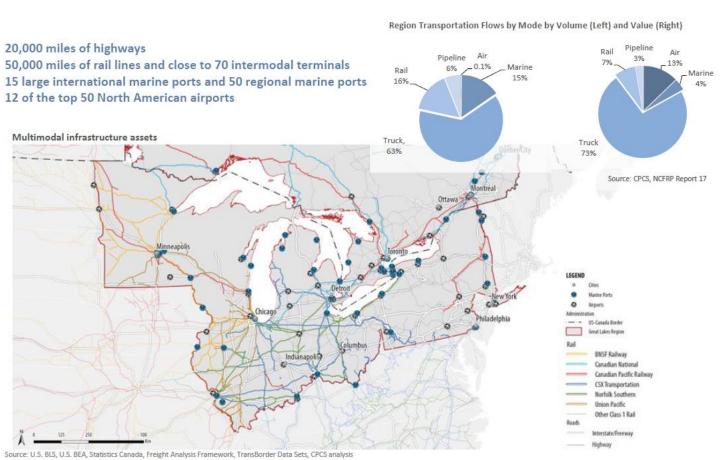




PROXIMITY TO MARKETS

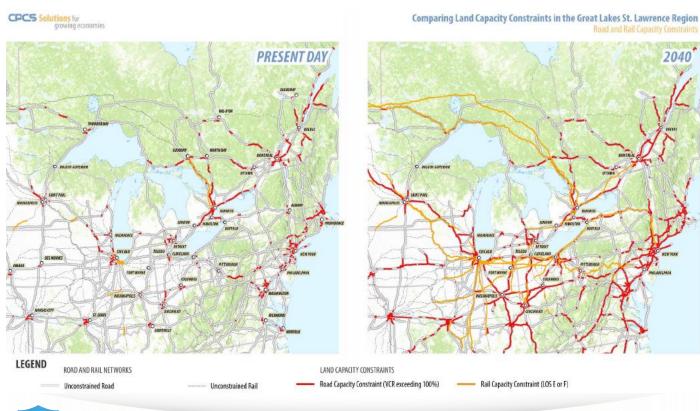


Over 150 million people in North America live within an 8 hour drive of a major port on the Great Lakes / Seaway System



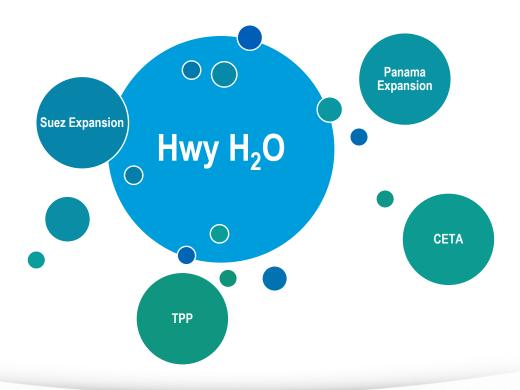
ENSURING EFFICIENCY IN THE FUTURE







FLURRY OF OPPORTUNITIES



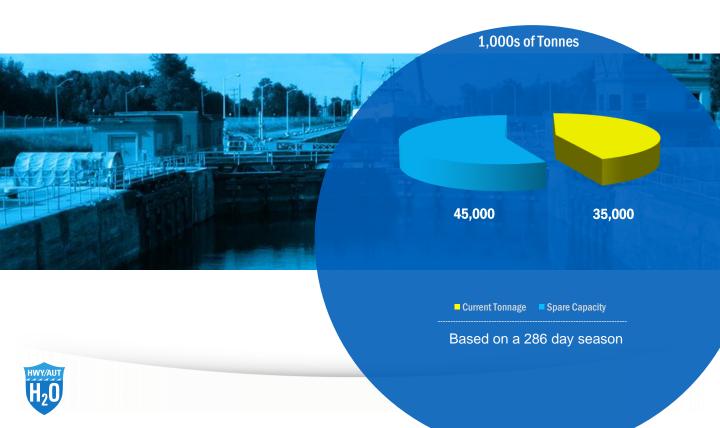




At Left: Lock 3 with HFM pads ready to moor a ship

At Right: Ship moored by HFM (no wires) descends in lock





DIVERSE SEAWAY SIZED FLEET





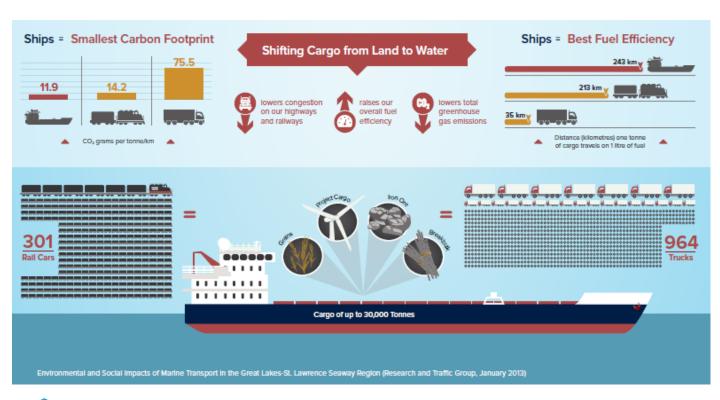






ADVANTAGES TO SHIPPING BY MARINE







IMMEDIATE GROWTH OPPORTUNITIES



Grain



Project cargo



Breakbulk





CHOOSING HWY H₂O



Access to tidewater



Improved fluidity of supply chain through optimal utilization of assets



Experienced, safe, reliable infrastructure with room to grow



Cost competitive



Vessel Availability





Bruce Hodgson
Director, Market Development
The St. Lawrence Seaway Management Corporation



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