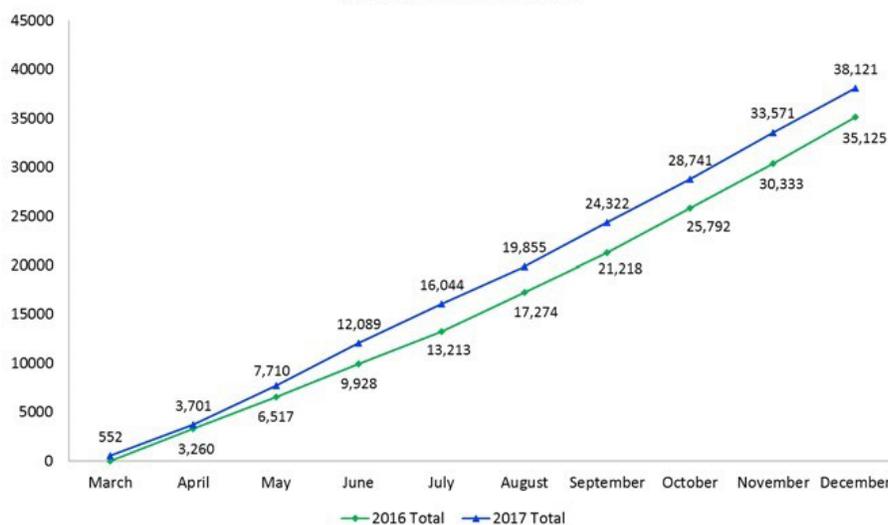


Cargo Volumes Rise During the 2017 Navigation Season

Cargo tonnage for the St. Lawrence Seaway's 2017 navigation season ended on a positive note, with more than 38 million metric tons moved, reflecting an increase of 9 percent when compared to the 2016 season. A steady volume of iron ore, steel, grain, salt, cement, containerized goods, and project cargo including windmill components and oversized machinery, kept Seaway vessels extremely busy throughout the year.

One of the largest increases noted in cargo tonnage was the movement of iron ore. Both Canadian and U.S. Lakers moved 29 percent more iron ore than the prior navigation season. About 84 inbound iron ore shiploads moved from the Labrador region of Canada to the U.S. and Canadian Great Lakes steel production sites. Another 132 outbound

Cumulative Cargo, 2016 vs. 2017
St. Lawrence Seaway Comparative Cargo Traffic
(thousands of metric tons)



2016 Navigation Season: March 21 - December 29
2017 Navigation Season: March 20 - January 11

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DEPUTY ADMINISTRATOR'S COLUMN

A New Year with New Opportunities across the Great Lakes



Craig Middlebrook
Deputy Administrator

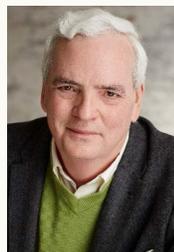
In past *Seaway Compass* columns, I have highlighted the importance and significance of the ongoing enhancements to the U.S. and Canadian Seaway locks under our respective asset renewal programs.

CONTINUED ON PAGE 3

GUEST COLUMNIST

Dennis M. Mahoney Vice President of Vessel Operations (Ret.)

Recognizing Opportunity: Insights from a Storied Career



I have been extremely fortunate to have spent over 46 consecutive years as a vessel agent. My Dad was a Group One telephone repairman (Ma Bell). My Dad's father was a railroad worker, whose job entailed using a very steady steel bar (lining bar)

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ALSO IN THIS ISSUE:

- Exciting Times for Great Lakes Cruising
- Annual Industry Events Commemorate Great Lakes Shipping Tradition
- Cruise Ship Activity
- Great Lakes Seaway Ballast Water Working Group Releases 2017 Report
- Great Lakes Delegation to Return to Breakbulk Europe in 2018
- Personnel News
- Upcoming Events

Exciting Times for Great Lakes Cruising

There are many signs that signify the return of Spring to the Great Lakes region – leaves returning to the trees, blooming flowers, and cruise ships plying the freshwaters of the Great Lakes St. Lawrence Seaway System. Ship watching enthusiasts along the shoreline can expect to see the first cruise ship returning to the Seaway System during the second week of May.

Good news comes with this year's cruise season – two additional ships have been added to the inventory for a total of

eight, signifying what will be the busiest cruise season since 2004. As many are aware, cruises on the Great Lakes sell out quickly, but with the two additional ships, berthing availability increases significantly. The increase in inventory will offer no less than 85 separate cruises between May and early November.

Joining the *Pearl Mist*, *Victory I*, *Hamburg*, *Grande Caribe*, *Grande Mariner* and the *Canadian Empress* in 2018 will be the *Victory II* and *Jacques-Cartier*.

The eight ships offer a wide range of cruising options that average 5–17 days and calls at a minimum of seven ports, and in some cases, nine ports per voyage. Cruises originate from the Canadian ports of Montreal, Quebec, Toronto, and Thunder Bay and the U.S. ports of Chicago, Milwaukee, and New York City. This year's cruising season will also include port calls in Lake Superior. The last time a cruise ship sailed in Lake Superior was in 2013. ■■■

Annual Industry Events Commemorate Great Lakes Shipping Tradition

Each year, representatives from across the Great Lakes – St. Lawrence Seaway (GLSLS) system join to commemorate the conclusion of another successful shipping season and honor those mariners who make it possible, and 2017 proved no exception.

Established in 1931, the Grunt Club, Inc. is a premier trade community in Montreal that provides its members with fellowship and other networking opportunities for individuals involved in every facet of the GLSLS shipping industry worldwide. The annual gathering, held in Montreal, Quebec in December 2017, provided over 1,000 attendees with the opportunity to network and begin strategic planning for the 2018 GLSLS shipping season. For more information, please visit <https://www.gruntclub.org/>.

Similarly, the Marine Club is a trade community in Toronto equally committed to providing networking opportunities for those “engaged in, concerned with or directly interested in” the GLSLS. Founded in 1938, the Marine Club “encompasses a range of marine industry stakeholders,” including shippers, ports, terminal operators and other Great Lakes service providers. The annual Toronto Marine Club event held in mid-January 2018 provided the opportunity for SLSDC leadership, together with our colleagues from the Canadian Seaway Corporation, to take part in many informational meetings with Seaway stakeholders and customers. These included a meeting of the Ballast Water Working Group, the Highway H₂O Annual General Meeting (AGM), Green Marine's Great Lakes Advisory Committee meeting, and the Great Lakes Cruising Coalition meeting. For more information, please visit <http://www.themarineclub.org/>.

To learn more about the U.S. Saint Lawrence Seaway Development Corporation (SLSDC)'s ongoing engagement with both the Grunt Club and Marine Club, please email the SLSDC's Great Lakes Regional Representative Adam Schlicht at adam.schlicht@dot.gov. ■■■



DEPUTY ADMINISTRATOR'S COLUMN
CONTINUED FROM PAGE 1

Yet, the Seaway is not the only organization in the Great Lakes – St. Lawrence Seaway System (GLSLS) making significant investments in new opportunities for 2018 and beyond. In 2017, many U.S. Great Lakes ports identified, developed, secured, and promoted bold new initiatives within their communities, providing new business opportunities that are benefiting their local and regional economies.

[The Duluth Seaway Port Authority](#), partnering with Lake Superior Warehousing, launched its [Duluth Cargo Connect](#) initiative in 2017. An innovative new approach to intermodal connectivity on the Great Lakes, Duluth Cargo Connect provides “seamless cargo handling, storage, distribution and transportation logistics services for breakbulk, heavy lift and other project cargoes.” The Duluth Cargo Connect initiative provides customers at the Port of Duluth-Superior with integrated connectivity, through the new CN Rail/Duluth Intermodal terminal, to Great Lakes, East, West, and Gulf Coast destinations as well.

At the [Toledo Lucas County Port Authority](#), another major announcement

occurred in summer 2017. Cliffs Natural Resources, a Cleveland-based company, announced its intent to establish a new hot briquetted iron factory at the Port of Toledo, creating over 100 new jobs and approximately \$700 million in new economic development within the area. The Cliffs factory will directly contribute to the manufacturing of U.S. steel and has the capacity to recruit over 100 new vessel shipments to the port.

The innovative Cleveland Europe Express (CEE) initiative at the [Port of Cleveland](#), continues to be an important initiative aimed at increasing containerized and breakbulk shipments between the Great Lakes and Europe, specifically the Port of Antwerp. This year marks the fifth year of operations for the CEE, and the Spliethoff fleet of vessels that service the CEE is making additional calls at ports throughout the GLSLS while sustaining its dedicated sailing schedule into Cleveland.

The idea of a Great Lakes Shuttle Service between the [Ports of Milwaukee, Wisconsin](#) and [Muskegon, Michigan](#) is progressing after being awarded the first U.S. Maritime Administration marine highway designation on Lake Michigan (M-90 Marine Highway). The proposed service will provide a dedicated commercial shipping route directly

linking Wisconsin and western Michigan, providing shippers in the region with a new, competitive, efficient, and reliable alternative to road-based congestion in the greater Chicago area.

The [Port of Green Bay, Wisconsin](#) remains the primary method for delivering liquid bulk fuel products into Northeast Wisconsin. The permanent closure of the West Shore pipeline in May 2016 eliminated a 50+ year old delivery route between Milwaukee and Green Bay. As such, imported delivery of petroleum to the Port via the Great Lakes has proven critical in establishing a vital new maritime supply chain, helping to keep homes in Wisconsin heated during the chilly winter months.

This is by no means an exhaustive list. These are just a few of the many exciting opportunities and initiatives happening across the GLSLS region now and in the months to come. Seaway stakeholders and customers alike are sure to benefit greatly from a modernizing vision of the Great Lakes and the added value our ports are providing to their communities, the region, and the world. Stay tuned for even more “opportunities” to come from our U.S. Great Lakes ports! ■■■

CARGO VOLUMES RISE DURING
THE 2017 NAVIGATION SEASON
CONTINUED FROM PAGE 1

iron ore shipments departed from the iron ore mines in Minnesota and moved to transshipment ports along the lower St. Lawrence River for transfer to ocean-going ships bound for Asia. This robust level of iron ore activity on the Seaway had not been experienced since 2013.

High-valued general cargoes reflected a 30 percent increase when compared to the 2016 navigation season. Cargo

tonnage included steel products, machinery, boilers, windmill components, aluminum, yachts, and containerized goods.

Increases in steel shipments were recorded at the ports of Cleveland, Detroit, Hamilton, Milwaukee, Chicago, Burns Harbor, and the Port of Algoma in Sault Ste. Marie, Ontario. Most ships that hauled steel into the Great Lakes left with grain, potash, and coke destined for Europe. For the first time, the Port of Lorain loaded coke for export on foreign

flag ships bound for Mexico. Two additional shiploads were shipped onboard Canadian-laker vessels for transshipment through Port Cartier.

It is estimated that foreign flag vessels importing cargoes into the Great Lakes Seaway System arrived from 38 different countries while exports leaving the system were delivered to 29 countries. This simple fact signifies that the Great Lakes Seaway System continues to be a viable and competitive international gateway for global trade. ■■■

GUEST COLUMNIST DENNIS M. MAHONEY
CONTINUED FROM PAGE 1

to literally hand pull rail tracks to redirect train traffic. My Mom's father was a Cleveland fireman. The women had the hard jobs of running the households and raising children. Obviously, times have changed. With a background such as mine the idea of spending your entire adult life working life in a single career was probably to be expected.

I can assure you that a long career in a single industry does not mean you are stuck in a rut or that you have serious talent deficiencies and are unwilling to diversify. To the contrary, a successful and focused career will be fraught with numerous growth and diversification opportunities.

I began my shipping career on March 18th, 1970. I had parted ways from Kent State University (on good terms) but had tired of being a broke English major with no real career path in sight. The job market was pretty good in those days. I was hired by a Steamship Agency with a downtown Cleveland office (Great Lakes Overseas, Inc.) as an assistant to an Operations Manager. None of this meant anything to me at the time; but it was a job, and I needed one of those. My credentials were apparently sufficient enough, and the fact that there was only one other applicant for the position. The other job applicant was a former seminarian studying for the priesthood. I was told that the language on the dock was quite colorful, and a seminarian may not be up to that. In short, I was hired because I looked like someone you could swear at.

The start date was nearly perfect. An Irish kid from Cleveland just might have other plans for March 17th. I soon learned that my job had an actual designation. I was "water clerk". I didn't relish the thought of being any kind of clerk. It would become incumbent of me to take whatever future

steps that would be needed to eradicate the "clerk" moniker from this job description. I believe I pretty much achieved that. One should have an accomplishment or two in a career that spans 46 years.

My early years in the business were quite frantic and never boring. The Cleveland branch of Great Lakes Overseas was charged with the responsibility to look after the interests of some of the largest International Steamship Lines operating through the Seaway into the Great Lakes. Our principal base included the likes of Fjell Line, Scanlake Line, Med-lakes Line, Mitsui O.S.K. line, Black Star Line and others.

The ships back then were generally Fortune Type, Freedom Type or even converted WWII Liberty Ships. These were far smaller than those that ply the Seaway today. These ships never had cranes but were all equipped with winches and derricks. The vessels' lift capacity maximum limit was typically about 10 tons per lift. Heavier lifts had to be made using shore cranes. Many of these shops remained in service from the time that the Seaway opened in 1959 (before my time). Thank you, President Dwight Eisenhower.

The cargoes, flag states of the ships, and nationality of the crews were far more varied then, and hence even more interesting compared to what you will find today.

The cargoes mix was not limited to the steel in/grain out description (an over simplified refrain) that is commonly used to describe the Seaway trade today. The cargoes we "worked" back then were commonly categorized as general and bulk cargo. We handled wine in cardboard boxes often hand stacked on wooden pallets, boxed machinery, steel drums, bales of sisal twine, wooden kegs of nuts and bolts, bales of rags, natural rubber in one hundred pound bales and

much more. We would even fill entire cargo holds with fresh, bloody, fly infested cow hides. Obviously, life was good and this "water clerk" had found himself on a path to a long career.

Allow me to fast forward to the second half of my career. The last 23 years where I had the honor and privilege to serve as Vice President Vessel Operations at the independent, Cleveland based Steamship Agency/Transportation and/Logistics enterprise. It was at World Shipping that I was granted the opportunity to capitalize on all my maritime experience, which included cargo handling, principal relations, etc.; a jack of all trades kind of thing. Regardless of where I worked I learned early on that in business, just as in life, that it is all about the people. Everybody has an important role to play. No one knows it all. You can and should learn every day from your bosses, principals, vendors, co-workers, family members and friends. World Shipping is where we would continue to identify the needs of our valued principals and pursue the growth opportunities that would open by filling those needs.

I did actually learn a lot over the course of a 46-year career. One of the most important lessons learned was: "friends will always continue to do business with friends"— thought I should leave you with at least a touch of insight. ■■■



Cruise Ship Activity

The *Victory II* joins its sister ship (*Victory I*) for this upcoming season. Both ships are owned by Clipper Cruises Limited and operated by Victory Cruise Lines based in Miami, Fla. The 200-passenger ships were built in Jacksonville, Fla., under the Maritime Administration's Title 11 program. This season marks the fourth consecutive year for the *Victory I* in the Great Lakes. Background about each ship and their individual itinerary can be found at www.victorycruiselines.com.

The *Jacques-Cartier* sets sail from Quebec and into the Great Lakes in mid-May and will offer passengers a total of 12 voyages that are 8–10 days in length. Built in 1924, the *Jacques-Cartier* operated as a sight-seeing vessel out of Trois Rivières. Recently, the ship underwent a major overhaul from stern to stern to become a 68-passenger vessel that will provide passengers a luxury yacht type experience. For more details about the *Jacques-Cartier* visit www.msjacquescartier.com.

The *Pearl Mist* returns in early June for its fifth consecutive year in the Great Lakes. The 210-passenger cruise ship is owned and operated by Pearl Seas Cruises based in Guilford, Conn., and will conduct 12 voyages between June and September. The *Pearl Mist* will tour through four of the Great Lakes and conduct port calls in the Canadian ports of Toronto, Windsor, Parry Sound, Midland, Little Current, and Sault Ste. Marie. On the U.S. side, visits occur in Chicago and the Michigan cities of Detroit, Mackinac Island, Muskegon, and Holland. The full 2018 schedule can be found at www.pearlseascruises.com.

The most recognizable and largest cruise ship to sail the Great Lakes returns for another season and offers passengers two 17-day voyage that begins and



Victory II, one of the newest vessel to cruise the system this year.

ends in Montreal. Built in 1997 specifically for the Great Lakes, the *Hamburg*, a 400-passenger vessel is scheduled to operate in the Great Lakes between mid-September through mid-October. For more details about the *Hamburg's* schedule visit www.plantours-partner.de.

The first ship that will arrive in the Great Lakes is the Canadian Empress, operated by Saint Lawrence Cruise Lines. The vessel was built in 1981 and sails the Canadian waters of the St. Lawrence River and the Seaway's Thousand Island region and Ottawa River. The ship holds 66 passengers and offers 5–7 night cruises commencing in mid-May and ending in mid-October. This year the Canadian Empress will conduct 32 voyages between Quebec and Kingston, Ontario. For more information visit www.stlawrencerivercruise.com.

The U.S. flagged *Grande Mariner* and *Grande Caribe*, operated by Blount Cruises have been sailing the Great Lakes Seaway System since 2000. The *Grande Caribe* was constructed in 1997, and the hull for the *Grade Mariner* was laid

the following year. Each ship berths 83 passengers and because of its smaller size, they can travel to places that larger ships simply cannot go. With unique itineraries, the *Grande Mariner* and *Grande Caribe* are the only cruise ships that leave the Great Lakes to continue their itineraries through the Erie Canal and ending in New York City. They are also the only cruise line that calls only on U.S. Great Lakes ports. They also offer one of the longest itineraries in the Great Lakes – 16 days/15 nights and in 2018 the two cruise ships will conduct a total of seven voyages from early June to late October.

The future looks bright for cruising on the Great Lakes Seaway System. Looking ahead, Ponant, which operated the *Le Levant* in the Great Lakes during 2001–2004, will bring its newest cruise ship the *La Champlain* in 2019. The following year it is anticipated that Hapag-Lloyd will bring its newest vessel *Hanseatic Inspiration* to the Great Lakes. With these additions, the inventory reaches an all-time high of 10 cruise ships by 2020. ■■■

Great Lakes Seaway Ballast Water Working Group Releases 2017 Report

The Great Lakes St. Lawrence Seaway Ballast Water Working Group (BWWG)

has released the “2017 Summary of the Great Lakes Seaway Ballast Water Working Group”. The report found that in 2017, 100 percent of ocean-going vessels bound for the Great Lakes Seaway from outside the Exclusive Economic Zone (EEZ) underwent ballast water management examinations before entering the Seaway System. A total of 8350 ballast water tanks were assessed during 457 ocean vessel transits. Inspectors recorded that 99 percent of all ballast tanks were in compliance with pre-established salinity levels.

The BWWG is comprised of representatives from the U.S. Coast Guard, the U.S. Saint Lawrence Seaway Development Corporation, Transport Canada, and the Canadian St. Lawrence Seaway Management Corporation. This unique binational group’s mandate is to develop,

enhance, and coordinate binational inspection, compliance and enforcement efforts to reduce the introduction of aquatic invasive species via ballast water into the Great Lakes St. Lawrence Seaway System.

Since 2006, there has been no unmanaged ballast water entering the Great Lakes. In 2017, less than 1 percent of all international vessels were found to have ballast water on board that did not meet required salinity levels (30 ppt). Those vessels are required to retain the ballast water and residuals on board, treat the ballast water in an environmentally-sound and approved manner, or return to sea to conduct a ballast water exchange. Vessels that were unable to exchange their ballast water and were required to retain them on board also received a verification exam during their outbound transit, prior to exiting the Seaway.

The report also noted that 100 percent of ballast water reporting forms that must be completed, were screened to assess ballast water history, compliance, voyage information and proposed discharge location. The verification program of the BWWG indicated that there was no non-compliant ballast water discharged in the Great Lakes Seaway System. This is the ninth consecutive year that BWWG agencies ensured the examination of 100 percent of ballast tanks entering the Great Lakes via the St. Lawrence Seaway. The BWWG anticipates that high vessel compliance rates will continue for the upcoming 2018 navigation season. Since 2006, no new ship-borne aquatic invasive species has been introduced into the Great Lakes, the longest period of non-introduction on record. ■■■

Great Lakes Delegation to Return to Breakbulk Europe in 2018

The U.S. Saint Lawrence Seaway Development Corporation (SLSDC) and the Canadian St. Lawrence Seaway Management Corporation (SLSMC) are again planning to co-lead a delegation of Great Lakes stakeholders from across North America at the annual Breakbulk Europe Conference and Exhibition, currently scheduled for May 29 – May 31, 2018 in Bremen, Germany. Each year, representatives from across the binational Great Lakes – St. Lawrence Seaway (GLSLS) come together as Hwy H₂O, the U.S. and Canadian marketing platform used to commercially promote maritime transportation and international shipping throughout the System. This year, the Hwy H₂O delegation is tentatively slated to include: the SLSDC, the SLSMC, the Thunder Bay Port Authority (CAN), the Duluth Seaway Port Authority (U.S.), the Oshawa Port Authority (CAN), and the Port of Milwaukee (U.S.). For over a decade, the Hwy H₂O booth has been a prominent mainstay at annual Breakbulk events, which are held worldwide and provide an important hub for industry experts seeking to do business on the GLSLS. ■■■

Breakbulk EUROPE

29-31 May 2018

Messe Bremen

BREMEN, GERMANY

Personnel News

Kevin Beardsley was named the Duluth Port Authority's Interim Executive Director effective February 9, 2018 and will also continue his role as Chief Financial Officer during the search process. Beardsley joined the Port Authority December 1, 2014, becoming just the third CFO in this agency's history. He brings with him 20 years of experience in accounting, taxation, financial management and strategic planning. His work has encompassed managing resources at small privately-owned companies, an energy cooperative and a large corporation.



Kevin Beardsley

In January 2018, the Board of Directors of the Port of Oswego Authority (POA) appointed **William Scriber** Acting Executive Director while they search for a new executive director. This move came after the December 5th resignation of the former Executive Director, Zelko Kirincich.



William Scriber

Mr. Scriber has been the Manager of Port Logistics and Administrative Services since January 2010, where he has overseen the general operations of daily labor activities, warehouse and ship operations, port security, port construction projects and various other duties.

As Acting Executive Director, Mr. Scriber will manage the POA in a manner consistent with port policy and strategic objectives to continue insuring present customer relationships are preserved and maintain communication with them while seeking new business opportunities for the port. ■■■

Upcoming Events

March

March 29

Opening of The Great Lakes – St. Lawrence Seaway System 2018 Navigation Season

Info: <http://www.greatlakes-seaway.com/en/commercial/opening.html>

April

April 4

Annual Port of Green Bay Symposium

Green Bay, WI

Info: <http://www.portofgreenbay.com/>

May

May 3–5

Great Lakes Economic Forum

Montreal, ON

Info: <http://www.greatlakeseconomicforum.com/#>

May 9

Wisconsin International Trade Conference

Milwaukee, WI

Info: <http://www.wisconsintradeconference.org/>

May 29–31

Breakbulk Europe

Bremen, Germany

Info: <http://www.breakbulk.com/events/breakbulk-europe-2018/>

May 30 – June 1

Green Marine – Green Tech Environmental Conference

Vancouver, B.C.

Info: <https://www.green-marine.org/greentech/>