



# Marine Transportation Issues

Atlantic Provinces Transportation Forum  
May 30, 2007





# Canadian Manufacturers & Exporters

- Founded in 1874
- Provincially & Nationally Representative
- Focused on
  - Advocacy & Government Relations
  - Market Development
  - Information Dissemination & Networking
  - Company & Sector Development
- Represents 75% of Canada's industrial outputs and 90% of the country's exports.



# Manufacturing Right Here

- 750 companies
- 10,000 products
- 17,000 direct full-time equivalents
- \$3 billion in shipments
- 17% of GDP
- Mix of urban and rural
- Many small firms (<10 employees)



# Global Trends

- Global Supply Chains
  - Supply Chain Management is key to success.
- Increasing Global Competition
- Emerging Economies (China, India)
- Value of the USD
  - 40% hit to export revenue in 30 months
- Cost of Business increasing for everyone



# National Logistics Strategy

- Pacific Gateway – Prince Rupert
- Land Border Efficiency and Capacity
  - Coalition for Secure & Efficient Borders
  - Perimeter Security
- Transportation Infrastructure
- Regulatory Reform
- Atlantic Gateway(s)
- Essential Service on Marine Atlantic



# Atlantic Gateway = Halifax?

- APEC Report
  - Yes for Midwest US and Central Canada
- APF Report
  - Will run out of room in 2020
  - Urban core issues limit growth
- ACOA/Intervistas
  - ?? – Will show a business case does exist
  - Not an immediate crisis re: congestion



# Atlantic Gateway Opportunities

- Short Sea Shipping
  - East Coast Ports
  - Inland Ports
- Transshipment
  - Container Freight
  - Oil & Gas – Energy
- Container Logistics
  - Staging
  - Repairs
- Backhaul to Asia

Investment  
Opportunities

Improved logistics  
connections



# NL Manufacturing Needs

- Reliable, efficient transportation systems
  - Marine Atlantic/Oceanex
  - Road systems
- Cost predictability
- Security of Supply Chain Partners
  - C-TPAT, FAST, E-enabled
- A “pipeline” into the Gateway
- Regulatory reform
  - Harmonized provincial regs
  - Federal regs – Coasting Trade issues





# Other Factors & Priorities

- Potential Fixed Link
  - Transportation of people, goods and energy
- Completion of TLH
- QNS Highway Completion – Rte 138
- Continued pressure within Transport Canada and Treasury Board to offload costs onto Marine Atlantic users
  - Efforts to reduce the burden on “Canada”
- ?? Plans for Marine Atlantic vessels and infrastructure.



# Summary

- For CME its about getting goods to market and development of new opportunities.
- NLS includes Atlantic Gateway(s) and designation of Essential Services
- Our analysis of Halifax shows limitations
- NL is well positioned to benefit and perhaps play a key role.
- Need champions to further the research and promote the options more fully.