



The Conference of Great Lakes and St. Lawrence Governors & Premiers (GSGP) Maritime Transportation System Strategy set bold goals for the Great Lakes and St. Lawrence Seaway (GLSLS) maritime system, including a key goal of doubling maritime trade.

To support this goal, the GSGP has partnered with the Port of Antwerp to collaborate on increasing trade between GLSLS ports and Europe. After completing a major study, the GSGP has identified a set of actions to improve trade opportunities. To achieve our important goals, federal agencies, States and Provinces, ports, carriers and others must all participate in follow through.



## IMPROVING INFORMATION & MARKETING

- Expand research to investigate new types of cargoes for the GLSLS such as motor vehicles, wood products, liquid bulk and containerized cargoes, and determine the true feasibility for increased trade while developing unique value propositions for the GLSLS as a shipment route.
- Continue and expand trade missions to Europe to develop new markets for GLSLS exports and imports to and from the Port of Antwerp.
- Expand the Highway H2O toll calculator and related marketing materials to comprehensively provide interested shippers with accurate information on the costs and potential advantages of shipping via the GLSLS, and to help stakeholders more fully understand the cost competitiveness of the GLSLS.

## CONTROLLING COSTS & EXPANDING MARKETS

- Complete installation of hands-free mooring (HFM) systems in the St. Lawrence Seaway to improve safety, reduce transit times and costs. Once complete, remove requirements for traditional mooring systems on ships to allow more vessels to enter the system. In addition, the US Army Corps of Engineers should install HFM systems at the Soo Locks, creating uniformity across the GLSLS.
- Take steps to standardize Seaway closing dates. Most immediately, increase lead-time on notice of when the Seaway will close to aid in shipping schedule planning.
- Investigate extending Seaway season to match Soo Lock season to increase opportunities for end-of-season imports/exports from Lake Superior.
- The Canadian and US federal governments should continue to pursue reform of pilotage governance and practices to reduce administrative overhead and incorporate safety improvements from new technology such as GPS, automated identification systems, and draft information systems.
- The US Customs and Border Patrol (CBP) should more uniformly interpret and apply rules and regulations for the inspection of GLSLS cargo. Inconsistent interpretation of CBP rules has been a barrier to trade development in some states.

### Europe is the main overseas trading partner of GLSLS ports, and the Port of Antwerp is the gateway.

- Antwerp is located within 500 kilometers of 60% of Europe's purchasing power.
- Maritime connections to more than 1,300 locations in Europe and globally.
- Europe's top steel port by tonnage - steel is a key import for GLSLS ports.



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