

Port Saint John

Andrew Dixon, Senior Vice President

Trade and Business Development

October 2, 2019

Ports of Significance

CANADA



Business Sectors

- Cargo



- Cruise



- Commercial Services – Leasing, Property Management, Pricing

- Venues – Rentals, Enhancements, Partnerships





Port Saint John and Containerization

So... Here's our Story!

1960's	Realization that shipping by container was spreading worldwide.
1970's	Development of a new container terminal and acquisition of six major container Lines.
1980's	By mid decade, consolidation of Lines and "Great Circle Route" resulted in the departure of most regular container Line callers.
1990's	Continuation of single container service with connection to southern U.S. and the Caribbean. Focus on growth of break-bulk forest products export.
2000's	Niche container service continues under Tropical Shipping. B/B forest products export begins to fall off. New Cruise program takes off.
2010's	B/B forest products shipping bottoms out. New container line service strategy emerges!

THE PLAN

Container Line service strategy

- 1 Create a vision for container shipping services through Port Saint John
✓ **2012** - Vision Created
- 2 Attract a “Top Three” Container Shipping Line to call Saint John
(Create credibility for the Vision)
✓ **2012** – World’s second largest container shipping line (MSC) commences regular call at Port Saint John.
- 3 Secure partnership funding for a Terminal Modernization project.
✓ **2016** – Funding partners (provincial and federal) committed to the modernization project.
- 4 Attract a world class container terminal operator and upgrade terminal equipment.
✓ **2017** – DP World commences container operations with long term lease and new gantry cranes and equipment.
- 5 Expand world wide container shipping connections by creating optionality for shippers.
✓ **2017** – CMA CGM commences container service ex. Saint John

THE PLAN

Container Line service strategy

2018 – Work begins on modernization project for
Port Saint John West side terminals!



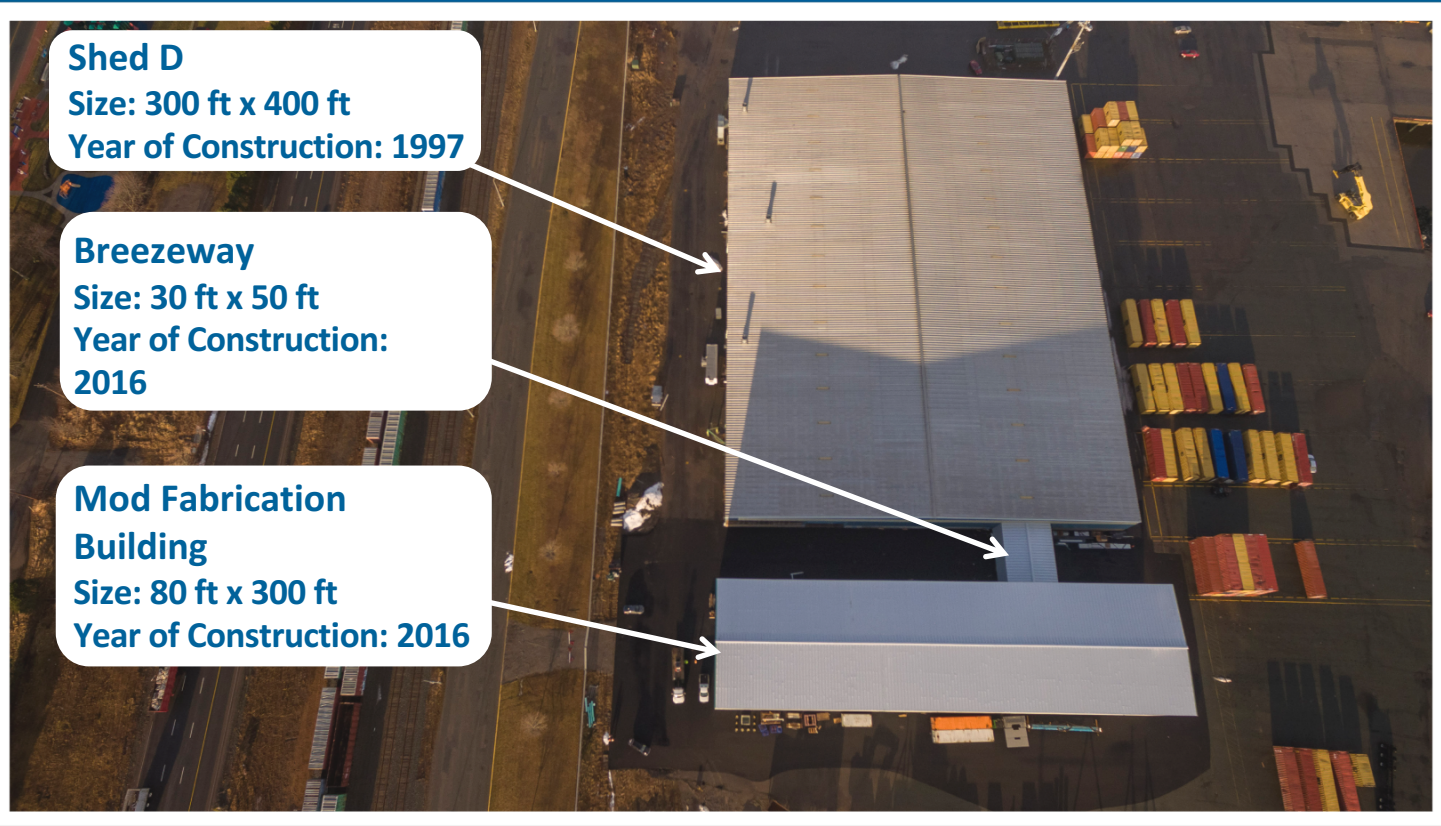
Container Terminal Operator



- Jan 2017 – PSJ container terminal operator with 30 year lease
- 4th largest terminal operator in the world
- Operates 78 terminals globally
- Global experience in operating reefer warehouses
- Invested in two Post Panamax cranes at PSJ
- 447,000 ft² Warehousing
- Transloading/Cross docking



Shed D / Modular Fabrication Facility



MSC Container Services



- Second largest container line in the world
- Connecting to 315 ports globally
- Weekly service in Saint John
- Trans-shipment through Freeport Bahamas
- Refrigerated cargo options
- Flat racks – over-dimensional cargo



CMA CGM Container Services



- Third largest container line in the world
- Connecting to 412 ports globally
- Weekly service in Saint John, starting August 2017
- Trans-shipment through Kingston Jamaica
- Refrigerated cargo options - specialty
- Flat racks – over-dimensional cargo





Rail

● Central Canada & U.S. Midwest
Canadian National (CN) Rail System 
Saint John to Toronto - 996 miles (1,600 km)

● New England States
Pan AM Rail System



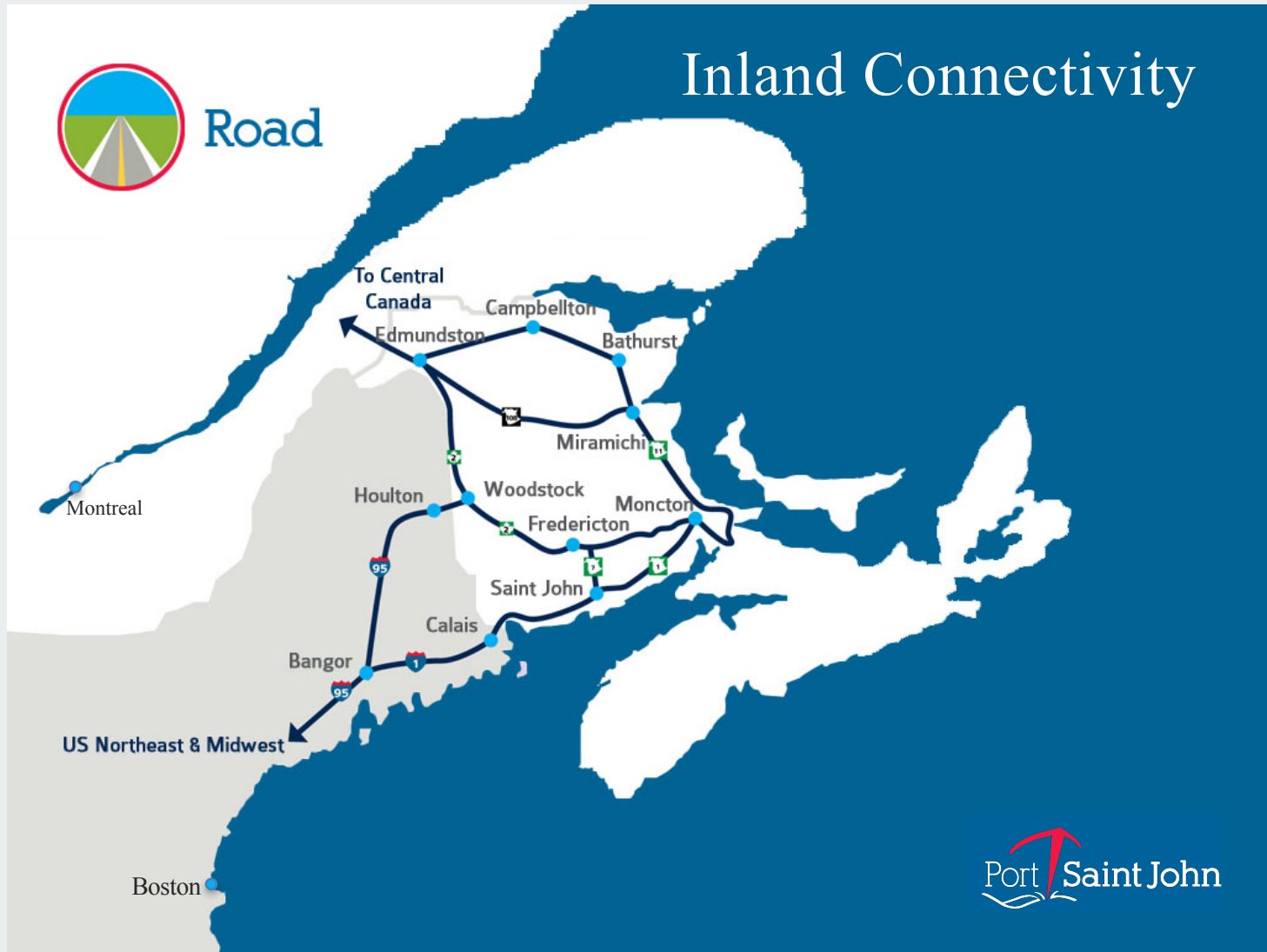
● NB Southern Railway





Road

Inland Connectivity





Project Partners



Foreign Trade Zone Benefits

Program	Main Benefit	Main Qualifications
Duties Relief Program	Upfront relief of duties	Goods must be exported within four years
Drawback Program	Refunds duties for exported goods	Goods must have been exported within four years
Customs Bonded Warehouse	Defers/relieves duties & taxes	Goods must not be substantially altered
Export Distribution Centre Program	Upfront relief of GST/HST on certain imports and domestic purchases	Must be export-oriented commercial entity that adds only limited value to goods
The Exporters of Processing Services Program	Upfront relief of GST/HST on certain imports	Goods must belong to non-resident and be re-exported after being processed

For More information Please Contact:

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West Side Modernization Project

Container Terminal Features	Current	Post Construction
Berth Length	370 m	710 m
Draft Alongside	12.2 m	15.2 m
Throughput Capacity	150,000 TEUs	200,000 TEUs
On-dock Rail	3,060 ft	3,870 ft



Legend:

	EXISTING CONDITIONS	FUTURE CONDITIONS (30 YR TRACKS 55)
FULL 	2590 TEU	1952 TEU
EMPTY 	1496 TEU	3290 TEU
REEFER 	566 TEU	636 TEU
LOADABLE TRACK LENGTH (m)	9000 ft (2660 m)	3270 ft (1000 m)

C	2019-08-16	FINAL CONCEPT			
B	2019-08-15	REVISIO INITIAL YARD			
A	2019-07-30	EXCISE FOR DISCUSSION			
No.	YYYY-MM-DD	Revision	Submitted By	Reviewed By	Approved By

Clerk



Contract No.



82 years

Project:	WEST SIDE TERMINAL MODERNIZATION PROJECT
Title:	CONCEPTUAL DESIGN OVERALL FINISHED CONDITIONS

Designed by: J.G.C. Date: 20/5/03		Checked by: Date:	
Drawn by: J.G.C. Date: 20/5/03		Approved by: Date:	
Scale: 1:1000		Project No: H053333	
Drawing no. H053333-00-XXXX	Sheet	1 of 1	Revision No. C

Timeline

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Work Package	Start Date	Completion Date
Supplementary/Preparation Work	July 2019	June 2020
Wharf Construction	November 2019	March 2022
Main Channel Dredging	April 2022	September 2022
Truck/Entrance Gate Upgrades	April 2022	August 2022
Intermodal Yard Expansion	April 2023	June 2023



A New Brunswick Port...
Connecting North Eastern Canada and the U.S.
to the World!