



Great Lakes St Lawrence Seaway System

The 2022 Navigation Season & Agricultural Export Developments

WI Agricultural Export Advisory Council

Madison, WI
January 11, 2023

Peter Hirthe

Great Lakes Regional Representative
GLS Office of Trade & Economic Development



The Great Lakes St. Lawrence Seaway





Great Lakes St. Lawrence Seaway Development Corporation (GLS)

- A wholly owned Government Corporation and an operating Administration of the U.S. Department of Transportation
- Responsible for the operations and maintenance of the U.S. portion of the St. Lawrence Seaway between Montreal and Lake Erie
 - Maintain and Operate Two U.S. Seaway Locks
 - Vessel Traffic Control
 - Trade Development
- Bi-National Operations with the Canadian St. Lawrence Seaway Management Corp. (SLSMC)
 - Maintain Thirteen CA Seaway Locks, Five between Montreal and Lake Ontario and Eight in the Welland Canal (Niagara Falls)
 - Tolls (Incentive Programs)
 - Manage HWY H2O



LOCKS

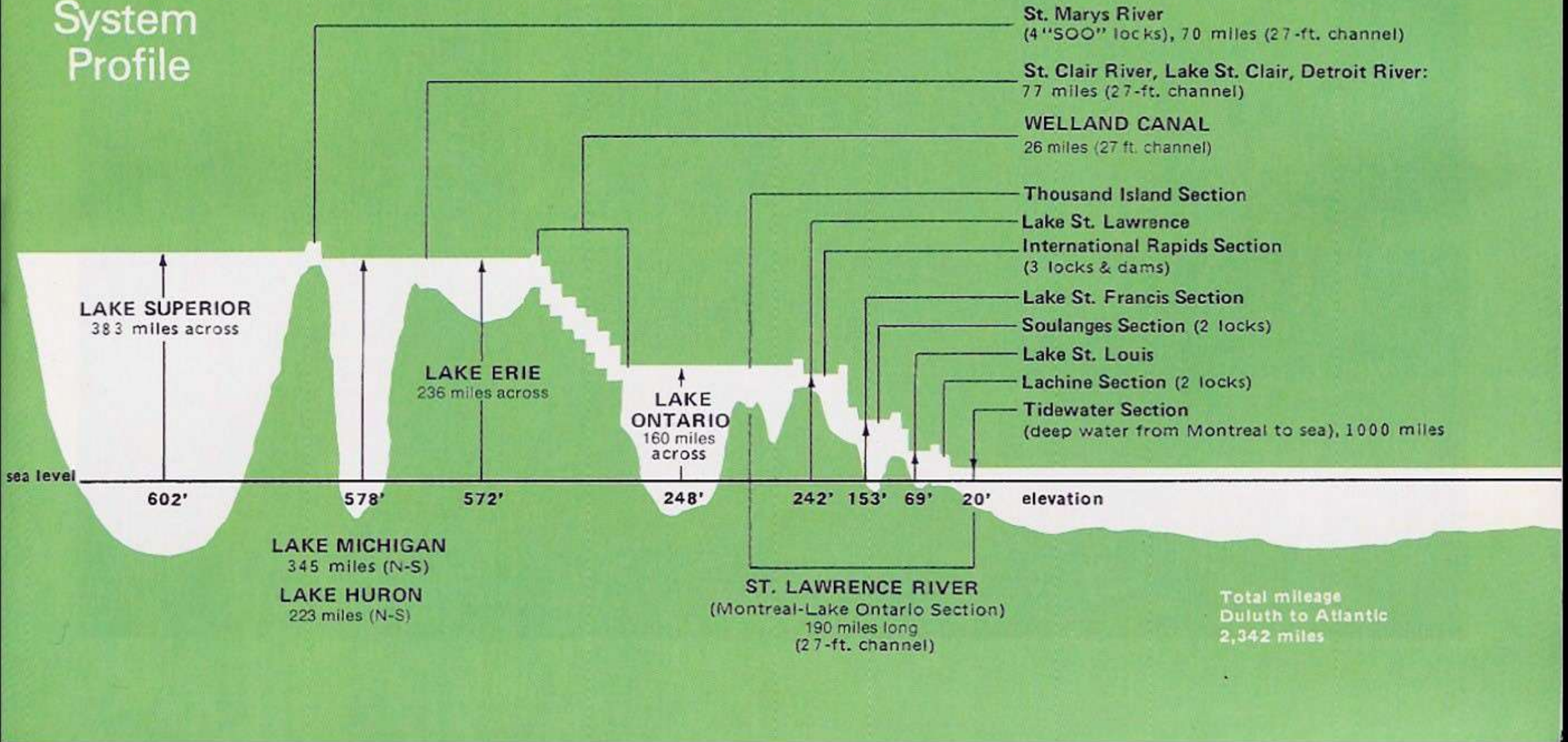
- 1 St. Lambert
- 2 Cote Ste. Catherine
- 3 Lower Beauharnois
- 4 Upper Beauharnois
- 5 Snell
- 6 Eisenhower
- 7 Iroquois
- 8 Welland Canal (8 locks)
- 9 Soo Locks

LEGEND

- PORTS
- CANADIAN LOCKS
- UNITED STATES LOCKS



System Profile



60 STORY WATER "STAIRCASE"



The Seaway

- Great Lakes Seaway System is 2,342 miles long and borders two countries, eight U.S. states and two Canadian provinces.
- Operational approximately 285 days of the year, over 99.5% system reliability
- Cargo carried by U.S. Lakers, Canadian Lakers, International Carriers (“salties”), and barges throughout the Seaway System.
- On its own, the Great Lakes Regional economy would rank 3rd globally behind only the U.S. and China with a GDP of \$5.5 trillion.
- Vessels cross the international border 27 times when transiting the system end to end.





System Resiliency

2020: 37.736 million tons (-1.66%)

Sectors Impacted: Manufacturing (Auto), Steel, & Construction

Sectors of Strength: Grain & Project Cargo

(Grain up 27%, Wind Energy cargo record set in Duluth, 10 U.S Ports Handled)

2021: 38.193 million tons (+1.14%)

Sectors Impacted: Grain, Project Cargo

Sectors of Strength: Steel, Iron Ore, Construction, & Manufacturing

(Iron Ore up 13%, General Cargo up 73.19%, Dry Bulk up 7.7%)

2022: November tonnage lagged 6.82% behind 2021 (Strong December)

Sectors Impacted: Wheat

Sectors of Strength: US Grain Overall (Corn & Soybeans), Coke Exports, Potash Exports, U.S. Container Volumes

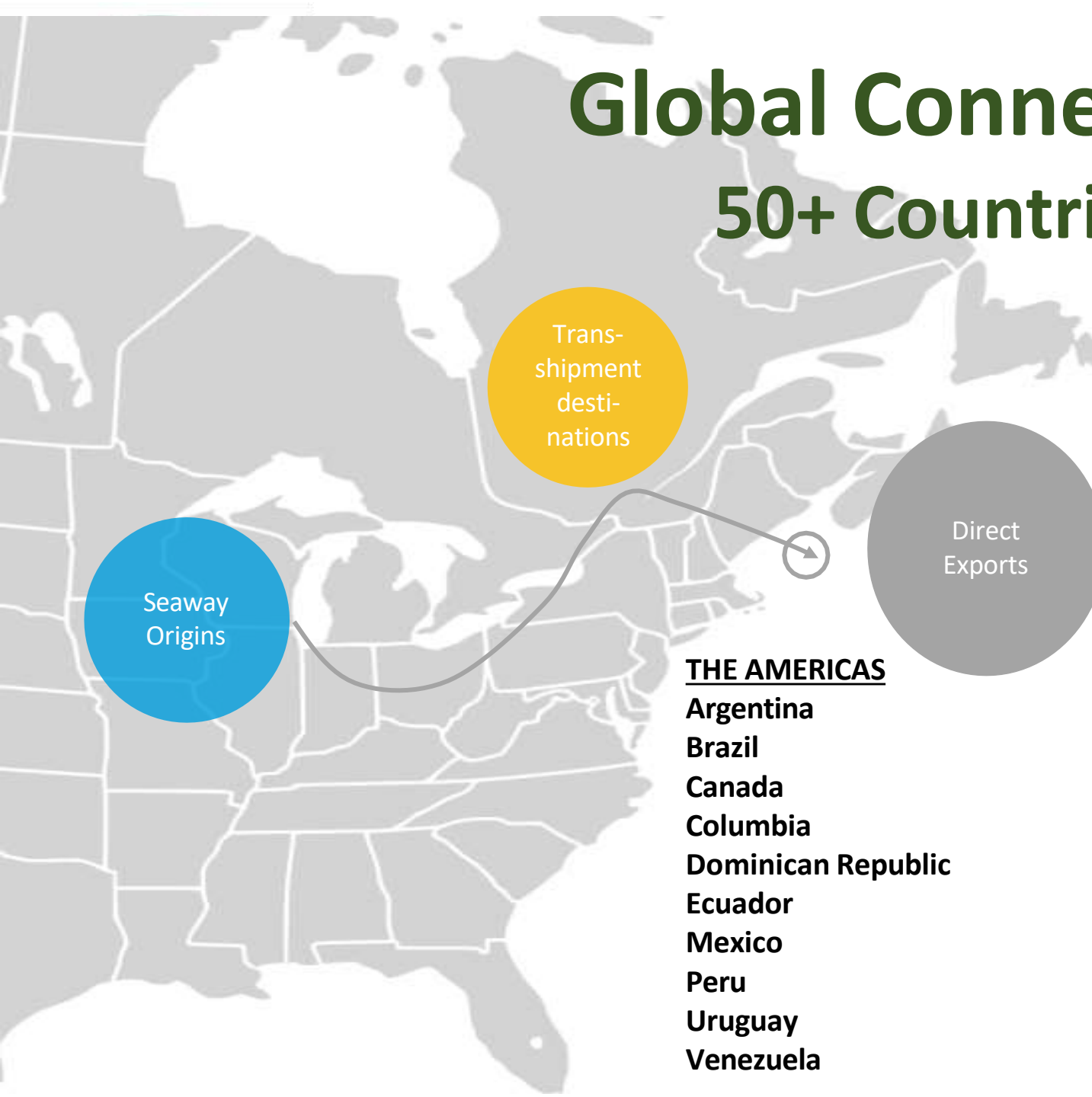
***Three Navigation Seasons-Three Very Different Tonnage Formulas**

***Trade With Over 50 Countries Consistent Each Navigation Season**

***System Reliability Consistently Over 99.5 % Each of these Navigation Seasons (Mid-March Through December)**

Global Connectivity

50+ Countries



THE AMERICAS

Argentina
Brazil
Canada
Columbia
Dominican Republic
Ecuador
Mexico
Peru
Uruguay
Venezuela

TRANS-ATLANTIC

Austria
Belgium
Czech Republic
Denmark
England
Estonia
Finland
France
Germany
Gibraltar
Greece
Hungary
Ireland
Italy
Latvia
Luxembourg
Netherlands
Norway
Poland
Portugal
Spain
Sweden
Turkey
Ukraine
United Kingdom

AFRICA

Algeria
Egypt
Israel
Morocco
Nigeria
Senegal
South Africa
Tunisia

ASIA

China
India
Indonesia
Japan
Malaysia
South Korea
Taiwan
Thailand



Each Ship Into the System Increases The Export Capacity of the System

A Seaway Ship is an 8,000-22,000 MT Container Exports Provide Lane Balance





2022 Navigation Season

Some Observations:

1. Wheat export volumes impacted by weak 2021 crop.
2. Ocean vessel volumes into system increased over 2021, lakers decreased.
3. Vessels ballasting in for cargo increased (Driven by supply chain disruptions).
4. Cleveland-Europe Express Liner service increased container vessel services.
5. Duluth had first full season with maritime container capability.
6. Corn & Soybean exports moved out of system in strong volumes.
7. Inbound steel was stable in support of the manufacturing sector.
8. Wind energy project cargos were strong in New York and Michigan regions.
9. Oswego's new Ag Export facility loaded corn and soybean export vessels.
10. Coke was in high demand globally.
11. Potash was in high demand globally.



LAKE ST. CLAIR



A Seaway Opportunity

“Maritime Supply Chains Under Stress”

The Great Lakes St Lawrence Seaway System continues to be looked at by shippers with disrupted supply chains in need of relief and/or diversification.

Factors At Play:

- Container Shippers Looking for Maritime Alternatives**
- International Buyers Seeking Alternative Sourcing (Agricultural Products)**
- The Seaway System Has Vessel Capacity**
- The Seaway System is A Reliable Route From Open to Close (Over 99.5%)**
- Seaway Vessel Accessibility Has Increased: HFM since 2020**
- Seaway Provides Maritime Access Into 3rd Largest Economy in World**
- Seaway System is an Agricultural Export System “Steel In-Grain Out”**
- Increased Seaway Utilization Adds Sustainability & Balance to North America’s overall supply chain**
- Increased Port & Terminal Infrastructure Investment is Underway**
- Increased Funding Sources (MARAD PIDP-WI HAP-OH MAP-EDA-EPA....)**

Hands Free Mooring (HFM)





Seizing Opportunity

- 1. Developing A Great Lakes Container Network (Diversify the Seaway Export Lane)**
 - A. Cleveland Expanded Service in 2021 (Direct Connection to Antwerp)
 - B. Duluth Attained U.S. Customs & Border Protection Container Clearance in 2021
 - C. Monroe in 2023 will construct a container terminal.
 - D. Other Great Lakes ports continue to evaluate their container markets (Chicago)
- 2. Increasing U.S Bulk Agricultural Exports**
 - A. Expand shipper access. New facilities at Port of Oswego, Port of Duluth, and, in 2023, at Port Milwaukee.
 - B. Promote the Seaway System to Emerging Overseas Markets for US Agricultural Exports.
- 3. Developing New Trade Lanes (Lane Balance)**
 - A. Identify & Engage New Ocean Carriers & Cargos (More Inbound Vessel Traffic)
 - B. Amplify Liner Services with Europe, North Africa, & Middle East, Expand Beyond (Feeder Services)
 - *Provide Midwest shippers more global maritime supply chain options via the Seaway
 - C. Short Sea Shipping Within In the System
- 1. Continued Port Infrastructure Investments Add Value To The Seaway's Maritime Supply Chain**
 - *Container Capability –Storage & Warehousing Capacity-Multimodal Connectivity....



Supportive GLS Initiatives

“Increase Great Lakes System Awareness”

- Overseas Trade Missions: (Import and Export Dialogue)
- Cargo Trade Show Visibility: (Domestic & **International**)
 - Increase Great Lakes Seaway awareness & understanding
 - Catalyze growth of maritime trade-more ships in is more capacity out
- Trade Association Membership: Direct engagement on what the Great Lakes Maritime Supply Chain can offer to shippers:
(SSGA-U.S. Grains Council-NGFA-NCBFAA-Cleanpower-USSEC)
- Local Outreach: Support and strengthen relationships between Great Lakes Ports, importers, exporters/growers within their respective Regions to identify opportunities.



Website Resources

www.greatlakes-seaway.com

www.seaway.dot.gov

www.hwylh2o.com



THANK YOU!

Peter Hirthe

International Trade Specialist

Great Lakes Saint Lawrence Seaway

Development Corporation

Washington, DC

414-551-3161

Peter.hirthe@dot.gov