

SEPT-ÎLES •

ST. LAWRENCE EXPRESS

MARCH 6, 2014

SAGUENAY

MATANE

QUÉBEC •

**A NEW
FACE IN
THE TEAM!**

**2014
SODES'
PRIORITES**

TROIS-RIVIÈRES •

MONTREAL •

**SODES INVITE MEMBERS
TO TAKE PART IN A
TRADE MISSION!**



PRESIDENT' MESSAGE

Canada-European Union Comprehensive Economic and Trade Agreement

The management team used the February SODES Board of Directors' meeting to get the priorities chosen for this year approved. These priorities will be presented below but I would like to draw your attention to the one related to the Canada-European Union Comprehensive Economic and Trade Agreement (CETA).

The signing of this future agreement is promising for the Canadian economy. At least that's what the governments are telling us. It's true that, after the United States, most of Québec's and Canada's international trade involves Europe. With its 28 member states, population of 500 million and annual economic activity bordering on \$17 billion, the European Union is the world's biggest economy, surpassing even the US.



Nicole Trépanier,
President

When the St. Lawrence - Great Lakes Trade Corridor was updated, CETA had already caught our attention. Since the St. Lawrence is the natural gateway for traffic to and from Europe, we are justified in thinking that the emergence of new European markets will have positive spinoffs for the Corridor.

This is why SODES will make this economic agreement one of its priorities in 2014 by targeting potential markets for our activity sector and evaluating future impacts. This will also enable us to take our members' interests into account while building on the competitive advantages of the Corridor of the future.

The President,

A handwritten signature in blue ink that reads "Nicole Trépanier". The signature is written in a cursive, flowing style.

SODES' EVENTS



SODES workshops

Montréal
March 13 2014
9h to 12h,
followed by a lunch
Centre Mont-Royal
2200, Mansfield Street

In conjunction with LKD,
SODES is organizing its se-
cond half-day of workshops

Please note that this seminar is only
available in French.

On March 13, based on the theme labour law, various topics of interest to the maritime industry will be addressed:

LANGLOIS
KRONSTRÖM
DESJARDINS

- Awarding contracts through calls for tenders: 5 rules to follow for better risk management
- Sharing industrial health and safety skills
- Recent trends in protecting fundamental human rights in the workplace
- Maritime law update
- Recent developments in railway law

[To register](#)

SODES NEWS

SODES welcomed Richard Gaudreau

On February 13, SODES had the honour of welcoming guest speaker Richard Gaudreau, member of the Tanker Safety Expert Panel, to our luncheon-conference. Mr. Gaudreau spoke on the subject “A Review of Canada’s Ship-Source Oil Spill Preparedness and Response Regime—Setting the Course for the Future”, which held the attention of the event’s many attendees. Guests were delighted to hear Mr. Gaudreau present the results of this ambitious, crucial examination of the Canadian regime.

SODES thanks its four sponsors, who made holding the event possible:

Gold sponsors:



Bronze sponsors:



We also thank our partner:



2014 SODES' priorities

SODES' priorities for the coming year were presented to the Directors at their February 13 Board meeting. These priorities come from our 2012-2016 strategic plan and correspond to the following guidelines:

1. To promote joint efforts and cohesion within the St. Lawrence marine industry:

- Continue working with the St. Lawrence - Great Lakes Trade Corridor follow-up committee, which is mandated to target measures likely to enhance its competitiveness and reach a consensus on a medium-term and long-term development vision in order to increase cargo volumes transported in the Corridor.
- Position the marine industry so that it benefits from the Canada-European Union Comprehensive Economic and Trade Agreement.

2. To promote a competitive, effective marine industry to public authorities:

- Continue our promotional tour in government departments and agencies with an economic mission in order to promote the marine industry and SODES (federal, provincial and municipal).

3. To improve the marine industry's image and increase its visibility:

- Follow up on the Léger Marketing survey conducted in November 2013.
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SODES NEWS

In 2013, SODES conducted a survey on Quebecers' perception of the marine industry. Its conclusions enabled us to develop a comprehensive two-year communications plan (2014 to 2016).

One of the groups our communications plan targets is school-aged youngsters (age 9 to 17). The main actions we will undertake to contact this clientele are:

- Develop a video game on an existing platform and produce a promotional item to be given to players;
- Coordinate events such as an open house or visit to a marine-sector company;
- Develop a Québec Marine Day youth component.

Clearly, SODES will continue its usual communication measures, such as:

- Promote the sector to companies linked economically to the marine industry;
- Communicate proactively with the media;
- Set up networking activities between the industry and the university research sector;
- Organize workshops for members;
- Hold four luncheon-conferences annually.

The priorities selected and adoption of this communications plan highlight SODES' dynamism and vitality. We intend to use these qualities to fulfil our main mission, which entails protecting and promoting the St. Lawrence maritime community's economic interests from a sustainable development perspective.





SODES NEWS

A new face in the team!

Étienne F. Bélanger joined the SODES team in February as an accounting technician. Mr. Bélanger, who has experience in the public and private sectors, will use his knowledge to meet SODES' members needs.

SODES is very pleased to welcome Étienne to our team and to the marine sector!

SODES and Export Québec invite members to take part in a trade mission to Vietnam and Indonesia!

*Marine port facilities; carriers and marine security
Vietnam and Indonesia
May 3 to 16, 2014*

With the help and support of the Department of Foreign Affairs, Trade and Development Canada and the Asian Development Bank, SODES and Export Québec are organizing a trade mission. The delegation of companies will travel to Vietnam and Indonesia from May 3 to 16, 2014.

The trade mission is open to Québec companies with expertise and experience in the marine port facilities sector, as carriers or in marine security. The number of spots is limited to a maximum of 10 companies.

[For more information](#)



US Regulations on the Management of Ballast Water: Efforts Continue

On December 12, 2013, the Minister of Transport met with the US Consul General in Québec. During the meeting, the Minister raised concerns about the inapplicability of the Environmental Protection Agency's regulation on ballast water management. As a follow-up to their discussions, the Consul sent a letter to Mr. Gaudreault informing him of his initiatives with the authorities concerned in Washington (the US Coast Guard and US Environmental Protection Agency) as well as with the US embassy in Ottawa. The Consul will inform the Minister of the outcome of his actions.

In pursuing its efforts regarding ballast management regulations, the Ministère will send a representative to the next Great Lakes Ballast Water Collaborative meeting, which will take place in Washington on March 3 and 4. The representative will put Québec's position forward during discussions held by this significant group of stakeholders.

At the same time, the Chaire de recherche en transport maritime of the Université du Québec in Rimouski is working on two scientific advices dealing with the political and biotechnological background of this matter. The Ministère continues to seize all advocacy opportunities and is exploring ways of helping remedy this situation that is troubling Québec's marine industry.

INDUSTRY NEWS

49th annual AQTr congress

The Association québécoise des transports invites you to its 49th annual congress to be held at the Québec City Convention Centre, from March 31 to April 2, 2014, under the banner Transportation infrastructures, a driving force for development.

A key event, the annual AQTr congress is a choice forum for knowledge-exchange between experts, regardless of their field of expertise or activity sector.

Discover the new Transport fair: PROCHAIN ARRÊT!® with its presenters and four theme-based "spotlights".

Many activities will be offered, including networking, contests and conferences on the Congress theme during the "spotlight on economic development" session.



49^e CONGRÈS ANNUEL

31 MARS AU 2 AVRIL 2014
CENTRE DES CONGRÈS DE QUÉBEC

LES INFRASTRUCTURES DE TRANSPORT, UN MOTEUR DE DÉVELOPPEMENT

MERCI AUX PARTENAIRES !

PARTENAIRE OR

WSP

PARTENAIRES ARGENT

AMT **DESSAU** **VIA Rail Canada**

Consult the [website](#)

[To register](#)

PORTRAIT

Chambre de commerce et d'industrie de Québec and SODES... now partners

The St. Lawrence Economic Development Council (SODES) and Chambre de commerce et d'industrie de Québec (Quebec City chamber of industry and commerce) are pleased to announce that they will work together to defend the marine industry's interests and meet their members' needs.

Did you know?

A little-known fact is that when the Québec City chamber of industry and commerce was created in 1809, its mission was marine-related.



Historic collaboration with the Port of Québec

"In the first half of the 19th century, Chamber members focussed on a single goal: making Québec City the distribution centre of English and West Indian products for Upper and Lower Canada. To fight American competition while promoting trade between the two Canadas, they were convinced of the need to channel the St. Lawrence. At this time, the Chamber worked with most government departments: Port of Québec, customs office, health, post, channel commission, etc. They [the Chamber's founders] advocated improving the Seaway, a key condition for prosperity", points out the book *Quatre siècles d'affaires*, written in 2009 in honour of the Chamber's 200th anniversary.

And today...

Today, the Chambre de commerce et d'industrie de Québec has more than 4600 members from all economic sectors of the greater Québec City area's business community. It is the largest grouping of businesspeople in eastern Québec. The CCIQ continues its mission of constituting the voice of Québec entrepreneurs and offers its members a full range of services based on four components: networking, skills development, recognition of entrepreneurial success and economic development.

THE WORLD OVER...

A sixth Triple E in tries

The latest Maersk Line progeny, the Magleby Maersk, is currently carrying out its sea tests off Geoje Island in South Korea, where the ship was built.

The Magleby Maersk will be delivered shortly, joining its five older siblings on the company's Asia-Europe lines.

The first in the series, the Maersk Mc-Kinney Moller, came into service last summer. Now, four similar mastodons sail the world's seas: Majestic Maersk, Mary Maersk, Marie Maersk and Madison Maersk.

This spring the shipyard will complete the Maribo Maersk, Marstal Maersk, Matz Maersk and Mayview Maersk.



Photo: Maersk Line

Overall, the Danish company ordered 20 Triple E container ships. These giants measure close to 400 m long x 60 m wide, can carry 18 270 TEU and are currently the world's biggest ships.

Capable of reaching 23 knots, these extremely fast ships operate between China, where they serve Shanghai, Ningbo, Xiamen, Yantian and Hong Kong, and Europe, with stops in Algeciras, Rotterdam, Bremerhaven and Felixstowe.

Transit time between Shanghai and the Spanish port of Algeciras is now only 20 days.

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