



The Great Lakes - St. Lawrence Seaway System
Le réseau Grands Lacs - Voie maritime du Saint-Laurent

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**SEAWAY TRADE MISSION TO POLAND AND NORWAY
WILL PROMOTE COMMERCE
IN GREAT LAKES ST. LAWRENCE SEAWAY SYSTEM.**

The U.S. Saint Lawrence Seaway Development Corporation (SLSDC) and the Canadian St. Lawrence Seaway Management Corporation (SLSMC) will lead a delegation of 15 U.S. and Canadian Great Lakes executives on a Seaway Trade Mission to Poland and Norway that begins May 15. Programs and meetings during the mission will provide opportunities for delegates to make contacts with maritime industry leaders and decision-makers. The delegates will promote the Great Lakes St. Lawrence Seaway as a safe, viable and reliable route for exporting and importing goods.

"This trade mission allows Great Lakes and Seaway leaders to combine our knowledge and resources and jointly make the strongest case possible to win new business for the Great Lakes St. Lawrence Seaway System. We are pleased to coordinate such an important mission," said SLSDC Administrator Albert S. Jacquez.

The delegation is scheduled to conduct its first meetings in Szczecin, Poland. Szczecin, located where the Odra River flows into the Baltic, is home to Poland's most active seaport.

The trade mission's arrival has been timed to coincide with the Annual Baltic Herring Meeting, where representatives of maritime companies from around the world gather in Szczecin to network and promote maritime business interests. This will give mission delegates an opportunity to meet with 1,500 maritime representatives from across Europe that will be congregated in Szczecin for the event.

For example, the delegation is scheduled to meet with representatives of the Polish Steamship Company (POLSTEAM). POLSTEAM presently operates over 100 vessels worldwide, transporting primarily grains, coals and iron ore. These are also

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major cargos in the Great Lakes and the Seaway. "POLSTEAM is a current valued customer of the Seaway and our meeting with them provides us an opportunity to chart the future of this important relationship and address any concerns POLSTEAM may have" said Jacquez.

Delegates are also scheduled to meet with representatives of Euroafrica Shipping Lines (ESL). ESL operates Seaway sized vessels and could benefit as a Great Lakes St. Lawrence Seaway user. Meetings and events with several more maritime companies and authorities fill the delegation's agenda in Szczecin.

From Szczecin the delegates travel to Gdansk, Poland, where they are scheduled to meet with selected members of the Polish Ship Owner's Association and the Polish International Association of Freight Forwarders and meet with representatives of the Port and Shipyard of Gdynia. A tour of port and shipyard facilities will follow meetings.

The final stop for the delegation will be Oslo, Norway. Oslo is home to one of the most comprehensive and dynamic shipping communities in the world. Delegates will promote the Great Lakes St. Lawrence Seaway to maritime companies from over 50 countries at the 18th Annual International Shipping and Maritime Exhibition and Conference sponsored by The Seatrade Organization and The Norwegian Shipowners Association. The Nor-Shipping Conference in Oslo has become firmly established among leaders in international shipping as a meeting place. About 14,500 executives from around the world are expected to attend. The SLSDC will set up and staff a display at the Nor-Shipping exhibition that encompasses 20 square meters of images and information that market the Seaway and Great Lakes.

The delegation will return June 1, 2001.

This latest binational Seaway overseas trade mission represents the 24th that the SLSDC has sponsored or cosponsored, over the past 15 years, to boost trade through the 2,300 mile Great Lakes St. Lawrence Seaway System. The SLSDC and SLSMC first led delegations to Norway in 1987, and again in 1999. The two Seaway entities first led delegations to Poland in 1991. This is their first return trip to Poland.

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