



# Fall 2022 Update

## Great Lakes St Lawrence Seaway System

### WI Commercial Ports Annual Meeting

Marinette, WI  
September 16, 2022

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Great Lakes Regional Representative  
GLS Office of Trade & Economic Development



# Great Lakes St. Lawrence Seaway Development Corporation

- 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 (*99.6 Reliable YTD*)
- Vessel Traffic Control (DIS)
- Trade Development

- Bi-National Operations in Coordination with The Canadian St. Lawrence Seaway Management Corporation (SLSMC)





# The Great Lakes St. Lawrence Seaway







## **“Maritime Supply Chains Are Under Stress” (Containers, Energy, & Agriculture)**

**These conditions present Opportunities:**

- 1. To Introduce the Great Lakes St Lawrence Seaway System To Shippers and**
- 2. To Integrate the system into maritime supply chains in need of relief and/or diversification.**

**Factors To Consider:**

- Container Shippers Are Looking for A Maritime Alternative To/From Midwest**
- Global Agricultural Buyers Seeking Alternative Sourcing**
- A Seaway System With Vessel Capacity**
- A Seaway System that is Reliable (99.6% YTD)**
- Increased Vessel Accessibility: HFM’s first full season was 2020**
- Seaway provides Direct & Visible Maritime Cargo Access Into 3<sup>rd</sup> Largest Economy**
- Seaway System Can Offer Sustainability (Less Landborne miles) to Shippers Who value it  
&**
- Balance to North America’s overall supply chain (Offsetting Coastal Congestion)**



# Seizing The Opportunity

- 1. Develop A Great Lakes Container Network (Expand CBP Clearance Capability)**
  - A. Cleveland Expanded Service in 2021 (Successfully Selling a Direct & Reliable Maritime Route)
  - B. Duluth attained U.S. Customs & Border Protection Container Clearance in 2021
  - C. Monroe has \$5 million in State of MI funding in 2023 to construct a container terminal.
  - D. Burns Harbor is engaged in CBP dialogue
- 2. Increase U.S Agricultural Exports**
  - A. Each season has unique market conditions. (High Corn & Soybean Demand in 2022 YTD)
  - B. New Investments Are Being Made in the System to increase capability & Capacity  
(Oswego Facility Opened in 2021, Duluth Terminal Purchase in 2022, Milwaukee Delong Facility in 2023,)
  - C. Containerization will expand shipping options for Midwest growers (Not all ship in bulk..Non-GMO, Meal)
  - D. Identify & Promote the Seaway System to Emerging Overseas Markets for US Agricultural Exports. (Grain Organizations)
- 3. Develop New Trade Lanes (Find Lane Balance)**
  - A. Identify & Engage New Ocean Carriers & Cargos (Expand Overseas Outreach & Engagement)
  - B. Work to Expand Liner Services beyond Europe, North Africa, & Middle East (South America & Asia)  
GOAL: Provide Midwest shippers more global maritime supply chain options through the Seaway
- 4. Increased Infrastructure Investments In Ports to Enhance The Great Lakes As An Alternative For Shippers  
(Container Capability –Storage & Warehousing Capacity-Multimodal Connectivity....)**







# *2022 Navigation Season Trends*

*A Constant...*

***“STEEL IN-GRAIN OUT”***



# *2022 Navigation Season Trends*

*Impact of 2021's Harvest*

***“Outbound Laker moves are  
down significantly.....60 fewer.***





# *2022 Navigation Season Trends*

*Disruption in the global supply chain...*  
***“Salties Are Ballasting In”***



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

**A Seaway Ship is a 8,000-22,000 MT container Exports Provide Lane Balance**





# “A Year of Ballasting In”

*35 more “Salties” have transited into the system Year Over Year.*

*AND....35 more “Salties” have transited into the system  
In ballast...50 vs 15 Year Over Year.*

*Driven by global demand for the Great Lakes supply of.....*

*U.S. Grain +27% (corn, soybeans, feed), Coke +31%, and Potash  
+267%*





# *2022 Traffic YTD*

19 million tons (-8%)

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Sectors Impacted: Wheat, Iron ore, Coal

Sectors of Strength: Steel, U.S. Grain, Petroleum, Potash, Coke, U.S. Containers & Wind Cargo

Another Year, Another Tonnage “Formula”  
(Influenced by Weather, Supply Chain Issues, Conflict)

\*One Constant: System 99.6 % Reliability



# GLS Trade Outreach

1. *Cleanpower (Salt Lake City) Dec 2021*
2. *Transportation Go! (Milwaukee) March 2022*
3. *Posidonia (Athens, Greece) June 2022*
4. *Breakbulk Americas (Houston) September 27-29\**
5. *Antwerp XL October 4-6*
6. *Export Exchange (Minneapolis) October 12-14*
7. *Breakbulk Middle East (Dubai) February 2023*
8. *Cleanpower New Orleans May 2023*
9. *Breakbulk Europe (Rotterdam) June 2023*

*\* SLSMC & GLS Jointly Under "HWY H2O"*



# THANK YOU!

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