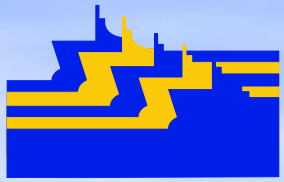


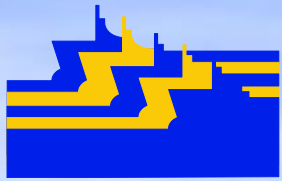
# **Canadian Shipowners Association Priorities**

**LCA ANNUAL  
CAPTAINS COMMITTEE MEETING  
January 2010**



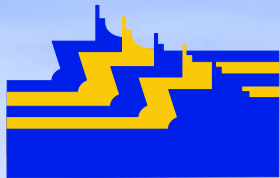
# Objective

- Share the CSA priorities with our partners
- Partnering on common issues



# From the CSA mandate...

- The CSA monitors Canadian and US government legislative and regulatory actions...relating to navigation, safety and the Canadian shipping Environment...conducts strategic communications and public relations campaigns.



**"I have always liked this adage on the definition of insanity;**

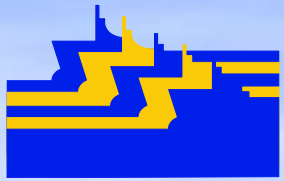
**Doing the same thing over and over again, but expecting different result.**

**I now have a new definition on insanity:**

**Multiple legislators requiring a single fleet to meet many different standards at once"**

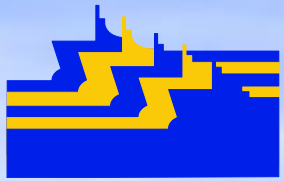
**Allister Paterson  
President & CEO  
Seaway Marine Transport  
Current, January 2009**





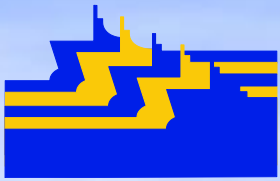
# Swot scanning 2009

- World economy
- New and emerging environmental regulations (US, Canada, Int'l)
- Increase regulation in security
- Aging fleet
- Labour shortage



# Strategic issues and priorities

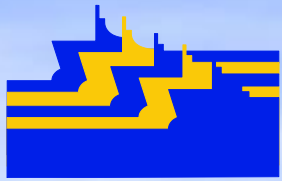
- Fleet renewal – 25% duty – link to new and foreseen environmental regulations
- New technologies on board vessel and system wide to maximize efficiency
- Explore source of funding for new vessels, Green technologies and navigational equipment



# Strategic issues and priorities

- Respond to new and emerging environmental regulations
- Improve understanding of environmental issues and facilitate the development of technological solutions
- Track real and potential regulatory impediments – focus on what is achievable, e.g. Ballast water Collaborative
- Figure ways to translate environmental req'ts into a better bottom line performance

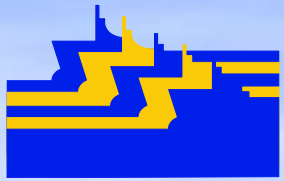




# Strategic issues and priorities

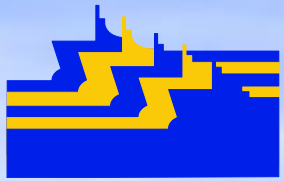
- Partnership, relationship and lobbying efforts are critical to get a common message from the stakeholders to the elected officials – Marine Wave, broader government relations
- Communicate industry needs to Governments through position papers
- Promote the Importance of the industry in the context of what matters to Politicians and Bureaucrats





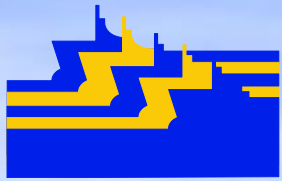
# Strategic issues and priorities

- Waterway performance management through improved icebreaking services, less nav aids/more technologies
- Advocate necessary changes to regulations for Marine Security and Safety
- Implementation of a Marine Sector Council for Canada



# Working together

- Introduction of new technologies
- Advocating for practical, economical and technically achievable environmental regulations
- Ice breaking support
- Regulations affecting our operations
- Agencies level of service



# Conclusion

- **Regulations** must be relevant, clear and practical; our **Operations** will respect the **Environmental** agenda.
- We must ensure that we all work together to avoid insanity.

Michel Drolet  
Vice President Operations  
Canadian Shipowners Association