



February 26th, 2018

Contrecoeur Port Terminal Expansion Project
Canadian Environmental Assessment Agency
901-1550 d'Estimauville Avenue
Quebec, Quebec G1J 0C1

By email: CEAA.ContrecoeurPortProject-ProjetPortContrecoeur.ACEE@ceaa-acee.gc.ca

Dear Sir/Madam

I am writing on behalf of ClipperMaritime in London regarding the Contrecoeur Port Terminal Expansion Project call for public comments on the on-going environmental review. We appreciate the opportunity to express our strong support for the Montreal Port Authority's plans to build a new container terminal facility in Contrecoeur.

For Montreal-based supply chains to prosper and consumers and industry to continue to benefit, it is critical for the Greater Montreal to possess an efficient cost-effective and competitive port capable of accommodating current and future trade in the most fluid and efficient manner. As volumes continue to grow at the port, as CETA is coming into force, and as local road networks serving the port are reaching saturation, it can be concluded that new and innovative perspectives on port infrastructure are needed to sustainably address long term capacity requirements. This will ensure that Montreal remains a dedicated trade route for shipping looking to continue to serve local hinterland markets and more distant discretionary regions further afield.

We regard the Port of Montreal as a key strategic asset that contributes to the local, regional and national economy in overall terms. Ports are critical instruments of trade and, as such a major port of entry/exit for cargo for a trading nation like Canada, it is imperative to provide sustainable options to Canadian importers, exporters and manufacturers to remain competitive both domestically and globally.

From our team's significant experience in North America we know that competition between all ports in Canada (and with the US) is fierce and only those ports that are innovative and socially responsible with respect to planning for future growth requirements will be successful. Failure to provide potential for growth will negatively impact the ability of any port to retain customers and, therefore, future volumes. This will ultimately impact revenues, for both the port and stakeholders.

We see the Contrecoeur terminal project as bringing a sustainable solution to several regional logistical issues. For instance, the container terminal is an integral component of a broader logistics approach required because it allows a much-needed integration between port and logistics activities, due to a logistics park that is expected to be developed around the port facility under the provincial maritime strategy.

This 'clustering' approach makes sense from economic, social and environmental standpoints by reducing unproductive truck movements, lowering nuisance from trucking and reducing overall supply chain costs. Locating a new facility in Contrecoeur, an area with excellent intermodal access, will not only add the required capacity but will also alleviate road congestion challenges faced in the urban core.

For the reasons outlined above, ClipperMaritime firmly believes that the Contrecoeur terminal expansion project is an important project that will:

- (1) Improve the efficiency of regional supply chains.
- (2) Enhance the competitiveness of Montreal as a North American logistics hub.
- (3) Improve the overall environmental footprint of container transport throughout the Greater Montreal, while serving the needs of local, regional and national shippers and manufacturers.
- (4) Ensure that Montreal continues to maximise its importance as a key gateway for import and export cargo demand on the East Coast of Canada, including as a viable port for serving more distant discretionary hinterland markets.

Thank you for the kind opportunity to submit our support for this highly-important infrastructure project in Canada. Should you have any questions, please feel free to contact me.

Yours sincerely,

<Original signed by>

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