

# Leading the way

The ports of Halifax and Saint John are closer to seeing new pilot boats. In February, the Atlantic Pilotage Authority contracted ABCO Industries of Lunenburg, N.S. to build the two new boats.

Naval architect Rory MacDonald of Lengkeek Vessel Engineering designed the new boats. The design was based on criteria established by a joint design team consisting

of APA pilots, launch crews, board members and management. These 17-metre aluminum vessels will be sister ships that will operate at a service speed of 18 knots.

The Pilotage Authority selected ABCO after a rigorous process that attracted interest from shipyards in Ontario, Quebec and the Maritimes. ABCO Industries is a diversified company that has been in business for more than 60 years. As well as shipbuilding, the company is involved in the manufacture of food machinery, environmental equipment, industrial equipment and industrial fabrication.

"I am extremely pleased that we have been able to sign this contract and I look

forward to seeing our two new pilot boats become a reality over the next 18 months," says Captain Anthony McGuinness, CEO of the Atlantic Pilotage Authority. \*



PHOTO: ACCO

# Spreading the word

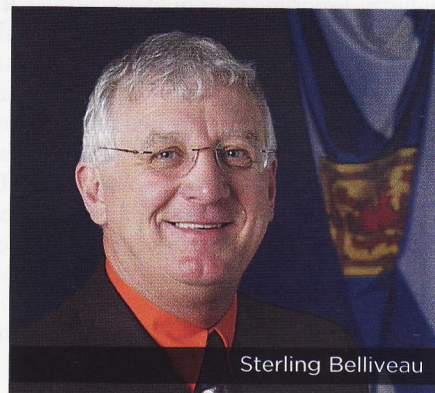
Officials from the Port of Halifax, along with a delegation of more than 25 businesses and organizations from Atlantic Canada's seafood, aquaculture and fisheries industry, recently attended the 2011 International Boston Seafood Show. It's North America's largest seafood exhibition. The annual industry trade show, held from March 20 to 22 in Boston, attracted top-tier buyers and sellers of seafood and seafood products from over 130 countries.

"By investing in this mission, our government is strengthening an industry that creates jobs for Atlantic Canadians," says Keith Ashfield, who was the federal cabinet minister responsible for the Atlantic Canada Opportunities Agency and the Atlantic Gateway at the time. "Over 45 per cent of Atlantic Canada's seafood exports are to New England, making this a key market for Atlantic Canadian companies looking to expand their exports. Our investment in this mission demonstrates that we are taking strong action to help grow the economy."

For Nova Scotian companies, the show is a particularly important opportunity. "With over 80 per cent of our seafood production exported on an annual basis, Nova Scotia's fisheries industry is a significant economic driver, especially in rural coastal communities," says Sterling Belliveau, Nova Scotia's minister of fisheries and aquaculture.

Belliveau goes on to explain that the show is a vital way to connect local companies to new markets. "The provincial government encourages producers in the fishing and aquaculture sectors to continue to produce new value-added and high-quality products and identify, develop and promote domestic and international market and investment opportunities creating good jobs and growing the economy," he says.

During the mission, delegates (including representatives from fisheries, seafood and aquaculture companies and organizations from across Atlantic Canada), met with key industry specialists, participated in various marketing and networking events and met



Sterling Belliveau

PHOTO: COMMUNICATIONS NS

with international seafood buyers from around the globe. While in Boston, the delegates joined together under the Atlantic Canada pavilion to showcase their high-quality seafood products and services. Past missions have been successful for Atlantic Canadian companies, resulting in valuable international contacts, strategic partnerships, and short and long-term sales.

The International Boston Seafood Show is North America's largest seafood event, featuring more than 800 exhibitors, and offering a vast array of seafood, seafood products, services and equipment from all over the world. Over 16,000 potential buyers attended the three-day event. \*



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