



NOTICE TO AGENTS/CUSTOMERS

RE: GREAT LAKES PILOTAGE AUTHORITY 2009 TARIFF

The Great Lakes Pilotage Authority (GLPA) has been significantly affected by the current economic slowdown which has seen the entire globe fall into a recession. GLPA finished the 2008 operating season with a slight deficit, which, added to the surpluses of 2006 and 2007 allowed GLPA to reduce its accumulated deficit by close to \$400,000 in the last three years. GLPA is estimating traffic in 2009 to decrease by 10% which will cause revenues to decrease by \$1.5 million.

GLPA has taken measures to reduce operating expenses by over \$600,000 by limiting salary increases, reducing pilot numbers by 5%, deferring training of pilots and reducing administration expenses by 4%. This reduction in expenses will not be sufficient for GLPA to breakeven; therefore the 2% temporary surcharge in place in 2008 will be increased to 6% for 2009. GLPA also has an across the board 4% tariff increase in place for 2009.

GLPA limited the reduction in pilot numbers so that it would be able to meet traffic increases in 2010 and 2011 once the recession is over. Trying to increase pilot numbers on a short term basis is not possible given the high recruitment/training costs associated to hiring new pilots. High delay cost to the users would result in the event GLPA could not increase pilot numbers in a timely fashion.

We look forward to weathering this difficult economic period and continue to offer effective and efficient pilotage services to our customers. We wish you the best for 2009.

Robert F. Lemire,
Chief Executive Officer.

March 23, 2009
Cornwall, Ontario