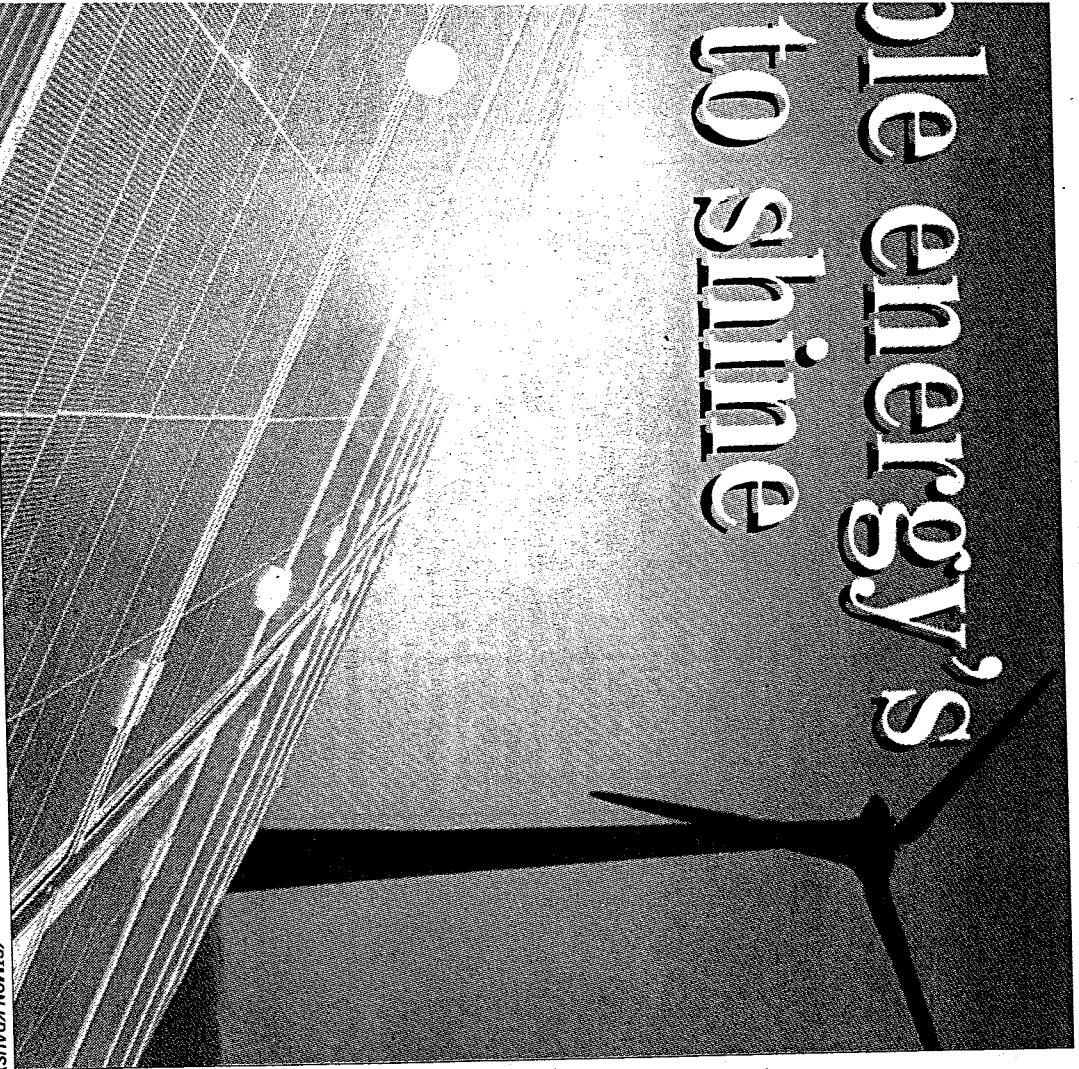




Saturday Arts
Trailer Park Boys to shoot
Showcase special / C10



Role energy's to shine



(SIMON KRAUS)

Are alternate sources viable

ENERGY FACTOR

able energy affected by a Thursday's rally during a w all-time high re-retreating to cent during the cent on the om oil to coal. cks bounced any might be s by seven to y the importance versified in new te the risks ent energy

subsidies. On the month, investment was still up 6.9 per cent.

- A 9.6 per cent rise in wind energy stocks was powered by a 26 per cent rise in shares of Denmark's Vestas Wind Systems, the world leader in wind turbine manufacturing. Vestas has a market cap of \$26 billion. Parts manufacturers were also higher during the month.
- Broadwind Energy, which installs and manufactures such things as towers for wind turbines, jumped 79 per cent.
- Ethanol prices fell five per cent during the month, despite a 16 per cent rise in gasoline prices. Nonetheless, biofuel stocks still finished 3.3 per cent higher.
- Investment in geothermal firms rose 2.4 per cent.

Source: Kyoto Planet Investment Management, Toronto

entations or participate in the 13 panel discussions.

Instead, the privately owned utility, which recently reported record-breaking profits, offered to sponsor the coffee breaks.

These days renewable industry executives, engineers and consultants have sharpened their pencils and are busy making their business cases to get financing and contracts

Leading the pack in Nova Scotia is the wind power sector which has had great success, even attracting global investment bankers, Lehman Brothers, to the province to invest in a 30-megawatt wind farm at Digby Neck.

Currently there are 41 wind turbines in the province, providing enough electricity for 17,000 homes. The number is expected to grow to 300 by 2010, after Nova Scotia Power recently signed contracts with six developers for an excess of 240 megawatts, enough power for 60,000 homes.

Speakers at the conference championed solar energy and compared it to wind-generated electricity, which didn't exist here five years ago.

Halifax architect John Grace said Nova Scotia has better solar resources than places like Japan and Germany

See **RENEWABLE** / C3

Gateway Council head likes transloading strategy

By **TOM PETERS**,
Business Reporter

More transloading of imported cargo could help make the Port of Halifax more than an option for shippers, says the new chairman of the Halifax Gateway Council.

Transloading, or unpacking marine containers and shifting cargo to domestic containers, requires special facilities and a major investment. But it is certainly an effective strategy, says Stephen Dempsey, president and CEO of the Greater Halifax Partnership.

"Without question (transloading) tends to be much more within our control, so when you look at discretionary cargo that wants to go to the Midwest of the U.S., it can go over many ports," Mr. Dempsey said Friday. "It is a very competitive environment to get in, and we win some and we lose some."

"When you look at transload, the value proposition that we offer with very cost-competitive land, with a lot of companies with great technology and logistics and transportation with access to the port and the rail and road system, all of a sudden we are now in a much stronger competitive position. That is a battle we can win more often than not. So we are really optimistic about the potential that the transload has for increasing volumes, not just at the port but also at the airport."

Consolidated FastFrate has developed a transloading facility in Burnside Park where mainly Canadian Tire imports in marine containers are unloaded and repacked into large domestic containers and distributed. **Armour Transport**, which plans to build a new transload/distribution facility in Burnside, has been working a similar operation with several companies in the Canadian Retail Shippers Association.

Halifax Regional Municipality has approved in principle a "distri-park" for Burnside that would include transloading and distribution facilities, and the provincial government has earmarked development of transloading facilities, also in Burnside, as part of its Atlantic Gateway plans.

"If you can get customers who make the products and

See **TRANSLADING** / C3

including: Nova Scotia Power, one of the key players in renewable energy here, was visibly absent from the conference. The utility informed organizers that company officials were too busy to make any pre-

as Texas and the Yukon. It has gone from the Birkenstocks to the Brooks Brothers crowd.

Nova Scotia Power, one of the key players in renewable energy here, was visibly absent from the conference. The utility informed organizers that company officials were too busy to make any pre-

Transloading

continued from / C1

distribute them to agree to locate here, then it is no longer a discretionary port. It is no longer an issue of 'Can I ship it from New York to get to Halifax? I'm going to ship to Halifax to get to Halifax.' Mr. Dempsey said. "So you basically shore up your volumes and you become a destination, and that's a way to make our market denser than our population would suggest."

The council has an "active team together" to ask companies to locate in Burnside, "and hopefully we will have an announcement to make within the next month on a successful completion of a transaction," he said.

Other parts of the council's mandate are marketing and communications; prioritizing projects for the Building Canada Fund, such as a common cargo facility at the Halifax airport; and working with CN, the Halifax Port Authority and others on the gateway concept.

The council is a public/private group and Mr. Dempsey said it is yet to be determined how it will work with the Atlantic Gateway, a government initiative.

"We understand that the Halifax Gateway and our assets comprise the majority of the Atlantic Gateway assets, so as we strengthen the Halifax gateway we thereby strengthen the

HALIFAX GATEWAY COUNCIL APPOINTMENTS

Stephen Dempsey, president and CEO, Greater Halifax Partnership, was named chairman of the Halifax Gateway Council on Thursday.

Joyce Carter, vice-president of finance and CFO, Halifax International Airport Authority, is vice-chairman and **Karen Oldfield**, president and CEO, Halifax Port Authority, is past chairwoman.

Others appointed to the council's board of directors:

Wesley Armour, president and CEO, Armour Transportation Group;

Nancy Conrad, senior vice-president, policy, Halifax Chamber of Commerce;

Jason Farrell, manager Canadian ocean operations, UPS;

John Hamblin, president, Clarke IT Solutions;

Francois Hebert, vice-president, CN Network Strategies;

Pat Lyall, president and CEO, Destination Halifax;

Rob MacPherson, chief operating officer, Armonco Capital Inc.; and **Doug Rose**, president and CEO, Halterm Ltd.



Stephen Dempsey, new chairman of the Halifax Gateway Council, feels transloading is an excellent strategy for the port to pursue. (DAREN CALABRESE)

proposition for the Atlantic Gateway," he said.

"So fundamentally we are aligned in those principles, but it is yet to be determined exactly how we are going to work together. Halifax is our focus."

(tpeters@herald.ca)

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