

Notice to Commercial Customers - 2020-21 Schedule and Rate Structure

Marine Atlantic's 2020-21 schedule and rate structure is now available. The new schedule, which covers the period April 1, 2020, to March 31, 2021, will continue to see two crossings per day from each port, including the popular overnight and morning crossings, as well as our Argentia crossings. During busier periods, extra capacity will be added, as required, to meet the traffic demand. Dedicated commercial and restricted crossings will also be available.

Effective April 1, commercial vehicle rates will increase by 2 percent, the drop trailer management fee will increase by 3.4 percent, and commercial driver berths will increase by \$10 – the first increase since 2014. There will be no increase to the security fee or fuel surcharge.

These increases are designed to help us recoup a portion of our year-round operating expenses that are designated to meet the specific requirements of our commercial industry.

Marine Atlantic is mandated to achieve 100 percent cost recovery on its non-constitutional services which includes onboard amenities such as cabins. With this increase, the cost of a commercial berth will remain significantly less than the cost of a cabin.

Marine Atlantic makes decisions based upon our budgets and the cost of doing business. Each year we complete our budgetary process that takes into consideration our revenues and expenditures which identify our rate structure requirements for the coming year. Our overall cost recovery target is 65 percent which is established by our Shareholder, the Government of Canada. This year's tariff structure has been designed to help us be successful in meeting this target.

The complete 2020-21 sailing schedule is available at www.marineatlantic.ca.

Our goal is to provide you with an efficient and reliable ferry service that meets your travel needs. If you have any questions regarding the 2020-21 schedule and rate structure, please contact Natalie Musseau, Manager of Customer Relationships, (709) 695-4401 or nmusseau@marineatlantic.ca.