

## Notice to Commercial Customers

### 2017-18 Schedule and Rate Structure

Marine Atlantic's 2017/18 schedule is now available. The new schedule, which covers April 1, 2017, to March 31, 2018, provides for the popular overnight and morning crossings, and dedicated commercial and restricted crossings to facilitate the transport of goods to and from Newfoundland and Labrador.

Tariff rate adjustments for this period have been implemented. Effective April 1, passenger fares, vehicle fares and the drop trailer management fee will increase by 2.6 percent. The tariff rate adjustments are necessary to reflect the continuing increased costs associated with materials, supplies and labour and help Marine Atlantic maintain a strong and reliable service for its customers.

The fuel surcharge will remain at 15 percent. Budget forecasts initially indicated the potential for an increased fuel surcharge as the Corporation transitions to more expensive marine diesel to meet new environmental regulations by January 1, 2020. Through internal fuel management initiatives, the Corporation's fuel hedging program and the continued lower cost of fuel in the marketplace, no adjustments are required at this time. As the Corporation continues to transition all of its vessels to 100 percent marine diesel, it is anticipated that future increases to the fuel surcharge may be required.

The complete 2017-18 sailing schedule is available at [www.marineatlantic.ca](http://www.marineatlantic.ca). Below is an overview of the 2017-18 cost of travel which includes applicable fees and surcharges.

<b>Port aux Basques – North Sydney</b>	<b>Cost of Travel April 1, 2016</b>	<b>Cost of Travel April 1, 2017</b>
<i>Tractor trailer (72 feet with driver)</i>	\$657.10	\$674.07
<i>Drop trailer (53 feet-including jockey tow)</i>	\$755.79	\$775.41



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<b>Argentia – North Sydney</b>	<b>Cost of Travel April 1, 2016</b>	<b>Cost of Travel April 1, 2017</b>
<i>Tractor trailer (72 feet with driver)</i>	\$1702.74	\$1746.96
<i>Drop trailer (53 feet-including jockey tow)</i>	\$1470.80	\$1508.99

Our goal is to provide you with an efficient and reliable ferry service that meets the needs of your business. If you have any questions regarding the 2017-18 schedule and rate structure, please contact Kim Snow, Manager of Customer Relationships, (709) 772-8972 or [ksnow@marineatlantic.ca](mailto:ksnow@marineatlantic.ca).