



2013 Northwest Transportation Conference

Steve Hankirk - President
Yellowknife, NT
October 29, 2013



CANADIAN NORTH

seriously northern
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Canadian North

- Serving the North for more than 80 years
- 100% Northern-owned (NorTerra)
- Diversified business model
- Transporting passenger and cargo to/from and within NWT & Nunavut
- Key role in transporting medical passengers as well as food and mail into the communities
- Social component to community air service





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ICELAND

GREENLAND

Scheduled Routes

Cargo Charter Route

NORTHWEST TERRITORIES

NUNAVUT

NEWFOUNDLAND AND LABRADOR

BRITISH COLUMBIA

ALBERTA

SASKATCHEWAN

MANITOBA

ONTARIO

QUEBEC

P.E.I.

NEW BRUNSWICK

NOVA SCOTIA

CANADA

EDMONTON

YELLOWKNIFE

RANKIN INLET

CAPE DORSET

IQALUIT

GJOA HAVEN

IGLOOLIK

KUGAARUK

TALOYQAK

HALL BEACH

CLYDE RIVER

POND INLET

ULUKHAKTOK

CAMBRIDGE BAY

KUGLUKTUK

NORMAN WELLS

INUVIK

OTTAWA

Yukon River

Mackenzie River

Great Bear Lake

Great Slave Lake

Arctic Circle

Canadian North

- Edmonton and Ottawa - “Southern” entry points
- Yellowknife and Iqaluit - Northern hubs
- Community Air Service networks
- Premier inflight amenities for passengers
- Aurora Concierge Frequent Flier Program
- Significant community involvement



Canadian North

Cambridge Bay de-icing in the dark.



Welcome to Hall Beach in the winter.



Northern Challenges

- Gravel runways and infrastructure
- Flexing capacity needs
- Weather, weather, weather
- Changing runway conditions
- Fuel availability
- Isolated communities
- Thin markets
- One-way air cargo traffic
- People resources

Canadian North

- Entry points and hubs are vulnerable to poaching of traffic by southern carriers
- Stimulation of traffic on northern routes has proven to be minimal with small leisure segment



Canadian North

Strategic challenges:

- Resolving infrastructure deficiencies
- Northern airport & regulatory challenges (e.g. RESA)
- Sharing of infrastructure and equipment costs



Pangnirtung, Nu.

Quyanainni
Mahsi Cho
Qujannamiik
Nakuqmiik
Koana
Thank you.

