

## Monday, June 18, 2018

3:00 — 6:00 PM

### Registration

Location: Victory Ballroom Foyer

Sponsored By: CP

3:00 — 5:00 PM

### JOC Shipper Roundtable

**Reservation Only. You must be a BCO/shipper (You must own the goods that are being shipped) in order to take part in this event. If you would like to participate, please visit the registration desk.**

Location: Coronation Park B

This exclusive, shipper-only discussion facilitated by JOC Executive Editor Mark Szakonyi will bring together shippers in an off-the-record meeting to exchange ideas and potential solutions to the numerous challenges confronting stakeholders in the Canadian supply chain.

Sponsored By: INTRA

Roundtable Leader

Mark Szakonyi, Executive Editor, JOC.com and The Journal of Commerce, Maritime & Trade, IHS Markit

5:00 — 6:30 PM

### Welcome Reception

Location: Victory Ballroom Foyer

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## Tuesday, June 19, 2018

7:30 AM — 6:00 PM

### Registration

Location: Victory Ballroom Foyer

Sponsored By: CP

8:00 — 8:45 AM

### Networking Breakfast

Location: Victory Ballroom Foyer

Sponsored By: Port of Halifax

8:45 — 9:00 AM

### Welcome Remarks

Location: Victory Ballroom North

Chris Brooks, Executive Editor, JOC Events, Maritime & Trade, IHS Markit

Mark Szakonyi, Executive Editor, JOC.com and The Journal of Commerce, Maritime & Trade, IHS Markit

9:00 — 9:45 AM

### Keynote Address

Location: Victory Ballroom North

Madeleine Paquin, president and CEO of Logistec Corp., will highlight the importance of attracting and developing Canadian logistics talent and spurring innovation. As director and vice president of CargoM, the logistics and transportation cluster of metropolitan Montreal, she will also outline how the Canadian logistics market needs to harness the technological revolution. Following her keynote, Paquin — who last year was appointed as a member of the Order of Canada for driving supply chain innovation and environmental protection — will discuss what's in store for the Canadian shipping industry in a "fireside chat" setting with JOC Executive Editor Mark Szakonyi.

#### Keynote Speaker

Madeleine Paquin, President and CEO, Logistec

MONDAY

TUESDAY

WEDNESDAY

9:45 — 10:45 AM

**Market Review and Outlook: The Canadian Container Network**

Location: Victory Ballroom North

Canadian economic growth, partially fueled by a global upswing, is driving growth in containerized import and export volume and revealing strains on port and inland networks. Dawn Desjardins, deputy chief economist at Royal Bank of Canada, will detail the micro and macroeconomic forces shaping Canadian container shipping and provide a global and Canadian economic outlook. Complementing her forecast will be a review of the Canadian freight system's performance by Christian Dea, chief economist and director general of transportation and economic analysis at Transport Canada. He will outline how western Canadian volume growth, along with shippers' increased demands for reliability, is providing unique challenges to the market. Pascal Hirn, vice president of North American lines for CMA CGM, will share his perspective on the global container market with a focus on volume growth and other trends on the trans-Pacific, trans-Atlantic, and north-south trades connecting to Canadian ports.

**Session Chair**

Mark Szakonyi, Executive Editor, JOC.com and The Journal of Commerce, Maritime &amp; Trade, IHS Markit

**Panelists**

Christian Dea, Chief Economist and Director General of Transportation and Economic Analysis, Transport Canada

Dawn Desjardins, Vice President and Deputy Chief Economist, Royal Bank of Canada

Pascal Hirn, Vice President, North America Lines, CMA CGM

10:45 — 11:15 AM

**Networking Break**

Location: Victory Ballroom Foyer

11:15 AM — 12:15 PM

**Eastern Ports and Networks: Preparing for Growth**

Location: Victory Ballroom North

The Canada-European Union free trade agreement, new Asian service connections, and a growing Canadian economy are driving volume through eastern Canadian ports to new highs. Montreal's volume rose 6.2 percent to 1.5 million TEU in 2017, while Halifax's volumes soared 16 percent to a record 559,000 TEU. The ports, along with fellow eastern gateway Saint John, avoided the congestion that bedeviled their western counterparts, but that's not stopping them and their rail partners from boosting capacity, particularly

during shipping peaks. Montreal, for example, is tapping predictive analytics to speed up truck turns at its gates and pushing forward on a new terminal. For Halifax, new rubber-tire gantries and other improvements are helping the port boost capacity, but the port has larger ideas in mind as it furthers its master planning. Meanwhile, Saint John is enjoying a new CMA CGM service with transshipment connections in Kingston, Jamaica, giving New Brunswick importers and exporters more connections, in addition to those provided by Mediterranean Shipping Co. and Bahri. Port leaders will discuss how they're meeting demand by boosting capacity and visibility for shippers and working with rail and trucking partners.

#### Session Chair

Mark Szakonyi, Executive Editor, JOC.com and The Journal of Commerce, Maritime & Trade, IHS Markit

#### Panelists

Tony Boemi, Vice President, Growth and Development, Port of Montreal

Curtis Doiron, General Manager, DP World Saint John

Paul DuVoisin, Senior Consultant, Vice President, Commercial, Halifax Port Authority

Dr. Jean-Paul Rodrigue, Professor, Department of Global Studies and Geography, Hofstra University, and co-author of the tentatively titled book "Is the Neopanamax Era Pushing for a New Dynamic for Canadian East Coast Container Ports?"

12:15 — 1:30 PM

## **Networking Lunch**

Location: Princess Gate

**Sponsored By: Montreal Port Authority**

1:30 — 2:30 PM

## **Western Ports and Networks: Relieving the Choke Points**

Location: Victory Ballroom North

For the ports of Vancouver and Prince Rupert and their rail partners, the surge in peak shipping volume provided a boon and operational challenge. Container volume through Prince Rupert rocketed 26 percent year over year in 2017, to 935,000 TEU, while traffic through Vancouver, the country's largest port, rose 10.8 percent year over year in the first 11 months of 2017, to nearly 3 million TEU. Following delays that hit Canadian and US shippers alike, the ports and railroads are beefing up their on-dock capacity and locomotive and crew power. At the same time, Vancouver is looking at ways to improve

its truck appointment system to allow drivers to get more dual transactions by moving forward with a single portal and considering a tiered drayage system. Vancouver also is testing a pilot program to help it better identify rail and road bottlenecks, prioritize infrastructure projects, and optimize existing operations.

Session Chair

Mark Szakonyi, Executive Editor, JOC.com and The Journal of Commerce, Maritime & Trade, IHS Markit

Panelists

Philip Davies, Principal, Davies Transportation Consulting

Brian Friesen, Director, Trade Development and Communications, Port of Prince Rupert

Keith Reardon, Vice President, Intermodal and Automotive, Canadian National Railway

Brian Wright, Vice President, Transportation and Supply Chain, Hudson's Bay

Peter Xotta, Vice President, Planning and Operations, Port of Vancouver

2:30 — 3:30 PM

**Route Optimization: A Strategic Forum**

Location: Victory Ballroom North

Growing volumes, new markets, and inconsistent reliability in services offered by transportation providers require a fresh look at routing by shippers. Andrew Penfold, director of global maritime at the New York-based engineering and design firm WSP, will model various routing options through western and eastern Canadian ports to and from Asian, European, and Latin American markets. Shipper attendees also will have the opportunity to get their current container supply chain routes analyzed — and hear proposed options — by anonymously sharing their origin and destination port pairs with Penfold prior to the conference.

Session Chair

Mark Szakonyi, Executive Editor, JOC.com and The Journal of Commerce, Maritime & Trade, IHS Markit

Featured Speaker

Andrew Penfold, Director, Global Maritime, WSP

3:30 — 4:00 PM

**Networking Coffee Break**

Location: Victory Ballroom Foyer

4:00 — 4:45 PM

## **Maximizing the Export Rally: The Shippers' Perspective**

Location: Victory Ballroom North

Canadian exports have regained their swagger. Outbound containerized shipments through Vancouver jumped than 10 percent in 2017, while other major ports — Montreal, Halifax and Prince Rupert — are also enjoying a rebound. Leading the rally is a global pick up in commodity demand, a string of free-trade agreements, and the country's Gateways and Trade Corridor strategy comprising transportation infrastructure, systems, operations, technology, and regulatory policy related to the ocean, trucking, rail, and air cargo sectors. IHS Markit forecasts Canadian exports to increase 1.8 percent this year and 2.7 percent in 2019. To capitalize on the momentum, Canadian exporters, including agricultural and manufacturing shippers, need reliability from the containerized supply chains. Agriculture exporters are increasingly turning to transloading to lower rail shipments and better secure ocean container capacity. This panel of Canadian exporters will discuss the challenges and opportunities the upswing in demand provides, while sharing strategies for more efficient inland transportation and securing slot capacity.

### Session Chair

Mark Szakonyi, Executive Editor, JOC.com and The Journal of Commerce, Maritime & Trade, IHS Markit

### Panelists

Jordan Kajfasz, Managing Director, Sales and Marketing, Canadian Pacific Railway

Tom Schnull, Commercial/Logistics, Glencore Canada Corp.

Jason Gerrard, Logistics Manager, Huron Commodities

Jonathan Hébert, Vice President, Finance and Corporate Development, Ray-Mont Logistics

4:45 — 5:30 PM

## **Importing Through Canada: Improving Efficiency Under the Strains of a High-Growth Market**

Location: Victory Ballroom North

The strengthening Canadian economy helped drive imports up in the high single digits in 2017, testing ports, marine terminals, and railroads. IHS Markit's forecast for GDP calls for 2.2 percent growth this year, a slight deceleration from the 3 percent expansion in 2017 but not enough to derail growing containerized imports. With demand building, Canadian importers are turning their attention to rail and terminal fluidity, which encountered challenges in 2017 as volumes grew and ocean carriers deployed larger vessels. That is better informing importers' decisions on which ports and marine terminals to route their cargo through. Consumers' e-commerce demands also are increasing pressure for more visibility through the supply chain and the need for more door-delivery capacity. Large and medium-sized shippers and the forwarders serving them will discuss their challenges, what

# Agenda

they need from their transportation providers, what technology holds the most promise for short-term adoption, and other issues.

#### Session Chair

Mark Szakonyi, Executive Editor, JOC.com and The Journal of Commerce, Maritime & Trade, IHS Markit

#### Panelists

Raffi Bedikian, President, Triple S Supply & Sourcing Solutions, and Former Senior Vice President, Global Sourcing and Import Logistics, Sears Canada

Gary Fast, Vice President, Transportation and Operations, Canadian Tire

Ross Hurst, Regional Vice President, Canada, Expeditors

Jeff Russell, Director, Procurement, Crane Supply

MONDAY

TUESDAY

5:30 — 7:00 PM

### **Networking Reception**

Location: Victory Ballroom Foyer

WEDNESDAY

## Wednesday, June 20, 2018

8:00 AM — 1:30 PM

### **Registration**

Location: Victory Ballroom Foyer

Sponsored By: CP

8:00 — 8:45 AM

### **Networking Breakfast**

Location: Victory Ballroom Foyer

8:45 — 8:50 AM

### **Welcome Remarks**

Location: Victory Ballroom North

Mark Szakonyi, Executive Editor, JOC.com and The Journal of Commerce, Maritime & Trade, IHS Markit

8:50 — 9:45 AM

## View From the Top: A Conversation With Industry Leaders

Location: Victory Ballroom North

It's going to take more than Canada being just a trading nation to meet the stiff challenges that come from rapid developments in technology, new geopolitical paradigms redrawing trade policies, increasing speed-to-market demands created by e-commerce, and fierce export competition. It will take vision, flexibility, and most of all collaboration among shippers and transportation providers for stakeholders of all types to be highly successful. Moving past the fuzzy buzzwords, industry leaders will share what they're watching closely and what technology will drive the supply chain of the future and how.

### Session Chair

Mark Szakonyi, Executive Editor, JOC.com and The Journal of Commerce, Maritime & Trade, IHS Markit

### Panelists

Marc Bibeau, President and CEO, OEC Group

Jack Mahoney, President, Maersk Line Canada

Jean-Jacques Ruest, Interim President and CEO, and Executive Vice President and Chief Marketing Officer, Canadian National Railway

Eric Waltz, President, GCT Canada

Peter Xotta, Vice President, Planning and Operations, Port of Vancouver

9:45 — 10:45 AM

## Inland Distribution: A Challenging Truck and Rail Market Is About to Get Tougher

Location: Victory Ballroom North

Even as increasing demand and a stubborn driver shortage tightens trucking capacity, another challenge looms for Canadian shippers: new national regulation similar to what has dramatically transformed the US market. A proposal being considered in Canada would require federally regulated truckers to switch from recording work time in paper log books to electronic logging devices by 2020, mostly mirroring the US ELD rule that took effect in December. Like in the US, Transport Canada's proposal will affect long-haul truckers within Canada and may impact longer drayage hauls. That will put additional pressure on railroads to handle more intermodal volume and put more demands on door delivery. Tightening truck capacity also is requiring a rethink on distribution strategies as warehouse space in major markets recedes. Executives from the trucking, intermodal rail, and industrial real estate industries will detail the capacity landscape and ways shippers can optimize their network to mitigate tightening space.

### Session Chair

William Cassidy, Senior Editor, Trucking, JOC, Maritime & Trade, IHS Markit

## Panelists

Joe Lombardo, Director, Transportation and Network Performance, Purolator

Adam Sheriff-Scott, Senior Vice President and Practice Lead, Industrial, Jones Lang LaSalle

Jonathan Wahba, Vice President, Sales and Marketing, Intermodal and Automotive, Canadian Pacific Railway

MONDAY

10:45 — 11:15 AM

## Networking Break

Location: Victory Ballroom Foyer

TUESDAY

11:15 AM — 12:15 PM

## Real-Life Regulatory Impact: Navigating Customs and Other Rules to Promote Supply Chain Fluidity

Location: Victory Ballroom North

Paralleling the changes in the Canadian container shipping market, new regulatory and market forces are shaping customs cargo clearance, container ship sailings and flow, and the usage of maritime data. As Canada reworks its system of cargo clearance, it is critical that shippers and forwarders are part of the process and keep engaging on concerns — especially sluggish examinations that sometimes are accompanied by little explanation of why a container was pulled aside for a closer look. Costs can mount quickly: The average cost of a container exam including demurrage is about C\$2,965, according to a 2017 study conducted by the Canadian International Freight Forwarders Association. Meanwhile, the Canada Border Services Agency is revising its cargo clearance to uncouple the payment of duties from the process so importers can get their goods out of the terminal faster. As part of this effort, a new program called eManifest will require all carriers, forwarders, and importers to send advance commercial information about their shipments electronically to the CBSA. This session will provide actionable information on existing and coming regulation, while allowing attendees to help envision a new 21st century process of cargo clearance with industry experts. It's not just customs that forwarders and shipper need to keep an eye on. Attendees will learn how the international nature of ocean shipping impacts the way ships are regulated, affecting cargo flow and reporting requirements. The discussion also will address how environmental rules are affecting the efficient movement of cargo, and what role marine data can play in providing supply chain visibility.

WEDNESDAY

Session Chair

Mark Szakonyi, Executive Editor, JOC.com and The Journal of Commerce, Maritime & Trade, IHS Markit

Panelists

Karen Kancens, Vice President, Shipping Federation of Canada

Ruth Snowden, Executive Director, Canadian International Freight Forwarders Association

James Sutton, Vice President, Advocacy, Canadian Importers and Exporters Association

12:15 — 1:30 PM

## Networking Lunch

Location: Princess Gate

1:30 — 2:30 PM

## Accelerating Visibility: Putting Technology to Near-Term Use

Location: Victory Ballroom North

The growing potential for technology to offer greater visibility into the end-to-end movement of containers is forcing shippers and logistics providers to drill down into how much they need to see and how to overcome obstructions blocking their view. Shipment tracking and cargo monitoring is at the top of shippers' and carriers' agendas, "with about 40 percent of inquiries made to carrier customer service centers relating to shipment tracking," according to insights by research and consulting firm Drewry Supply Chain Advisors. Poor data and siloed information don't help, but it's the high costs and limited resources, both in capital and staff, that truly informs what shippers can implement in the short and medium-term. Moving beyond drone and other whiz-bang musings, industry experts will discuss what is within the reach of shippers and logistics providers.

Session Chair

Mark Szakonyi, Executive Editor, JOC.com and The Journal of Commerce, Maritime & Trade, IHS Markit

Panelists

Matt Elenjickal, Founder and CEO, FourKites

Don Miller, Vice President, Global Sales and Marketing, Globe Tracker ApS

Najim Shaikh, Vice President, Commercial Import, Mediterranean Shipping Co. (Canada)

2:30 — 3:30 PM

## **Mitigating Headwinds: Strategies to Weather Tighter Air Cargo Capacity**

Location: Victory Ballroom North

Air cargo volumes are soaring, and it's more than just a rally but a new paradigm for global supply chains driven by faster time-to-market, whether they serve the automotive, apparel, heavy manufacturing, or perishables markets. Global air cargo volume rose 9 percent last year — more than double the 3.6 percent growth of 2016 — while freight capacity rose 3 percent, the slowest rate of expansion since 2012, according to the International Air Transport Association. The tightening of supply and demand in North America was just as stark, as demand increased 7.9 percent year over year while capacity grew just 1.9 percent. Airlines have expanded their passenger capacity, providing more belly capacity, but few freighters have been brought back into service. Managed capacity and surging volume in the 2017 peak season gave shippers a less-than-friendly reminder of the downside of the growth. Shippers in the December peak shipping period saw delays of 15 to 20 days out of Chinese airports. Air freight rates on the busy China-North America routes have hit highs of \$12 per kilogram. Air cargo forwarders and shippers will discuss major challenges taking wing and share strategies on securing capacity and lessening price pain.

### Session Chair

Mark Szakonyi, Executive Editor, JOC.com and The Journal of Commerce, Maritime & Trade, IHS Markit

### Panelists

Jeff Cullen, Managing Director, Canada, SEKO Logistics

Kyri Fabios, Managing Director, Canada Operations, FedEx Trade Networks Transport & Brokerage (Canada)

Paul Ritchi, Senior Manager, Quality Management, Greater Toronto Airports Authority

3:30 PM

## **Closing Remarks**

Location: Victory Ballroom North

Mark Szakonyi, Executive Editor, JOC.com and The Journal of Commerce, Maritime & Trade, IHS Markit

MONDAY

TUESDAY

WEDNESDAY