

Monday, 3 June 2019

3:00 — 6:00 PM

Registration

Location: Ballroom Foyer

Sponsored by CP

MONDAY

3:00 — 5:00 PM

JOC Shipper Roundtable

Location: Ontario

BY INVITATION ONLY. You must be a BCO/Shipper (you must own the goods that are being shipped) in order to take part in this shipper roundtable. If you would like to reserve a spot, visit the registration desk.

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.

Roundtable Leader

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

TUESDAY

WEDNESDAY

5:00 — 6:30 PM

Welcome Reception

Location: Ballroom Foyer

Tuesday, 4 June 2019

7:30 AM - 6:00 PM

Registration

Location: Ballroom Foyer

Sponsored by CP

8:00 — 8:45 AM

Networking Breakfast

Location: Ballroom Foyer

Sponsored by Halifax Port Authority

8:45 — 9:00 AM

Welcome Remarks

Location: Ballroom

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

9:00 — 9:45 AM

Opening Keynote With The Right Honorable Brian Mulroney

Location: Ballroom

The Right Honorable Brian Mulroney served as Canada's 18th prime minister from September 1984 through June 1993. He was the first Canadian prime minister in 35 years to win successive majority governments and the first Conservative prime minister to do so in 100 years. During his 10 years in office, his government introduced bold new initiatives such as the Canada-US Free Trade Agreement, the North American Free Trade Agreement, the Canada-US Acid Rain Treaty, and the Canada-US Arctic Cooperation Agreement, while also overseeing a wave of privatization, a low inflation policy, historic tax reform, extensive deregulation, and spending-reduction policies that continue to be the basis of Canada's impressive economic performance today. As a special keynote guest for the JOC Canada Trade Conference, Mulroney will sit down with JOC Executive Editor Mark Szakonyi to discuss the economy, Canada's trade competitiveness in a rapidly changing environment, and other issues central to Canadian containerized supply chains.

Keynote Chair

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

Featured Speaker

The Right Honorable Brian Mulroney

9:45 — 10:45 AM

Market Review and Outlook: The Canadian Container Network

Location: Ballroom

Growth in containerized cargo volumes through Canadian freight networks is shifting into a slower gear after rocketing in 2017. Even so, containerized cargo is set to keep expanding in the mid-single digits, thanks to new trade pacts and an expanding domestic economy. Year-over-year growth in imports through the top four Canadian ports slowed to 3.1 percent in 2018 after jumping 13.3 percent in 2017. Containerized exports increased 3.5 percent last year after expanding 6.5 percent in 2017. At the same time, broader Canadian economic growth is slowing, and consumer demand may weaken, putting renewed pressure on the need to better enable exports. Retail sales got off to a sluggish start in 2019, according to the Bank of Canada, while 0.1 percent growth in fourth-quarter 2018 GDP — the slowest pace in four years, has put the country on recession watch among some economists. Canada is feeling the headwinds of a slowing global economy, though the new trade agreements — the Comprehensive and Progressive Agreement for Trans-Pacific Partnership with Asian countries and the Comprehensive Economic and Trade Agreement with the European Union — should help alleviate the pressure. This outlook on the Canadian and global economies and what it signals for containerized volume will give cargo owners, forwarders, and other transport providers a big-picture view of what's ahead.

Session Chair

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

Panelists

Paul Bingham, Director, Economics and Country Risk, IHS Markit

Dawn Desjardins, Vice President and Deputy Chief Economist, RBC Royal Bank

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

10:45 — 11:15 AM

Networking Break

Location: Ballroom Foyer

MONDAY

TUESDAY

WEDNESDAY

11:15 AM — 12:15 PM

The Shipper Perspective: Best Practices for Cargo Owners

Location: Ballroom

Often-poor ocean reliability, drayage pressure, and speed-to-market demands are keeping logistics managers, whether they ship through Canadian ports or to the country from the US — on their toes and awake at night. Canadian exporters have their own challenges, from shrinking transloading opportunities at some ports to a new trading environment marked by rising protectionism. Importers and exporters will share their challenges as well as best practices they've utilized to solve — or at best mitigate — logistics, customs, and other complexities at play in keeping their containerized supply chains humming.

Session Chair

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

Panelists

Burnie Berry, Director, Supply Chain Management, Sto Corp.

Barbara Bryer, Senior Manager, Supply Chain and Logistics, adidas Canada

Landen Rodemeyer, Canadian Logistics Specialist, Brewers Supply Group (Canada)

Jeff Russell, Independent Procurement and Sourcing Strategist

12:15 — 1:15 PM

Networking Lunch

Location: Ontario and Niagara

1:15 — 2:00 PM

West Coast Ports: Relieving the Pressure Points

Location: Ballroom

The ports of Vancouver and Prince Rupert may have handled peak-season and other periods of cargo surges better in 2018 than 2017, when insufficient railcars coupled with brutal weather spelled long delays, but the pressure isn't letting up. Increasing mega-ship calls that put additional pressure on marine terminal and landside operations, the double-digit volume surges during the summer-fall peak season, the run-up to Chinese New Year, and ahead of US tariff deadlines have tested operations in recent years. Trans-Pacific ocean reliability that dipped to as low as 40 percent last year has set in motion a series of challenges to get cargo delivered, as speed-to-market pressure tied to the e-commerce boom increases for some cargo owners. Terminal

capacity expansions and investment in connecting roads and railroads are part of the solution, but major capacity expansions take time, in large part because of a protracted regulatory review process. In the meantime, coordination among railroads, marine terminals, container lines, and drayage providers — powered by new technology and operating innovations — can boost fluidity and is injecting certainty into the supply chain. Cargo owners also have a part to play, from providing container lines with better forecasting to building relationships with marine terminals. For exporters, new transload opportunities are emerging, allowing grain, lumber, and other commodity shippers to better calibrate their outbound supply chains.

Session Chair

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

Panelists

John Doble, Business Development Manager, Pacific Customs Brokers

Brian Friesen, Vice President, Trade Development and Communications, Port of Prince Rupert
Maksim Mihic, General Manager, DP World (Canada)

Greg Rogge, Director, Land Operations, Port of Vancouver

2:00 — 2:45 PM

East Coast Ports: Responding to Growth Challenges

Location: Ballroom

With container volume growth at Montreal and Halifax outpacing gains on the West Coast for the last three years, Canada's top two eastern ports have plenty of momentum. The question now is how can Montreal ensure that it's high-single-digit volume growth, driven in part by the Comprehensive Economic and Trade Agreement with the European Union, doesn't cost it truck and rail fluidity. Terminal expansion will help but so will the port community's coordinated responses via extended gates. That's not to say, however, that efforts don't need to continue, particularly in terms of cargo owners and forwarders making more use of the non-peak terminal hours. For Halifax, container growth in 2018 may have stalled but the prospects for strong growth remain. Container volume through the Nova Scotia gateway jumped 50 percent over the last five years, and the port is expanding capacity and its ability to handle larger vessels. Both ports are investing in technology to enhance terminal effectiveness of current assets and provide transparency to transportation providers and cargo owners. This session will examine what eastern ports are doing to stay ahead of the growth curve to maintain flow and avoid painful cargo disruption.

Session Chair

Hugh Morley, Senior Editor, US Northeast and Mexico, JOC, Maritime & Trade, IHS Markit

Panelists

Dan Bresolin, Assistant Vice President, International Intermodal, Canadian National Railway

Daniel Dagenais, Vice President, Operations, Port of Montreal

Paul DuVoisin, Vice President, Commercial, Port of Halifax

2:45 — 3:15 PM

Networking Break

Location: Ballroom Foyer

3:15 — 4:15 PM

The ELD Effect: Preparing for Even Tighter Truck Capacity

Location: Ballroom

The exact timing around implementation of an electronic logging device regulation may be fuzzy at sometime in late 2019 but the impact it will have on the Canadian trucking market isn't. As US and Canadian cross-border truckers have learned when a similar rule took effect in the US, shippers should expect and plan for tighter capacity on regional hauls. Drayage drivers moving goods outside of a 100-mile radius might not be able to make as many trips before their hours of service expire, reducing effective capacity and presenting opportunities for transloading. The new ELD mandate coupled with the broader scarcity of finding skilled drivers will tighten capacity, requiring more cooperation among cargo owners and forwarders and the truckers they depend on. Tightening trucking capacity also gives railroads a stronger opening to attract that cargo to their networks. Panelists will share strategies for how cargo owners, forwarders, truckers, and marine terminals can better plan and work together to mitigate long-haul and regional drayage pressures.

Session Chair

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

Panelists

Andreea Crisan, Chief Operating Officer and Executive Vice President, Andy Transport

Corey Darbyson, Director, Transport Dsquare

Julien Dubreuil, General Manager, Termont Montreal

4:15 — 5:15 PM

From Tech-Driven Visibility to Predictability

Location: Ballroom

Although many shippers still struggle for basic consistent information on the precise location of their in-transit cargo, the discussion around freight visibility in recent years has moved inexorably up the value chain. Whereas visibility was once viewed as a tool to manage when disruption struck, advancements in software and system integration today allow shippers to use visibility as a predictive weapon in the battle against supply chain volatility. Shippers, technology providers, and 3PLs will share their experience in moving toward an environment where cargo interests can predict and assess when problems will occur, and when freight is likely to arrive, helping them reduce inventory, manage risk and open up opportunities for working capital.

Session Chair

Eric Johnson, Senior Editor, Technology, JOC, Maritime & Trade, IHS Markit

Panelists

Barry Conlon, CEO, Overhaul

Jacques Delort, General Manager, Traxens

Hilary Garner, President, Garner Enterprises

Christopher Plaat, Senior Vice President & General Manager, Blackberry Radar

5:15 — 6:45 PM

Networking Reception

Location: Ballroom Foyer

MONDAY

TUESDAY

WEDNESDAY

Wednesday, 5 June 2019

8:00 AM — 1:00 PM

Registration

Location: Ballroom Foyer

Sponsored by CP

8:00 — 8:45 AM

Networking Breakfast

Location: Ballroom Foyer

8:45 — 8:50 AM

Welcome Remarks

Location: Ballroom

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 Industry

Location: Ballroom

Industry leaders in Canadian container shipping will discuss the major opportunities and challenges ahead for the industry, and how they're addressing those challenges through leadership, collaboration, and technology. Hear from top executives from railroads, container lines, ports, marine terminals, and beneficial cargo owners in a fast-paced, sweeping discussion addressing the future of Canadian logistics.

Session Chair

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

Panelists

Patrick Lo, CEO, Canaan Group

Wolfgang Schoch, Vice President, Hapag-Lloyd Canada

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

Eric Waltz, President, GCT Canada

9:45 — 10:30 AM

New Pressures, New Approaches: Rethinking Shippers' Supply Chain Networks

Location: Ballroom

New rail options, pressure to deliver goods more quickly and efficiently, trucking challenges, and old-fashioned gateway fatigue is spurring some cargo owners to reconsider when, where, and how they route their products. Logistics experts and forwarders will share research and real-world examples that will provide importers and, to a lesser degree, exporters with information that will help them determine a better way to route their goods and commodities through Canadian and US ports. Additionally, forwarders will share how they're offering so-called hot-hatching, or when cargo is stowed to allow expedited delivery; the potential for speed gates at marine terminals; and how smaller cargo owners are reducing cost and gaining control via transloading.

Session Chair

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

Panelists

David Bennett, President, Americas, Globe Express Services

Landon Bibeau, Vice President, Canadian Retail Shippers Association

Dean Davison, Technical Director, Maritime, WSP

10:30 — 11:00 AM

Networking Break

Location: Ballroom Foyer

11:00 AM — 12:00 PM

Diversity in the Workplace: Meeting Employment Challenges and Attracting Top Talent

Location: Ballroom

Containerized supply chains simply don't run smoothly without the right people working together. No matter what the logistics teams manage, the successful ones pursue a formula of diversity in age, gender, and background. The importance of creating a comfortable, yet dynamic and challenging workplace is even more paramount, as the shipping and logistics industry must compete harder for new

MONDAY

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talent. Hear from those driving diversity and collaboration among their teams and come away with new ideas to make your teams more dynamic and attractive to collaborative talent.

Session Chair

Sarah Barnes-Humphrey, Co-Founder and CEO, Shipz Inc., and Founder and Host, "Let's Talk Supply Chain" Podcast

Panelists

Grace Liang, President, OOCL (Canada) Inc.

Marie-Chantal Savoy, Vice President, Strategy and Communications, Logistec Corp.

12:00 – 1:00 PM

Networking Lunch

Location: Ontario and Niagara

1:00 – 1:45 PM

The Logistics Project Pipeline: Assessing the Viability

Location: Ballroom

New ocean and inland port projects are in various stages of modeling or development to offer cargo owners, forwarders and other transportation providers new ways to route their cargo. In this "Shark Tank"-style session, backers of the various projects will outline the value their proposals hold for the container shipping industry. Expect tough questions in this interactive format that will allow attendees to determine which proposals hold the most promise for containerized supply chains.

Session Chair

Eric Johnson, Senior Editor, Technology, JOC, Maritime & Trade, IHS Markit

Panelists

Zoran Knezevic, President & CEO, Port Alberni Port Authority

Don Krusel, Managing Director, Port of Quebec

Kleo Landucci, Chief Commercial & Corporate Affairs Officer, Ashcroft Terminal

1:45 — 2:45 PM

Ottawa Watch: The Regulatory Landscape for Ports, Forwarders, and Shippers

Location: Ballroom

The legislative winds are shifting. Canada is examining its port policy via a review of the country's 18 port authority structures, and a final report is expected this year. Forwarders have been urging the federal government to review the reliability and efficiencies of moving containerized goods, and to create a national intermodal maritime strategy. Meanwhile, forwarders and cargo owners are working with and encouraging the Canada Border Services Agency to streamline customs processes and improve visibility into when and why their cargo is pulled aside for container inspections. That work is particularly important because of a new regulation that raises cleanliness standards for marine containers. Beyond customs and logistics, the trucking industry is facing pressure from a new federal tax on carbon emissions. This wrap-up to the 2019 JOC Canada Trade Conference will analyze the good, the bad, and the ugly regulatory reality that confronts Canadian freight transportation stakeholders.

Session Chair

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

Panelists

Bob Ballantyne, President, Freight Management Association of Canada

Dr. Mary Brooks, Professor Emerita, Rowe School of Business, Dalhousie University

Julia Kuzeljevich, Public Affairs Manager, Canadian International Freight Forwarders Association

Robert Lewis-Manning, President, Chamber of Shipping Association

Cathy Toxopeus, Assistant Director, Canada Border Services Agency

2:45 PM

Closing Remarks

Location: Ballroom

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

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