

2019 SPRING MEMBER FORUM
THE ART OF THE POSSIBLE:
Thinking Creatively and Collaboratively about Supply Chains

April 30 & May 1, 2019 - Grand Pacific Hotel, Victoria

As water always seeks the most natural path, cargo seeks the smoothest, most reliable channel between producers and customers. Today, Western Canada's supply chains are increasingly contending with constraints that impede the fluidity of goods movement.

Despite recent infrastructure investments, constraints affecting capacity, efficiency and reliability are impacting overall performance. According to the World Bank Logistics Performance Index, Canada's ranking dropped to twentieth place in 2018. When a transportation system does not perform as expected its reputation is damaged and customers, both domestic and international, will take their business elsewhere.

Our Spring 2019 Forum will focus on providing a holistic perspective of the supply chain and encouraging collaborative action to needed improvements. To do so, we must first gain an understanding of the current capacity picture and the gaps between expectations and capabilities. Only then can a dialogue on bolder approaches and creative ideas take place to improve the competitiveness of the system.

We continue to hear concerns about lost momentum in the sector. The Forum should provide an opportunity to find ways to collaborate and share ideas about efficiency and system productivity. We need champions to preserve our competitiveness and the health of the Western Canadian economy. Given the depth and breadth of experience sitting around the WESTAC table, this is a task that falls within the capability of our membership.

Tuesday, April 30, 2019

9:00 am

Welcoming Remarks

- Honourable Claire Trevena, Minister of Transportation & Infrastructure, Government of British Columbia - and - WESTAC Chair for 2019/2020

Opening Remarks

- Oksana Exell, President & CEO, WESTAC
- Ken Hardie, Member of Parliament for Fleetwood—Port Kells (British Columbia) - and - Member of the Standing Committee on Transport, Infrastructure and Communities

9:30 am

Setting the Scene: An Appraisal of Capacity and Plans

Understanding current capacities and anticipated demands on the rail and marine transportation components is the starting point of any conversation about capturing growth opportunities.

Moderator and Presenter: Marc-André Roy, Managing Partner, Strategy & Knowledge, CPCS

Marc-André Roy, global transportation practice lead, will open the session by painting a picture of current and expected traffic through Canada's west coast ports. He will explore whether the system can handle the forecasted growth and which commodities may be most challenged.

A panel of stakeholders will share their infrastructure plans and participate in a moderated discussion on the challenges and opportunities facing western trade corridors.

- James Clements, VP Strategic Planning and Transportation Services, CP
- Doron Grosman, President & CEO, GCT Global Container Terminals
- Shaun Stevenson, President & CEO, Port of Prince Rupert
- Kevin Volk, Assistant Deputy Minister, Major Projects, Infrastructure & Properties Department, Ministry of Transportation & Infrastructure, Government of British Columbia

Roundtable discussion

11:00 am

Break

- 11:30 am ***The Growth Picture: Canada's Commodities in Demand***
This session will explore the global opportunities for commodity exporters and how supply chains will change over the next 10-20 years.
- Moderator and Presenter: Patricia Mohr, former VP, Economics and Commodity Market Specialist, Scotiabank
- Canadian commodity expert Patricia Mohr will open the session with the current macro-economic environment, currency outlook and other factors affecting Canada's bulk commodity exports.
- A panel of stakeholders will describe how markets and supply chains are changing and will participate in a fireside chat on growth opportunities and challenges to overcome.
- Garth Whyte, President & CEO, Fertilizer Canada
 - Mark Hemmes, President, Quorum Corporation
 - Kevin Birn, Vice President, North American Crude Oil Markets, IHS Markit
 - Hamir Patel, Director, Paper & Forest Products, Institutional Equity Research, CIBC Capital Markets
 - Darryl Anderson, Managing Director, Wave Point Consulting
- Roundtable discussion
- 1:30 pm **Lunch**
- 2:30 pm ***The Shape of Change: Approaches to Resiliency, Capacity & Connectivity***
This briefing session focuses on how some transportation corridors could be reshaped to better utilize options that create greater resiliency, capacity and connectivity. Short lines, inland terminals, short sea shipping and other ideas will be explored.
- Moderator: Oksana Exell, President & CEO, WESTAC
- Andrew Glastetter, General Manager, Great Western Railway
 - Kleo Landucci, Chief Commercial & Corporate Affairs Officer, Ashcroft Terminal, a Member of the PSA Group
 - Jeremy Nielsen, General Manager, Ceres Global Ag, Northgate Terminal
- Q&A
- 3:25 pm Break
- 3:50 pm ***The Shape of Change: Approaches to Resiliency, Capacity & Connectivity*** (cont'd)
- Peter Xotta, Vice President, Planning & Operations, Vancouver Fraser Port Authority
 - Don Krusel, Managing Director, Port of Quebec's container terminal project
- Q&A

4:30 pm ***Moving Forward Together: The Future Landscape of Western Canada's Trade Corridors***

Rapporteur and Discussant: John Law, former Deputy Minister of Highways & Infrastructure, Government of Saskatchewan

Industry veteran John Law will close the Forum with a review of the day's discussions. He will offer his thoughts on leadership for Western Canada's trade and transportation corridors and the importance of working together to ensure a strong, competitive position globally.

Roundtable discussion

5:00 pm **Sessions conclude**

5:30 pm **Reception | Meet Jonathan Manthorpe, Author of *Claws of The Panda: Beijing's Campaign of Influence and Intimidation in Canada* & Book Signing**
(a complimentary copy of the book will be provided)

6:30 pm **Dinner with Keynote Presentation "Claws of the Panda"**
Jonathan Manthorpe, author, foreign news correspondent and international affairs commentator

Wednesday, May 1, 2019

8:00 am **Hot buffet breakfast** (*all Members and guests*)

8:15 am **Annual General Meeting**

9:00 am **Leaders Council Session**

The purpose of the Leaders Council is to have a frank dialogue among senior WESTAC Members. To encourage frankness and build trust, each member organization may have one representative at the Leaders Council. The representative should be a senior executive and a regular attendee at WESTAC.*

**Sustaining Members may have two participants (Provincial & Federal Governments, BNSF, CP, CN, VFPA)*

A Conversation with Canada Infrastructure Bank

Nicholas Hann, Head of Investments, Canada Infrastructure Bank

The Canada Infrastructure Bank (CIB) is investing \$5 billion in trade and transportation corridors across the country, bridging the gap between traditional government funding and fully privately financed infrastructure. This in-camera session connects CIB with WESTAC Leaders who are well-versed on the opportunities and financing needs within the western transportation corridor. The session will also include updates and insights from the CIB on their objectives and priorities.

10:00 am **Break**

10:15 am ***Workshop: Getting to the Next Level of Collaboration***

Kurt Ritcey, Partner, Consulting, Deloitte Canada

The workshop, facilitated by Deloitte Canada, will provide an update on the Supply Chain Visibility program and introduce key industry insights and challenges that will require greater stakeholder collaboration across the Western Canadian Supply Chain. Through facilitated breakout discussions, we will identify benefits and challenges of greater stakeholder collaboration and discuss potential barriers. Within the breakouts, we will also explore ways that greater collaboration can facilitate effective supply network governance, improved visibility, collaborative planning, and network optimization that will lead to improved network performance, flow, reliability and increased capacity.

Noon **Adjournment** with light refreshments 'to go.'