

2017 SPRING MEMBER FORUM CAPACITY CONVERSATIONS

APRIL 26 & 27, HOTEL SASKATCHEWAN, REGINA

Transportation service providers in Western Canada strive to meet the ongoing needs of customers – Canada’s exporters and importers. They recognize the added value transportation provides to a global supply chain when it is efficient and cost-effective.

If the Pacific Gateway is to become a successful “global trading hub and a nexus for global supply chains, we must have the infrastructure capacity to service customers around the world.” This statement from the Prime Minister’s Advisory Council on Economic Growth recognizes that infrastructure is at the core of any global advantage in delivering value whether its speed of service, flexibility or lower costs.

As shippers look ahead to the next 10 years – a conversation on service expectations from the transportation industry – railways, ports and terminals is critical. The goal of the conversation is to position western transportation closer to realizing its global potential. Considerations include:

- How much growth is anticipated in Western Canada’s major commodity exports?
- How are the manufacturing and retail landscapes changing?
- Will these changing needs be met with current capacity?
- Where do customers hit the biggest snags in supply chains?
- Are there areas or specific projects that are a priority for Western Canada?

At the 2017 Spring Member Forum, WESTAC members representing the shipper and the service provider communities will be encouraged to share information and insight to improve capacity and service.

Members are encouraged to use the WESTAC forum as intended, for open, in-camera dialogue.

Register online at westac.com

FORWARD THINKING. TRANSPORTATION.

Speakers are confirmed.

WEDNESDAY

April 26, 2017

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- 1:30 pm **Question Period in the Legislature**
The Government of Saskatchewan extends an invitation to members to attend Question Period and be introduced to the Legislature by Hon. David Marit.
Registration in advance is required – admin@westac.com.
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- 5:30 pm **Roundtable meeting with Government of Saskatchewan – Hon. David Marit**
(by invitation only)
Light dinner; will end at 7:30 pm.
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- 7:00 pm **Hospitality Reception** (open to guests)
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- 9:00 pm **Evening ends**
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THURSDAY

April 27, 2017

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- 7:30 am **Board of Directors Meeting**
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- 8:00 am **Annual General Meeting & Breakfast**
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- 8:30 am **Welcoming Remarks**

 Hon. David Marit, Minister of Highways and Infrastructure, Government of Saskatchewan and Chairman, WESTAC
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- 9:00 am **Working Sessions begin**

 Opening Remarks and Introductions

 Oksana Exell, President & CEO, WESTAC
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- 9:10 am **CAPACITY NEEDS: SHIPPER PERSPECTIVES**
Shippers have been asked to provide an outlook for their industry and the implications for Western Canada's transportation system.

 John Salt, Senior Vice President, Supply Chain, Canadian Tire
 Brad Johnston, General Manager, Coal Logistics & Business Planning, Teck
 Scott Rudderham, Senior Vice President, Operations, Canpotex
 Mark Thomson, Advisor to the Board of Directors, Western Canadian Shippers' Coalition
 Capt. Claus Thornberg, Vice-President, Transportation, Cenovus Energy Inc.
 Ward Weisensel, SVP, Trading, Procurement & Risk, G3 Canada Limited
 Murad Al-Katib, President & CEO, AGT Food and Ingredients Inc.
 Roundtable discussion
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- 11:10 am Break
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Speakers are confirmed.

THURSDAY

April 27, 2017

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- 11:35 am **MEETING CAPACITY NEEDS: RAILWAY PERSPECTIVES**
Railways have been asked to outline what they are doing to increase capacity and the impediments they face.
- James Clements**, VP Strategic Planning and Transportation Services, Canadian Pacific
Jean-Jacques Ruest, Executive Vice President & Chief Marketing Officer, CN
Paul Duncan, Assistant Vice President, Network Development & Capacity Planning, BNSF
Lee Jebb, Vice President, Railway Operations, Cando Rail Services
- Roundtable discussion
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- 1:10 pm Lunch
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- 2:15 pm **MEETING CAPACITY NEEDS: TERMINAL PERSPECTIVES**
Westcoast
- Stephen Edwards**, President & CEO, GCT Global Container Terminals
Maksim Mihic, General Manager, DP World (Canada) Inc.
Jeff Scott, President & CEO, Fraser Surrey Docks
- Eastern
- Terence Bowles**, President & CEO, The St. Lawrence Seaway Management Corporation
Greg Arason, Chairman, Thunder Bay Port Authority
- Roundtable discussion
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- 3:15 pm Break
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- 3:45 pm **MEETING CAPACITY NEEDS: TERMINAL PERSPECTIVES (continues)**
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- 4:30 pm **Working Sessions end**
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WESTAC LEADERS COUNCIL – CONTINUING THE CONVERSATION

4:45 pm Each forum concludes with an in-camera, frank discussion among the most senior representatives of member organizations. Participation is limited to one person per member organization and excludes external speakers and non-members. No reporting will take place.

The Leaders Council discussion will focus on projects to reduce bottlenecks, improve efficiency and/or increase capacity within the Vancouver and Prince Rupert ports and surrounding areas. Port authorities will provide an overview of priority projects and members will discuss the projects in greater detail.

Light snacks will be available during the session.

6:45 pm Meeting adjourns*

** We recognize the late ending to the meeting and that it may be difficult to coordinate flights. Members were surveyed to determine whether they preferred an earlier ending, with less time for discussion during each session or whether they preferred an extended meeting. The overwhelming response was for an extended meeting.*

Speakers are confirmed.