

GEOPOLITICS & TRADE: SHIFTING MARKETS IMPACTS ON WESTERN CANADA'S ECONOMY & TRANSPORTATION NETWORK

APRIL 29 & 30, 2015

Given current unsettling and dramatic changes in the world economy, this forum will seek to build better understanding of the larger geopolitical and global economic trends impacting trade – key factors in big picture due diligence.

The forum will begin with an overview of the major geopolitical forces. This conversation will set the stage for analysis of what these trends mean for Western Canada's most significant trading partners, and as a result, our commodity and energy products.

The forum will conclude with a facilitated discussion on what, if any, significant shifts in trade flows and transportation networks could result from the previously identified global events.



VENUE

Victoria Marriott Inner Harbour Hotel

728 Humboldt Street Tel: 250-480-3800
Victoria, BC

Meeting Rooms

Pacific Ballroom - Ground Floor
Terrace Room - Second Floor
Fire & Water Restaurant - Ground Floor

SCHEDULE

Wednesday, April 29, 2015

9:00 am	Board of Directors Meeting	Terrace Room
11:30 am	Annual General Meeting	Pacific Ballroom
12:00 pm	Lunch	Terrace Room
1:00 pm	Opening Remarks	Pacific Ballroom
1:10 pm	Working Sessions	Pacific Ballroom
3:30 pm	Break	
4:00 pm	Working Sessions (cont)	Pacific Ballroom
4:50 pm	Working Sessions end	
5:30 pm	Reception	Terrace Room

Thursday, April 30, 2015

7:30 am	Hot Buffet Breakfast	Terrace Room
8:30 am	Working Sessions	Pacific Ballroom
10:00 am	Break	
10:30 am	Working Sessions (cont)	Pacific Ballroom
12:15 pm	Closing Remarks	Pacific Ballroom
12:20 pm	Buffet Lunch	Fire & Water Restaurant

SCHEDULE

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April 29, 2015

GEOPOLITICS & TRADE: SHIFTING MARKETS Impacts on Western Canada's Economy & Transportation Network

9:00 am	Board of Directors Meeting
11:30 am	Annual General Meeting
12:00 pm	Lunch
1:00 pm	Opening Remarks
1:10 pm	GEOPOLITICS RULE ALL <i>supported by Kinder Morgan Canada</i> The landscape of geopolitics is one of constant change. To better understand the potential impacts for trade and transportation in Western Canada, a solid grasp of the global drivers and levers is critical. What are the geopolitical forces? How are they impacting business today and in the future? Dr. Robert ("RJ") Johnston , CEO, Eurasia Group > Q & A discussion
2:30 pm	IN A BIG WORLD WHAT REALLY MATTERS TO CANADA? Renowned economic forecaster shares his views on the fundamental realities shaping markets. This session discusses the broad trend towards slow economic growth and will highlight themes such as: impacts of deleveraging, low inflation, weak commodity prices and what's really happening in the U.S. and China. Dr. A. Gary Shilling , President, A. Gary Shilling & Co., Inc. > Q & A discussion
3:30 pm	Break
4:00 pm	Export Development Canada (EDC) conducts in-depth analyses of issues that matter to Canadian companies as they undertake business abroad. This session will demystify some economic risks and share the EDC's outlook on opportunities for increasing trade. Stuart Bergman , Deputy Chief Economist, Export Development Canada > Q & A discussion
4:50 pm	Working Sessions end
5:30 pm	Reception

SCHEDULE

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7:30 am	Hot Buffet Breakfast
8:30 am	<p>REAL IMPACTS OF PLUNGING OIL PRICES</p> <p>Falling oil prices are leading to significant impacts across Western Canada and the transportation system. How does the decline in oil prices change the energy scene in Western Canada in terms of projects, pipeline expansion, transportation patterns and modes? What is the outlook for oil and LNG?</p> <p>Greg Stringham, Vice President, Oil Sands & Markets, Canadian Association of Petroleum Producers</p> <p>> Q & A discussion</p>
9:15 am	<p>TRADE AGREEMENTS UNMASKED</p> <p>On January 1, 2015 the new free trade agreement with South Korea took effect. An agreement in principle has been reached for a comprehensive trade agreement with the European Union (CETA). What are the key provisions of recent and forthcoming trade agreements? What sectors will most likely benefit from these deals? What are the policy implications?</p> <p>Dr. André Downs, Chief Economist, Foreign Affairs, Trade and Development Canada</p> <p>> Q & A discussion</p>
10:00 am	Break
10:30 am	<p>INTERACTIVE SESSION - TRADE & TRANSPORTATION SYSTEM EFFECTS</p> <p>How do all of these global and regional factors impact trade flows in Western Canada? How will the transportation network prepare? Will any of these projections drive a large change in current patterns?</p> <p>This session asks members, with the assistance of a transportation expert and facilitator, to unpack the information presented in earlier sessions. The goal is to determine what next steps need to be taken to ensure the continued success of the system. Is it more forecasting, better data, enhanced regional planning, or staying the course?</p> <p>Dr. Daniel Lynch, Associate Professor and Director of the Centre for International Trade & Transportation, Dalhousie University</p> <p>> Facilitated roundtable discussion - member viewpoints</p>
12:15 pm	Closing Remarks
12:20 pm	Buffet Lunch

GUEST SPEAKERS



DR. ROBERT JOHNSTON

Chief Executive Officer

Eurasia Group

Robert (“RJ”) Johnston is Chief Executive Officer of Eurasia Group, a position he assumed in 2013 after seven years as founder and leader of the firm’s Global Energy and Natural Resources Strategy Group. RJ is responsible for directing firm strategy and leads oversight of the firm’s research, sales, and operations teams across three offices.

RJ engages actively with Eurasia Group corporate and institutional investor clients in the energy and natural resources space, in thought leadership, and through strategic engagements. In this capacity, his work draws upon his experience and analytical expertise in energy geopolitics, including the North American unconventional energy revolution, resource nationalism, energy infrastructure, and industry-civil society relations. RJ also works closely with leading metals and mining firms and investors, assessing key trends involving country risk, supply and demand, and socioeconomic impact on the sector.

Recent notable achievements include published contributions to the World Economic Forum, the National Petroleum Council, the International Gas Union, and the Canadian Energy Research Institute, as well participation in the Canadian Association of Petroleum Producers Oil Sands Dialogue, the

Brookings Institution Task Forces on US Crude Oil and LNG Exports, and PwC Energy Visions, among numerous others endeavors. RJ provides commodity market commentary to BNN, CNBC, Bloomberg, and the CBC, and has published op-eds in *The Wall Street Journal*, *The Globe and Mail*, and the *International Herald Tribune*.

Prior to joining Eurasia Group, RJ served as managing director of equity research at Medley Global Advisors, where he was responsible for providing political and strategic insights to clients in the institutional investment community and served as the lead analyst for global energy equities. RJ, in addition, was a research director at UBS Warburg Energy, working directly in support of energy trading. And he previously directed internal research teams supporting oil, LNG, metals, and FX trading at Enron Global Markets. Earlier, at ArmorGroup, RJ directed political risk research for corporate clients in a variety of markets including China, Russia, Colombia, and Indonesia.

RJ holds a PhD in International Relations from the American University in Washington, DC. A native of Canada, he also holds an MS in Political Science from McMaster University and a BA in Political Studies from Bishop’s University.



DR. A. GARY SHILLING

President

A. Gary Shilling & Co., Inc.

Dr. Shilling is President of A. Gary Shilling & Co., Inc., economic consultants, and publisher of *INSIGHT*, a monthly report of economic forecasts and investment strategy. He also is a Registered Investment Advisor, managing institutional and individual client investment portfolios. He has been a *Forbes* magazine columnist since 1983 and writes the “Financial Strategy” column. He also is an online columnist for *Bloomberg View*, and is on *Investment Advisor* magazine’s panel of investment strategists. He appears frequently on business shows on radio and television.

He graduated from Amherst College A.B. in Physics, magna cum laude, Phi Beta Kappa, and Sigma Xi, and earned his M.A. and Ph.D. in economics at Stanford University. While on the West Coast, he served on the staffs of the Federal Reserve Bank of San Francisco and the Bank of America. Earlier, as a high school senior, he ranked twelfth in the nation in the Westinghouse Science Talent Search.

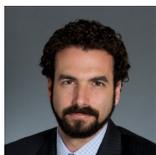
Before establishing his own firm in 1978, Dr. Shilling was Senior VP and Chief Economist of White, Weld & Co. Earlier he set up the Economics Department at Merrill Lynch, at age 29, and served as the firm’s first chief economist. Prior to Merrill Lynch, he was with Standard Oil Co. NJ (now ExxonMobil).

His seventh book, *The Age of Deleveraging: Investment strategies for a decade of slow growth and deflation*, was published by John Wiley & Sons in 2010. That followed his sixth book, *Letting Off Steam – a collection of commentaries on matters great and small, complex and mundane, serious and frivolous*, and its 2013 sequel *Letting Off More Steam*. His five earlier books covered the economic outlook and related investment strategies.

Twice, the *Institutional Investor* magazine ranked Dr. Shilling as Wall Street’s top economist and *Futures Magazine* rated him the country’s number one Commodity Trading Advisor. In 2003, *MoneySense Magazine*, named him the third best stock market forecaster in the world, right behind Warren Buffett. He is recognized as an effective and dynamic speaker.

He is on a number of charitable boards and is an avid beekeeper.

GUEST SPEAKERS



STUART BERGMAN

Deputy Chief Economist and Director, Economic and Political Intelligence Centre

Export Development Canada

Stuart Bergman is Export Development Canada's (EDC) Deputy Chief Economist and the Director of its Economic and Political Intelligence Centre. Prior to March, 2011, he was the Director of EDC's Economic Analysis and Forecasting unit. In his role, Mr. Bergman provides leadership and direction to a group of diverse and highly-specialized economists, political risk analysts and intelligence professionals, advising EDC business teams and senior management on transaction and portfolio risk mitigation, corporate planning and business development activities.

Mr. Bergman has served as EDC's representative at national and international economic forums, including the OECD, the Berne Union and the Paris Club of bilateral creditors. In addition, Mr. Bergman delivers media interviews and is a featured speaker at conferences across Canada and around the world.

Mr. Bergman completed his graduate studies in International Economics and International Relations at the Johns Hopkins University School of Advanced International Studies.



GREG STRINGHAM

Vice President, Oil Sands & Markets

Canadian Association of Petroleum Producers

Greg Stringham has been actively engaged in key energy industry issues in his career. He joined CAPP in 1995 and assumed the role as Vice President in 1998. His current role is Vice President of Markets and Oil Sands. His responsibilities at CAPP include oil and natural gas markets, pipelines and oil sands issues in Canada, the US and the oil sands issues in Europe and Asia.

Greg is an active spokesperson for the industry; providing industry and public presentations, appearing before government committees and regulators in Canada, the US and overseas to educate and ensure that Canadian oil and gas are understood and treated fairly in global markets and government policies.

This role at CAPP builds on several years' experience with the Alberta Department of Energy where he dealt with a broad spectrum of energy policy. Prior to government, Greg held several positions at Syncrude Canada Ltd. in areas ranging from research to project development.

Greg holds a B.Sc. in Chemical Engineering and a Masters in Business Administration. He is a professional engineer.



DR. ANDRÉ DOWNS

Chief Economist

Foreign Affairs, Trade and Development Canada

Before joining DFAIT, Dr. André Downs was Director General of Economic Research and Analysis at the Policy Research Initiative, where he managed research projects on the policy implications of North American economic integration, productivity, the impacts of science and technology activities, and regulatory strategy.

Previously, Dr. Downs was Deputy Commissioner at the Competition Bureau, where he was responsible for competition policy. He also held several positions as manager, economist and analyst at both the Privy Council Office and the Department of Finance. He holds a Ph.D. in economics, with a specialization in international trade, from the London School of Economics.



DR. DANIEL LYNCH

Associate Professor and Director of the Centre for International Trade & Transportation

Dalhousie University

Daniel F. Lynch is an Associate Professor of Supply Chain Management & Marketing and Director of the Centre for International Trade and Transportation at Dalhousie University in Halifax, Nova Scotia. Previously he was on the faculty of Marketing and Supply Chain Management in the Eli Broad College of Business at Michigan State University. Formerly, he was an Associate Professor, Chair of the Department of Marketing and Associate Dean at Montana State University-Billings. He received his Ph.D. in Marketing and Logistics from the University of Arkansas, his M.P.A. from the University of Colorado-Boulder and his B.S. degree from Fairleigh Dickinson University. He is a Chartered Member of the Institute of Logistics and Transportation, and serves as Executive V.P., and incoming President of the Canadian Transportation Research Forum.

His publications have appeared in the *Journal of Operations Management*, *Journal of Supply Chain Management*, *International Journal of Operations and Production Management*, *Journal of International Marketing*, *Industrial Marketing Management*, *Journal of Business Logistics*, *Journal of Strategic Marketing*, *Business Horizons*, *Marketing Education Review*, *Academy of Marketing Studies*, numerous national and international conferences, as well as several book chapters and cases.

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2015 SPRING MEMBER FORUM PRESENTATIONS

Available online by May 11, 2015

<http://westac.com/2015spring/>

(Case-sensitive)

Username: **2015spring**

Password: **geopolitics**

EVENT CALENDAR

WESTAC FALL MEMBER FORUM

November 9 & 10, 2015

Sheraton Suites Calgary Eau Claire

Alberta



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