

# Annual Meeting 2011

April 5 & 6  
Fort Garry Hotel, Winnipeg, MB

## Understanding Demand – What are we building for?

WESTAC members will meet in Winnipeg to discuss demand pictures shaping Western Canada's transportation system. Things are different today, the markets have come back faster than anticipated and many think the world economies are on the upswing. It is time to begin sifting through the forecasts of short and long-term demand on Canada's products and its transportation system. These commodity snapshots are used to inform capacity and long-term planning strategies in Canada.

However, we must speak to the still volatile and rapidly changing environment that is the backdrop for all world trade and economic analysis. The world *"faces huge risks ranging from spiraling food and commodity prices to the danger of trade and currency wars, against a background of growing inequalities that threaten stability."*<sup>1</sup> Members will assess likely growth scenarios to develop a better understanding of the background picture that is most relevant to their organization.

The April sessions will explore the first part of any planning process, understanding the demand picture. There are concerns about coming system capacity constraints. Are they real and enduring? Members are encouraged to use discussion time to highlight capacity issues pertinent to each identified commodity snapshot. If desired, Members will carry this information forward to discuss capacity adjustments at another meeting.

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<sup>1</sup> "World economy improves but faces risks, experts warn," Seattle Times (WA), 27 Jan. 2011

## Tuesday, April 5

7:30 am	<b>Executive Committee Meeting (breakfast available) (tentative)</b>
9:00 am	<b>Board of Directors Meeting (2010-11 Board)</b>
10:30 am	<b>Annual Business Meeting</b>
11:00 am	<b>Opening Remarks</b>
	<ul style="list-style-type: none"> <li><b>Hon. Steve Ashton</b>, Minister of Infrastructure &amp; Transportation, Government of Manitoba</li> </ul> <p><i>Future demands on an emerging powerhouse: Building Canada's Northern Gateway</i></p>
11:30 am	<b>World Economic Scenarios</b>
	<p>The session will present a viewpoint on the current and future outlook for the world economy and international trade. Dr. Wheelan will offer his perspective on this critical piece informing the demand picture in Canada and will discuss political and socio-economic forces which could affect the economy. In an increasingly globalized world, no country, no commodity is immune from the geopolitical landscapes that impact global trade, instantaneously.</p> <ul style="list-style-type: none"> <li><b>Dr. Charles Wheelan</b>, Author of <i>Naked Economics</i>, Public Policy Professor at University of Chicago</li> </ul> <p><i>Roundtable Discussion</i></p>
1:00 pm	<b>Lunch</b>
2:00 pm	<b>Ensuring Canada's Exporters Have Access to World Markets</b>
	<ul style="list-style-type: none"> <li><b>Gary Boddez</b>, Deputy Minister of Transportation, Government of Alberta</li> </ul>
2:15 pm	<b>Demand Snapshots</b>
	<p>In order to better inform decision-making processes, WESTAC has gathered industry leaders in their respective trade areas to discuss demand outlooks. These snapshots are the opinion of each expert and are presented to help Members gather better understanding of overall demand on the transportation system and where capacity adjustments may be needed.</p> <p><i>Manufacturing</i></p> <ul style="list-style-type: none"> <li><b>Jean-Michel Laurin</b>, Vice President, Global Business Policy, Canadian Manufacturers &amp; Exporters Association</li> </ul> <p><i>Roundtable Discussion on import and export flows</i></p>
2:45 pm	<b>Break</b>
3:15 pm	<b>Grain</b>
	<ul style="list-style-type: none"> <li><b>Ward Weisensel</b>, Chief Operating Officer, Canadian Wheat Board</li> <li><b>Mark Hemmes</b>, President, Quorum Corporation</li> </ul> <p><i>Roundtable Discussion on grain handling capacity</i></p>
4:30 pm	Meeting adjourns for the day
5:00 pm	<b>Reception &amp; Dinner</b>
	<ul style="list-style-type: none"> <li><b>Buzz Hargrove</b>, External Director, Canadian Centre for Labour Relations Management, Ryerson University</li> </ul>

**Wednesday, April 6**

7:00 am            **Breakfast**

7:30 am            **Board of Directors Meeting (2011-12 Board)**

8:00 am            **Demand Snapshots**

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*Coal*

- **Bob Bell**, Vice President & Chief Commercial Officer, Teck Coal Limited

*Roundtable Discussion on coal handling capacity*

*Potash*

- **Scott Rudderham**, Vice President, Operations, Canpotex Limited

*Roundtable Discussion on potash handling capacity*

*Sulphur*

- **Lisa Baratta**, Director, Strategy, WESTAC

*Roundtable Discussion on sulphur handling capacity*

10:00 am          Break

10:30 am          **Demand Snapshots**

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*Forest Products*

- **Peter Butzelaar**, Vice President & Senior Editor, International WOOD MARKETS Group Inc.

*Roundtable Discussion on forest products handling capacity*

*Containerization*

- **David Fung**, President & Managing Director, ACDEG International Inc.

*Roundtable Discussion on container handling capacity (at ports and inland hubs)*

12:00 pm          **Closing Remarks by the Chairman**

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- **Hon. Steve Ashton**, Minister of Infrastructure & Transportation, Government of Manitoba

12:15 pm          **Closing Buffet Lunch**