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**FEBRUARY 5-7, 2019**

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## CARGO LOGISTICS CANADA



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Group: Cargo Logistics Expo  
+ Conference

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# SCHEDULE AT-A-GLANCE

## Tuesday, February 5

CODE	TIME	SESSION TITLE	PRICE	LOCATION
P01	1:30 PM-2:45 PM	<b>PRIORITY-SHIPPER-ONLY</b> London Drugs Distribution Centre Tour	Priority Shipper Only	Offsite
P02	4:00 PM - 5:00 PM	<b>PRIORITY-SHIPPER-ONLY</b> Market Intelligence Briefing: Retail	Priority Shipper Only	VCC Level 2 Rm 219
N02	5:30 PM - 7:30 PM	Welcome Reception and Keynote Remarks	\$85.00	Level 3 Summit Foyer

## Wednesday, February 6

CODE	TIME	SESSION TITLE	PRICE	LOCATION
W01	7:45 AM - 8:30 AM	<i>Where is Canada's Silk Road?</i> Economic & Trade Outlook	\$65.00	VCC Level 2 Rm 211
W02	8:30 AM - 9:45 AM	Lloyds List Presents - Global Liner Outlook	\$65.00	VCC Level 2 Rm 212-214
W03	8:30 AM - 9:45 AM	<i>Where is the PNW's Silk Road?</i> Building transparent, digital supply chains	\$65.00	VCC Level 2 Rm 217
W04	8:30 AM - 9:45 AM	Cold Chain Market Report – Presented by Versacold	\$65.00	VCC Level 2 Rm 219
W05	8:30 AM - 10:00 AM	<i>The E-Commerce Effect:</i> Distribution Logistics in the Age of E-Commerce	\$65.00	VCC Level 2 Rm 211
W06	8:30 AM - 9:45 AM	How To Delegate: The Secrets to Getting Things Done Through Others	\$65.00	VCC Level 2 Rm 216
W07	10:30 AM - 11:15 AM	<i>The Future of Freight:</i> Presented by Freightwaves	\$65.00	Showfloor Main Stage #1
W08	10:30 AM - 11:15 AM	<i>Where is Canada's Silk Road?</i> Deciphering the Enigma that is U.S. Trade Policy	\$65.00	Showfloor Main Stage #2
W09	10:30 AM - 11:15 AM	Tech LIVE! How Tai Teknologi Will Help You Proactively Identify and Eliminate Business Constraints	FREE	Tech Hub/Tech LIVE!
W10	11:30 AM - 12:15 PM	Who Are the Blocks in the Chain? Part I	\$65.00	Main Stage #1
W11	11:30 AM - 12:15 PM	IoT: Shaping big data to transform your cold chain	\$65.00	Main Stage #2
W12	11:30 AM - 12:15 PM	The Western Group - Ocean and Inland Terminals in BC- Tech LIVE!	FREE	Rm 213-214
W13	12:45 PM - 2:00 PM	Keynote Luncheon: Cargo Tech Leaders Roundtable - The E-Commerce Effect	\$135.00	VCC Level 2 Rm 211-214
P03	2:15 PM - 3:15 PM	<b>PRIORITY-SHIPPER-ONLY</b> Market Intelligence Briefing: Commodities		VCC Level 2 Rm 216
P04	2:15 PM - 3:15 PM	<b>PRIORITY-SHIPPER-ONLY</b> Market Intelligence Briefing: Manufacturing		VCC Level 2 Rm 219
W14	2:30 PM - 3:30 PM	How 3PLs and Carriers can stay in the 'I want it and I want it now' delivery game	\$65.00	Showfloor Main Stage # 1
W15	2:30 PM - 3:30 PM	Case Study: How can TMS provide supply chain visibility?	\$65.00	Showfloor Main Stage #2
W16	2:30 PM - 3:15 PM	Tech LIVE! Rocking Inbound Email Management: maximizing productivity and efficiency for the logistics industry	FREE	Tech Hub/Tech LIVE!
N03	4:00 PM - 5:30 PM	Networking Reception on the Show Floor	FREE	Showfloor
N04	5:30 PM - 7:30 PM	Halifax Social	FREE	Offsite

## Thursday February 7

CODE	TIME	SESSION TITLE	PRICE	LOCATION
C01	7:30 AM - 9:00 AM	Press Conference - Digital Supply Chains: The Future	FREE	VCC Level 2 Rm 214-214
C02	9:30 AM - 11:00 AM	Press Conference - Digital Supply Chains: The Future	FREE	VCC Level 2 Rm 214-214
T01	8:30AM - 9:45 AM	Connect the Dots: How to Build a Robust Multimodal Supply Chain	\$65.00	VCC Level 2 Rm 211
T02	8:30 AM - 9:45 AM	CILTNA Presents: What it takes to be Big Ship Ready	\$65.00	VCC Level 2 Rm 219
T03	8:30 AM - 9:45 AM	<i>Where is Canada's Silk Road?</i> Calgary's Holistic Approach to Sustainable Logistics	\$65.00	VCC Level 2 216
T04	8:30 AM - 9:45 AM	<i>Where is Canada's Green Road?</i> Cannabis Logistics	\$65.00	VCC Level 2 Rm 217
T05	8:30 AM - 9:45 AM	Leverage the value of Sustainability to drive business growth	\$65.00	VCC Level 2 Rm 215
T07	10:30AM - 11:15 AM	Bullet proof your supply chains in the new normal - Become Demand Driven	\$65.00	Showfloor Main Stage #1
T08	10:30 AM - 11:15 AM	<i>The E-Commerce Effect:</i> Who are the Blocks in the Chain Part II	\$65.00	Showfloor Main Stage #2
T09	10:30 am - 11:15 AM	Tech LIVE! Digital Transformation Opportunities in Cargo Logistics	FREE	Tech Hub/Tech LIVE!
T10	11:30 AM - 12:30 PM	Cold Chain Case Study	\$65.00	Showfloor Main Stage #1
T13	12:45 PM - 2:00 PM	Keynote Luncheon: Logistics Leaders Keynote Roundtable	\$120.00	VCC Level 2 Rm 211-214
N05	2:15 PM - 3:00 PM	Prize Drawing Finale on the Showfloor	FREE	Showfloor





# PLAN YOUR VISIT

## EXPLORE

### OUR TRADE SHOW FLOOR

With over 50,000 sq. ft. of products, services and technologies relevant to the entire cargo spectrum, our event is Canada's only full-scale supply chain trade show.

- Need an energy boost? Enjoy **complimentary networking breaks** every day at 10 am.
- Hungry? Grab a bite at the **CLC-Cafe**.
- In the mood to learn? Attend **FREE** sessions on the **Tech LIVE!** area, or enjoy premium content on the **Showfloor Main** stages.



## LEARN

### AT OUR SEMINARS

The entire North American supply chain is converging at CLC on February 5-7, and we've made sure our content covers the complete spectrum. **100+ distinguished speakers** will lead the conversations at **30+ seminars** across five content streams.



## MINGLE

### AT NETWORKING EVENTS

Don't miss the chance to get to know over 2,500 transportation & logistics professionals, including many top-level executives from the largest companies in North America. Enjoy offsite tours, networking receptions, special hub areas, and lounges to optimize key face time!



### LOCATION & TIME

**Vancouver Convention Centre West**  
1055 Canada Pl., Vancouver, BC V6C 0C3

**Seminars:** Level 2

**Exposition:** Exhibit Hall A & B1

#### Tuesday, Feb. 5, 2019

1:30pm-2:45pm **Off-Site Tour**  
(Open To Qualified Priority Shippers And Limited Invitations Only)

5:30 pm – 7:30 pm **Welcome Reception**

#### Wednesday, Feb. 6, 2019

7:45am-3:30pm **Conference Program**

10:00am-4:00pm **Trade Show Floor Open**

4:00pm-5:30pm **Networking Reception**

5:30pm-7:30pm **Halifax Social**

#### Thursday, Feb. 7, 2019

8:30am-2:00pm **Conference Program**

10:00am-3:00pm **Trade Show Floor Open**

### WHO ATTENDS?

Join 2,500 transportation, logistics, distribution/warehousing, operations and purchasing/procurement professionals, including:

- CEOs & Senior Management
- Customs Brokers
- Purchasing Managers
- Freight Forwarders
- Transportation Managers
- Distribution Centre/Warehouse Managers
- Operations Managers
- And many more!

## JOIN THE CONVERSATION

Share your experience at Cargo Logistics Canada 2019 on social media with the hashtag **#cargo2019!**



**@cargologistics**  
**#cargo2019**



# NETWORKING EVENTS



## TUESDAY, FEBRUARY 5

### Priority Shipper Offsite Tour

- Tuesday, February 5 • 1:00pm – 3:30pm**
- Priority Shippers and Limited Invitations
  - London Drugs Distribution Center

CLC's Priority Shippers are encouraged to sign up for this exclusive offsite tour with details. Updates are in our Agenda.

**Open to qualified Priority Shippers and Limited Invitations Only.**

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### Networking Break On The Show Floor

**Wednesday, February 6 & Thursday, February 7 • 10:00am – 10:30am**

Join us for the official show floor opening, meet CLC exhibitors and enjoy refreshments from different beverage/food stations throughout the show floor.

### Welcome Reception And Keynote Remarks

**Tuesday, February 5 • 5:30PM – 7:30PM**

- Early Bird \$60 / Regular \$85
- VCC West Level 3 Summit Foyer

Don't miss one of the VCC's most popular receptions with welcome Keynote remarks on the third level of the Vancouver Convention Centre West with spectacular views of the harbour and mountains!

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HON. BRUCE RALSTON

## WEDNESDAY, FEBRUARY 6

### Keynote Luncheon Day 1

**Wednesday, February 6 • 12:45pm – 2:00pm**

- Early Bird \$95 / Regular \$135
- VCC West Level 2 Rm 211-214

The Keynote Luncheons at CLC are always popular with the highest-level speakers in the industry, so don't delay registering as space is limited!

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### Halifax Social

**Wednesday, February 6 • 5:30pm–7:30pm**

- FREE • Offsite

After the CLC Day One reception on the showfloor, wander over to the popular Halifax Social for a beer, some fun, good music provided by the Seabillies, and more good networking. Sign up now as the space is limited and will fill up!

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### Show floor Networking Reception

**Wednesday, February 6 • 4:00pm–5:30pm**

- Early Bird \$30 / Regular \$45 • Tradeshow Floor

Mingle and network with your peers, customers, prospects, and vendors at Cargo Logistics Canada's largest reception that will once again be featured within the largest logistics expo space in Canada.

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### Keynote Luncheon: Logistics Leaders Keynote Roundtable

**Thursday, February 7 • 12:45pm – 2:00pm**

- Early Bird \$85 / Regular \$120 • VCC Level 2 Rm 211-214

CLC's popular fireside chat-style lunch Keynote program continues with a wide-ranging conversation brought to you by an industry leader/expert.

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### Prize Drawing Finale on the Showfloor

**Thursday, February 7 • 2:15pm–3:00pm • FREE • Showfloor**

Come and join and everybody else for CLC's first-ever Prize Drawing on the Showfloor including Exhibitor Prize Drawings and More!



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# CONFERENCE PROGRAM

## WEDNESDAY, FEBRUARY 6

### W01 – Where is Canada's Silk Road? Economic & Trade Outlook

Wednesday, February 6 • 7:45am–8:30am •  
Early Bird \$55 / Regular \$65  
• VCC Level 2 Rm 211

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[MULTIMODAL SUMMIT]

Canada doesn't actually have a Silk Road initiative like China's massive \$1 trillion One Belt One Road (OBOR) plan that is resurrecting the historic Silk Road concept in full force, but looking through that lens, CLC19 kicks off the "Where is Canada's Silk Road?" theme with a high level economic analysis of trade and policy by two speakers who will place both Canada, and North America into this context.



CHRISTIAN SIVIORE



MIKE HOLDEN

**Speakers:** Christian Siviore, President, Solimpex and Economist  
Mike Holden, Chief Economist, Canadian Manufacturers & Exporters

### W02 – Lloyds List Presents - Global Liner Outlook

Wednesday, February 6 • 8:30am–9:45am  
• Early Bird \$55 / Regular \$65 • VCC Level 2 Rm 213-214

PRESENTED BY



[MULTIMODAL SUMMIT]

Chances are high that your supply chain is impacted by the ocean shipping trades in one way or another. Gain keen insight into what is coming in 2019 and beyond with the Global Liner Outlook presented by CLC's sister media company/partner Lloyds List, and expert analysis from Lloyds' editorial staff and other shipping industry experts. Questions and discussions to be posed will include: IMO2020: who is going to pay? Will carriers be able to pass on increased cost of fuel to shippers? With high rates on the trans-Pacific this past peak season, carriers appear to have the upper hand, but for how long? With the fluid state of the tariff trade war and the forecast of a slowdown in early 2019, possibly giving shippers more power in negotiations in the lead up to the contracting season? Does liner consolidation have some room to run yet even though the candidate list is getting smaller? Meanwhile, how much longer might overcapacity remain a problem for carriers, despite disciplined tonnage withdrawal over the peak season? You won't want to miss this informative panel on the current, and future state of ocean shipping.



JAMES BAKER



DANIEL HACKETT



BILL PAYNE

**Session Chair:** James Baker, Managing Editor, Lloyds List

**Speakers:** Daniel Hackett, Partner, Hackett Associates.

**Bill Payne**, Principal, William Payne Advisors (& former Vice Chairman of NYK North America)

### W03 - Where is the PNW's Silk Road? Building transparent, digital supply chains

Wednesday, February 6 • 8:30am–9:45am • Early Bird \$55 / Regular \$65  
• VCC Level 2 Rm 217

[MULTIMODAL SUMMIT]

In keeping with CLC19's Silk Road theme, is a perspective from just over the border from the Northwest Seaport Alliance, composed of the ports of Seattle and Tacoma, and a few key stakeholders from their eco system, talking about efforts there regarding trade-enabling infrastructure and the development of transparent, digital supply chains with the help of a Port Community platform that seeks to improve communication and forecasting, among other key opportunities, through enhanced technology; plus viewpoints on emerging industry trends that are influencing the NWSA's direction."



JEFF BRUBACH



JOHN WOLFE



RAJAN RANIGA



ELI BOHM

**Moderator:** Jeff Brubach, Business Development Manager, Northwest Seaport Alliance

**Speakers:** John Wolfe: Chief Executive Officer, The Northwest Seaport Alliance  
Rajan Raniga, Ocean Freight Manager, Natu'oil Services Inc.  
Eli Bohm, General Manager, SSA Terminal 18

### W04 - Cold Chain Market Report – Presented by Versacold

Wednesday, February 6 • 8:30am–9:45am  
• Early Bird \$55 / Regular \$65 • VCC Level 2 Rm 219

PRESENTED BY



[COLD CHAIN SUMMIT]

Kicking off CLC19's Cold Chain Summit is a group of expert professionals discussing the market outlook both in Canada and internationally for a global cold chain that has been forecast to be valued at \$450 billion by 2025.



STEPHEN NEEL



MARK DIENESCH



STEPHANE NIELSEN



TARAS KOREC



SARTHAK VERMA

**Speakers:** Stephen Neel, Senior Technical Director, Global Cold Chain Alliance.  
Mark Dienesch, Senior Vice President & Chief Commercial Officer, Versacold  
Stephane Nielsen, Deputy Vice President, Reefer, CMA CGM (Marseilles)  
Taras Korec, P. Eng., MBA, P. Log., Fmr Senior Vice President, Supply Chain, Parmalat Canada  
Sarthak Verma, Senior Vice President, International, JB Hunt

# CONFERENCE PROGRAM



## WEDNESDAY, FEBRUARY 6

### W05 – The E-Commerce Effect: Distribution Logistics in the Age of E-Commerce

Wednesday, February 6 • 8:30am–10:00am • Early Bird \$55 / Regular \$65  
• VCC Level 2 Rm 211

[CARGO TECH SUMMIT]

The perfect launch of CLC19's The E-Commerce Effect theme. Distribution warehousing is one of the fastest growing sectors in the supply chain due largely to the booming e-commerce market (the so-called "Amazon Effect"). This panel will explore the opportunities and challenges for logistics providers and their customers due to this phenomenon, which is driving the need for increased / enhanced warehousing, especially large-scale fulfillment and distribution centers, while warehousing also continues to fulfill the needs of brick and mortar retail, food service, and manufacturing.



CHRIS STEELE



BRIAN BEST



KYRI FABIOS



COLBY TANNER



LANCE TRUMBLE



STUART MORRISON

**Session Chair:** Chris Steele, Vice President – Advisory, Conway.

**Speakers:** Brian Best, Director, Warehousing & Distribution, London Drugs

Kyri Fabios, Managing Director, Fedex Trade Networks

Colby Tanner, Assistant Vice President of Economic Development, BNSF Railway

Lance Trumble, Managing Director, Tribal Partners

Stuart Morrison, Executive Vice President, Colliers

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# CONFERENCE PROGRAM

## WEDNESDAY, FEBRUARY 6

### W06 – How To Delegate: The Secrets to Getting Things Done Through Others

Wednesday, February 6 • 8:30am–9:45am • Early Bird \$55 / Regular \$65  
• VCC Level 2 Rm 216

[PROFESSIONAL DEVELOPMENT]

If you believe, “You want it done right? You gotta do it yourself.” If you’ve caught yourself saying, “I’ve told them once, I’ve told them a thousand times but they just won’t listen!” Could it be that you don’t just need more information about delegation, but instead need to master the psychology and systems that managers are using every day to give direction and get superior results? There are systems that help. In this session, you will be provided the tools and training used by high-performance managers to work effectively with their teams to get things done. No sugar coating, no random tactics, just step-by-step systems that work in the real world.

**Speaker:** **Tara Landes**, President & Founder, Bellrock Benchmarking Inc.



TARA LANDES

### W07 – The Future of Freight: Presented by Freightwaves

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Wednesday, February 6 • 10:30am–11:15am  
• Early Bird \$55 / Regular \$65 • Showfloor Main Stage #1

[MULTIMODAL SUMMIT]

A “CNBC”-style panel presented by Freightwaves, an industry disruptor who combines data, financials, and media.



GEORGE ABERNATHY

DEAN CROKE

CRAIG FULLER

JOHN KINGSTON

**Moderator:** **George Abernathy**, Chief Revenue Officer, Freightwaves

**Speakers:** **Dean Croke**, Chief Insight Officer, FreightWaves

**Craig Fuller**, CEO, Freightwaves

**John Kingston**, Oil & Energy Markets Expert, Freightwaves

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# CONFERENCE PROGRAM



## WEDNESDAY, FEBRUARY 6

### W08 – Where is Canada's Silk Road? Deciphering the Enigma that is U.S. Trade Policy

Wednesday, February 6 • 10:30am–11:15am • Early Bird \$55 / Regular \$65  
• Showfloor Main Stage #2

[MULTIMODAL SUMMIT]

For a lot of international traders in Canada and the United States, it's been life in the trenches in recent months as new salvos seem to get fired in the trade war every day, and the shells often explode right in the middle of importers' and exporters' supply chains – or markets. This in-depth presentation by the partners of a respected international trade-focused law firm will include focuses on: Section 232 Tariffs on steel and aluminum products (and possibly automobiles; Section 301 retaliatory tariffs against China; and what to do to defend your company.



MARIA E. CELIS

JOHN PETERSON

**Presenters:** Maria E. Celis, Esq  
John Peterson, Neville Peterson LLP

### W09 – Tech LIVE! How Tai Teknowlogi Will Help You Proactively Identify and Eliminate Business Constraints

Wednesday, February 6 • 10:30am–11:15am • FREE  
• Tech Hub/Tech LIVE!

[CARGO TECH SUMMIT]



SPENCER ASKEW

**Speakers:** Spencer Askew, Founder & CEO, Teknowlogi

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### W10 – Who Are the Blocks in the Chain? Part I

Wednesday, February 6 • 11:30am–12:15pm • Early Bird \$55 / Regular \$65  
• Main Stage #1

[CARGO TECH SUMMIT]

The first of two-parts focused on who the key stakeholders are, or can be, in the blockchain as it pertains to the logistical supply chain, and the respective parts they play in Blockchain's exchanges of information, contracts, tracking and financial data, amongst other potential solutions.

**Speaker:** Vasanth Srinivasan, Vice President, Blockchain & Enterprise Architecture, Trimble Transportation



VASANTH SRINIVASAN

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### W11 – IoT: Shaping big data to transform your cold chain

Wednesday, February 6 • 11:30am–12:15pm  
• Early Bird \$55 / Regular \$65 • Main Stage #2

[COLD CHAIN SUMMIT]

Internet of Things (IoT) solutions are connecting digital and physical worlds in innovative ways—with breakthrough business results. These new technological advancements drive incremental benefits to existing supply chain processes, including cold chain management and time-to-delivery. But how do you make sense of all the data you now gather? In this session we will discuss turning real-time sensor data into actionable insights through big data tools, cognitive analytics, and machine learning using the cornerstones of effective analytics initiatives. We will focus on the questions that business and technology leaders face as they seek a way forward with value-focused IoT solutions – especially with regard to the Cold Chain.

**Speakers:** Elizabeth Baker, Supply Chain Consulting, Strategy & Operations, Deloitte



ELIZABETH BAKER

PRESENTED BY



### W12 – Ocean and Inland Terminal Opportunities in BC Tech LIVE!

Wednesday, February 6 • 11:30pm–12:15pm • FREE  
• Tech Hub/Tech LIVE!

[CARGO TECH SUMMIT]

An overview presentation from British Columbia's largest, most diversified stevedoring company. Western loads and unloads more than 12 million metric tons of cargo at various ports and terminals along the coast of Vancouver Island and throughout the Lower Mainland.

**Speakers:** Miles Hollingbury, Director of Marketing and Business Development, Western Stevedoring



MILES HOLLINGBURY

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# CONFERENCE PROGRAM

## WEDNESDAY, FEBRUARY 6

### W13 – Keynote Luncheon: Cargo Tech Leaders Roundtable - The E-Commerce Effect

Wednesday, February 6 • 12:45pm–2:00pm  
• Early Bird \$95 / Regular \$135 • VCC Level 2 Rm 211-214

[CARGO TECH SUMMIT]

Is Technology becoming the tail that is wagging the dog for global supply chains, and what applications are more immediately relevant than others, as shippers and their providers attempt to sort out what they should adopt sooner than later versus longer term solutions? A group of industry leaders discuss these topics in CLC's popular roundtable keynote format.

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JOHN KINGSTON



SPENCER ASKEW



DEVLIN FENTON



DEAN CROKE



SCOTT SHANNON

**Moderator:** John Kingston, Executive Editor, Freightwaves

**Speakers:** Spencer Askew, Founder and CEO, Teknologi

Devlin Fenton, CEO, Go99 & President, DLB Cranes, Ltd.,

Dean Croke, - Chief Insight Officer, FreightWaves/BITA (Blockchain in Transportation Alliance)

Scott Shannon, Vice President, North America Surface Transportation, CH Robinson

### P03 (Priority Shipper Only) - Market Intelligence Briefing: Commodities

Wednesday, February 6 • 2:15pm–3:15pm • Priority Shipper Program  
• VCC Level 2 Rm 216

[PRIORITY SHIPPERS PROGRAM]



KEN ERIKSEN

The second of three Market Intelligence Briefings for CLC's Priority Shippers focused on commodities supply chains. PLEASE DO NOT SIGN UP IF YOU ARE NOT A CARGO OWNER. NON CARGO OWNERS WILL BE FILTERED OUT.

**Speaker:** Ken Eriksen, Senior Vice President, Informa Economics IEG, Commodities Intelligence

### P04 (Priority Shipper Only) - Market Intelligence Briefing: Manufacturing

Wednesday, February 6 • 2:15pm–3:15pm  
• Priority Shipper Program • VCC Level 2 Rm 215

[PRIORITY SHIPPERS PROGRAM]

The second of three Market Intelligence Briefings for CLC's Priority Shippers focused on commodities supply chains. PLEASE DO NOT SIGN UP IF YOU ARE NOT A CARGO OWNER. NON CARGO OWNERS WILL BE FILTERED OUT.

**Speaker:** Mike Holden, Chief Economist, Canadian Manufacturers & Exporters

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MIKE HOLDEN



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# MULTIMODAL SUMMIT

## AT CARGO LOGISTICS CANADA

Cargo Logistics Canada's **Priority Shippers** and **Freight Forwarders/3PLs** are responsible for complex supply chains that run the gamut, from origin to destination and all points in between. Many of our attendees either utilize multiple modes of freight transport, or use certain modes with more frequency.

### W01 – Where is Canada's Silk Road? Economic & Trade Outlook

Wednesday, February 6 • 7:45am–8:30am • Early Bird \$55 / Regular \$65  
• VCC Level 2 Rm 211

Canada doesn't actually have a Silk Road initiative like China's massive \$1 trillion One Belt One Road (OBOR) plan that is resurrecting the historic Silk Road concept in full force, but looking through that lens, CLC19 kicks off the "Where is Canada's Silk Road?" theme with a high level economic analysis of trade and policy by two speakers who will place both Canada, and North America into this context.

### W02 – Lloyds List Presents - Global Liner Outlook

Wednesday, February 6 • 8:30am–9:45am  
• Early Bird \$55 / Regular \$65 • VCC Level 2 Rm 212-214

Chances are high that your supply chain is impacted by the ocean shipping trades in one way or another. Gain keen insight into what is coming in 2019 and beyond with the Global Liner Outlook presented by CLC's sister media company/partner Lloyds List, and expert analysis from Lloyds' editorial staff and other shipping industry experts. Questions and discussions to be posed will include: IMO2020: who is going to pay? Will carriers be able to pass on increased cost of fuel to shippers? With high rates on the trans-Pacific this past peak season, carriers appear to have the upper hand, but for how long? With the fluid state of the tariff trade war and the forecast of a slowdown in early 2019, possibly giving shippers more power in negotiations in the lead up to the contracting season? Does liner consolidation have some room to run yet even though the candidate list is getting smaller? Meanwhile, how much longer might overcapacity remain a problem for carriers, despite disciplined tonnage withdrawal over the peak season? You won't want to miss this informative panel on the current, and future state of ocean shipping.

PRESENTED BY



### W03 – Where is the PNW's Silk Road? Building transparent, digital supply chains

Wednesday, February 6 • 8:30am–9:45am • Early Bird \$55 / Regular \$65  
• VCC Level 2 Rm 217

In keeping with CLC19's Silk Road theme, is a perspective from just over the border from the Northwest Seaport Alliance, composed of the ports of Seattle and Tacoma, and a few key stakeholders from their eco system, talking about efforts there regarding trade-enabling infrastructure and the development of transparent, digital supply chains with the help of a Port Community platform that seeks to improve communication and forecasting, among other key opportunities, through enhanced technology; plus viewpoints on emerging industry trends that are influencing the NWSA's direction."

The **Multimodal Summit** at CLC offers more depth and breadth of the conference content to the **air, ocean, surface** transport, and **warehousing/distribution** sectors. Whether you book ocean shipping, truckloads, intermodal rail, airfreight, or utilize warehousing/distribution, CLC 2019, North America's Multimodal Supply Chain Expo, will seek to help better connect these crucial logistical dots for the wide range of supply chain professionals who attend the show.

### W07 – What the Data is Telling us About the Freight Market: A Data-Driven Market Discussion

PRESENTED BY



Wednesday, February 6 • 10:30am–11:15am • Early Bird \$55 / Regular \$65  
• Showfloor Main Stage #1

Through a unique CNBC-style Q&A format, a power-packed panel of industry experts will dig deep into a data-driven discussion around current drivers, trends and impacts in the freight and logistics market. This session will also provide visibility into comprehensive macro- and micro-level economic data and market drivers that are shaping the freight market. Data and market analysis insights will be shared via the SONAR market dashboard – a platform that aggregates, charts and maps 150+ disparate freight market data sources, crafting a unique picture of the freight supply and demand balance in each market. This session will deliver powerful, data-driven analysis and insights that will help you understand what's impacting the freight ecosystem today, and what trends are shaping for future outcomes.

### W08 – Where is Canada's Silk Road? Deciphering the Enigma that is U.S. Trade Policy

Wednesday, February 6 • 10:30am–11:15am • Early Bird \$55 / Regular \$65  
• Showfloor Main Stage #2

For a lot of international traders in Canada and the United States, it's been life in the trenches in recent months as new salvos seem to get fired in the trade war every day, and the shells often explode right in the middle of importers' and exporters' supply chains – or markets. This in-depth presentation by the partners of a respected international trade-focused law firm will include focuses on: Section 232 Tariffs on steel and aluminum products (and possibly automobiles); Section 301 retaliatory tariffs against China; and what to do to defend your company.

### T01 – Connect the Dots: How to Build a Robust Multimodal Supply Chain

SPONSORED BY



Thursday, February 7 • 8:30am–9:45am  
• Early Bird \$55 / Regular \$65  
• VCC Level 2 VCC Level 2 Rm 211

Discover solutions to reach farther with your supply chain and build your business. This session highlights Canadian shippers and the ways they maximize their supply chains, use innovative transportation services and export to new markets.

- Build your supply chain
- Discover best practices
- Learn easy solutions.





## T02 – CILTNA Presents: What it takes to be Big Ship Ready

Thursday, February 7 • 8:30am–9:45am  
• Early Bird \$55 / Regular \$65 • VCC Level 2 Rm 219

A panel discussion amongst pertinent supply chain stakeholders on the challenges that ports face with larger vessels and the intermodal pieces required to adapt. Challenges include lack of innovative technology, inadequate infrastructure, and needs for improved coordination.

PRESENTED BY



## T03 – Where is Canada's Silk Road? Calgary's Holistic Approach to Sustainable Logistics

Thursday, February 7 • 8:30am–9:45am • Early Bird \$55 / Regular \$65  
• VCC Level 2 Rm 216

Calgary is home to many transportation and logistics carriers and facilities that help ensure the quick and efficient flow of goods. Major railways, interprovincial and cross-border highways and a large international airport distribute products to and from businesses in and around Calgary and all over the world. In recent years, Calgary has evolved into one of Western Canada's leading multimodal goods movement hubs. Today, jobs in transportation, logistics and warehousing make up 10 percent of the Calgary region's jobs and directly or indirectly impact a much larger portion of the region's gross domestic product. The recent additions of a 600,000-square foot Amazon Fulfillment Centre and Canadian Tire's plans to create a distribution campus are evidence of the growing footprint of warehousing and logistics in the Calgary region. To ensure that these and other economic sectors can continue to grow and to maintain the wellbeing of Calgary's residents. Join us for a discussion on how the elements of transportation planning, prioritization of infrastructure investment, economic development, municipal development projects and approvals coordination have come together to help meet Calgary's aspirations to be Western Canada's key multimodal distribution hub.

## T04 – Where is Canada's Green Road? Cannabis Logistics

Thursday, February 7 • 8:30am–9:45am  
• Early Bird \$55 / Regular \$65 • VCC Level 2 Rm 217

Engaging, and timely, panel discussion over how cannabis has been legalized in Canada and hence has become a commodity in the supply chain, but what does, and can it all mean for cannabis shippers and logistics providers moving forward on Canada's newly minted Green Road?

PRESENTED BY



SPONSORED BY



# SHOW FLOOR FEATURES

## CLC Café

The CLC Café is the perfect place to sit down with colleagues and clients to enjoy coffee, lunch, or other refreshments during the show. This area, featuring a bar and self-serve bistro, will be the primary area for attendees to meet, greet, conduct business, and enjoy a meal in a casual setting at the heart of the trade show.

## CLC Lounge

SPONSORED BY



The CLC Lounge is available to all attendees who have purchased the All-Access Pass, as well as all speakers and media that attend the conference.

- Enjoy complimentary coffee and snacks
- Take advantage of coat check/parcel check
- Exclusively network with other VIP delegates, speakers and media

## Tech Hub & Tech Live!

SPONSORED BY



You are invited to take advantage of demos, mingle with the cargo techie crowd, and check out what tech innovators and educators will be sharing in CLC's Tech Live! area in the Tech Hub on the showfloor

## Tech Live! Schedule

### Teknowlogi:

Wednesday, February 6 • 10:30am–11:15am • Tech Hub/Tech LIVE!

### Western Stevedoring:

Wednesday, February 6 • 11:30pm–12:15pm • Tech Hub/Tech LIVE!

### Emailtopia:

Wednesday, February 6 • 2:30pm–3:15pm • Tech Hub/Tech LIVE!

### SEDNA:

Thursday, February 7 • 10:30am–11:15am • Tech Hub/Tech LIVE!

## Multimodal "Get Charged Up!"

SPONSORED BY



Come on into the Lounge and Get Charged Up! Relax between Distribution Summit sessions, checking out CLC's many dynamic exhibits, and charge up your mobile devices or network with your colleagues

## Trade Advice Hub

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The Trade Advice HUB is a central area on the show floor dedicated for CLC delegates to source professional services related to transportation, logistics and supply chain.

# CONFERENCE PROGRAM



## WEDNESDAY, FEBRUARY 6

### W14 – How 3PLs and Carriers can stay in the 'I want it and I want it now' delivery game

Wednesday, February 6 • 2:30pm–3:15pm • Early Bird \$55 / Regular \$65  
• Showfloor Main Stage #1

[CARGO TECH SUMMIT]

The Internet has given rise to the promise of immediacy that e-commerce offers: people want their stuff delivered as soon as their finger hits the "checkout" button. How can agile 3PL providers and carriers with limited resources or on a restrictive schedule provide timely service and participate in this new economy at a competitive cost? The demand for, and delivery of, bite-sized individual shipments has created opportunities in the Canadian logistics industry for all sizes of nimble carriers to compete. This session investigates how route optimization technology can help 3PL providers and carriers become more competitive with minimal process changes and how freight matching service providers can offer opportunities to run more optimal loads. The result is increased value and efficiency to 3PL providers, carriers and freight matching services along with greater reliability and transparency to shippers and consignees.

**Speaker: Arif Rafiq**, Industry Manager, Transportation, Esri Canada.



ARIF RAFIQ

### W15 – Case Study: How can TMS provide supply chain visibility?

Wednesday, February 6 • 2:30pm–3:15pm • Early Bird \$55 / Regular \$65  
• Showfloor Main Stage #2

[CARGO TECH SUMMIT]

In this informative case study, the focus will be on how Toronto-based Celestica, a global electronics manufacturer, developed a 4PL business for manufacturers and how TMS (Transportation Management System) has factored into this shipper/logistics provider's quest to optimally manage complex shipping challenges in order to help reduce costs, while gaining better visibility into freight in transit and supplier inventory.



KAREN SAGE

RYAN BLOOR

**Speakers: Karen Sage**, Chief Marketing Officer, MercuryGate International Inc  
**Ryan Bloor**, Director, Logistics Services, Celestica

### W16 – Tech LIVE! Rocking Inbound Email Management: maximizing productivity and efficiency for the logistics industry

PRESENTED BY

**emailtopia**  
Email Workflow Management

Wednesday, February 6 • 2:30pm–3:15pm • FREE  
• Tradeshow Floor, Tech Hub/Tech Live!

Efficient and timely response to emails is vital to stay ahead in a competitive marketplace. Learn how Emailtopia has helped businesses in transportation, logistics and beyond to gain business advantage by automating and streamlining their team email workflow.



DOUG LONG

**Speaker: Doug Long**, Director of Marketing, Emailtopia

### N03 – Networking Reception on the Show Floor

SPONSORED BY

Wednesday, February 6 • 4:00pm–5:30pm  
• FREE • Showfloor

Mingle and network with your peers, customers, prospects, and vendors at Cargo Logistics Canada's largest reception that will once again be featured within the largest logistics expo space in Canada.



### N04 – Halifax Social

SPONSORED BY

Wednesday, February 6 • 5:30pm–7:30pm  
• FREE • Offsite

After the CLC Day One reception on the showfloor, wander over to the popular Halifax Social for a beer, some fun, good music provided by the Seabillies, and more good networking. Sign up now as the space is limited and will fill up!



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# CONFERENCE PROGRAM

## THURSDAY, FEBRUARY 7

### C01 - Digital Supply Chains: The Future - Presented by Cando Rail Services

Thursday, February 7 • 7:30am–9:00am  
• FREE PRESS CONFERENCE • VCC Level 2 Rm 213-214

[PRESS CONFERENCE]

An engaging and forward-thinking panel discussion on how the supply chain landscape is evolving and what that means for your business in 2019 and beyond. This session tells a digital supply chain success story and offers a first look at Cando Rail Service's new technology that has the potential to revolutionize supply chain management. Breakfast will be served.



CORRIE BANKS

KEITH MCINTYRE

**Session Chair:** Corrie Banks, Director of Logistics, Cando Rail Services

**Speakers:** Keith McIntyre, CEO, Big Bear Software

Geoff Mair/Steve Liang, CEO/CTO & Founder, SensorUp

David Rush, VP Marketing & Business Development, AT&T Internet of Things Solutions

David Montpetit, President & CEO, Western Canadian Shippers Coalition

David Kirkpatrick, Senior Manager Rail Transportation, The Mosaic Company

Sean Dunn, CD, P.Eng., PMP, CEO, Tacteris

### T01 – Connect the Dots: How to Build a Robust Multimodal Supply Chain - Presented by CN

Thursday, February 7 • 8:30am–9:45am  
• Early Bird \$55 / Regular \$65  
• VCC Level 2 VCC Level 2 Rm 211

[MULTIMODAL SUMMIT]

Discover solutions to reach farther with your supply chain and build your business. This session highlights Canadian shippers and the ways they maximize their supply chains, use innovative transportation services and export to new markets.

- Build your supply chain
- Discover best practices
- Learn easy solutions.



KEITH REARDON

LEROY REITSMA

CHARLES RAYMOND

**Moderator:** Keith Reardon, Senior Vice-President Consumer Product Supply Chain Growth, CN

**Speakers:** Leroy Reitsma, President and COO, Pinnacle Renewable Energy Inc.

Charles Raymond, Chief Executive Officer, Ray-Mont Logistics

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PRESENTED BY



### T02 – CILTNA Presents: What it takes to be Big Ship Ready

Thursday, February 7 • 8:30am–9:45am  
• Early Bird \$55 / Regular \$65 • VCC Level 2 Rm 219

[MULTIMODAL SUMMIT]

A panel discussion amongst pertinent supply chain stakeholders on the challenges that ports face with larger vessels and the intermodal pieces required to adapt. Challenges include lack of innovative technology, inadequate infrastructure, and needs for improved coordination.



ROBERT LEWIS-MANNING

TABARE DOMINGUEZ



TONY BOEMI

JORDAN KAJFASZ

JUDE CORREA

**Session Chair:** Robert Lewis-Manning, President, Chamber of Shipping of BC

**Speakers:** Tabare Dominguez, Commercial Director, DP World

Tony Boemi, Vice President, Growth & Development, Port Montreal

Jordan Kajfasz, Assistant Vice President of International Intermodal and Automotive

Jude Correa, Vice-President, Risk & Insurance, Seaspan Ship Management Ltd.

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# CONFERENCE PROGRAM



## THURSDAY, FEBRUARY 7

### T03 – Where is Canada's Silk Road?

#### Calgary's Holistic Approach to Sustainable Logistics

Thursday, February 7 • 8:30am–9:45am • Early Bird \$55 / Regular \$65  
• VCC Level 2 Rm 216

[MULTIMODAL SUMMIT]

Calgary is home to many transportation and logistics carriers and facilities that help ensure the quick and efficient flow of goods. Major railways, interprovincial and cross-border highways and a large international airport distribute products to and from businesses in and around Calgary and all over the world. In recent years, Calgary has evolved into one of Western Canada's leading multimodal goods movement hubs. Today, jobs in transportation, logistics and warehousing make up 10 percent of the Calgary region's jobs and directly or indirectly impact a much larger portion of the region's gross domestic product. The recent additions of a 600,000-square foot Amazon Fulfillment Centre and Canadian Tire's plans to create a distribution campus are evidence of the growing footprint of warehousing and logistics in the Calgary region. To ensure that these and other economic sectors can continue to grow and to maintain the wellbeing of Calgary's residents. Join us for a discussion on how the elements of transportation planning, prioritization of infrastructure investment, economic development, municipal development projects and approvals coordination have come together to help meet Calgary's aspirations to be Western Canada's key multimodal distribution hub.



MADHURI SEERA



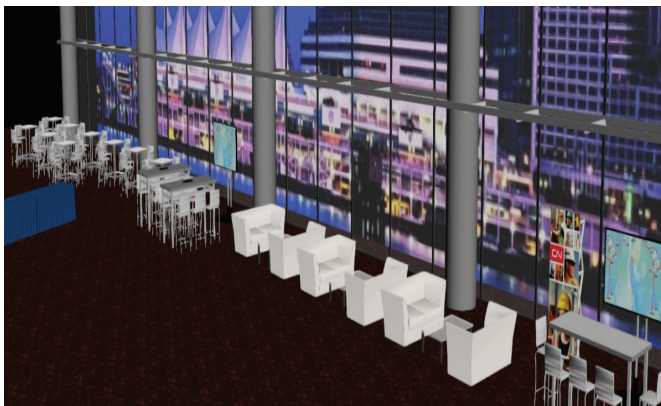
KARLA SPILSTED



PATTI DUNLOP

**Speakers:** Madhuri Seera, Transportation Planning & Project Manager, Goods Movement Strategy, City of Calgary

**Karla Spilsted**, Market Strategist, City of Calgary, Real Estate and Land Services  
**Patti Dunlop**, Business and Sector Development Manager, Transportation, Supply Chain and Aerospace, Calgary Economic Development



## CN MEDIA LOUNGE

The CN Media Lounge, located on Level 2 of the Vancouver Convention Centre, is the perfect meeting place for all CLC delegates throughout the conference. This is the perfect way to start your day, relax in between sessions, and connect with fellow CLC delegates.

SPONSORED BY



### T04 – Where is Canada's Green Road? Cannabis Logistics

Thursday, February 7 • 8:30am–9:45am  
• Early Bird \$55 / Regular \$65 • VCC Level 2 Rm 217

[MULTIMODAL SUMMIT]

Engaging, and timely, panel discussion over how cannabis has been legalized in Canada and hence has become a commodity in the supply chain, but what does, and can it all mean for cannabis shippers and logistics providers moving forward on Canada's newly minted Green Road?



JOHN TENPENNY



RYAN YABLONSKY



GIOVANNI DI GIROLAMO

**Session Chair:** John Tenpenny, Editor, Canadian Shipper

**Speakers:** Ryan Yablonsky, International Logistics Lead, Canopy Growth.

Giovanni Di Girolamo, Vice President Business Development, Blueprint-Global.

PRESENTED BY

Shipper CANADIAN

SPONSORED BY

Cryopak

### T05 - Leverage the value of Sustainability to drive business growth

Thursday, February 7 • 8:30am–9:45am • Early Bird \$55 / Regular \$65  
• VCC Level 2 Rm 215

[PROFESSIONAL DEVELOPMENT]

Led by the pioneering founding partner of a successful, environmentally sustainable paper company, the discussion will review ideas and execution strategies on how to effectively leverage the value of sustainability to drive core business function such as; sales, marketing, HR, operations, compliance as well as increase stakeholder value. This seminar will also outline real-world examples utilized by business leaders today to engage clients, investors, quality supply chain partners and community stakeholders. The seminar will also assist organizations in creating new communication narratives to frequently asked questions posed by their clients, staff, and other relevant stakeholders when discussing their commitment to sustainable practices.

**Presenter:** Minto Roy, Co-Founder & Managing Partner, Social Print Paper



MINTO ROY

### Networking Break On The Show Floor

Join us for the show floor opening! Meet CLC exhibitors and enjoy a coffee, juice, or espresso from different beverage/food stations throughout the show floor.



# CARGO TECH SUMMIT

## AT CARGO LOGISTICS CANADA

Technological advances, and disruptions, are altering the freight transport and logistical landscape, as supply chain decision-makers are both utilizing, and being impacted, by tech innovations that, in large part, are being driven by the evolving needs of the end-user – the customer/consumer. The **Cargo Tech Summit** at CLC will bring multimodal stakeholders, and innovators, together to discuss, learn, and in some cases, experience, the immense Cargo Tech sea change hitting the industry.

### W05 – The E-Commerce Effect: Distribution Logistics in the Age of E-Commerce

Wednesday, February 6 • 8:30am–10:00am • Early Bird \$55 / Regular \$65 • VCC Level 2 Rm 211

The perfect launch of CLC19's The E-Commerce Effect theme. Distribution warehousing is one of the fastest growing sectors in the supply chain due largely to the booming e-commerce market (the so-called "Amazon Effect"). This panel will explore the opportunities and challenges for logistics providers and their customers due to this phenomenon, which is driving the need for increased / enhanced warehousing, especially large-scale fulfillment and distribution centers, while warehousing also continues to fulfill the needs of brick and mortar retail, food service, and manufacturing.

### W09 – Tech LIVE! How Tai Teknowlogi Will Help You Proactively Identify and Eliminate Business Constraints

Wednesday, February 6 • 10:30am–11:15am • FREE • Tech Hub/Tech LIVE!



### W10 – Who Are the Blocks in the Chain? Part I

Wednesday, February 6 • 11:30am–12:15pm • Early Bird \$55 / Regular \$65 • Main Stage #1

The first of two-parts focused on who the key stakeholders are, or can be, in the blockchain as it pertains to the logistical supply chain, and the respective parts they play in Blockchain's exchanges of information, contracts, tracking and financial data, amongst other potential solutions.

### W12 – Ocean and Inland Terminal Opportunities in BC Tech LIVE!

Wednesday, February 6 • 11:30pm–12:15pm • FREE • Tech Hub/Tech LIVE!



An overview presentation from British Columbia's largest, most diversified stevedoring company. Western loads and unloads more than 12 million metric tons of cargo at various ports and terminals along the coast of Vancouver Island and throughout the Lower Mainland.

### W13 – Keynote Luncheon: Cargo Tech Leaders Roundtable - The E-Commerce Effect

Wednesday, February 6 • 12:45pm–2:00pm • Early Bird \$95 / Regular \$135 • VCC Level 2 Rm 211-214



Is Technology becoming the tail that is wagging the dog for global supply chains, and what applications are more immediately relevant than others, as shippers and their providers attempt to sort out what they should adopt sooner than later versus longer term solutions? A group of industry leaders discuss these topics in CLC's popular roundtable keynote format.

### W14 – How 3PLs and Carriers can stay in the 'I want it and I want it now' delivery game

Wednesday, February 6 • 2:30pm–3:30pm • Early Bird \$55 / Regular \$65 • Showfloor Main Stage #1

The Internet has given rise to the promise of immediacy that e-commerce offers: people want their stuff delivered as soon as their finger hits the "checkout" button. How can agile 3PL providers and carriers with limited resources or on a restrictive schedule provide timely service and participate in this new economy at a competitive cost? The demand for, and delivery of, bite-sized individual shipments has created opportunities in the Canadian logistics industry for all sizes of nimble carriers to compete. This session investigates how route optimization technology can help 3PL providers and carriers become more competitive with minimal process changes and how freight matching service providers can offer opportunities to run more optimal loads. The result is increased value and efficiency to 3PL providers, carriers and freight matching services along with greater reliability and transparency to shippers and consignees.

### W15 – Case Study: How can TMS provide supply chain visibility?

Wednesday, February 6 • 2:30pm–3:30pm • Early Bird \$55 / Regular \$65 • Showfloor Main Stage #2

In this informative case study, the focus will be on how Toronto-based Celestica, a global electronics manufacturer, developed a 4PL business for manufacturers and how TMS (Transportation Management System) has factored into this shipper/logistics provider's quest to optimally manage complex shipping challenges in order to help reduce costs, while gaining better visibility into freight in transit and supplier inventory.

### W16 – Tech LIVE! Rocking Inbound Email Management: maximizing productivity and efficiency for the logistics industry

Wednesday, February 6 • 2:30pm–3:15pm • FREE • Tech Hub/Tech Live



Efficient and timely response to emails is vital to stay ahead in a competitive marketplace. Learn how Emailtopia has helped businesses in transportation, logistics and beyond to gain business advantage by automating and streamlining their team email workflow.

### T08 – The E-Commerce Effect: Who are the Blocks in the Chain Part II

Thursday, February 7 • 10:30am–11:15am • Early Bird \$55 / Regular \$65 • Showfloor Main Stage #2

The second of two-parts focused on who the key stakeholders are, or can be, in the blockchain as it pertains to the logistical supply chain, and the respective parts they play in Blockchain's exchanges of information, contracts, tracking and financial data, amongst other potential solutions.

### T09 – Tech LIVE! Digital Transformation Opportunities in Cargo Logistics

Thursday, February 7 • 10:30am–11:15am • FREE • Tradeshow Floor, Main Stage • Tech LIVE!

PRESENTED BY

**SEDNA**

Time is cargo logistics biggest commodity as a vast amount of resources are wasted due to inefficient, error-prone manual processes and antiquated tools like email. The cost of moving and keeping track of a container often equals the cost of physically moving it around the world. In this session, you'll learn how leaders in the shipping industry, such as Seaspan, Glencore and NORDEN are driving change and saving thousands of hours by adopting the latest in transaction management software to digitally transform their businesses. The results are helping organizations reduce email volume by as much as 95%, save hours of administrative time and increase team collaboration.

# CONFERENCE PROGRAM



## THURSDAY, FEBRUARY 7

### C02 - Digital Supply Chains: The Future - Presented by Cando Rail Services

Thursday, February 7 • 9:30am–11:00am  
• FREE PRESS CONFERENCE • VCC Level 2 Rm 213–214

[PRESS CONFERENCE]

An engaging and forward-thinking panel discussion on how the supply chain landscape is evolving and what that means for your business in 2019 and beyond. This session tells a digital supply chain success story and offers a first look at Cando Rail Service's new technology that has the potential to revolutionize supply chain management. Breakfast will be served.



CORRIE BANKS



KEITH MCINTYRE

**Session Chair:** Corrie Banks, Director of Logistics, Cando Rail Services

**Speakers:** Keith McIntyre, CEO, Big Bear Software

Geoff Mair/Steve Liang, CEO/CTO & Founder, SensorUp

David Rush, VP Marketing & Business Development, AT&T Internet of Things Solutions

David Montpetit, President & CEO, Western Canadian Shippers Coalition

David Kirkpatrick, Senior Manager Rail Transportation, The Mosaic Company

Sean Dunn, CD, P.Eng., PMP, CEO, Tacteris

### T07 – Bullet proof your supply chains in the new normal - Become Demand Driven

Thursday, February 7 • 10:30am–11:15am • Early Bird \$55 / Regular \$65  
• Showfloor Main Stage #1

[PROFESSIONAL DEVELOPMENT]

Today's detailed planning and scheduling systems are rooted in assumptions and practices from 40 years ago. "Best practices" are no longer best – they are simply antiquated and, in many cases, inappropriate. Optimizing these inappropriate rules through today's more powerful ERP products, Internet of things or Industry 4.0 is fraught with risk. Sustaining competitiveness in the face of rising complexity and volatility in supply chains requires a fundamentally different approach – a company has a choice – adapt or die. This presentation will describe the simple steps of the required shift from convention to the emerging principles to become a Demand Driven Adaptive Enterprise. Roberta will introduce the new emerging and rapid expanding body of knowledge known as "DDMRP."

**Speaker:** Roberta McPhail, CPIM, CIRM, CSCP, CDDP, CDDL, PMP, CLTD Director of Corporate Training APICS Vancouver - APICS Master Instructor DDMRP Instructor- The Fresh Connection Instructor Associate Consultant CMG (Constraints Management Group)



ROBERTA MCPHAIL

SPONSORED BY



### T08 – The E-Commerce Effect: Who are the Blocks in the Chain Part II

Thursday, February 7 • 10:30am–11:15am • Early Bird \$55 / Regular \$65  
• Showfloor Main Stage #2

[CARGO TECH SUMMIT]

The second of two-parts focused on who the key stakeholders are, or can be, in the blockchain as it pertains to the logistical supply chain, and the respective parts they play in Blockchain's exchanges of information, contracts, tracking and financial data, amongst other potential solutions.

**Speaker:** Alison Clafin, Director of Network Development, Maersk TradeLens



ALISON CLAFIN

### T09 – Tech LIVE! Digital Transformation Opportunities in Cargo Logistics

Thursday, February 7 • 10:30am–11:15am • FREE  
• Tech Hub/Tech LIVE!

[CARGO TECH SUMMIT]

Time is cargo logistics biggest commodity as a vast amount of resources are wasted due to inefficient, error-prone manual processes and antiquated tools like email. The cost of moving and keeping track of a container often equals the cost of physically moving it around the world. In this session, you'll learn how leaders in the shipping industry, such as Seaspan, Glencore and NORDEN are driving change and saving thousands of hours by adopting the latest in transaction management software to digitally transform their businesses. The results are helping organizations reduce email volume by as much as 95%, save hours of administrative time and increase team collaboration.

**Speaker:** Jeff Schaeffler, Marketing Director, SEDNA



JEFF SCHAEFFLER

PRESENTED BY

**SEDNA**

### T10 - Cold Chain Case Study - Presented by Versacold

Thursday, February 7 • 11:30am–12:30pm  
• Early Bird \$55 / Regular \$65 • Showfloor Main Stage #1

[COLD CHAIN SUMMIT]

A Cold Chain Case Study: Parmalat. Gain supply chain insight into this global player in the dairy and fruit juice sectors, presented by Versacold

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TARAS KOREC

**Speakers:** Taras Korec, P. Eng., MBA, P. Log., Fmr Senior Vice President, Supply Chain, Parmalat Canada  
Daniel Dako, Director of National Warehousing, Parmalat Canada





## THURSDAY, FEBRUARY 7

### T13- Keynote Luncheon: Logistics Leaders Keynote Roundtable

Thursday, February 7 • 12:45pm–2:00pm  
 • Early Bird \$85 / Regular \$120  
 • VCC Level 2 Rms 211 – 214

CLC's popular fireside chat-style lunch keynote that will be a roundtable discussion between prominent logistics leaders who will discuss CLC19's primary themes – Where is Canada's Silk Road? and The E-Commerce Effect, among other pertinent forward-looking topics.



PETER HURME



DAVID BENNETT



DAVID FUNG

**Roundtable Chair:** Peter Hurme, Programming Director & Logistics Market Analysis, Informa

**Speakers:** David Bennett, President, Americas, Globe Express Services.  
 David Fung, Chairman, ACDEG International

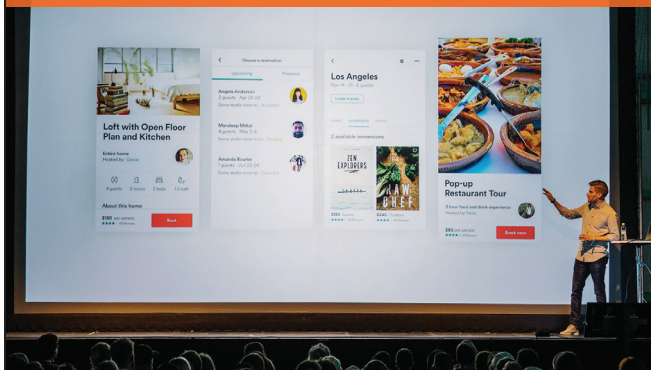
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### N05 – Prize Drawing Finale on the Showfloor

Thursday, February 7 • 2:15pm – 3:00pm • FREE • Showfloor

## BE A SPEAKER!



**Contact: Peter Hurme**  
**Conference Director – Multimodal Events**  
**Phone: 530-206-4592**  
**Email: peter.hurme@informa.com**

## VersaCold COLD CHAIN SUMMIT

### AT CARGO LOGISTICS CANADA

Canada is a global supply leader in agriculture/food, and natural resources, with a need for robust transport and logistics from the source to international markets. The Versacold Cold Chain Summit at CLC will provide in-depth market analysis, sector trends, and case studies focused on the booming cold-chain market.

### W04 - Cold Chain Market Report – Presented by Versacold

PRESENTED BY



Wednesday, February 6 • 8:30am–9:45am  
 • VCC Level • Early Bird \$55 / Regular \$65  
 • VCC Level 2 Rm 219

Kicking off CLC19's Cold Chain Summit is a group of expert professionals discussing the market outlook both in Canada and internationally for a global cold chain that has been forecast to be valued at \$450 billion by 2025.

**Speakers:** Stephen Neel, Senior Technical Director, Global Cold Chain Alliance.

**Mark Dienesch**, Senior Vice President & Chief Commercial Officer, Versacold

**Stephane Nielsen**, Deputy Vice President, Reefer, CMA CGM (Marseilles)

**Taras Korec**, P. Eng., MBA, P. Log., Fmr Senior Vice President, Supply Chain, Parmalat Canada

**Sarthak Verma**, Senior Vice President, International, JB Hunt

### W11 – IoT: Shaping big data to transform your cold chain

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Wednesday, February 6 • 11:30am–12:15pm  
 • Early Bird \$55 / Regular \$65 • Main Stage #2

Internet of Things (IoT) solutions are connecting digital and physical worlds in innovative ways—with breakthrough business results. These new technological advancements drive incremental benefits to existing supply chain processes, including cold chain management and time-to-delivery. But how do you make sense of all the data you now gather? In this session we will discuss turning real-time sensor data into actionable insights through big data tools, cognitive analytics, and machine learning using the cornerstones of effective analytics initiatives. We will focus on the questions that business and technology leaders face as they seek a way forward with value-focused IoT solutions – especially with regard to the Cold Chain.

**Speakers:** Elizabeth Baker, Supply Chain Consulting, Strategy & Operations, Deloitte

### T10 - Cold Chain Case Study - Presented by Versacold

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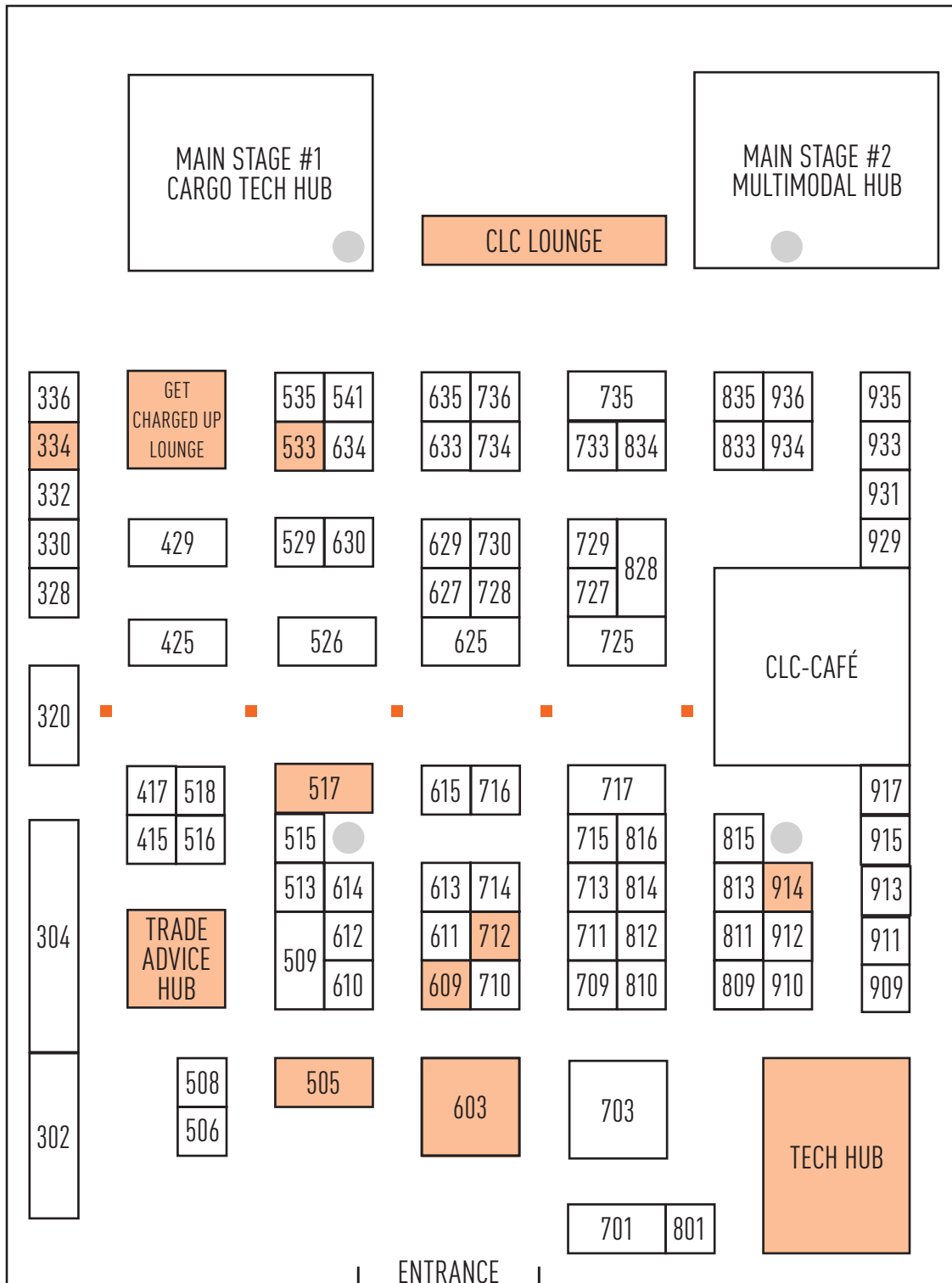
Thursday, February 7 • 11:30am–12:30pm  
 • Early Bird \$55 / Regular \$65  
 • Showfloor Main Stage #1

A Cold Chain Case Study presented by Versacold

**Speakers:** Taras Korec, P. Eng., MBA, P. Log., Fmr Senior Vice President, Supply Chain, Parmalat Canada

**Daniel Dako**, Director of National Warehousing, Parmalat Canada

# ON THE SHOW FLOOR





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# SAVE THE DATE



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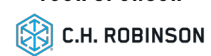
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# The Western Group

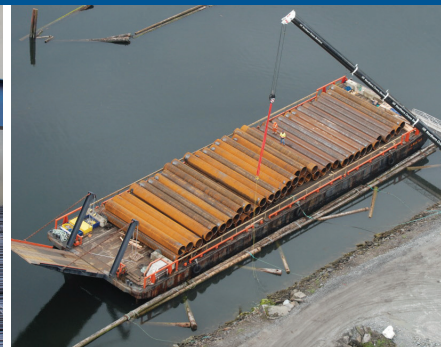
## Ocean and Inland Terminals in BC

Wednesday, February 6  
11:30pm - 12:15pm  
FREE - VCC Level 2  
W12 - Tech LIVE!  
Presentation TBA shortly  
Speaker: Miles Hollingbury

British Columbia's largest, most diversified stevedoring and terminal operating company handling millions of Mt's of bulk and break-bulk cargo in B.C.

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- Supported by **Coast2000 Terminals**, in Richmond on the Fraser River, with full intermodal access with and integrated warehouse, for forest product handling and storage, container storage, trans-load and stuffing facility.
- **Ogden Point, Victoria**, Cruise ship terminal and cargo handling.
- **NEW IN 2019 - BCVPC, Port of Nanaimo**, our new terminal opening in March built for the import and processing of new autos.



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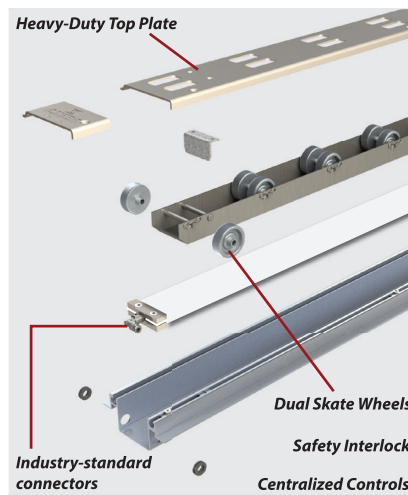
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