

NORTH AMERICA'S MULTIMODAL SUPPLY CHAIN EXPO FEBRUARY 4-6, 2020 VANCOUVER CONVENTION CENTRE WEST CARGOLOGISTICS CANADA.COM

All-Access Guide

► Early Bird Deadline December 20, 2019





BE THERE, BE THE FUTURE



Join the Future at Cargo Logistics Canada

BE THERE, BE THE FUTURE

TRADESHOW FLOOR HOURS

WEDNESDAY 10:00am-4:00pm YVR Networking Reception 4:00pm-5:30pm THURSDAY 10:00am-2:00pm

WEDNESDAY, FEBRUARY 5							
	MAIN STAGE #1	MAIN STAGE #2	TECH HUB STAGE				
9:00am	W01 – Super Session: Opening Multimodal Leaders Roundtable						
10:00am	9:00am-10:00am						
10:30am	W02 - Ocean Shipping Market Intelligence	W03 - Sharpen your toolkit for Incoterms® 2020 10:30am-11:15am	W04 – Digital Transformation 10:30am–11:15am				
11:00am	Briefing 10:30am-11:15am	10:304111-11:194111					
11:30am	W05 – Canadian Container Port Development Part I	W06 - Grain Transportation Trends 11:30am-12:15pm	W07 - Robotics 11:30am-12:15pm				
12:00pm	11:30am-12:15pm	11:30diii-12:13piii	11:50dili-12:15pili				
12:30pm	W08 - Keynote Luncheon 12:45pm-2:00pm						
1:00pm	12.43pm=2.00pm						
1:30pm							
2:00pm		W09 - Air Market Intelligence Briefing 2:15pm-3:00pm	W10 - Taming the Compensation Monster 2:15pm-3:00pm				
2:30pm		2.13pm=3.00pm	2.13pm=3.00pm				
3:00pm	W11 – Canadian Container Port Development Part II	W12 – Trucking Market Intelligence Briefing: 2020 Outlook	W13 - E-Commerce 3:15pm-4:00pm				
3:30pm	3:15pm-4:00pm	3:15pm-4:00pm	3.13pm=4.00pm				
4:00pm			NO1 - YVR Networking Reception 4:00pm-5:30pm ● Tradeshow Floor				
4:30pm			4.00pm=3.30pm • madesnow rtool				
5:30pm			NO2 - Halifax Social 5:30pm-7:45pm • Mahoney's Pub				

THURSDAY, FEBRUARY 6							
	MAIN STAGE #1	MAIN STAGE #2	TECH HUB STAGE				
9:00am	TO1 – Super Session: Priority Shipper Roundtable						
9:30am	9:00am-10:00am						
10:00am	TO2 – Canadian Container Port Development Part III: Laurentia Project	TO3 – Building from Within: How to Develop your People	T04 – Transportation Management Software 10:15am–11:00am				
10:30am	10:15am-11:00am	10:15am-11:00am					
11:00am	T05 – Case Study: Distribution Opportunities within Vancouver's Density		T07 - Blockchain 11:15am-12:00pm				
11:30am	11:15am-12:00pm		11.13aiii-12.00piii				
12:00pm	T08 - Closing Keynote Luncheon 12:10pm-1:40pm						
12:30pm	12:10pm-1:40pm						
1:00pm							
1:30pm							

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- General Sessions Page 10

BEST VALUE!

	ALL-ACCESS PASS	KEYNOTE-ONLY Pass	EXPO PLUS PASS	EXPO PASS
Tradeshow Floor	~	~	~	~
YVR Networking Reception	~	~	~	~
5 Cargo Tech Summit Sessions	~	~	~	~
Halifax Social	~	~	~	~
2 Keynote Luncheons	~	~		
All General Sessions	~		CHOOSE 2	
Super Sessions	~			
Offsite Tour (By Invitation)	~			
EARLY BIRD (Expires December 20)	\$175	\$95	\$145	FREE
REGULAR	\$275	\$135	\$175	\$30

^{*}Prices do not include GST

► Register now at <u>www.CargoLogisticsCanada.com/Register</u>





NEW: Super Sessions

In addition to our general seminar offerings, CLC will now be offering high-level Super Sessions, exclusively for All-Access Pass holders. These sessions allow our expert speakers to provide you with more in-depth insights and recommendations on the industry's hottest topics.

W01 - Super Session: Opening Multimodal Leaders Roundtable

Wednesday, February 5 • 9:00am-10:00am • Main Stage #1

Be The Future

CLC20 kicks off at a high level: Join leaders of the major freight modes to learn where they foresee their respective market sectors heading in a alobal environment of trade uncertainties, and opportunities, as transportation evolves into a more tech-driven marketplace.







SPEAKERS: Grace Liang, President, OOCL Canada Keith Reardon, SVP Consumer Products Supply Chain, CN Ken Rosenau, President, Rosenau Transport

T01 - Super Session: **Priority Shipper Roundtable**

Thursday, February 6 • 9:00am-10:00am • Main Stage #1

Be The Future

Shifting economic and competitive conditions, changing customer requirements, the emergence of new technologies and regulations are constant pressures shaping shippers' logistics and transportation needs. Sustainable success depends on a robust assessment of how emerging commercial trends, best practices, infrastructure, and service delivery need to evolve to remain a source of competitive strength. A guided roundtable discussion with experts and session participants will explore how shipper priorities and needs can be met moving towards the future.







JON RATNASAMY

BOB VOLTMANN

SESSION LEADER:

Darryl Anderson, Managing Director, Wavepoint Consulting

Jon Ratnasamy, Director, Distribution & Logistics, Wolseley Canada

Bob Voltmann, President & CEO, Transportation Intermediaries Association



Industry-Leading Keynotes

Hear from expert speakers as they explore the topics, challenges, and opportunities that trend across our industry. Stay tuned, as our 2020 keynote speakers will be announced December 2019.

W08 - Keynote Luncheon

Wednesday, February 5 • 12:45pm-2:00pm • Main Stage #1

T08 - Closing Keynote Luncheon

Thursday, February 6 • 12:10pm-1:40pm • Main Stage #1

► Learn more at <u>www.CargoLogisticsCanada.com</u>



NETWORKING RECEPTIONS



N01 - YVR Networking Reception

Wednesday, February 5 • 4:00pm-5:30pm • Tradeshow Floor

Don't miss the biggest networking reception in Canada's supply chain sector on the tradeshow floor,



brought to you by Vancouver International Airport.

N02 - Halifax Social

Wednesday, February 5 • 5:30pm-7:45pm • Mahoney's Pub

After the YVR Networking Reception, make your way to the popular Halifax Social, and have a beer on us!







www.cargologisticscanada.com



Cargo Tech Summit

The Cargo Tech Summit content stream features developing Cargo Tech trends and tools, presented by industry experts who will seek to help demystify technological complexities, and help enhance your supply chain in the digital age.

Wednesday, February 5

W04 - Digital Transformation

Wednesday, February 5 • 10:30am-11:15am • Tech Hub Stage

A presentation on digital transformation by the chief executive of a company that models itself as "Expedia for Freight."



ERIC BECKWITT

SPEAKER:

Eric Beckwitt, CEO, Freightera

W07 - Robotics

Wednesday, February 5 • 11:30am-12:15pm • Tech Hub Stage

A focus on the increasing use of robotics in the supply chain, presented by a company that is deeply engaged in this area, from manufacturing to supply chain implementation in distribution and warehousing.



NICK KLEIN

SPEAKER:

Nick Klein, Director, Business Development, Bastian Solutions

W13 - E-Commerce

Wednesday, February 5 • 3:15pm-4:00pm • Tech Hub Stage

The ever-pervasive influence of e-commerce and how it will both impact, and offer opportunities, for your supply chain, presented by one of Canada's foremost experts in this field.



ALAN TALIAFERR

SPEAKER:

Alan Taliaferro, Supply Chain Management, Retail Industry, Logistics and Distribution, Deloitte

Thursday, February 6

T04 – Transportation Management Software

Thursday, February 6 • 10:15am-11:00am • Tech Hub Stage

More to come.

T07 - Blockchain

Thursday, February 6 • 11:15am-12:00pm • Tech Hub Stage

The CEO of a Vancouver-based tech company deeply involved in blockchain solutions in the supply chain will present real-world case study perspectives.



ASHIK KARIM

SPEAKER:

Ashik Karim, CEO, LiteLink Technologies

Multimodal Summit



The Multimodal Summit content stream focuses on topics of relevance to shippers / beneficial cargo owners including: high-level supply chain & multimodal transportation issues, the latest and trends, practical strategies to help optimize supply chain, and incoming federal policies.

Wednesday, February 5

W02 – Ocean Shipping Market Intelligence Briefing

Wednesday, February 5 • 10:30am-11:15am • Main Stage #1

The ocean shipping market faces an interesting year, with the IMO 2020 sulfur regulations at the forefront, as projected costs to the carriers are at least \$15 billion. However, there is much more as liners steam forward into trade



IAMES BAKER

tariff headwinds, customers' overseas sourcing shifts, and the ever-evolving technological landscape. How will the shipping lines manage their businesses through unpredictable times? Join one of the leading editorial voices in the global shipping sector and an ocean carrier executive with one of the biggest international carriers for an engrossing discussion on these topics and more.

SPEAKER:

James Baker, Managing Editor, Lloyds List Containers

W03 – Sharpen your Toolkit for Incoterms® 2020

Wednesday, February 5 • 10:30am-11:15am • Main Stage #2

Maria Celis of the US Law Firm Neville Peterson LLP and Christian Sivière of the Canadian trade consulting firm Solimpex will





MARIA CELIS CHRISTIAN SIVIÈRE

present the changes and the best practices on the Incoterms. They will debate on some of the key legal issues surrounding the international sale of goods, the transfer of ownership, international payments, risk management, shipping documents and differences between Canada and it's first trading partner, the United States. Exporters, Manufacturers, Importers, Distributors, Carriers, Ports, Airports, Freight Forwarders, Customs Brokers, 3PL's are all Impacted and will benefit from attending this interactive session.

SPEAKERS:

8

Maria Celis, Owner & Partner, Neville Peterson. LLP Christian Sivière, President, Solimpex

W05 – Canadian Container Port Development Part I

Wednesday, February 5 • 11:30am-12:15pm • Main Stage #1

Container port development is afoot in a trade-dependent Canada, from east to west. In this first of a three-part series, gain insight from a focused presentation that sheds more light on these significant projects — in this case,



PETER XOTTA

in Vancouver — along with the key factors driving these types of infrastructure investments.

SPEAKER:

Peter Xotta, VP Planning & Operations, Port of Vancouver

W09 - Air Market Intelligence Briefing

Wednesday, February 5 • 2:15pm-3:00pm • Main Stage #2

What lays ahead for the airfreight sector with regard to tradewinds, regulatory environment, orderbook, technology, and the resulting impacts/opportunities for customers, carriers, and airports? If airfreight is either part of your supply chain, or might be, you don't want to miss this session with key experts.







JASON TSE W
SESSION LEADER:

Jason Tse, CFA, Manager, Commercial Leasing – Cargo, Vancouver Airport Authority

SPEAKERS:

Wendy Sowers, Director – Market Analysis, Boeing Commercial Airplanes

Jeremy Pennington, Director, Commercial, Vantage Airport Group

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W11 – Canadian Container Port Development Part II

Wednesday, February 5 • 3:15pm-4:00pm • Main Stage #1

Container port development is afoot in a tradedependent Canada, from east to west. In this second of a three-part series, gain insight from a focused presentation that sheds more light on these significant projects — in this case, the Contrecoeur project at Port Montreal — along with the key factors driving these types of infrastructure investments.





TONY BOEMI

RYAN DERMODY

SPEAKERS:

Tony Boemi, Vice President, Growth and Development, Port of Montreal

Ryan Dermody, Vice-President, Contrecoeur, Port of Montreal

W12 – Trucking Market Intelligence Briefing: 2020 Outlook

Wednesday, February 5 • 3:15pm-4:00pm • Main Stage #2

Fuel pricing, trade/freight demand uncertainty, as with all of the major freight modes, is rippling throughout a Canadian trucking sector that is also faced with declining driver numbers and regulatory restrictions. However,



LOU SMYRLIS

opportunities exist as well with technological advancements, the steady growth of e-commerce, and finding effective ways to compete for available freight. Join this expert discussion led by the managing director of Canada's biggest trucking media group and figure out how to gain an edge on your competition.

SPEAKER:

Lou Smyrlis, Managing Director, Newcom Business Media

Thursday, February 6

T02 – Canadian Container Port Development Part III: Laurentia Project

Thursday, February 6 • 10:15am-11:00am • Main Stage #1

Container port development is afoot in a trade-dependent Canada, from east to west. In this third of a three-part series, gain insight from a focused presentation that sheds more light on these significant projects — in this case, the



DON KRUSE

Laurentia container terminal project in Quebec City — along with the key factors driving these types of infrastructure investments.

SPEAKER:

Don Krusel, Managing Director, Container Terminal, Quebec Port Authority

T05 – Case Study: Distribution Opportunities within Vancouver's Density

Thursday, February 6 • 11:15am-12:00pm • Main Stage #1

Are there opportunities for distribution and logistics within a dense, and expensive Metro Vancouver? If you want to find out the answer, don't miss this engaging interview with the president of a logistics company that is expanding their warehousing footprint in a region where industrial land might be at more of a premium, but where considerable trade volume is also flowing. The discussion will be led by a noted industrial land expert.



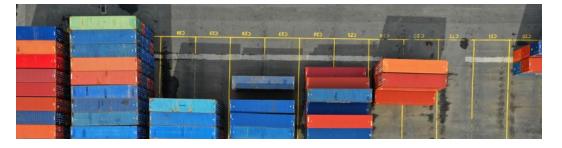


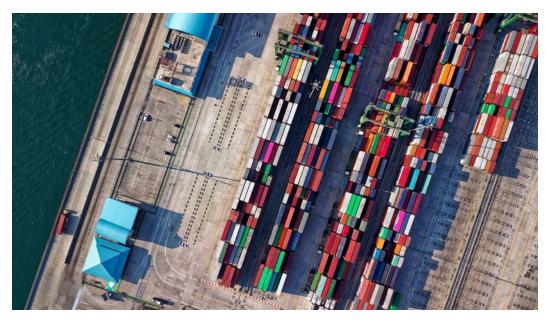
INTERVIEWER:

Chris Steele, Vice President, Advisory, Conway
SPEAKER:

WILLIAM MCKINNON

William McKinnon, President, Canadian Alliance





Wednesday, February 5

W06 - Grain Transportation Trends

Wednesday, February 5 • 11:30am-12:15pm • Main Stage #2

Grain is a key economic driver in Canada and heavily dependent upon rail, terminal handling, and ocean shipping. Selected by the Canadian government in 2001, the Quorum Corp. has monitored the prairie grain handling and its transportation system, releasing weekly, monthly, and annual reports. If your supply chain business is related to the key commodity of grain, or is impacted by it, you won't want to miss this authoritative presentation.

SPEAKER:

Mark Hemmes, President of Quorum Corporation, producer of the Grain Monitor report

W10 - Taming the Compensation Monster

Wednesday, February 5 • 2:15pm-3:00pm • Tech Hub Stage

The compensation beast can rear its ugly head in many ways, but generally, compensation can come from the four employee "lacks" – 1) Lack of urgency 2) Lack of motivation 3) Lack of good decision-making 4) Lack of alignment with

company objectives. Beth Carroll, a transportation and logistics compensation expert, will share her keen insights from her book "Taming the Compensation Monster"

that seeks to help transportation and logistics companies more effectively manage this crucial cost centre. Copies of the book will also be made available to session attendees.

SPEAKER:

Beth Carroll, Founder and Managing Principal, Prospero Group

Thursday, February 6

T03 – Building from Within: How to Develop your People

Thursday, February 6 • 10:15am-11:00am • Main Stage #2

Recruiting from within your organization can be highly effective. They already get the culture, know the quirks of your business, and have proven themselves effective. But how does the busy manager develop talent



TARA LANDES

to the next level when they are already stretched so thin themselves? There are systems that help. In this presentation, led by an experienced and engaging speaker, motivator and leader, participants will learn how to develop staff in a way that lets them define a career that fits the needs of both the company and the staff member. Companies can increase retention and focus their training budgets on areas that will have the greatest impact.

SPEAKER:

Tara Landes, President and Founder, Bellrock Consulting

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