# WORKSHOP AGENDA

**ONTARIO-QUÉBEC CONTINENTAL GATEWAY AND TRADE CORRIDOR: DEVELOPING COMPETITIVE AND SUSTAINABLE TRANSPORTATION POLICY**

**SUNDAY, MARCH 9, 2008 – SPENCER LEADERSHIP CENTRE**

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<tr>
<td>5:00-7:00 PM</td>
<td><strong>REGISTRATION</strong></td>
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<td>6:00-9:00 PM</td>
<td>** RECEPTION AND LIGHT BUFFET DINNER**</td>
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<td>7:00 PM</td>
<td><strong>WELCOME</strong></td>
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<td><strong>DIANNE CUNNINGHAM</strong>, DIRECTOR OF LAWRENCE NATIONAL CENTRE FOR POLICY MANAGEMENT, RICHARD IVEY SCHOOL OF BUSINESS</td>
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<td><strong>CAROL STEPHENSON</strong>, DEAN, RICHARD IVEY SCHOOL OF BUSINESS, THE UNIVERSITY OF WESTERN ONTARIO</td>
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<td><strong>GREETINGS</strong></td>
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<td><strong>DR. PAUL DAVENPORT</strong>, PRESIDENT AND VICE CHANCELLOR, THE UNIVERSITY OF WESTERN ONTARIO</td>
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<td><strong>HON. CHRIS BENTLEY</strong>, ATTORNEY GENERAL, MPP, LONDON WEST</td>
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<td><strong>GORD HUME</strong>, CONTROLLER, CITY OF LONDON</td>
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<td><strong>JACQUES ROY</strong>, PROFESSOR, HEC MONTRÉAL</td>
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<td>7:15 PM</td>
<td><strong>INFORMAL WELCOMING REMARKS – WORKSHOP CONTEXT AND OBJECTIVES</strong></td>
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<td><strong>LOUIS RANGER</strong>, DEPUTY MINISTER, TRANSPORT, INFRASTRUCTURE AND COMMUNITIES, CANADA <em>(LOUIS RANGER, SOUS-MINISTRE, TRANSPORTS, INFRASTRUCTURE ET COLLECTIVITÉS)</em></td>
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<td><strong>DAVID O’TOOLE</strong>, ASSISTANT DEPUTY MINISTER, ONTARIO MINISTRY OF TRANSPORTATION</td>
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<td><strong>JEAN COUTURE</strong>, ASSISTANT DEPUTY MINISTER, QUÉBEC MINISTRY OF TRANSPORTATION</td>
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<td>8:00 PM</td>
<td><strong>GUEST SPEAKER</strong></td>
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<td><strong>JACK MINTZ</strong>, PALMER CHAIR IN PUBLIC POLICY, SCHOOL OF PUBLIC POLICY, UNIVERSITY OF CALGARY</td>
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MONDAY, MARCH 10, 2008 – SPENCER LEADERSHIP CENTRE

7:30-8:30 AM  BREAKFAST (REGISTRATION)

SESSION #1: STRUCTURAL CHANGES IN THE ECONOMY AND CENTRAL CANADA’S STRATEGY FOR THE FUTURE

8:30-9:30 AM  PANEL PRESENTATIONS

1. What structural changes will the central Canadian and global economies undergo in the next 15 to 20 years (e.g., percentage of goods vs. services industries; reduction of manufacturing base in Canada compared to low-cost countries) and how will this affect trade needs, intensity and transportation patterns?

   Patrick Leblond, Professor, International Business Department, HEC, Montréal

2. How will the evolution of e-commerce and technology affect the patterns and intensity of goods movements?

   Brian Gerrior, National Manager Transportation and Customs, Sears Canada
   Robert Johnson, President, Purolator Courier

3. What are the most recent trends in the supply chain industry as observed in Canada and abroad, and how are these facilitating trade and security?

   Philippe Richer, Assistant Deputy Director, Service Industry and Consumer Product Branch, Industry Canada

9:30-10:15 AM  MODERATED DISCUSSION: DR. JACQUES ROY

10:15-10:30 AM  Refreshments available at Spencer Leadership Centre

SESSION #2: WHAT MAKES YOU COMPETITIVE?

10:30-11:30 AM  PANEL PRESENTATIONS

1. How can we ensure that we will provide a highly competitive transportation system that not only enables the movement of goods, but also is competitive enough to influence the investment and location decisions of international firms in favour of Central Canada?

   Saad Rafi, Partner, Deloitte & Touche

2. What other factors are influencing or can influence the decision of firms in Central Canada (e.g., labour, quality of life, etc.) to locate, or not?
3. What other value-added services can we provide (e.g., repackaging, market-specific tailoring of goods) that would differentiate the Continental gateway from other North American gateways?

Jean-Robert Lessard, Vice-President, Marketing and Public Relations, Robert Transport

4. A paperless border? Will electronic clearance services ever be feasible as the only means to transit border-processing points and reduce congestion at border points?

Jennifer Fox, Assistant Manager of Operations, Ontario Trucking Association

11:30-12:15 PM MODERATED DISCUSSION: JACQUES ROY

12:15-1:00 PM LUNCH – SPENCER LEADERSHIP CENTRE

SESSION #3: MULTIMODAL INTEGRATION/U.S.-CANADA TRANSPORTATION SYSTEMS INTEGRATION

1:00-2:15 PM PANEL PRESENTATIONS

1. How can we provide the best possible multimodal integration of the Ontario-Québec (and more broadly speaking Canadian) multimodal transportation system within the North American transportation system?

Stephen Blank, Co-Chair, North American Transportation Competitiveness Research Council

2. How can such a multimodal system ensure that the transportation of international shipments destined to the North American market is most efficient and secure by transiting through Canadian gateways?

Richard Bickley, Director, Transportation, Rio Tinto Alcan

3. Will out-sourcing of manufacturing to low-cost countries outside North America affect the north-south integration of the North American economy?

Jacques Roy, Professor, HEC Montréal

4. How can technology and innovation affect the gateway? How can new communication and information technology be applied to streamline and increase the reliability of the supply?

Teodor Crainic, Professor, UQAM, CIRRELT – Laboratory on Intelligent Transport Systems Gordon McBean, Professor, Institute of Catastrophic Loss Reduction, The University of Western Ontario

2:15-3:00 PM MODERATED DISCUSSION: JACQUES ROY
Ontario-Québec Continental Gateway and Trade Corridor: Developing Competitive and Sustainable Transportation Policy Workshop
March 9-11, 2008

3:00-3:15 PM Refreshments available at Spencer Leadership Centre

SESSION #4: SUSTAINABLE DEVELOPMENT

3:15-4:30 PM PANEL PRESENTATIONS

1. What green solutions can enable both sustainable development and the optimization of the transportation system?

   Claude Comtois, Professor, Department of Geography, Université de Montréal

2. What can be done to address significant environmental issues in key multimodal or trade hubs located in high-density urban areas? How can we ensure that future growth of the trade and transportation systems are more sustainable and minimize the environment footprint, while responding to the need for greater capacity?

   Glen Murray, President and CEO, Canadian Urban Institute

3. What are Canadian cities doing to attract new investments and retool themselves for the 21st century?

   Mario La Barbera, President, Pival International
   David Conklin and Guy Holburn, Professors, Richard Ivey School of Business, The University of Western Ontario

4:30-5:15 PM MODERATED DISCUSSION: JACQUES ROY

5:15-6:00 PM A STUDENT’S PERSPECTIVE

   Eric Kung, MBA 2008

6:30-7:00 PM RECEPTION – SPENCER LEADERSHIP CENTRE

7:00-7:30 PM GUEST SPEAKER - The Netherlands: Gateway to Europe

   Pierre van Kleef, Executive Director, Netherlands Foreign Investment Agency (NFIA) North America, Chicago

7:30-9:30 PM DINNER

TUESDAY, MARCH 11, 2008 – SPENCER LEADERSHIP CENTRE

8:30-9:15 AM CONTINENTAL BREAKFAST
SESSION #5: PRIVATE SECTOR INVOLVEMENT

8:00-9:30 AM  PANEL PRESENTATIONS

1. What are the appropriate roles of the public and private sectors in the development and implementation of an Ontario-Québec Continental Gateway and Trade Corridor strategy?

   David Livingston, President and CEO, Infrastructure Ontario

2. What role can the private sector play to further improve the provision of and the demand for efficient and sustainable transportation infrastructure and services?

   Rick Byers, Borealis Infrastructure, OMERS
   Michael Fenn, CEO, Metrolinx
   Tim Murphy, Partner, McMillan Binch Mendelsohn

3. Human Resources: Lessons Learned

   Gord Stewart, Vice-President, Independent Contractors and Builders Association, Vancouver BC

9:30-10:15 AM  MODERATED DISCUSSION: ANTHONY FERRARI, Bridge Point Ltd.

10:15-10:30 AM  Refreshments available at Spencer Leadership Centre

SESSION #6: SHIPPERS NEWS

10:30 AM-12:00 PM  PANEL PRESENTATION

This session will provide an opportunity for participants to express themselves on issues and suggestions they may have concerning the development of a competitive and sustainable Ontario-Québec gateway and trade corridor. In particular, it is expected that participants from the private sectors, namely shippers, 3PLs and carriers, will provide useful comments and recommendations to governments for establishing policies and implementing appropriate action plans.

   Harvey Baker, Transportation Manager, Labatt
   Steve Baker, President and CEO, London International Airport Authority
   Jeff Malpass, General Manager, Siemens Canada Ltd.
   Catherine Mondor, Director Logistics, Bombardier Transport
   Gerald Siemko, President, Cuddy Farms Corporation
   Hank Vander Laan, Founder & Senior Advisor, Trojan Technologies
   Tod Warner, Managing Partner, ZTR Control Systems
   Perry Woods, Manager, International Trade and Transportation Services, General Dynamics Land Systems Canada

12:00-12:30 PM  MODERATED DISCUSSION: JACQUES ROY

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Ontario-Québec Continental Gateway and Trade Corridor:
Developing Competitive and Sustainable Transportation Policy Workshop
March 9-11, 2008
12:00-1:00 PM  WORKING LUNCH AT SPENCER LEADERSHIP CENTRE

12:30-1:00 PM  WRAP UP
Borges, Helena, Director General, Surface Transportation Policy Directorate, Transport Canada
Perttula, James, Manager, Continental Gateway Office, Ministry of Transportation, Ontario
Jean Couture, Assistant Deputy Minister, Ministère des Transports du Québec

1:00 PM  CLOSING REMARKS
Dr. Jacques Roy, Professor, HEC, Montréal
Dianne Cunningham, Director, Lawrence National Centre for Policy and Management