



Western Canadian Shippers' Coalition

Representing western Canadian-based companies and Associations
that move mainly resource products through the supply chain
to domestic and international customers.

**Presentation to Van Horne Institute's
2017 Inland Ports Conference**

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Western Canadian Shippers' Coalition: About Our Organization

- We are a **cross-commodity organization** including western shippers from the following commodity groups:
 - cement/aggregate/fly ash/asphalt
 - coal
 - forestry
 - metals
 - petroleum
 - potash, and
 - sulphur
- WCSC members provide **tens of thousands of direct and indirect jobs** for Canadians across the west and ship **billions of dollars'** worth of product annually

Western Canadian Shippers' Coalition: About Our Organization (cont'd)

- The point of commonality for WCSC members is a reliance on market-dominant providers of rail freight, truck and port transportation
- Member companies compete in world commodity markets against producers from the United States, Asia, Europe, Australia and South America
- Transportation costs and reliability are major factors in whether or not those companies prosper, simply endure or struggle
- WCSC provides government with a one-window approach to engage in meaningful dialogue with multiple commodity sectors

Significance of Bulk Commodities to Overall Rail Traffic in Western Canada

Year	Western Division Rail Traffic			Prince Rupert Terminals			Port of Vancouver		
	Total Traffic Carried	Total Bulk	Bulk from Total	Total PRPA Terminals	Bulk	Proportion	Total PMV	Bulk	Proportion
2008	178,869,530	119,095,464	67%	n/a	n/a	n/a	114,561,990	73,333,406	64%
2009	149,758,624	103,595,713	69%	12,121,361	9,244,414	76%	101,887,825	67,672,341	66%
2010	169,147,498	116,116,913	69%	12,550,772	8,767,636	70%	118,378,885	80,268,352	68%
2011	187,966,131	125,610,086	67%	19,304,772	14,680,685	76%	122,499,631	84,473,990	69%
2012	196,624,099	128,881,337	66%	22,247,046	16,262,247	73%	123,876,885	83,786,056	68%
2013	207,571,899	136,080,039	66%	23,002,216	17,208,814	75%	135,008,966	92,735,976	69%
2014	216,226,115	145,416,595	67%	14,222,947	7,167,991	50%	139,638,157	97,653,685	70%
2015	208,687,672	139,708,851	67%	19,632,480	10,687,392	54%	138,082,584	96,190,277	70%
2016	199,956,474	133,607,809	67%	18,862,593	10,134,030	54%	135,538,056	93,846,873	69%

Data is in Metric Tonnes

Our Current Focus: Key Concerns and Issues

- Issues related to rail, ports/terminals and trucking
 - Bill C-49: *Transportation Modernization Act* – key areas of focus:
 1. Railway data reporting
 2. Railway service obligations
 3. More accessible, timely and effective remedies
 4. Agency powers
 5. A mandatory review of the rail-related provisions of the Act
 6. Access to competing railways
 - Cost of Capital Structure Methodology and Regulatory Costing Model
 - Concern with the current infrastructure, network capacity and long-term viability of the supply chain
 - Ongoing service issues throughout all commodity groups
 - Rail, trucking congestion issues at the Port of Vancouver
 - Pacific Gateway Alliance on supply chain concerns, challenges and opportunities throughout the Western Canadian Provinces

Canada's Supply Chain: Overall Perspective

- The Canadian supply chain faces many challenges compared to other competitive markets world wide
- The Canadian market is at a unique crossroads and government and private industry must **strike a balance** in terms of what is in Canadians' best interest in key areas:
 - Public transit and transportation
 - Valuable trade corridors
 - Corporate investment and expansion
 - Employment creation
 - Environment stewardship
 - Indigenous customs and protected lands

Canada's Supply Chain: Overall Perspective (cont'd)

- With focus on new international trade agreements and the renegotiation of NAFTA, the success or failure of attracting new customers to import/export, invest and expand in the Canadian market, will be a **competitive supply chain**

Canada's Supply Chain: Moving Forward

- WCSC has stated that an overall review of the supply chain is paramount to the success of bringing Canadian goods and services to domestic and international markets.
Recommended actions:
 - Identify choke points within the supply chain along with inefficient and under-utilized trade corridors to determine how to make them more efficient
 - Congestion in specific corridors including the Vancouver lower mainland
 - Attract business in low density areas
 - Improve first and last mile efficiencies

Canada's Supply Chain: Moving Forward (cont'd)

- Determine what capital needs to be invested to do so (public vs. private)
- The need for the Class 1 railroads and port terminals to adjust to seasonal fluctuations including peak demands along with on going weather challenges
- Improved accuracy of shipper forecasting
- Evaluate alternative modes of transportation to improve efficiencies, lower cost and reduce overall carbon footprint
 - An example of this is trucking vs. short sea shipping in the lower mainland of Vancouver to transfer containers from stuffing facilities to vessel loading terminals

Canada's Supply Chain: Moving Forward (cont'd)

- The necessity for reliable, timely, accurate and usable data is key to the success of the Canadian supply chain
 - Transport Canada, the Canadian Transportation Agency and Statistics Canada are fundamental resources for this information
 - In conjunction with this, private industry needs to take a more proactive approach, including all supply chain partners, in improving and optimizing what is currently in place
- All partners in the supply chain including both public and private sectors need to have a more collaborative role on ensuring the viability, efficiency and competitiveness of trade corridors in Canada to compete in the international market

WCSC: Next Steps

- WCSC will continue:
 - Engaging with government regarding Bill C-49
 - Monitoring and providing input to the Canadian Transportation Agency as it reviews and updates current regulations and consults with stakeholders
 - Active involvement with supply chain issues including rail, port/terminals and trucking, which may arise and are determined a priority within the WCSC
 - Collaborating with other groups and associations to advance the mandate of our organization

Contact Us



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