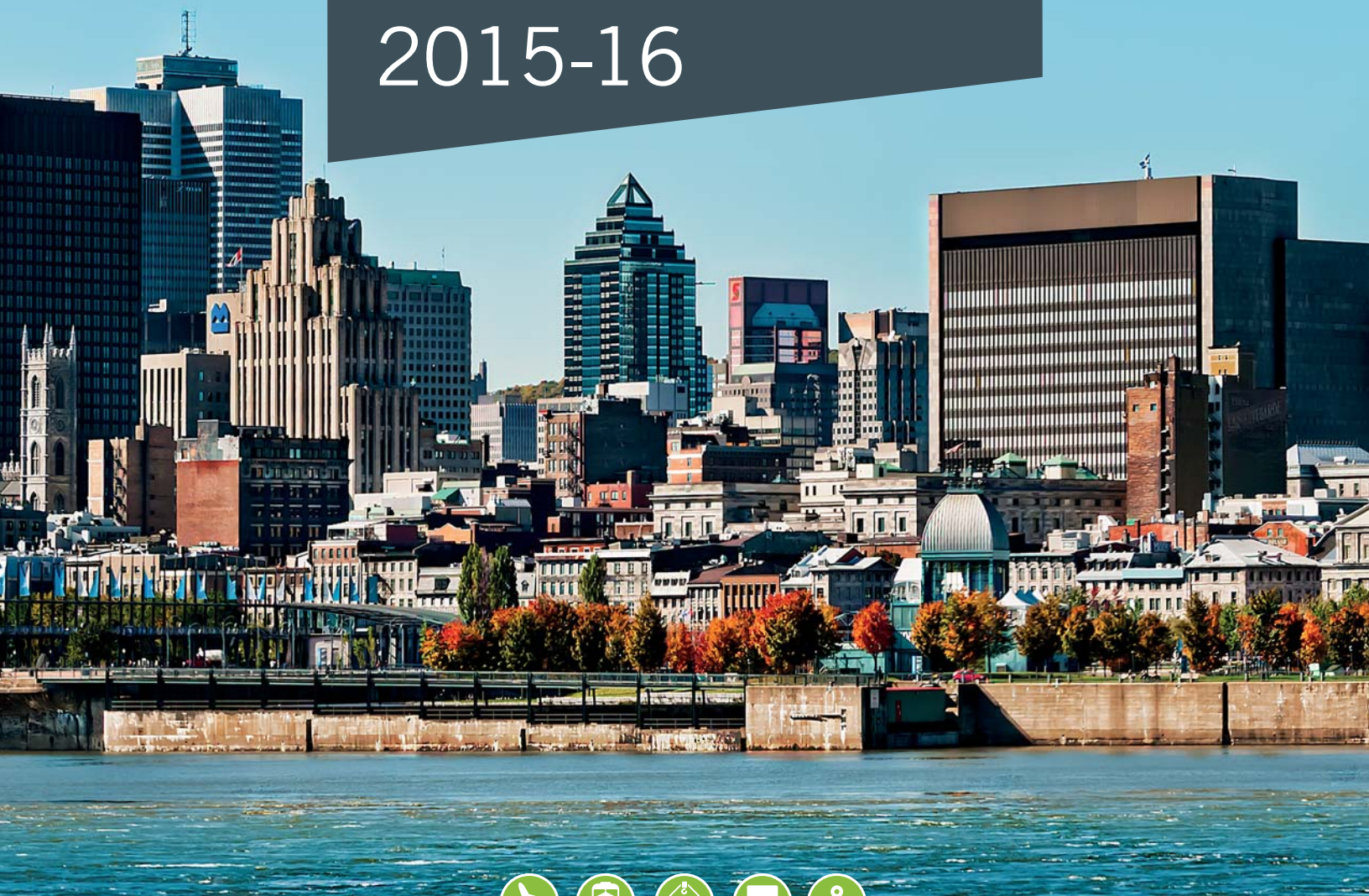


ANNUAL REPORT

2015-16



CARGOM

LOGISTIC AND TRANSPORTATION
METROPOLITAN CLUSTER OF MONTRÉAL

MOBILIZING OUR INDUSTRY AROUND COMMON OBJECTIVES!

**TO FIND OUT MORE
ABOUT CARGOM'S
ACTIVITIES**



cargo-montreal.ca



@CargoMtl



**DOWNLOAD
THE CARGOM APP**



CargoM's activities are funded by the ministère de l'Économie, de la Science et de l'Innovation (MÉSI), the ministère des Affaires municipales et de l'Occupation du territoire (MAMOT), the Montreal Metropolitan Community (CMM) and all its members.

Québec 



Communauté métropolitaine
de Montréal

OUR MISSION

CargoM's mission is to **bring together all Greater Montreal freight transport and logistics stakeholders** whose activities promote Montreal as an industry hub around common goals and concerted actions to increase its cohesion, competitiveness, growth and reach.

OUR VISION

Within the next few years, CargoM aspires to **establish Greater Montreal as a recognized intermodal hub, sought after** for its operational and environmental performance as well as its contribution to the competitiveness of its business partners and to the economic development of Greater Montreal and of Quebec.

Started in 2013 and lying within the framework of the Greater Montreal economic development strategy, CargoM, Logistics and Transportation Metropolitan Cluster of Montreal, completes the industrial clusters deployed in recent years.

CargoM's mission is to bring together all Greater Montreal freight transport and logistics stakeholders whose activities promote Montreal as an industry hub around common goals and concerted actions to increase its cohesion, competitiveness, growth and reach.

Specifically, CargoM's mandate is to initiate concrete projects, to position Montreal as a hub for freight transport, to ensure the sharing of best practices and cutting-edge technologies, to influence regulation harmonization and simplification and to promote the attraction and retention of labour in the various sectors of the industry.

Over a 10-year horizon, CargoM's aspires to establish Greater Montreal as a recognized intermodal hub, sought after for its operational and environmental performance as well as its contribution to the competitiveness of its business partners and to the economic development of Greater Montreal and of Quebec.

CargoM's activities are funded by the ministère de l'Économie, de la Science et de l'Innovation (MÉSI), the ministère des Affaires municipales et de l'Occupation du territoire (MAMOT), the Montreal Metropolitan Community (CMM) and all its members.

A WORD FROM THE MINISTER



Jean D'Amour
Member for Rivière-du-Loup-Témiscouata
Minister responsible for Maritime Affairs
Minister responsible for the Bas-Saint-Laurent region

The past year has been full of good news for the maritime sector and the goods transportation and logistics industry. The installation of logistics hubs and industrial-port zones, development projects promoted by Québec's Maritime Strategy, gives unprecedented momentum to this entire sector of activity that is so important for our collective prosperity. If we have been able to advance so far and reinvigorate the maritime sector, it is owing to the partnership established with solid partners, one of which is of course CargoM, which today is issuing its annual report. You will be able to see that CargoM has had a busy year!

For its part, the Gouvernement du Québec continues to play its role as a facilitator, as reflected in the first plan of action of the Maritime Strategy, as well as in the ESSOR program of the ministère de l'Économie, de la Science et de l'Innovation, which has been provided with an envelope of 300 million dollars to be used to support private investment projects in the industrial-port zones. We are therefore ready to receive proposals from investors who, as partners of CargoM, wish to contribute in a tangible way to the economic prosperity of all the regions of Québec, including the Montréal region.

Québec's Maritime Strategy will make it possible to strengthen the status of Québec's largest city as a gateway to North America. In this regard, we intend to support intermodal infrastructure projects devoted to goods transportation.

The deployment of the Strategy is setting the groundwork to enable Québec to benefit and seize business opportunities that arise in these fields. The maritime sector offers a huge pool of high-quality jobs that are as yet all too little known. It is up to us to make them better known. This is a task that we will accomplish together, for the benefit of the workers themselves, but also for that of the entire logistical chain.

As you can see, there will be increasing opportunities for collaboration in the coming years, and the Gouvernement du Québec is pleased to be able to count on solid partners such as Cargo M to give substance to its vision of a Québec that is on track toward sustainable prosperity for its entire population.

A WORD FROM THE MAYOR



Denis Coderre
Mayor of Montréal and President of the Montreal Metropolitan Community (CMM)

As the Mayor of Montréal and President of the Montreal Metropolitan Community, I would like to emphasize the important contribution of the freight transport industry and logistics to our city's economy. Each year, these vital companies are responsible for the circulation of products to meet the needs of our community. The industry generates some 122,000 direct and indirect jobs and is responsible for economic spinoffs of \$4.2 billion in the metropolitan area.

The municipal administration has taken concrete action to promote economic development in Montréal. In fact, we are working hard to develop the area near the Port of Montréal (L'Assomption Sud) to create favourable conditions that will help to attract and retain large logistics businesses in Montréal. We have been proactive with the Government of Québec to make sure that the project aimed at maximizing road access to the Port of Montréal via the Highway 25 corridor becomes a reality.

Montréal and the Montreal Metropolitan Community work together regularly on CargoM projects involving the Montréal logistics and transportation metropolitan cluster. Cooperation has been observed in the development of the CargoMobile technological tool, aimed at improving truck traffic fluidity on the island. The ultimate goal is to make sure that our metropolis can become a recognized, efficient and safe hub for the transportation of goods and logistics.

In a few years, CargoM has brought together competitors representing various modes of transport, so that all key players can speak with one voice and help to develop a rapidly changing industry. Congratulations!

MESSAGE FROM THE PRESIDENT OF THE BOARD OF DIRECTORS AND THE EXECUTIVE DIRECTOR OF CARGOM

We are very happy to submit to you the fourth annual report of CargoM, the Logistics and Transportation Metropolitan Cluster of Montreal. Our organisation continues to demonstrate that Greater Montreal is the more efficient gateway to North America for freight transport and the logistics chain. These last twelve months have made it possible to shed some light on the numerous undertakings of our staff and of the members involved in our industrial cluster.

2015-2016 overview for CargoM:

Ongoing projects, in collaboration with the Ville de Montréal

In the last year, projects that are essential for the improvement of freight circulation fluidity as well as others contributing to the economic development of the metropolis have begun, or have grown in leaps. CargoM has played an active role in these projects' evolution.

Thanks to funds awarded by the Ville de Montréal and Transport Canada through the PRAM-Est Program, we are currently working on improving truck traffic fluidity, a major issue for the industry. More than a hundred electronic devices purchased by CargoM are making it possible to collect data to better understand the movements of the truck, all the while identifying bottlenecks and recurrent congestion areas. This data allows us, with the collaboration of the Ville de Montréal, to best plan intelligent transport system projects in order to improve the fluidity and the sharing of information related to the region.

Taking advantage of economic development opportunities

We work in partnership with our logistics chain partners on economic development projects for the purpose of attracting important foreign companies to set up shop here in Montreal. The potential for development in close proximity to the Port of Montreal is undeniable. The improvement of port installations and of road infrastructures will no doubt help to entice new players to appreciate the value of our logistics chain in due course. The government of Quebec's willingness to implement logistical hubs and industrial-port zones in the metropolitan area will also bring an interesting development potential for the Greater Montreal logistics chain.

Cargo Logistics Canada: a first in Montreal

Thanks to representations orchestrated by CargoM and Montreal's Palais des congrès, the Cargo Logistics Canada (CLC) Conference took place for the very first time in Montreal on February 17 and 18, 2016. This annual showcase was a success and brought together under the same roof all the stakeholders of the country's logistics chain. Over 1,200 participants had the opportunity to meet some 120 industry actors, mainly businesses that see to moving goods efficiently each and every day.

CargoM was on site, and organized an information kiosk highlighting Montreal's logistics chain. They were also happy to share their site with members of the cluster, namely the SODES, the Quebec Trucking Association and CAMO-ROUTE, as well as Cégep André-Laurendeau.



Sylvie Vachon
President of the
Board of Directors
President and Chief
Executive Officer
Montreal Port Authority



Mathieu Charbonneau
Executive Director



The Montreal Metropolitan Community recognizes CargoM's expertise

Over the years, the Montreal Metropolitan Community (CMM) has developed a tool to ensure the efficient planning of infrastructure development and implementation, which will in turn contribute to the region's competitiveness. The 2015 edition of the Plan métropolitain d'aménagement et de développement (PMAD) recognizes the importance of the road network's fluidity for the Greater Montreal multisite logistics chain.

This version clearly reaffirms the importance of the objectives set forth by CargoM, namely the improvement of truck traffic fluidity for freight transport and the necessity of developing logistics poles and multimodal installations.

The previous year, the CMM had already recognized the importance of a metropolitan cluster such as CargoM to promote Montreal as a freight transport and logistics hub in the brief it submitted during the Quebec Maritime Strategy consultation. We are proud of this recognition which we consider as further support for the activities of businesses in our activity sector.

Very high level of satisfaction for the work undertaken by CargoM

Within the framework of CargoM's strategic planning, we reached out to our members to determine their satisfaction level in relation to the actions and work undertaken during the first three years of operation. Thanks to this data, we were able to identify the positive elements as well as the improvements we should address in order to adhere even more efficiently to our mission.

We are very happy to present these more than positive results to you. In fact, over **90% of our members stated they were satisfied or very satisfied** with the work undertaken by CargoM. You will be able to ascertain in detail within this annual report 2015-2016 what will guide, among other things, the strategic orientations of the upcoming years.

Thank you for working side by side with us to heighten Greater Montreal's profile as a hub and gateway to North America!

We would like to extend special thanks to the members of CargoM, the partners as well as those supporting our mission financially, namely the Government of Quebec and the Montreal Metropolitan Community.

I hope you enjoy this year's edition – until next year,

Sylvie Vachon
President of the Board of Directors
President and Chief Executive Officer
Montreal Port Authority

Mathieu Charbonneau
Executive Director

CARGOM MEMBERS

RAIL TRANSPORT

Canadien National
Canadien Pacific

MARITIME TRANSPORT AND TERMINALS

Empire Stevedoring
Groupe Fednav
Groupe CSL inc.
Groupe Desgagnés inc.
Logistec Corporation
Mediterranean Shipping Company (Canada) Inc.
Société Terminaux Montréal Gateway
Oceanex
Termont Montréal inc.
CMA-CGM

ROAD TRANSPORT AND THIRD PARTY LOGISTICS

Groupe Lafrance
GT Group inc.
Kuehne + Nagel Ltd
Panalpina inc.
Ray-Mont Logistics
Robert Transport
Services de Transport Trac-World inc.
Simard Transport
Dorel
Viterra
Rozon Transport
Hunt Refrigeration
METRO Logistics inc.
Groupe TYT
Laurin Express Ltée
Pival International Inc.

ADMINISTRATIONS AND SHARED INFRASTRUCTURE

Administration portuaire de Montréal
Aéroports de Montréal
Transports Québec
Fonds de solidarité FTQ

COMMITTEES AND ASSOCIATIONS

Armateurs du Saint-Laurent
Association du camionnage du Québec
Association des Employeurs Maritimes
CSMO-Maritime
SODES
Camo-Route
Fédération maritime du Canada
AQTr

EDUCATIONAL AND RESEARCH INSTITUTIONS

Corporation de Gestion de la Voie Maritime
du Saint-Laurent
CIRRELT, Université de Montréal
ESG, UQAM
Institut international de logistique de Montréal
Cégep André-Laurendeau

CARGOM TEAM

EXECUTIVE DIRECTOR

Mathieu Charbonneau, MBA
mcharbonneau@cargo-montreal.ca
514-508-2609 EXT. 222

SENIOR PROJECT MANAGER

Magali Amiel, PH.D, MCILT
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DEVELOPMENT AND PUBLIC AFFAIRS

Philippe Noël, M.A.
pnoel@cargo-montreal.ca
514-508-2609 EXT. 226

ADMINISTRATIVE ASSISTANT

Karine Dudognon
kdudognon@cargo-montreal.ca
514-508-2609 EXT. 221



Philippe Noël, Mathieu Charbonneau, Magali Amiel
and Karine Dudognon

THE EXECUTIVE COMMITTEE AND THE BOARD OF DIRECTORS

BOARD OF DIRECTORS

PRESIDENT AND CHIEF EXECUTIVE OFFICER

Sylvie Vachon*
Montreal Port Authority

PRESIDENT AND CHIEF EXECUTIVE OFFICER

Marc Cadieux*
Quebec Trucking Association

PRESIDENT

Laurent Tourigny
Trac-World Freight Services Inc.

REGIONAL VICE-PRESIDENT, EASTERN CANADA

Frédéric Chevallier*
Kuehne + Nagel Ltd.

VICE-DEAN OF RESEARCH

Nathalie Drouin
ESG, UQAM

PRESIDENT AND CEO

Michael Fratianni
Montreal Gateway Terminals Partnership

VICE-PRESIDENT, PUBLIC AFFAIRS AND GOVERNMENT RELATIONS

Jean-Robert Lessard
Groupe Robert

DIRECTOR, GOVERNMENT AFFAIRS AND REGULATORY COMPLIANCE

Marc Gagnon
Fednav Limited

DIRECTOR, AIR SERVICE DEVELOPMENT

Luce Bureau
Aéroports de Montréal

GENERAL MANAGER

Julien Dubreuil
Termont Montreal Inc.

VICE-PRESIDENT, NETWORK STRATEGIES

François Hébert*
Canadian National

DIRECTOR, GLOBAL LOGISTICS

Michael Grier
Dorel Industries

PRESIDENT AND CEO

Madeleine Paquin*
Logistec Corporation

PORTFOLIO MANAGER

Jacques Grégoire
Fonds de solidarité FTQ

DIRECTOR

Bernard Gendron
CIRRELT

PRESIDENT AND CHIEF EXECUTIVE OFFICER

Charles Raymond
Ray-Mont Logistics

AVP INTERMODAL

Mathieu Faure
Canadian Pacifique

OBSERVERS

RESEARCH ADVISOR, METROPOLITAIN ECONOMIC DEVELOPMENT

Daniel Mathieu
Montreal Metropolitan Community (CMM)

DIRECTOR, TRANSPORTATION AND LOGISTICS

Martin Aubé
Ministère de l'Économie,
de la Science et de l'Innovation

MISSION LEADER

Rose-Marie Tasseroul
Secrétariat à la région métropolitaine

REGIONAL MANAGER

Paryse Turgeon
Transport Canada

DIRECTOR OF LEGAL AFFAIRS

Valérie Wells*
Montreal Port Authority

STAFF

EXECUTIVE DIRECTOR

Mathieu Charbonneau
CargoM

SENIOR PROJECT MANAGER

Magali Amiel
CargoM

* Member of Executive Committee

SIX WORKING GROUPS!

CargoM working groups are dedicated to reappraising the old ways and contemplating new ways of dealing with the cluster's main issues. They support the Board of Directors by recommending the most appropriate strategies and ensuring their implementation.

Since 2014, CargoM's six work groups are hard at work! Committed to applying logistics and transportation industry best practices, they have already presented conclusive results and have set in motion initiatives that show great promise for the future.



WORKING GROUP 1
**Logistics and
Transport Development
Opportunities**



WORKING GROUP 4
**Innovation
and Cutting
Edge Technology**



WORKING GROUP 2
**Communication
and Outreach**



WORKING GROUP 5
Réglementation



WORKING GROUP 3
**Road access
and fluidity in
Road Transport**



WORKING GROUP 6
**Human Resources
Workforce**

AD HOC COMMITTEES

Air Transport Committee

- Promoting the arrival of new carriers in Montreal
- Discussions regarding the undertaking of a study on airline cargo opportunities in Greater Montreal

Public Committee

- Participation with Mobility Montreal

WORKING GROUP 1

Logistics and Transport Development Opportunities



COMMITTEE CO-CHAIRS



Madeleine Paquin
President and CEO
Logistec Corporation



Laurent Tourigny
President
Trac-World Freight
Services Inc.

MANDATE

To take the pulse of Greater Montreal's freight transport and logistics sector and recommend **development outlooks** and **opportunities**.

To provide tools and metrics to stakeholders in the Greater Montreal freight transport and logistics sector designed to improve their competitive strength and increase their contribution to the territory's economic development.

GOALS

Improve transport and logistics **efficiency** in Greater Montreal.

Determine the keys elements needed to **attract new distribution centers** and to make Greater Montreal a **hub** that is both recognized and sought after for its competitive strength.

Define the different logistics **hub concepts** for Greater Montreal.

ACCOMPLISHMENTS IN 2015

Government of Québec's presentation of a **multisite approach** concerning the creation of logistics hubs and industrial-port zones in Greater Montreal.

Several **meetings** with key players of the metropolitan area to address the challenges of attracting and retaining logistics chain users.

Addition of a **new collaborator** who will be committed to **promoting** the hub as well as attracting investors (distribution centers).

Discussions with the economic development department of the Ville de Montréal and the completion of an **economic opportunity study** related to the L'Assomption project.



ONGOING KEY PROJECTS

- Development of a platform that will help attract users of the Greater Montreal hub thanks to, among other things, a georeferenced map used to promote different development opportunities.
- Introduction of a promotional tool aimed at attracting new users to the Greater Montreal logistics chain.

WORKING GROUP 2

Communication and Outreach



MANDATE

Establish **effective and dynamic communication** between citizens, stakeholders and all levels of government with respect to the freight transport and logistics sector's benefits for Greater Montreal.

Promote the cluster's activities and ensure the industry's outreach to raise awareness about the freight transport and logistics community.

GOALS

Promote the **advantages** and **economic benefits** for Greater Montreal of the freight transport and logistics sector to governments, the population and stakeholders.

Take an active part in **raising the international profile** of the cluster and the hub, with the Port of Montreal at the heart of the logistics chain.

ONGOING KEY PROJECTS

- Organization for a Fall 2016 **networking** event
- Increasing the industry's **outreach** through **social media** and **press releases**
- Production of **short videos** promoting Montreal as a logistics hub and as North America's gateway

COMMITTEE CO-CHAIRS



Nicole Trépanier
President
St. Lawrence Economic
Development Council (SODES)



Frédéric Chevallier
Regional Vice-president,
Eastern Canada
Kuehne + Nagel Ltd.

ACCOMPLISHMENTS IN 2015

Presentation given by the Minister for Transport and the Implementation of the Maritime Strategy during a networking event in September 2015 (close to 300 participants).

In collaboration with Montreal's Palais des congrès, **attracting an international** freight transport and logistics event, Cargo Logistics Canada, held in February 2016 in Montreal.

Presentation of the CargoM cluster in various forums, participating in the Greater Montreal hub's **outreach**.

Development of the cluster's **branding** and **visibility** increase during promotional activities.

Production of **promotional videos** putting forth the advantages of using Montreal all through the year.

Issuing **press releases** concerning the Maritime Strategy and the development of the L'Assomption sector, among others.

Development of a **new communication strategy** which includes the creation of a Twitter account, **@CargoMtl**, intended to provide more information and raise the profile of the industry's main issues.

WORKING GROUP 3

Road access and fluidity in Road Transport



COMMITTEE CO-CHAIRS



Marc Cadieux
President and Chief Executive Officer
Quebec Trucking Association



Michael Fratianni
President and CEO
Montreal Gateway Terminals Partnership

MANDATE

Support the **development** and **implementation** of projects designed to improve traffic flow and road access to truck transport in Greater Montreal, for the benefit of the greatest possible number of logistics chain users.

Contribute to the establishment of infrastructure, regulatory, and state-of-the-art technology projects to optimize transport and logistics operations.

GOALS

Actively participate in **collaborative committees** as an industry representative and, if need be, take the initiative by recommending the creation of said committees;

Undertake **complementary studies** to support existing ones, to implement and propose innovative projects for freight transport in the greater metropolitan area;

Conduct specific **pilot projects** and measure their benefits to Greater Montreal.

ONGOING KEY PROJECTS

- Collecting and analyzing the data obtained through the electronic devices for the **OttoView Program** for East Montreal.
- **Information Sharing Project** – Intermodal Logistics (SPI-LI)
- Development of the **“Preapproved Line”** project at the Port’s entrances

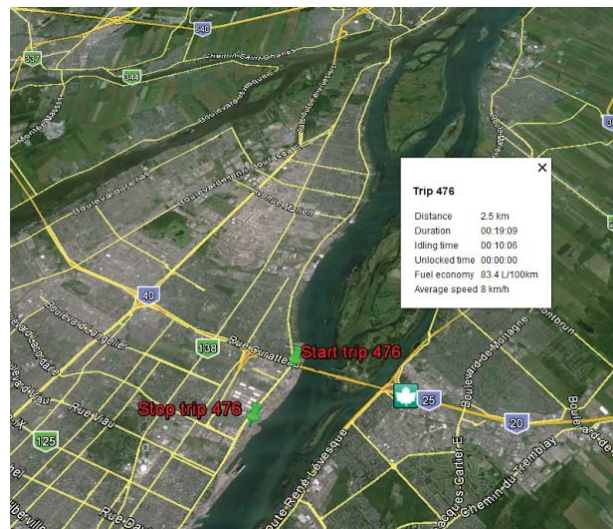
ACCOMPLISHMENTS IN 2015

Purchase of electronic devices for the **OttoView Program**, a collaboration with Transport Canada and PRAM-Est, which consists in collecting data to examine, among other things, bottlenecks and areas of recurring traffic congestion with the purpose of recommending solutions to improve traffic fluidity.

Implementation of the **Information Sharing Project** – Intermodal Logistics (SPI-LI) which will allow a better understanding of the volume of containers moved by the truckers to and from the terminals.

Creation of the concept related to the **“Preapproved Line” project**, to eliminate paper-based processes and to foster fluidity in truck movement at the Port and terminals.

Collaboration with the Ville de Montréal on the **Intelligent Transportation Systems (STI)** project and the Notre-Dame Street intelligent **adaptive traffic lights** project.



WORKING GROUP 4 Innovation and Cutting Edge Technology



COMMITTEE CO-CHAIRS



Norman Tam
Director of Information
Technology and Administration
MSC (Canada) Inc



Jean-Robert Lessard
Vice-president, Public Affairs
and Government Relations
Groupe Robert

MANDATE

Encourage best practices and the use of **state-of-the-art technologies** in the transport and logistics industry to improve the competitiveness of the sector's businesses.

GOALS

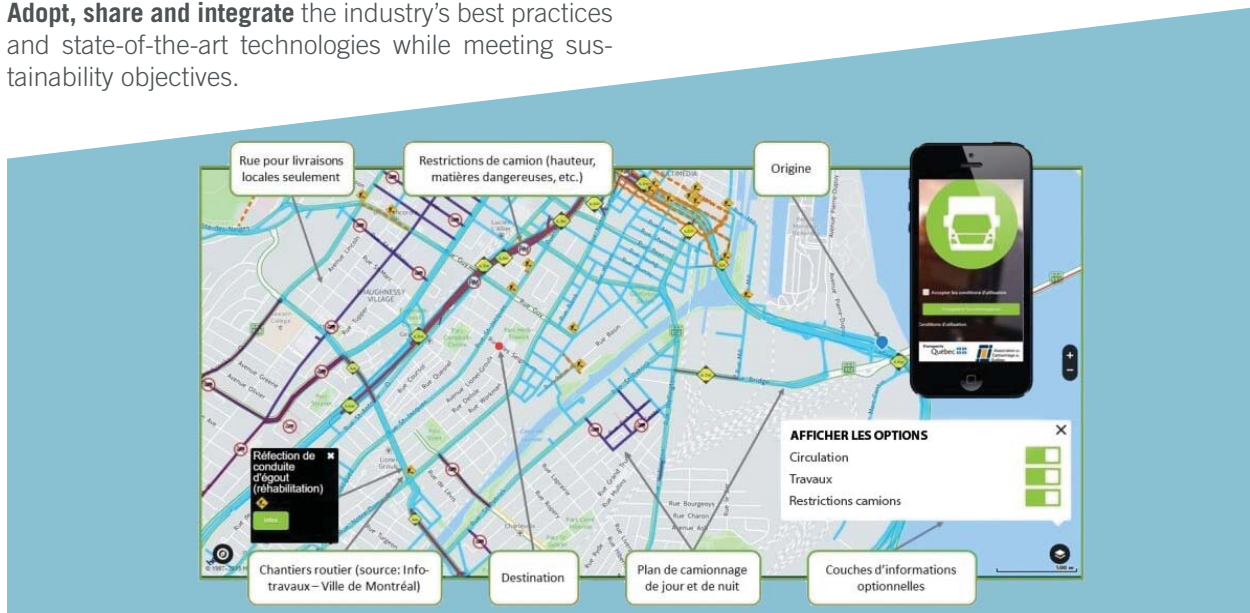
Adopt, share and integrate the industry's best practices and state-of-the-art technologies while meeting sustainability objectives.

ACCOMPLISHMENTS IN 2015

Phase 1 of the **technological tool** for truckers **Cargo Mobile** is complete.

Available at: app.cargo-montreal.ca

Collaboration with the **Road access and fluidity for truck transport** in Greater Montreal Working Group regarding various technological projects that will improve traffic fluidity on Greater Montreal strategic arteries.



ONGOING KEY PROJECTS

- Complete the development of the **Cargo Mobile technological tool** to improve truck transport fluidity thanks to, among other things, the implementation of the routing tool which includes the trucking plan, traffic flow and truck traffic restrictions.
- **Improve** the CargoM **application** for cell phones and electronic tablets.
- Collaborate with the members of Working Group 3 on the **next steps of the SPI-LI project**.

WORKING GROUP 5 Regulations



COMMITTEE CO-CHAIRS



Nathalie Léveillé
Coordinator of Compliance
and Legal Affairs
Quebec Trucking
Association



Marc Gagnon
Director, Government
Affairs and Regulatory
Compliance
Fednav

MANDATE

Strive for **operational and environmental performance** through the harmonization and simplification of regulations, to **guarantee competitiveness** in freight transport and logistics.

GOALS

Identify, prioritize and communicate the **regulation elements** that should be harmonized or streamlined with a view to improving and simplifying the sector's operations.

ACCOMPLISHMENTS IN 2015

Production of a document highlighting Montreal's competitive strength when considering where to **set up a business office** (specifically in an urban setting), sent to Montreal International.

Involvement in the **discussions** associated to the *Canada Transportation Act Review*.

The screenshot shows the official website of the Government of Canada. The page title is 'Rapport de l'Examen de la Loi sur les transports au Canada'. The main content area includes a summary of the report, dated February 25, 2016, and lists two PDF documents: 'Tome 1 (pdf)' and 'Tome 2 (pdf)'. A sidebar on the left contains navigation links for 'Examen de la Loi sur les transports au Canada', 'Rapport de l'Examen de la Loi sur les transports au Canada', 'Foire aux questions', 'Mémoires', 'Rapports de recherche', and 'Contexte'. The top navigation bar includes the Canadian flag, the text 'Gouvernement du Canada / Government of Canada', and links for 'Canada.ca', 'Services', 'Ministères', and 'English'.

ONGOING KEY PROJECTS

- Development of a strategy designed to establish free zones so as to improve the efficiency of international commercial exchanges.

WORKING GROUP

Resources Workforce



MANDATE

Promoting the **sector to future workers** by showcasing the opportunities this industry has to offer and **accentuating** training and employee retention policies in the industry's companies.

The workforce is growing older and the numerous economic and commercial development projects will involve a heightened demand for the logistics chain.

OBJECTIFS

Address and meet the **urgent need** for a **new generation** of workers in this sector, by building on concrete actions to attract talent.

Raise awareness about the industry's **job opportunities** to young people as well as people looking for a new career.



COMMITTEE CO-CHAIRS



Nathalie Drouin
Vice-Dean of Research
ESG UQAM



Stéphane Morency
President
Maritime Employers
Association

ACCOMPLISHMENTS IN 2015

Development of the **educational content** for the academic game « **Suis le conteneur** » (Follow the container), designed to get high school students interested in careers related to the freight transport and logistics sector.

Collaboration in the Conseil emploi métropole **study** regarding the **workforce needs** in the Greater Montreal freight transport and logistics sector.

Planning the **CargoM** Logistics and Transportation **Careers Day**.

CargoM's **nomination** to the Conseil emploi métropole (CEM).

ONGOING KEY PROJECTS

- Organizing of the first CargoM Logistics and Transportation **Careers Day** in June 2016, to highlight jobs within the logistics chain.
- Releasing the “**Suis le conteneur**” game in Commission scolaire de Montréal schools, and complete the game's test phase.
- In collaboration with Emploi-Québec, preparing a **white paper** on the careers in the Greater Montreal freight transport and logistics sector.
- Participating in a **study** on the land-based maritime workforce of the Human Resources Sectorial Committee of the Maritime Industry
- Participation in a **study** regarding the workforce completed by the Bureau d'implantation de la Stratégie maritime

FINANCIAL STATEMENTS

	2014	2015
Revenue	\$	\$
Contributions	381 000	381 000
Membership fees	244 165	245 394
Revenue from activities	162 390	78 987
Other	26 133	1 033
Total	813 688	706 414
Charges		
Professional fees	327 807	140 044
Payroll	319 963	331 458
Administrative expenses	135 763	233 683
Total	783 533	705 185
Excess of revenue over expenses for the year	30 155	1 229

Note by PricewaterhouseCoopers:

“We believe that the audit evidence we have obtained in our audit is sufficient and appropriate to provide a basis for our audit opinion.

It is our opinion that, in all material respects, the financial statements provide a true and fair view of the financial position of the Logistics and Transportation Metropolitan Cluster of Montreal at December 31, 2015, and that the earnings of its activities and its cash flow for the year ending on this date comply with the accounting standards for non-profit organizations.”

*CPA auditor, CA, public accountancy permit no A155888

HERE ARE A FEW INTERESTING FIGURES IN THE WAKE OF THE SURVEY DONE WITHIN THE FRAMEWORK OF CARGOM'S NEW STRATEGIC PLANNING



Satisfaction rate regarding the cluster's activities: **Near 90%**



The cluster's **strong points:**

- Rallying of a fragmented industry
- Collaboration
- Impact
- Expertise

CARGOM PRIORITIES 2013-2016



Improve transport **fluidity** in Greater Montreal



Contribute to **raising** the **international** profile of the Greater Montreal hub



Encourage **networking** among the industry

PREFERRED PRIORITIES FOR 2017-2019



Working towards **accessibility** and transport **fluidity**



Preserving Montreal's **place** in the **logistics chain**



Encourage **networking** among the industry

FINDINGS

- The member consultation (survey and interviews) clearly shows a **high level of satisfaction** for the work undertaken by the CargoM team
- CargoM has been able to build a **recognized** and **respected** cluster in a short timeframe.
- CargoM's ongoing work has generally **met** the industry's **expectations**.
- The common thread running through the results of this consultation is to keep **focusing and prioritizing** CargoM's actions, bearing in mind its limited resources.

UPCOMING KEY ISSUES



- Logistics chain **development** and **fluidity**
- **Technologies, Energy** and **Environment**
- **Raising** Montreal's profile
- **Performance** and **Competitiveness**

*Survey conducted between January 16 and February 28, 2016

HIGHLIGHTS

Close to 300 participants at the **networking event** with the Minister for Transport and the Implementation of the Maritime Strategy, Mr. Jean D'Amour, in attendance, in September 2015



European logistics mission in **Benelux** in September 2015



Economic mission of the Premier of Québec, **Mr. Philippe Couillard**, in Chicago in October 2015



Cargo Logistics Canada lands for the first time in Montreal at the Palais des congrès in February 2016



CARGOM IN THE NEWS

Publié le 28 avril 2016 à 07h42 | Mis à jour le 28 avril 2016 à 07h42

Camions interdits sur le pont Mercier: l'industrie veut un rabais pour le pont de l'A30



Selon le directeur général de Cargom, Martin Châteauneuf, une réduction temporaire des tarifs sur le pont de l'autoroute 30 a permis d'ajuster le flux des camions dans la période transitoire de la signature et du transport des marchandises.

PHOTO OLIVIER JEAN / ARCHIVES LA PRESSE

BRUNO BISSON
La Presse

ma.PRESSE
Ajouter

L'industrie du transport des marchandises demande au ministre des Transports du Québec, Jacques Dauterive, d'appuyer dans ses démarches pour obtenir une modulation des tarifs du pont à péage de l'autoroute 30, afin d'atténuer les impacts d'une interdiction complète des camions. L'été prochain, sur le pont Mercier entre Montréal et la Rive-Sud.

28 AVRIL 2016
CAMIONS INTERDITS SUR LE PONT MERCIER : L'INDUSTRIE VEUT UN RABAIS POUR LE PONT DE L'A30

La Presse



Canadian Sailing & Trade Logistics
CANADA'S WEEKLY TRANSPORTATION MAGAZINE

New Business Incentive

Port of Montreal: The Engine That Drives the Logistics Chain

April 27th, 2016

By The Staff
 The Port of Montreal is further growing the Greater Montreal region as a Premier trade Logistics Hub within the world's largest port system.

SHIPPERS
 The Port of Montreal is further growing the Greater Montreal region as a Premier trade Logistics Hub within the world's largest port system.

GRUNT CLUB
 The Port of Montreal is further growing the Greater Montreal region as a Premier trade Logistics Hub within the world's largest port system.

27 AVRIL 2016
PORT DE MONTRÉAL : LE MOTEUR DE LA CHAÎNE LOGISTIQUE

Canadian Sailing



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CANADA'S WEEKLY TRANSPORTATION MAGAZINE

New Business Incentive

Montreal terminals preparing for continued growth

March 23rd, 2016

By The Staff
 Montreal's major ports are preparing for continued growth as the Port of Montreal continues to expand its capabilities and improve its infrastructure.

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GRUNT CLUB
 Montreal's major ports are preparing for continued growth as the Port of Montreal continues to expand its capabilities and improve its infrastructure.

27 AVRIL 2016
RENFORCEMENT D'UNE AUTRE DYNAMIQUE CRÉÉE À MONTRÉAL, COMME LA PLAQUE TOURNANTE LOGISTIQUE DU COMMERCE DE CLASSE MONDIALE

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28 FÉVRIER 2016
LES TERMINAUX DE MONTRÉAL SE PRÉPARENT À UNE CROISSANCE CONTINUE

Canadian Sailing



CNW Telbec

Cargom renforce son équipe avec une nouvelle acquisition au sein de son personnel

27 FÉVRIER 2016

MONTRÉAL, le 15 février 2016 - Cargom, le groupe québécois de logistique et transport de Montréal, est fier d'annoncer l'arrivée de Philippe Bouchard au sein de son équipe à titre de directeur de l'opération et de son administration.

Après avoir travaillé dans le secteur pendant plus de 15 ans, notamment en tant que directeur régional des opérations, des clients commerciaux, des équipes et de l'opération de Montréal, il a rejoint Cargom en tant que directeur de l'opération et de son administration. Il est responsable de l'ensemble des opérations de l'entreprise, de la planification et de la mise en œuvre de la stratégie à long terme. Il est également responsable de la gestion des ressources humaines et de la gestion des opérations de l'entreprise.

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11 FÉVRIER 2016
CARGOM RENFORCE SON ÉQUIPE AVEC UNE NOUVELLE ACQUISITION AU SEIN DE SON PERSONNEL

CNW Telbec



Journal de Montréal

Une nouvelle application pour aider les camions à Montréal

364

Les multiples chantiers sur l'île de Montréal causent bien des maux de tête aux camionneurs, et point où une application sera bientôt lancée pour les aider à mieux s'y retrouver.

C'est pas pour rien que les camionneurs veulent effectuer leur itinéraire à Montréal sans avoir de problèmes. C'est pourquoi les gestionnaires de la ville de Montréal ont décidé de lancer une application pour les aider à mieux s'y retrouver.

25 OCTOBRE 2015
UNE NOUVELLE APPLICATION POUR AIDER LES CAMIONS À MONTRÉAL

Le Journal de Montréal



CARGOM IN THE NEWS



1 OCTOBRE 2015

CARGOM CRÉERA UNE PLATEFORME DE PARTAGE D'INFORMATION POUR LES TRANSPORTEURS

Les Affaires



25 SEPTEMBRE 2015

DÉJEUNER-CONFÉRENCE « LA STRATÉGIE MARITIME DU QUÉBEC: CHOISIR LE QUÉBEC, UN PARTENAIRE POUR L'EUROPE EN AMÉRIQUE DU NORD »

Logistics in Wallonia



8 SEPTEMBRE 2015

CARGOM REÇOIT LE MINISTRE JEAN D'AMOUR

TRANSPORT MAGAZINE



29 JUIN 2015

ANNONCE OFFICIELLE DE LA STRATÉGIE MARITIME DU GOUVERNEMENT DU QUÉBEC

CargoM



18 JUIN 2015

CARGOM SALUE L'ANNONCE DU MAIRE DE MONTRÉAL, DENIS CODERRE, SUR LE DÉVELOPPEMENT DE LA CITÉ LOGISTIQUE DU SECTEUR DE L'ASSOMPTION

CargoM

