

CARGOM

LOGISTIC AND TRANSPORTATION
METROPOLITAN CLUSTER OF MONTRÉAL

ANNUAL REPORT

2018-2019



THE YEAR AT A GLANCE

300



PUBLICATIONS ON SOCIAL NETWORKS



2 300

PARTICIPANTS IN OUR EVENTS



55

MEMBERS



96 %

SATISFACTION RATE DURING INDUSTRIAL VISITS



5 700

PEOPLE FOLLOWING CARGOM ON SOCIAL MEDIA

1 700



HOURS OF VOLUNTEER WORK IN 2018

PARTICIPATION IN MORE THAN

100

EVENTS



2

« *CargoM plays an important role in bringing together key players in the transportation and logistics industry to promote and implement initiatives that aim to improve the fluidity and competitiveness of Montreal's logistics platform.*

Olivier Quenneville
Senior Director, Public Affairs, Canada, Canadian National

« *I want to express all my gratitude to CargoM! It is a real asset for us to be able to count on the excellent service and valuable advice of the team members. Customized support and inclusive projects make it a key actor on Montreal's logistics scene. Thank you, CargoM!*

Mélissa Touré
Transport and Logistics Leader, Décathlon

« *Thanks to its influence and the dynamism of its members, CargoM is a partner of choice for the Interuniversity Research Centre on Enterprise Networks, Logistics and Transportation. CargoM makes it possible to develop research collaborations with industry players.*

Martin Trépanier, P. Eng.
PhD, Full Professor, CIRRELT

OUR MISSION

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

OUR VISION

CargoM's vision is to make Greater Montreal a multimodal platform recognized and 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.

Launched in 2012 and as part of Greater Montreal's economic development strategy, CargoM, the Montreal Metropolitan Logistics and Transportation Cluster, is one of 10 metropolitan clusters deployed since 2006.

Our actions are structured around 4 working groups, within which its members work collaboratively to develop and implement tools, projects and initiatives that participate in economic development, improve the fluidity of the supply chain, attract new companies, enhance jobs and training, and promote the Greater Montreal hub internationally.

CargoM's activities are financially supported by the Montreal Metropolitan Community (CMM), the Ministry of Municipal Affairs and Housing (MAMH), the Ministry of the Economy and Innovation (MEI) and all its members.



Communauté métropolitaine
de Montréal

Québec 

A WORD FROM THE MINISTERS

The Government of Quebec is pleased to be associated with CargoM. For the past six years, this industrial cluster has been raising awareness and extending the reach of Greater Montreal from its position as a leader in the logistics and transportation industry.

CargoM's objectives align in many respects with the vision we wish to put forward through the development of Quebec's logistics sector.

The Government of Quebec will take the necessary measures to build on the competitive advantages provided by the St. Lawrence River in relation to large national and international markets. By channelling the strengths of industry players, CargoM contributes to the logistical and commercial attractiveness of the river and its infrastructure facilities, particularly in terms of intermodal transport.

Accordingly, we would like to draw attention to the importance of the work done by CargoM and reiterate our support for this major economic development partner.



François Bonnardel
Minister of Transport and
Minister Responsible for
the Estrie Region



Pierre Fitzgibbon
Minister of Economy and
Innovation and Minister
Responsible for the
Lanaudière Region



Chantal Rouleau
Minister Delegate for
Transport and Minister
responsible for the
Metropolitan Area and
the Montreal Region

Votre
gouvernement

Québec 

A WORD FROM THE MAYOR

Every day, more than 120,000 people handle tonnes of freight across the Greater Montréal territory.

Since 2012, CargoM has been a vector and strong lever for the transportation and logistics industry. This major cluster has positively contributed to positioning Montréal on the international arena, as a gateway to North America and a hub for freight transportation.

Montréal is currently experiencing historic economic growth, which is in great part thanks to leaders such as CargoM. I applaud this exceptional team, whose work strengthens the cohesion, competitiveness and development of the entire ecosystem.

First and foremost, CargoM contributes to the economic vitality and prestige of our metropolis as a coveted multimodal hub that is renowned for its high operational and environmental performance.

Transportation is a key area of activity. And it is for this reason that Montréal prioritizes this industry as part of its economic development strategy. CargoM is a major driver of prosperity that unequivocally contributes to *Accelerating Montréal*.

Over the next few years, transportation fluidity will remain a major issue, due to the work being carried out on our road system. But together, we will find solutions to maintain the efficiency and high performance of all transportation, as well as the growth of CargoM.

2019 is a promising year from an economic standpoint. I would like to thank the CargoM team for its contribution to our collective wealth.



Valérie Plante
Mayor of Montréal

Montréal 

Photo credits: Martin Girard / shootstudio.ca

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

It is a real joy for us to present the 2018-2019 Annual Report of CargoM, the Logistics and Transportation Metropolitan Cluster of Montreal.

Again this year, we worked on several fronts and completed projects that served the industry well. Our efforts focused mainly on fluidity, economic development, outreach and the workforce. Undertaken in a concerted manner, our actions supported Greater Montreal's positioning as an indispensable hub in North America.

Last June, CargoM celebrated the fifth anniversary of its implementation. Many members, partners, consuls and politicians were in attendance at the Pavilion of the Port of Montreal's Grand Quay to mark the event. Making the most of this festive atmosphere, the contribution of the Cluster's co-founders was showcased. The work and input of Ms. Madeleine Paquin of Logistec Corporation, Mr. Claude Robert of Groupe Robert, Mr. François Hébert of Canadian National and the undersigned have made it possible for this space for collaboration and promotion of our industry to exist.

We built on the five years of CargoM implementation to conduct a study on the progress of our brand and image awareness to get a complete picture of the scope of our reach and the value of our contribution to the industry. The findings were more than positive. We doubled our visibility in the field and there was strong steady growth in our media presence. The survey also revealed that 94% of respondents believe that the impact of CargoM's actions on the sector is positive and 96% consider the Cluster to be relevant to our field of activity.

This level of awareness is also shown in the fact that the Cluster is becoming a benchmark. We are increasingly being asked to sit on committees, particularly Transports Québec's Sustainable Mobility Policy – 2030. An advisory committee under the former government, it is now a standing committee. CargoM's expertise will be put to good use there. Our expertise is also useful to several other committees, such as the transportation committee of the Chamber of Commerce of Metropolitan Montreal (CCMM), the advisory committee of Mobility Montreal and the ZIP committees of Montreal and Contrecoeur-Varenes.

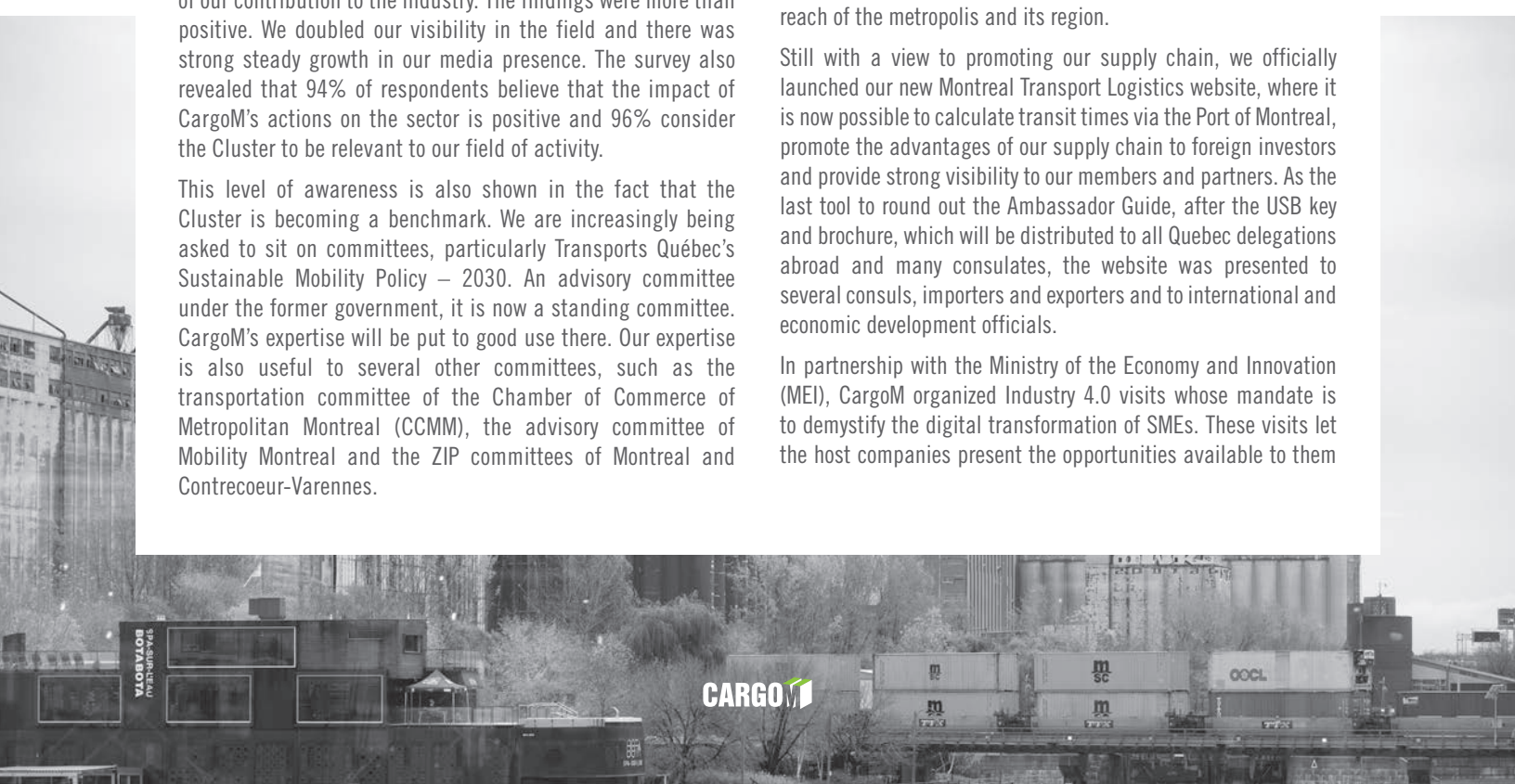
Highlights

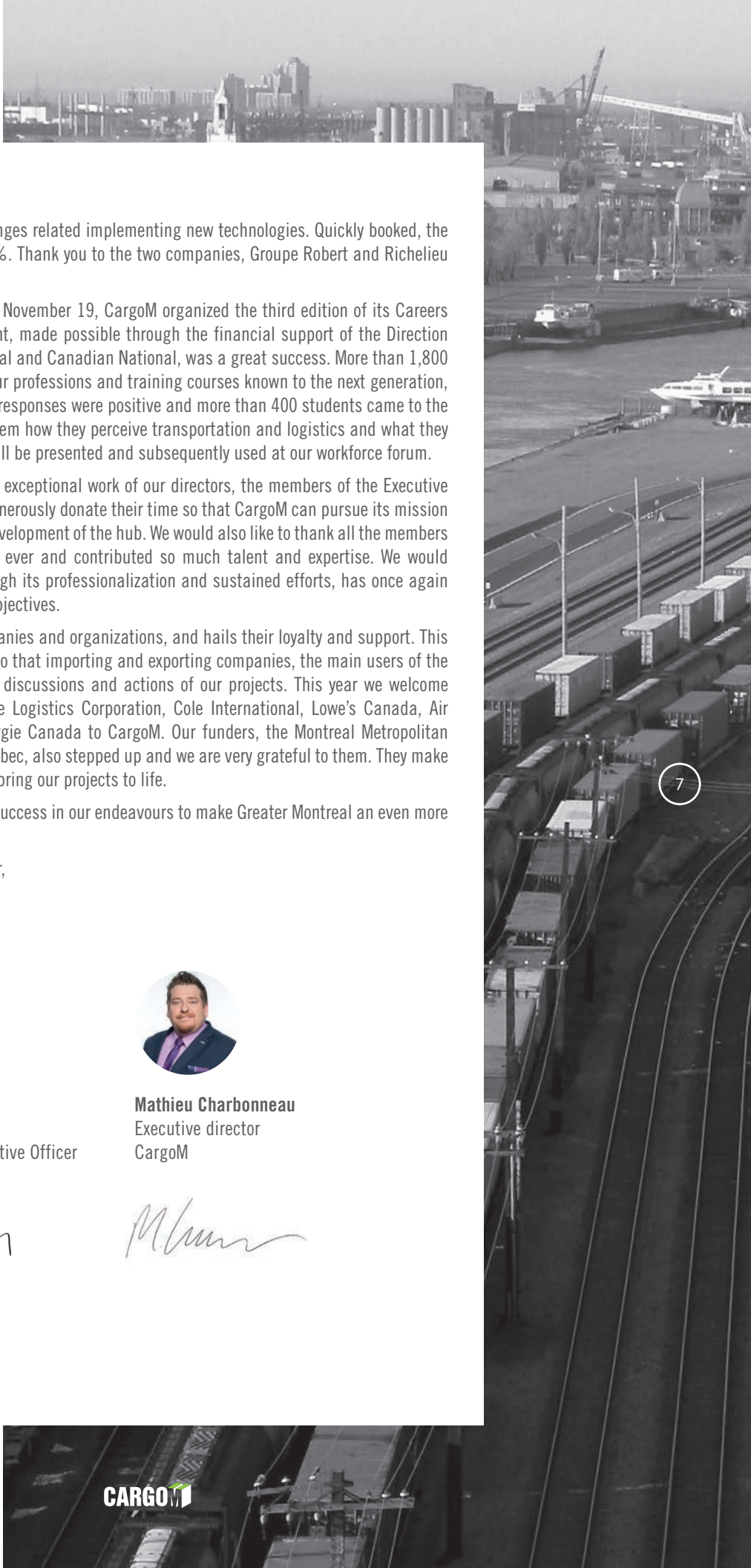
Fluidity being such a core focus for us, CargoM presented the results of a study on extending and harmonizing terminal opening hours. Following a meeting with about 50 participants, a pilot project was accepted. The MGTP and Termont terminals extended and synchronized their opening hours from 6 a.m. to 5 p.m. The results of the pilot project, namely a 20% increase in the volume of container trucks and a 15.3% throughput rate after 3 p.m., were presented by the Port of Montreal. Several follow-up meetings were held with the main players, in particular with clients. In September, they agreed to permanently extend opening hours until 11 p.m., extending Termont and MGTP's operations by nine hours, and in turn easing pressure on part of the supply chain. Fluidity was also at the core of two other studies CargoM conducted, one on preferential measures in freight transport and the other on short sea shipping.

To actively contribute to our sectoral development, we are pleased to announce that we obtained funding to establish our Foreign Trade Zone Point. Its mandate will be to promote local businesses and foreign direct investment by acting as a source of information on Canadian policies and programs related to foreign trade zones. This unique window of opportunity will facilitate interaction between businesses and federal agencies. The Foreign Trade Zone Point will boost the competitiveness and reach of the metropolis and its region.

Still with a view to promoting our supply chain, we officially launched our new Montreal Transport Logistics website, where it is now possible to calculate transit times via the Port of Montreal, promote the advantages of our supply chain to foreign investors and provide strong visibility to our members and partners. As the last tool to round out the Ambassador Guide, after the USB key and brochure, which will be distributed to all Quebec delegations abroad and many consulates, the website was presented to several consuls, importers and exporters and to international and economic development officials.

In partnership with the Ministry of the Economy and Innovation (MEI), CargoM organized Industry 4.0 visits whose mandate is to demystify the digital transformation of SMEs. These visits let the host companies present the opportunities available to them





and show how they have overcome the challenges related implementing new technologies. Quickly booked, the visits obtained a satisfaction rate of over 95%. Thank you to the two companies, Groupe Robert and Richelieu Hardware, who warmly welcomed us!

Since labour scarcity is one of our issues, on November 19, CargoM organized the third edition of its Careers in Transportation and Logistics Day. The event, made possible through the financial support of the Direction régionale de Service Québec de l'île de Montréal and Canadian National, was a great success. More than 1,800 participants visited the 57 booths. To make our professions and training courses known to the next generation, we invited several schools to participate. The responses were positive and more than 400 students came to the Grand Quay. We took the opportunity to ask them how they perceive transportation and logistics and what they expect in the labour market. These findings will be presented and subsequently used at our workforce forum.

In closing, we must once again recognize the exceptional work of our directors, the members of the Executive Committee and the Board of Directors, who generously donate their time so that CargoM can pursue its mission of cohesion, competitiveness, outreach and development of the hub. We would also like to thank all the members of our committees who mobilized more than ever and contributed so much talent and expertise. We would like to thank the full-time team, which, through its professionalization and sustained efforts, has once again surpassed itself by keeping its focus on our objectives.

CargoM now has more than 50 member companies and organizations, and hails their loyalty and support. This year, we created a new category of members so that importing and exporting companies, the main users of the supply chain, can actively participate in the discussions and actions of our projects. This year we welcome Décathlon, AGD Verchères Express, Transcare Logistics Corporation, Cole International, Lowe's Canada, Air Canada Cargo, ACS Logistics, PDI and Synergie Canada to CargoM. Our funders, the Montreal Metropolitan Community (MMC) and the Government of Quebec, also stepped up and we are very grateful to them. They make it possible for us to carry out our actions and bring our projects to life.

For 2019-2020, let's keep striving for further success in our endeavours to make Greater Montreal an even more competitive hub.

Happy reading, and all the best until next year,



Sylvie Vachon
Chair
President and Chief Executive Officer
Montreal Port Authority



Mathieu Charbonneau
Executive director
CargoM

TEAM



EXECUTIVE DIRECTOR
MATHIEU CHARBONNEAU, MBA
mcharbonneau@cargo-montreal.ca
514-508-2609 ext. 222



DIRECTOR, STRATEGY AND PROJECTS
MAGALI AMIEL, PH. D., MCILT
mamiel@cargo-montreal.ca
514-508-2609 ext. 223



PROJECT MANAGER
YVES MURRAY
ymurray@cargo-montreal.ca
514-508-2609 ext. 226



ADMINISTRATIVE ASSISTANT
KARINE DUDOIGNON
kdudognon@cargo-montreal.ca
514-508-2609 ext. 221

FOLLOW US!

cargo-montreal.ca • montrealtransportlogistique.ca



To subscribe to our newsletter,
visit our Home page.

2100 Pierre-Dupuy Avenue, Wing 2, Suite 2100, Montreal QC H3C 3R5 • 514-508-2609

EXECUTIVE COMMITTEE AND BOARD OF DIRECTORS

EXECUTIVE COMMITTEE

SYLVIE VACHON

CHAIR

President and Chief Executive Officer
Montreal Port Authority

MADELEINE PAQUIN

CO-CHAIR

President and Chief Executive Officer
Logistec Corporation

MICHAEL A. GRIER

TREASURER

Vice President, Global Logistics
Dorel Industries Inc.

MARC CADIEUX

DIRECTOR

President and Chief Executive Officer
Quebec Trucking Association

DARREN REYNOLDS

DIRECTOR

Director, Sales and Marketing Business
Development
Canadian National

VALÉRIE WELLS

SECRETARY

Director, Legal Affairs
Montreal Port Authority

BOARD OF DIRECTORS

MARC CADIEUX

President and Chief Executive Officer
Quebec Trucking Association

STÉPHANE CHEVIGNY

President
Intersand Group

LEON DIRADOURIAN

Regional Vice-President, Eastern Canada
Kuehne + Nagel Ltd.

NATHALIE DROUIN

Executive Director and Professor
KHEOPS, ESG UQÀM Écoles des sciences de la gestion

JULIEN DUBREUIL

General Manager
Termonet Montreal Inc.

MICHAEL FRATIANNI

President and Chief Executive Officer
Montreal Gateway Terminals Partnership

MARC GAGNON

Director, Government Affairs
and Regulatory Compliance
Fednav Limited

JACQUES GRÉGOIRE

Portfolio Manager
Fonds de solidarité FTQ

MICHAEL A. GRIER

Vice-President, Global Logistics
Dorel Industries Inc.

JORDAN KAJFASZ

AVP Sales and Marketing, International
Intermodal and Automotive
Canadian Pacific

STÉPHANE LAPIERRE

Vice President, Air Operations
and Air Services Development
Aéroports de Montréal

JEAN-ROBERT LESSARD

Vice-President, Public Affairs
Groupe Robert

MADELEINE PAQUIN

President and Chief Executive Office
Logistec Corporation

YVON PELLETIER

Interim President and
Chief Executive Officer
Maritime Employers Association

CHARLES RAYMOND

President and Chief Executive Officer
Ray-Mont Logistics

DARREN REYNOLDS

Director, Sales and Marketing
Business Development
Canadian National

NORMAN TAM

Executive Vice-President
*Mediterranean Shipping
Company (Canada) Inc.*

LAURENT TOURIGNY

President
Trac-World Freight Services Inc.

MARTIN TRÉPANIÉ

Director
CIRRELT, University of Montreal

PATRICK TURCOTTE

President
TYT Group

SYLVIE VACHON

President and Chief Executive Officer
Montreal Port Authority

OBSERVERS

RICHARD LARUE

Executive Regional Director
Issues and Program Management
Transport Canada

STÉPHANE PIGEON

Director, Green Economy
Directorate and Head of Logistics
Ministry of the Economy and Innovation

ÉLIANE SFEIR

Director
*Ministry of Municipal Affairs
and Housing*

MARIE-LOUP TREMBLAY

Research Advisor, Economic Development
Montreal Metropolitan Community

VALÉRIE WELLS

Director, Legal Affairs
Montreal Port Authority

STAFF

MAGALI AMIEL

Director, Strategy and Projects
CargoM

MATHIEU CHARBONNEAU

Executive Director
CargoM

MEMBERS

AIR TRANSPORT

 Aéroports de Montréal

 Air Canada Cargo

TRANSPORT AND MARITIME TERMINALS

 CMA-CGM

 CSL Group Inc.

 Empire Stevedoring

 Fednav Limited

 Groupe Desgagnés Inc.

 Logistec Corporation

 Mediterranean Shipping Company (Canada) Inc.

 Montreal Gateway Terminals Partnership

 Ocean Group

 Termont Montreal Inc.

 Viterra

RAIL TRANSPORT

 Canadian National

 Canadian Pacific

EXPORTERS - IMPORTERS

 Décathlon

 Dorel Industries Inc.

 Intersand

 Société des alcools du Québec (SAQ)


COMMITTEES AND ASSOCIATIONS

 Camo-Route

 Comité sectoriel de main-d'œuvre de l'industrie maritime

 Maritime Employers Association




















 Quebec Trucking Association

 Shipping Federation of Canada

 Société de développement économique du Saint-Laurent

 St. Lawrence Shipoperators

ROAD TRANSPORT AND LOGISTICS INTERMEDIARIES

	ACS Logistics		Michel Rozon Transport
	AGD Verchères Express		PDI
	Cole International		Ray-Mont Logistics
	Falcon International		Simard Transport
	GETPAQ Inc.		Synergie Canada
	Groupe Lafrance		Trac-World Freight Services Inc.
	Groupe Robert		Transcare Logistics Corporation
	GT Group Inc.		Transport Dsquare
	Hunt Refrigeration (Canada) Inc.		TYT Group
	Kuehne + Nagel Ltd		

ADMINISTRATIONS AND SHARED INFRASTRUCTURES

	Fonds de solidarité FTQ
	Montreal Port Authority
	St. Lawrence Seaway Management Corporation
	Transports Québec

EDUCATIONAL AND RESEARCH INSTITUTIONS

	CÉGEP André-Laurendeau
	CIRRELT, University of Montreal
	ESG UQAM Écoles des sciences de la gestion
	Executive Education, HEC Montréal
	Institut d'Innovation en logistique du Québec

4 WORKING GROUPS



WORKING GROUP 1 SECTOR DEVELOPMENT OPPORTUNITIES



WORKING GROUP 2 COMMUNICATION AND OUTREACH



WORKING GROUP 3 INNOVATION AND FLUIDITY



WORKING GROUP 4 WORKFORCE

ORIENTATIONS

Increase our impact on the **prosperity and economic development** of the metropolitan area's logistics chain.

Promote Greater Montreal as an **indispensable** logistics infrastructure.

Optimize the hub's fluidity and leverage innovation to become the gateway to North America.

Work collaboratively with the associations on projects aimed at **training, attracting** and **retaining talent**.

12

AD HOC COMMITTEES

Air Freight Committee

- › Discussion with stakeholders on opportunities to attract new markets
- › Collaboration with stakeholders to dynamize air freight

External Committees

- › Member of the Mobilité Montréal advisory committee
- › Member of Conseil Emploi Métropole
- › Member of the Québec government follow-up committee for the Sustainable Mobility Policy – 2030
- › Member of the Palais des Congrès de Montréal's Multisector Strategic Taskforce
- › Member of the Chamber of Commerce of Metropolitan Montreal's transportation committee
- › Member of the industrial port zone (ZIP) committee of:
 - Montreal
 - Contrecoeur-Varenes
 - Sainte-Catherine

WORKING GROUP 1

SECTOR DEVELOPMENT OPPORTUNITIES

Committee Co-Chairs:



Madeleine Paquin
President and Chief Executive Officer
Logistec Corporation



Laurent Tourigny
President
Trac-World Freight Services Inc.

MANDATE

Propose development perspectives and opportunities.

Provide Greater Montreal's freight transport and logistics sector with tools and measures to improve their competitiveness and increase their contribution to the region's economic development.

GOALS

Improve the efficiency of transportation and logistics in Greater Montreal.

Identify the keys to success to attract new distribution centres and make Greater Montreal a recognized and sought-after hub for its competitiveness.

ACHIEVEMENTS IN 2018

Presence and involvement in industrial port zone (ZIP) projects of Contrecoeur-Varenes, Sainte-Catherine and Montreal.

Grant obtained to establish the Greater Montreal Foreign Trade Zone (FTZ) Point and recruit a coordinator.

Meetings with foreign investors (German, Belgian, Indian, French and Qatari) to promote the Greater Montreal hub.

Design and launch of the *Ambassador Guide*:

- › Finalization of promotional tools (USB key, website)
- › Luncheon presentation on October 30, 2018 – 14 countries represented
- › Launch of montrealtransportlogistique.ca

Submission of a brief as part of the consultation on the Port of Montreal's Contrecoeur terminal.

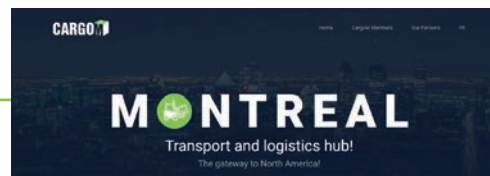
Agreement with the Ministry of the Economy and Innovation (MEI) to carry out Go Québec's work which is complementary to the Zoom MTL tool.

Meetings with Robert Beaudry, City Councillor for the Saint-Jacques district in charge of economic/commercial development and government relations on the City of Montreal's executive committee.

Participation in hearings held by the Office de consultation publique de Montréal and submission of a brief on the development of the Assomption Blvd. South and Longue-Pointe sector.

ONGOING KEY PROJECTS

- › Definition and implementation of a public relations strategy to support sector development opportunities.
- › International mission to Munich, during a transportation and logistics conference, to attract new investors and partners to the Greater Montreal supply chain.
- › Promotion and international dissemination of the *Ambassador Guide* to promote the strengths and advantages of the freight transport and logistics hub.
- › Study on the cold chain to determine the feasibility of establishing refrigerated storage facilities.
- › Deployment and promotion of the Foreign Trade Zone (FTZ) Point.
- › Participation in the work of the Contrecoeur-Varenes, Montreal and Sainte-Catherine ZIP committees.
- › Continuation of work on the Logistics Poles.
- › Hosting of foreign delegations and organization of events with the consulates located in Montreal to present our sector.



WORKING GROUP 2

COMMUNICATION AND OUTREACH

Committee Co-Chairs:



Nicole Trépanier
President
*Société de développement
économique du Saint-Laurent*



Marie-Chantal Savoy
Vice-President Strategy
and Communications
Logistec Corporation

MANDATE

Build effective and dynamic communication between governments, the public and stakeholders on the positive impacts of the logistics and freight transportation sector in Greater Montreal.

Promote the Cluster's activities and ensure the industry's outreach to extend the freight transport and logistics community's outreach.

GOALS

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

Actively participate in the international outreach of the Cluster and Montreal's transportation and logistics hub.

ACHIEVEMENTS IN 2018

Celebration of CargoM's 5th anniversary and networking activities at our annual meeting of members and our Career Day event.

Awareness studies on CargoM's first five years.

Submission of a brief to Transport Canada as part of the consultation on port modernization.

Promotion of the industry at major events:

- › Movin'on and co-organization of a workshop with the Montreal Port Authority
- › CILT International Convention – Wrocław
- › Air Cargo Forum and Exhibition 2018 – Toronto
- › 60th Annual Conference of the Association of Canadian Port Authorities – Saint John
- › 3rd edition of the FDI Forum – Ottawa
- › CIFFA 70th Anniversary Conference
- › Cargo Logistics Canada – Vancouver
- › RILA – Orlando

Organization of Industry 4.0 visits to Groupe Robert and Richelieu Hardware in partnership with the Ministry of the Economy and Innovation (MEI).

Luncheon presentation of the Ambassador Guide – 14 countries represented.

Introductory meetings on CargoM and its activities with representatives of government authorities (Ms. Chantale Rouleau, Mr. Robert Beaudry, Mr. Éric Girard).

Strategic monitoring of media and social media.

14

ONGOING KEY PROJECTS

- › Participation in the Munich mission as part of the Transport Logistic trade fair in Munich
- › Campaign to promote jobs in the sector
- › Definition and implementation of a public relations strategy
- › Production of promotional capsules to demystify our sector
- › Attraction to transportation and logistics events (conferences, trade fairs)
- › Industry visits (to be confirmed)
- › Strategic monitoring of media and social media



WORKING GROUP 3

INNOVATION AND FLUIDITY

Committee Co-Chairs:



Marc Cadieux
President and Chief Executive Officer
Quebec Trucking Association



Norman Tam
Executive Vice-President
*Mediterranean Shipping
Company (Canada) Inc.*

MANDATE

Promote the development and implementation of projects that benefit as many supply chain users as possible in order to improve access and fluidity of truck transportation in Greater Montreal.

Contribute to the implementation of advanced infrastructure and technology projects to optimize transport and logistics operations.

Support best practices and promote the use of advanced technologies in the transportation and logistics industry to improve the competitiveness of companies in the sector.

GOALS

Actively participate in committees to promote our industry and, if necessary, create consensus-building committees.

Undertake complementary studies to support those underway and conduct specific pilot projects and measure their impact on Greater Montreal.

Adopt, share and integrate industry best practices and leading-edge technologies while meeting sustainable development objectives.

ACHIEVEMENTS IN 2018

Project to extend and harmonize terminal opening hours:

- › Carrying out and presentation of a study
- › Implementation of a pilot project to harmonize and extend the opening hours from 6 a.m. to 5 p.m. at the MGTP and Termont terminals
- › Presentation of the pilot project's finding
- › Meeting with the chain's high-volume actors and clients (more than 55 participants) to discuss the follow-up of the project
- › Creation of a Fluidity Table to work on implementing lasting solutions to improve operations.

Collaboration with JalonMTL and participation in discussions and meetings on various urban distribution centre (UDC) options.

Follow-up of the CoopCarbone – ESG UQÀM École des sciences de la gestion project on the Urban Logistics Centre (ULC) on St. Hubert Street and presentation of the delivery issues in urban areas at their conference.

Reflections on the evolution and upgrading of CargoM's technological tools:

- › Transfer of SPI-LI to Port of Montreal servers
- › Review of the Ottoview usage strategy
- › Phases 2 and 3 of the development of the CargoMobile application.

Completion of a study on the feasibility of a short sea shipping project (SSS) between the South Shore and the Island of Montreal in collaboration with FP Innovation and the St. Lawrence Shipowners.

Completion of a study on the potential for the implementation of preferential measures for freight transport in Greater Montreal in collaboration with ACQ and CIRRELT.



ONGOING KEY PROJECTS

- › Performance monitoring for the supply chain following the extension of terminal opening hours.
- › Organization of a promotional campaign and meetings on the extension of terminal opening hours.
- › Organization of a hackathon to give a new dimension, dynamic and scope to our technological tools.
- › Completion of a study on the cost of using the Greater Montreal supply chain and definition of performance indicators.
- › Organization of mitigation measure for major projects, such as the Louis-Hippolyte-La Fontaine Tunnel.

WORKING GROUP 4 WORKFORCE

Committee Co-Chairs:



Nathalie Drouin
Executive Director and Professor
KHEOPS, ESG UQÀM Écoles des sciences de la gestion



Mélissa Touré
Transport and Logistics Leader
Décathlon

MANDATE

Promote 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.

GOALS

Fill the urgent need for new talent in this sector by focusing on concrete actions to attract new talent.

Promote the opportunities offered by the industry to young people and people looking for a new career.

ACHIEVEMENTS IN 2018

Third edition of Career Day:

- > 57 booths
- > 1,800 participants
- > 400 students present (high school and college)
- > Presence of simulators and trucks
- > Conferences on the transport trades

Conducting a Think Tank with more than 100 young people to target the attraction and recruitment issues faced by the industry.

Participation in the Chamber of Commerce of Metropolitan Montreal (CCMM) Interconnection Workshop – Sectoral conferences in freight transport.

Participation in the work of the committee on training and job matching of the Conseil Emploi Métropole as a member of the board of directors.

Attendance at the 2018 immigration fair to promote jobs in transportation and logistics.

Participation in the work of the committee of “I choose Montréal” initiative.

Promotion of jobs and training in transportation and logistics by issuing newsletters dedicated to employment.

Participation in the training and job-matching committee of the Maritime Strategy Secretariat.

Participation in the creation of a new ACS in transportation and logistics (André-Laurendeau, Champlain and Lionel-Groulx CEGEPS).

Participation in sector studies:

- > Comité sectoriel de main-d'œuvre de l'industrie maritime on the needs for land-based maritime professions
- > Maritime Strategy Secretariat on training and job matching.

Presentation of the trades, skills of the future and job prospects in transportation and logistics to graduate students and students in several CEGEPs and high schools.

16

ONGOING KEY PROJECTS

- > Workforce forum to work with human resources managers on career promotion and recruitment initiatives.
- > Career Day, fourth edition.
- > Reflection on the digitization of the game Follow the container.
- > Job promotion (job newsletter and CargoM website).
- > Participation in projects of the Conseil Emploi Métropole and the various committees.

FAITES CARRIÈRE EN TRANSPORT ET LOGISTIQUE!

CARGO M GROUPE MÉTROPOLITAIN DE LOGISTIQUE ET TRANSPORT DE MONTRÉAL

JOURNÉE CARRIÈRES CargoM
Lundi 19 novembre 2018
De 10h à 16h

Grand Quai du Port de Montréal
200, rue de la Commune Ouest, Montréal
Métro Place-d'Armes

► **ENTRÉE GRATUITE**

UN SECTEUR DYNAMIQUE QUI REGROUPE PLUS DE 6 000 ENTREPRISES ET REPRÉSENTE QUELQUE 120 000 EMPLOIS DIRECTS ET INDIRECTS DANS LA GRANDE RÉGION DE MONTRÉAL.

POUR EN APPRENDRE D'AVANTAGE SUR LES CARRIÈRES EN TRANSPORT ET LOGISTIQUE, CONSULTEZ NOTRE SITE INTERNET.

Partenaires: CN, Québec

FINANCIAL STATEMENTS

REVENUE	2018	2017
Contributions	\$ 399,166	\$ 406,000
Membership fees	\$ 249,458	\$ 246,750
Revenue from activities	\$ 119,879	\$ 219,452
Other	\$ 28,461	\$ 16,432
Total	\$ 796,964	\$ 888,634
CHARGES		
Workshop fees	\$ 113,686	\$ 178,796
Payroll	\$ 388,919	\$ 399,184
Administrative expenses	\$ 266,018	\$ 293,747
Total	\$ 768,623	\$ 871,727
Excess of revenue over Expenses for the year	\$ 28,341	\$ 16,907

The financial information summarized above is derived from financial statements audited by PricewaterhouseCoopers as at December 31, 2018. If you wish to view CargoM's detailed financial statements, please contact us.



CargoM ambassador and promoter of the Greater Montreal hub **nationally and internationally**



JUNE 3 – 6, 2018
CILT International Convention – Wrocław



SEPTEMBER 10 – 13, 2018
60th Annual Conference of the Association of Canadian Port Authorities – Saint John



OCTOBER 17, 2018
Air Cargo Forum and Exhibition presented by The International Air Cargo Association (TIACA) – Toronto



OCTOBER 23, 2018 - FDI
Forum organized by Area Development and the CAI Global Group – Ottawa



OCTOBER 30, 2018
Presentation of CargoM's montrealtransportlogistique.ca – Montreal



FEBRUARY 5 – 7, 2019
Cargo Logistics Canada – Vancouver



FEBRUARY 25 – 27, 2019
Link 2019 organized by Retail Industry Leaders Association (RILA) – Orlando

THE CargoM AMBASSADOR GUIDE

Discover the advantages of the Greater Montreal hub!

Greater Montreal:

More than **122,000** direct and indirect jobs



More than **142 million** metric tons handled each year



More than **6,000** logistics and transportation companies in Greater Montreal



\$4.3 billion in economic benefits generated each year by the industry in Greater Montreal



CargoM brochure *Why Choose Montreal?*



10 reasons to use Montreal to develop your business and the strengths of our supply chain.

USB key



A wide range of informative documents and videos on CargoM, its members and partners, the supply chain and the various international economic agreements.

Montrealtransportlogistique.ca website



The many strengths that make the city an essential gateway to North America, the key players in the Greater Montreal supply chain and a tool for calculating a selection of import and export transit times via Montreal.

www.montrealtransportlogistique.ca

CargoM IN THE MEDIA



April 4, 2018
 Montreal terminals plan longer gate hours to address congestion
JOC.com



August 31, 2018
 Le Port de Montréal, pilier de la renaissance de Montréal
Le Devoir



April 11, 2018
 Sylvie Vachon, PDG Administration portuaire de Montréal – Modernisation du port de Montréal
Ici Radio-Canada



September 11, 2018
 Projet pilote concluant : Heures d'ouverture prolongées aux terminaux de MGTP et Termont du Port de Montréal
Transport routier



May 17, 2018
 La prospérité selon Mathieu Charbonneau
Prospérité Québec



October 4, 2018
 La main-d'œuvre doit être la priorité du gouvernement de la CAQ, disent les employeurs
Journal de Montréal



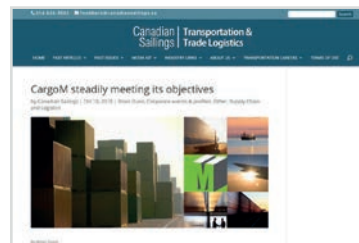
May 30, 2018
 Un prestigieux comité stratégique multisectoriel est mis en place pour attirer à Montréal toujours plus de congrès internationaux
Blogue Palais des Congrès de Montréal



October 4, 2018
 Stratégie nationale sur la main-d'œuvre, il faut poursuivre le travail
CPQ



June 11, 2018
 CargoM publie son bilan des activités 2017-2018
Transport Magazine



October 18, 2018
 CargoM steadily meeting its objectives
Canadian Sailings

CargoM IN THE MEDIA



November 18, 2018

Pénurie de main-d'œuvre : des emplois dans le transport disponibles

La Presse



December 13, 2018

Montreal port encourage off-hour cargo pickup

JOC.com



November 18, 2018

Des centaines d'emplois sont disponibles dans l'industrie du transport

Le Droit



January 2019

Montréal – Plaque tournante des échanges commerciaux

Montréal Économique



November 19, 2018

Journée carrières de CargoM : Plus de 1 500 participants, des embauches à venir

Transport Routier



January 28, 2019

L'ACQ et CargoM renouvellent leur appui à la mobilité durable

Transport routier



November 20, 2018

Participation record à la Journée carrières CargoM

Transport Magazine



February 22, 2019

L'une des fondatrices de CargoM honorée par ses pairs

Transport routier



December 11, 2018

Panoplie d'emplois dans le domaine du transport dans la grande région de Montréal

Montréal.tv



March 6, 2019

Nouveau site Internet pour CargoM

Transport Routier