

CHAMBER
OF MARINE
COMMERCE
BOARD OF
DIRECTORS

December 2019



**Chamber of Marine Commerce
Board of Directors**

MEMBERSHIP CATEGORY	DIRECTORS	COMPANY	FIRST ELECTED
Shippers	Carsten Bredin	Richardson International	Jun 2018
	Keith Fowler	Redpath Sugar	1995
	Jack Frye	Southwestern Sales	1994
	Chuck Hriczak	LafargeHolcim	Jun 2016
	Byron Johnson	Cargill Limited	Jan 2018
	Danielle Lewis	ArcelorMittal Dofasco	Jan 2018
	Pascal Nobecourt	Iron Ore Company	Jan 2018
	Jim Reznik	St. Marys Cement (Votorantim)	Jun 2018
	Sujit Sanyal	Stelco Holding Inc.	Jun 2018
	Denis Wilson	Viterra	Jan 2015
Shipowners	Louis-Marie Beaulieu	Groupe Desgagnés	1999
	Scott Bravener	McKeil Marine	May 2019
	Jean-Philippe Brunet	Groupe Ocean	Jun 2014
	Aaron Degodny	Lower Lakes Towing	May 2019
	Wesley Newton	Algoma Central Corporation	Jun 2018
	Allister Paterson	CSL Group	Jun 2015
Ports/Seaway	Terence Bowles	St. Lawrence Seaway Mgnt. Corp.	Dec 2010
	Tony Boemi	Montréal Port Authority	May 2011
	Deb DeLuca	Duluth Seaway Port Authority	Jun 2019
	Will Friedman	Cleveland-Cuyahoga Port Authority	Jun 2018
	Ian Hamilton	Hamilton Oshawa Port Authority	Jan 2017
	Clayton Harris	Illinois Port Authority	Jun 2016
Terminals	George Di Sante	Logistec Inc.	Jun 2016
	Michael Fratianni	Montreal Gateway Terminal	Jun 2014
Marine Related	Marc Isaacs	Isaacs Odinocki LLP	Jan 2017
	Ron Eldridge	Marsh Canada	Jan 2017
Honorary Directors	Guy Dufresne	Quebec Cartier Mining	1994-2008
	John (Jack) Leitch	Upper Lakes Group Inc.	Founding Member
	Laurence Pathy	Fednav Limited	1994-2013
	Wayne Smith	Algoma Central Corporation	1996-2018

Louis-Marie Beaulieu
Chairman and CEO
Groupe Desgagnés Inc.

Mr. Louis-Marie Beaulieu, FCPA, FCA, C. Dir., is Chairman of the Board and CEO as well as majority shareholder of Desgagnés, a private company specialized in marine transportation of general cargo and passengers. Graduated from the *Université du Québec à Rimouski* (UQAR), Mr. Beaulieu also holds a diploma from McMaster University for the corporate governance program, granting him the Chartered Director designation. Prior to his purchase of Desgagnés in 1987, he occupied the position of finance and administration director from 1981 to 1987.

Over the course of his career, Mr. Beaulieu has served on many boards and audit committees, such as the St. Lawrence Economic Development Council (SODES), the *Société de l'assurance automobile du Québec* (SAAQ), the *Société Immobilière du Québec* and the Canadian Commercial Corporation (CCC). He also presided a number of audit committees, amongst which the SAAQ, the CCC and the Standard Compensation Act Liability Association Ltd (SCALA).

He was also member of various organizations, such as the UQAR's Academic Council, president of the National Marine Industrial Coalition as well as president of the Great Lakes / St. Lawrence Maritime and Industrial Coalition, and co-president with the Québec Minister of the Marine Industry Forum.

Presently he sits on a number of boards of directors such as such as the Quebec Employers' Council (also as Chairman), and Transat A.T., and is member of various organizations and associations, amongst which the Marine Transportation Advisory Council, the *Cercle des présidents*, the QG-100 Network and the Business Council of Canada.

Tony Boemi
Vice President, Growth and Development
Montréal Port Authority

Tony Boemi joined the Montreal Port Authority (MPA) as Vice-President, Growth and Development in May of 2008. Prior to joining the MPA, his entry into the Maritime industry dates back to 1975, when he first joined Canadian Pacific Ships (CP Ships).

He completed his studies in information technology from Control Data Institute, and also obtained management, and marketing certificates from Concordia University.

Throughout his tenure with CP Ships, he held several senior management positions within the company's different brands, and gained extensive experience in the areas of IT, sales management, marketing, and commercial trade services.

Following the acquisition of CP Ships by Hapag-Lloyd AG in 2005, he was appointed Director, Sales and Marketing, Canada for Hapag-Lloyd, a position he held until May 2008, when he joined the Montreal Port Authority's management team.

His current responsibilities with the MPA include developing the commercial strategies in the sectors of containers, general cargo, liquid and dry bulk commodities and the cruise sector, and also oversees the Port of Montreal's representatives, based in the USA, Europe, and Asia.

He is a board member of the Chamber of Marine Commerce, and is also President of the St. Lawrence Cruise Association. He is an active participant to several other industry associations.

Terence Bowles

President & CEO

St. Lawrence Seaway Management Corporation

Terence F. (Terry) Bowles was appointed President and CEO of the St. Lawrence Seaway Management Corporation as of November 1, 2010. This private, not-for-profit corporation was created in 1998, pursuant to the Canada Marine Act, to operate and maintain the Canadian Seaway.

Terry Bowles graduated with a Bachelor of Applied Science in Chemical Engineering from Laval University in his home town of Quebec City. He later completed his Master of Business Administration degree at Montreal's McGill University.

Prior to joining the Seaway, Terry Bowles was President and CEO of the Iron Ore Company of Canada (IOC), a position he held from 2001 to 2010. IOC's major shareholder and operator is the international mining group Rio Tinto, which has activities in more than 40 countries worldwide.

Earlier in his career, he spent many years at Rio Tinto's Quebec Iron and Titanium (QIT), a fully integrated mining and smelting company with activities ranging from mineral extraction to the manufacturing of steel and related products. At QIT, he started in the Technical and Operations areas of the organization and, ultimately, assumed the position of President.

Scott Bravener

President

McKeil Marine Limited

Capt. Scott Bravener assumed the role of President, McKeil Marine Limited in March 2019. Scott joined McKeil after an impressive career of more than 30 years in the maritime industry.

Scott was the founder of Lower Lakes Towing Ltd., which started in 1994 and grew under his leadership to own and operate, along with its U.S. affiliate Grand River Navigation Company, the largest binational fleet operating on the Great Lakes. Scott most recently served as Co-president and Chief Operating Officer of Rand Logistics Inc., the parent company of these two companies.

Capt. Bravener has worked in the Great Lakes shipping industry since 1982, serving in various capacities with Canada Steamship Lines Inc. and P & H Shipping prior to the formation of Lower Lakes. In 2013, he was selected as Great Lakes "Maritime Man of the Year" and inducted into the Great Lakes Marine Hall of Fame.

Carsten Bredin

Vice-President, Grain Merchandising

Richardson International

Carsten Bredin is Vice President of Grain Merchandising at Richardson International. Richardson was first established in 1857 and is a global agribusiness leader, providing agronomic inputs and advice to growers, grain handling and merchandising activities, and value added processing of canola and oats.

Carsten joined Richardson in 1990 as a commodity merchant and has traded many commodities in both domestic and international markets. In 1997, he moved to Guelph Ontario to develop an export market for Richardson's newly constructed export elevator in Hamilton Ontario. He moved back to Winnipeg in 2000 to manage the merchandising of eastern grains and pulses. In 2012, he was tasked with launching Richardson's wheat merchandising strategy with the introduction of the open market. He has a vast experience in movement of grain in the Great Lakes over this time period.

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Currently he provides leadership and strategic direction to the merchandising group and Richardson's international sales offices in Geneva, Singapore and Hong Kong.

Carsten was raised on a farm just east of Winnipeg and received a Bachelor of Science in Agriculture from the University of Manitoba, majoring in Agriculture Economics and serves as Vice Chairman for the North American Export Grain Association.

Jean-Philippe Brunet

**Executive Vice-President, Corporate and Legal Affairs
Groupe Océan**

Jean-Philippe Brunet has been with Ocean Group since September 2011 as Executive Vice President, Corporate and Legal Affairs.

Holding a law degree from the *Université de Sherbrooke*, Mr. Brunet is a lawyer and member of the *Barreau du Québec* since 1998. Until July 2011, he served during four years as Chief of Staff at the *ministère des Transports du Québec* and for one year as Chief of Staff for the Minister of *Emploi et Solidarité sociale*

Previously, Mr. Brunet has held the position of Corporate Secretary of Kruger Inc. Company and its subsidiaries.

Mr. Brunet holds the position of Chairman of the Board for the St. Lawrence Shipoperators, and same for the Eastern Canadian Tug Owners Association. He is also a member of several associations, including the St. Lawrence Economic Development Council, the Chamber of Marine Commerce, the Canadian Maritime Law Association, and the *Table de concertation régionale sur la gestion intégrée du Saint-Laurent*.

Aaron Degodny

**President & Chief Operating Officer
Rand Logistics / Lower Lakes Towing**

Aaron H. Degodny is President & Chief Operating Officer of Rand Logistics, Inc., a leading provider of bulk freight shipping solutions throughout the Great Lakes region. He was promoted to this role in March 2019 having previously held the position of Chief Commercial Officer since February 2016.

Aaron has over 25 years of experience in the transportation and logistics industry, with the majority of his career in the bulk commodities and industrial products sectors. Prior to joining Rand, Aaron was employed with Canadian National (CN) Railway for 20 years, where he served as Director of Sales for Bulk Commodities for the United States and Canada, one of the railroad's largest business segments.

Aaron began his career at Cargill, Inc., the largest privately held company in the world. He enjoyed rapid and continuous promotion into positions of increasing responsibility in commodity merchandising, transportation and general management.

Deb DeLuca
Executive Director
Duluth Seaway Port Authority

Deb DeLuca was appointed Executive Director of the Port Authority, effective August 16, 2018, becoming the first woman to take the helm of the organization in its 60-plus-year history.

As Government and Environmental Affairs Director for the previous four years, she tracked regulatory issues and legislation for DSPA, the Port of Duluth-Superior and the Great Lakes-Seaway System. She represents the Port's interests to policymakers at local, state and federal levels of government and to environmental, economic development and community development organizations.

DeLuca currently is president of the Minnesota Ports Association, chairs the Harbor Technical Advisory Committee for the Duluth-Superior Metropolitan Interstate Council, serves on the Executive Committee of the Duluth Area Chamber of Commerce and the Board of the Iron Mining Association, and represents DSPA on the Mayor's Economic Development Coalition. As owner and principal of DeLuca Strategies for 14 years, she provided consulting services to public, private and non-profit sector Clients. She began her career at the Minnesota Department of Agriculture after which she worked with the MPCA, becoming supervisor of its Voluntary Investigation and Cleanup (VIC) Program in 1996.

A graduate of UW-Madison, DeLuca earned a B.S. degree in molecular biology and a master's in land resources from the UW Institute for Environmental Studies.

George Di Sante
Vice-President, Market Development
Logistec Corporation

George Di Sante joined Logistec on May 2, 1999 as National Director - Bulk, to assist in the company's growth in the bulk products sector. Logistec Stevedoring Inc. is one of the largest cargo handling companies in Eastern Canada and has a network of 30 strategically located facilities across Eastern Canada, the Great Lakes, and the United States East Coast with one of its objectives to grow its bulk division.

Logistec has developed expertise in handling various types of cargoes namely forest products, metals, containers, fruit, bulk cargoes, grain and bagged cargoes, and other general cargo. Logistec Stevedoring Inc. is a subsidiary of Logistec Corporation, a publicly traded company on the Toronto stock exchange.

Prior to joining Logistec, George worked at Québec Iron and Titanium (QIT) a division of Rio Tinto. As Director of Transportation, he oversaw all inbound shipments of bulk raw materials for the smelter, as well as the shipping and distribution, by vessel, barge - on both the US and European inland waterways - truck, container, and rail, of all the company's finished products to international markets. Part of the distribution of a foundry grade pig iron consisted of having a strategically located network of stockpiles in the US and in Europe.

George is a graduate of Concordia University.

Ron Eldridge
Senior Vice President
Marsh Canada Limited

Ron is a Senior Vice President in the Marine and Transportation division of Marsh's Toronto office. He is also the national hull practice leader. His primary responsibilities are managing the insurance and risk management needs of clients in the marine and related industries.

Ron joined Marsh Canada Limited in 2011 following 35 years with another major insurance broker. He has focused his career on serving the insurance and risk management needs of clients in the marine and transportation industries. He is an accredited average adjuster, which brings another risk management dimension for the benefit of clients.

While his focus is primarily on the risk identification and placement needs of clients, he works on a wide range of projects in consulting roles such as contract assessment and negotiation, risk identification and allocation as well as traditional and alternate risk financing modelling.

Ron holds a degree in Business Administration from Ryerson University. His professional affiliations include: Chartered Insurance Professional (CIP), Canadian Risk Management (CRM), Associate, Insurance Institute of Canada (AIIC) and Accredited Member of the Association of Average Adjusters of the United States and Canada.

Keith Fowler
Raw Sugar Logistics Manager
Redpath Sugar Ltd.

Keith Fowler has served as Raw Sugar Logistics Manager for Redpath Sugar Ltd since 2009 and is responsible for all marine transportation, transshipment and raw sugar inventory including off-site storage operations.

From 1994 to 2009, Mr. Fowler held the position as Refinery Trader/ Logistics Coordinator responsible for raw sugar and currency hedging as well as inbound raw sugar logistics. Mr. Fowler's previous positions with Redpath Sugar included Purchasing Manager and Inventory Accountant.

Mr. Fowler attended the University of Toronto, Ryerson Polytechnic Institute and Humber College.

Michael Fratianni
President & CEO
Montréal Gateway Terminals Partnership

Michael Fratianni is the president and chief executive officer of the Montreal Gateway Terminals Partnership ("MGT"). In this role, he oversees all aspects of MGT's operations, including carrier relations, business development, expansion, safety and the terminals' impact on the local economy and job growth. During his tenure at MGT the terminals have attracted new carriers, increased cargo multi-fold and more than quadrupled capacity from thirty acres to 140 acres, generating a significant increase in jobs and tax revenues for the city of Montreal.

MGT is the leading operator at the Port of Montreal, the international port closest to America's industrial heartland. Strategically positioned 1,600 kilometers inland on the St. Lawrence River, MGT is the shortest route connecting the US Northeast and Midwest market of 100 million consumers to Northern Europe and the Mediterranean.

Mr. Fratianni is a seasoned senior financial executive with an extensive background in marine terminal management and banking. Over the course of his career Mr. Fratianni has applied his financial acumen and innovative thinking to help win new business, modernize and automate all

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areas of the business, improve productivity, generate new revenue streams, and containing cost for MGT.

Mr. Fratianni plays a formative role in maritime and transportation industry committees, helping to promote environmental conservation and maximize efficiencies. A well-respected figure in transportation and terminal management, Mr. Fratianni is widely recognized for his collaborative leadership style and track record of developing and managing strong teams.

Mr. Fratianni is the president of the boards of the Mariner's House (a non-profit organization that assists seafarers) and the Marie-Clarac Hospital Foundation. He is chairman of the Maritime Employers Association and is also a director on the boards of CargoM (a transportation advocacy group within the economic development strategy of Greater Montreal), the St. Lawrence Economic Development Council (SODES) and the Maritime Data Center (a provider of payroll management services). He is also an active member of the Association of Certified General Accountants (CGA), the Montreal Board of Commerce and Trade, the Montreal East Chamber of Commerce and Industry, and the co-president of a \$35 million fundraising program for the Marie-Clarac Palliative Care Pavilion.

Mr. Fratianni earned his Bachelor of Commerce from Concordia University, completed an executive development program at McGill University, and holds a CPA, CGA professional accounting designation.

William Friedman **President and CEO** **Cleveland-Cuyahoga County Port Authority**

William D. Friedman became president and CEO of the Cleveland-Cuyahoga County Port Authority in June, 2010. Under Mr. Friedman's leadership, the Port of Cleveland has experienced a resurgence in maritime trade and long-sought diversification of cargo types. In 2014, the Port launched the Cleveland-Europe Express service, revitalizing shipping via the Great Lakes/St. Lawrence Seaway system and solidifying Cleveland's position as its leading international hub.

Mr. Friedman has more than 25 years' experience in port management, real estate development, the international supply chain and multimodal distribution. He served as vice president, ports and logistics for Duke Realty Corp. from 2004 to 2009, helping the company expand to key port and inland logistics hubs including the Port of Savannah and the Rickenbacker Global Logistics Park in Columbus, Ohio.

Before joining Duke Realty, Mr. Friedman was CEO of the Ports of Indiana from 2000 to 2004, where he improved financial results, increased cargo volumes, and secured more private investment, resulting in a record \$1.5 billion annual economic impact statewide.

Prior to that, Mr. Friedman spent 10 years with the Port of Seattle serving in a variety of management roles including director of seaport strategic planning, general manager of cargo piers and industrial properties, and senior harbor development planner. Mr. Friedman's work in Seattle enabled a \$600 million expansion of one of the nation's primary container ports.

Mr. Friedman is President of the American Great Lakes Ports Association and serves on numerous industry and civic boards including the Executive Committee of the American Association of Port Authorities, Green Marine, the Northeast Ohio Development Fund, the Northeast Ohio Areawide Coordinating Agency, and the Cuyahoga County Economic Development Commission.

Mr. Friedman holds two degrees from Indiana University -- a bachelor's degree in history, and a master's degree in public administration with a concentration in urban and regional planning.

Jack Frye
Vice President & COO
Southwestern Sales Corporation

Jack is Chairman of the Board and COO of Southwestern Sales Corporation Limited. Jack is no stranger to the industry, having spent 47 years working in the family owned business that was incorporated in 1959. He is also President and owner of Detroit Bulk Storage in Detroit, Michigan.

His companies own eight docks in Ontario and Michigan that handle high quality aggregates and uses, efficient shipping services to and from the quarries throughout the Great Lakes, the largest being Carmeuse Lime & Stone. His company docks are located in Detroit, Marine City, Kingsville, Windsor, Sarnia, Sombra and Owen Sound.

He has been on the Chamber of Marine Commerce board of directors for 23 years. He is also a senior member of the Windsor Port Users and is the chairman of the board of the Kingsville Non-Profit Port Users Association.

Jack was a serving member of the Essex-Kent Scottish Regiment of Windsor. In the winter his spare time is spent following his beloved Montreal Canadiens to their various games around the league. Summer is a time of meeting with friends throughout the shipping industry. His favourite saying is "When you go the extra mile it is never crowded".

Ian Hamilton
President & CEO
Hamilton Oshawa Port Authority

Ian Hamilton is President & CEO of the Hamilton Oshawa Port Authority. He assumed this role in January 2017, after serving as the Hamilton Port Authority's Vice President of Business Development and Real Estate since 2008, in which he was instrumental in the Port's success in attracting more than \$300M in external investment.

Ian possesses more than 25 years of experience in international transportation and logistics in Europe and North America, and has held progressively senior positions in the liner shipping industry, including Transatlantic Trade Director (Europe) for CP Ships and Business Development Manager for Hapag-Lloyd. Ian holds an MBA from Aston University (UK) and a BSc in business administration and economics from the College of Charleston, South Carolina.

Ian is a Charter Member of the Institute of Logistics and Transport North America, and currently serves as President of the Ontario Marine Transportation Forum.

Clayton Harris III
Executive Director
Illinois International Port District

Clayton Harris III is the Executive Director for the Illinois International Port District at the Port of Chicago. In this role, Clayton and the Illinois International Port District are committed to developing and maintaining a world-class port that operates as a modern, strategically driven facility and is focused on generating and expanding economic activity and employment for the benefit of the City of Chicago and State of Illinois.

Clayton was formerly the Director of Government Affairs for the Midwest United States with CH2M HILL, a global engineering design/build consulting firm.

After earning his Bachelor of Science in Aerospace Technology and while working at the Pentagon in Combat Systems Engineering in the Ballistic Missile Defense Organization Clayton attended law

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school full time while continuing to work full time at the Federal Aviation Administration then at the United States Department of Agriculture as an Equal Employment Opportunity Commission Specialist. Once he graduated from Howard University's School of Law he moved to Chicago to become a Cook County Assistant States' Attorney.

Subsequently, Clayton was tapped by Mayor Richard M. Daley to help work his legislative agenda in Springfield where he focused on crime, environment and labor. Then, in 2006 the State of Illinois tapped Clayton as chief of staff for the Illinois Department of Transportation where he led the billion-dollar reconstruction of the Dan Ryan and Kingery Expressways.

Clayton was once again wooed to come work in a larger capacity, this time the Governor's office called and placed him over all state infrastructure as the Deputy Chief of Staff where he oversaw and managed every capital agency in the state. While working in this capacity, Clayton stepped up during the state's most dire time and ultimately assumed the role and responsibilities as Chief of Staff for the entire state of Illinois and for fifty-one days kept the state afloat until the next Governor was transitioned into office.

In addition to the work that Clayton engages in professionally, academically he enjoys lecturing at the University of Chicago, where he teaches Process and Policy in State and local government in the school of Public Policy.

Chuck Hriczak
Marine Operations Manager
LafargeHolcim U.S.

Chuck manages the company's marine operations in the Great Lakes and Northeast regions for both the cement and aggregate product lines. In this role, he is responsible for budgeting, contract negotiation, asset utilization, and operations management. He assumed this role in June of 2016 and is based out of the company's US Headquarters office in Chicago. Chuck joined Lafarge in May of 2014 as a Supply Planner for the Inland River markets. Prior to joining Lafarge, he held various Management, Purchasing, and Sales roles at McMaster-Carr, a prominent industrial supply company.

Chuck holds a Bachelor's of Business Administration from James Madison University in Harrisonburg, VA and Masters of Business Administration from Villanova University. He also holds a Master's of the Arts degree in Sports Administration from Northwestern University.

Marc Isaacs
Partner
Isaacs Odinocki LLP

Marc Isaacs is a Partner with Isaacs Odinocki LLP, a leading Toronto maritime, transportation and insurance law firm. The firm represents clients from all areas of the maritime industry including ship owners, ship managers, ship suppliers, freight forwarders, domestic and international marine insurers and Protection & Indemnity clubs. Marc's practice includes resolving maritime, commercial and insurance disputes; emergency response to marine incidents; and commercial legal advice to the marine industry, including the drafting of bills of lading and negotiating contracts.

Chambers Global 2013, in its first-ever rankings of Canadian Shipping lawyers ranked Marc as a Tier 1 lawyer. For the past six consecutive years, Marc has been included in the peer reviewed publication *Best Lawyers in Canada* for maritime law. Marc has received the highest ranking from *L'expert* ("Most Frequently Recommended"), Canada's guide to leading lawyers. In addition, Marc has been named in the *International Who's Who of Maritime and Shipping Lawyers* and *Canadian*

Lawyer Magazine has named Isaacs & Co. one of Canada's top Maritime law boutique firms. In 2015, *Best Lawyers* named Marc as the Toronto Maritime Lawyer of the Year.

Marc Isaacs graduated from Osgoode Hall Law School in 1994 (LL.B.) and was called to the Ontario Bar in 1996. Following his graduation, Marc spent several years with a downtown Toronto litigation firm in a varied litigation practice, with a special emphasis on insurance related cases.

Marc has had (and continues to have) a long-standing passion for Maritime Law. In 2001, he received the Stiles Graduate Fellowship from the Admiralty Law Institute at Tulane University School of Law to pursue graduate studies in the area. In 2002 Marc received his Master of Laws (LL.M.) in Admiralty (with distinction) and the Edward A. Dodd Jr. Award as the outstanding candidate in the graduate Admiralty Law programme.

Byron Johnson
Great Lakes Shipping Program Manager
Cargill Limited

Byron Johnson is the Great Lakes Shipping Program Manager within Cargill's North American Agricultural Supply Chain based out of Winnipeg. Byron began his career with Cargill in 2013 managing Laker freight and shortly after expanded the role to include all of Cargill's eastern Great Lakes export pipelines. Byron also sits on the operating committee for Cargill's joint venture terminal in Thunder Bay, ON.

Prior to joining Cargill Byron spent 4 years with the Canadian Wheat Board and 4 years with Richardson International in various roles in transportation and capacity planning, grain merchandising, as well as rail and truck logistics. His career started as a grain merchandiser working at elevators in Brandon MB, and Southey SK.

Byron holds a Bachelor of Arts degree from the University of Manitoba where he majored in Economics.

Danielle Lewis
Manager Raw Materials
ArcelorMittal Dofasco

Danielle Lewis is the Raw Material Manager at ArcelorMittal Dofasco and is responsible for the sourcing and transportation of major raw materials such as coal, coke, iron ore and slabs.

Danielle began her career at ArcelorMittal Dofasco in 2002 in Primary Technology where she took on various improvement projects and leadership roles in the Coke and Iron business unit.

In 2008, Danielle joined the Purchasing department and has held her current position as Raw Material Manager since 2010.

Danielle graduated from The University of Western Ontario with a Bachelor of Engineering Science and has been a member of the Association of Professional Engineers of Ontario (PEO) since 2006.

Wesley Newton

**SVP Corporate Development & General Counsel
Algoma Central Corporation**

Wesley Newton directs the corporate development, legal and regulatory affairs of the Company including government and industry relations. Mr. Newton is also Corporate Secretary for the Company.

Prior to joining Algoma in 2011, Mr. Newton held a position as senior corporate counsel with the Canadian subsidiary of a large international express air shipping company and had practised litigation and commercial law in private practice.

Called to the Ontario Bar in 2004, Mr. Newton holds a BAH in History from Queens University and an LLB from the University of New Brunswick. Mr. Newton is a member of the Canadian Maritime Law Association.

Pascal Nobecourt

**Commercial Manager
Iron Ore Company of Canada (Rio Tinto)**

Pascal Nobecourt is Commercial Manager in Rio Tinto's Sales and Marketing team dedicated to the Iron Ore Company of Canada based in Montreal. In addition to developing the Sales and Marketing strategy with the VP-Sales, he is accountable for sales planning, vessel scheduling, ship affreightment, and the "back office" including sales accounting, invoicing, trade finance, and credit monitoring.

Pascal has 15-years of industry experience in commercial management, financial modelling, treasury, and advising senior executives on strategic options and capital investment projects in addition to having led and implemented an Enterprise Risk Management (ERM) program. He started his career as engineer planning maintenance and managing unionized teams in a locomotive shop.

Pascal has a degree in Mechanical Engineering from the University of British Columbia with MBA in strategic management.

Allister Paterson

**Executive VP & Chief Commercial Officer
The CSL Group Inc.**

Allister Paterson is the Executive Vice President and Chief Commercial Officer of CSL Group's global operations. He joined CSL in January 2015 and was President of Canada Steamship Lines until December 2016.

Mr. Paterson has over 20 years' experience in the transportation industry, most recently as Chief Commercial Officer of Finnair. Prior to joining Finnair, he was President and CEO of Seaway Marine Transport, and President and CEO of Air Canada Vacations.

Mr. Paterson began his career at Pacific Western Airlines (predecessor to Canadian Airlines) before joining Air New Zealand as Chief Commercial Officer in 1998. He subsequently took on acting-CEO authorities for 6-months during an external CEO recruitment process.

Mr. Paterson was appointed Chair of the Chamber of Marine Commerce in June 2018 and is a director of the Green Marine Management Corporation and the Canadian Shipowners Association. His previous appointments include Chair of Gymnastics Canada and member of the Star Alliance and **oneWorld**® Management Boards.

Jim Reznik

Director of Logistics – North America

St. Marys Cement - Votorantim Cimentos North America (VCNA)

Jim Reznik has oversight of Logistics for all modes of transport for VCNA, better known in the Great Lakes as St Marys Cement. With 25 years of experience in sales, logistics and operations within the cement industry there has been many challenging opportunities and assignments. Marine transportation has been a primary focus for Mr. Reznik to lead the organization forward.

Mr. Reznik holds a BA in Business Administration Management and Marketing from Baldwin Wallace College (Ohio).

Sujit Sanyal

Chief Operating Officer

Stelco Holdings Inc.

Mr. Sujit Sanyal has been Chief Operating Officer of Stelco Holdings Inc. (alternatively U. S. Steel Canada Inc.) and Stelco Inc. since September 2017. Mr. Sanyal is an accomplished senior executive with more than 38 years of management and leadership distinctions in the steel industry. He has a track record of success in achieving revenue, profit and business growth objectives through strategic planning, budgeting, cost and financial control and capital project execution.

Mr. Sanyal served as the Chief Executive Officer at ArcelorMittal Canada Inc. He served as President and Chief Executive Officer of ArcelorMittal Montreal Long Products at ArcelorMittal USA LLC since February 19, 2016 and served as its Vice President of Operations, Montreal and Steelton from 2012 to February 19, 2016. Mr. Sanyal served as the President of Arcelor Mittal Long Products Canada located in Contrecoeur, Quebec. He has held various positions, including General Manager, Vice President of Operations and Chief Operating Officer at Arcelor Mittal Long Products Canada.

Mr. Sanyal is seasoned manager with extensive technical knowledge, Mr. Sanyal strives to maximize cooperation and synergy to enhance product quality and ArcelorMittal's already enviable reputation among its customers. In 2015, Mr. Sanyal began providing additional oversight to long carbon operations in Steelton, Pennsylvania as well. Mr. Sanyal has worked in the steel industry for over 30 years and joined ArcelorMittal in 1989 at the Point Lisas steelworks in Trinidad and Tobago. He joined Quebec in 1995 following the acquisition of Sidbec-Dosco by Ispat International (now ArcelorMittal). He served as General Manager of the Contrecoeur operations with responsibility for the Contrecoeur East steelworks and rod mill, as well as the reduction plant and scrap recycling and processing center in Contrecoeur.

Mr. Sanyal holds a Master of Technology degree in metallurgical engineering from the Indian Institute of Technology. He completed the Executive Management program at the Wharton School, University of Pennsylvania.

Denis Wilson

Manager, Marine Transportation

Viterra Inc.

Denis Wilson is the Manager of Marine Transportation for Viterra. In his current role, he is responsible for the company's bulk vessel, domestic laker and container programs for Eastern and Western Canada.

He began his career in 1994 with United Grain Growers in Winnipeg, holding a variety of progressively responsible positions in accounting, rail and vessel logistics. In 2001, he became Assistant Manager of Vessel Freight for Agricore United. In 2007, he became Senior Manager of

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Vessel Freight for Viterra overseeing its North American vessel chartering and operations, eventually assuming responsibility for risk management of Viterra's global freight book. Most recently he served as Manager of Vessel Operations.

Denis joined the Chamber of Marine Commerce Board in January 2015.
