

*CHAMBER OF
MARINE
COMMERCE*

*BOARD OF
DIRECTORS*

April 2022

A decorative graphic consisting of two overlapping, wavy, ribbon-like shapes in shades of blue, extending from the left side of the page towards the bottom right.

*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
	Byron Johnson	Cargill Limited	Jan 2018
	Tyler Kohut	Lafarge Canada	Jun 2020
	Danielle Lewis	ArcelorMittal Dofasco	Jan 2018
	David Morse	Compass Minerals	Jun 2020
	Pascal Nobécourt	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
	Wesley Newton	Algoma Central Corporation	Jun 2018
	Allister Paterson	CSL Group	Jun 2015
	Gerald Ray	Lower Lakes Towing	Jan 2021
Ports/Seaway	Terence Bowles	St. Lawrence Seaway Mgnt. Corp.	Dec 2010
	Daniel Dagenais	Montréal Port Authority	Jun 2021
	Deb DeLuca	Duluth Seaway Port Authority	Jun 2019
	Will Friedman	Cleveland-Cuyahoga Port Authority	Jun 2018
	Ian Hamilton	Hamilton Oshawa Port Authority	Jan 2017
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
	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.

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 with an impressive career of more than 35 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 Limited

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. 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 is Past Chair for the St. Lawrence Shipoperators, and holds the position of Chairman of the Board for the Eastern Canadian Tug Owners Association. He serves as Director on several boards including the Canadian Air Transport Security Authority, the St. Lawrence Economic Development Council and the Chamber of Marine Commerce. He is also a member of the Canadian Maritime Law Association.

Daniel Dagenais

Vice President, Port Performance and Sustainable Development
Port of Montreal

Mr. Daniel Dagenais brings over 25 years of shipping industry experience to his position. Before joining the Montreal Port Authority as Director of Operations, in March 2007, he accumulated a wealth of experience as a terminal operator, for bulk, non-containerized and containerized terminals.

On January 27, 2014, Mr. Dagenais was promoted to the position of Vice-President, Operations. He oversees the following departments: Environment, Infrastructure Management, Port Logistics, Marine Operations and Security and Fire Prevention.

Holder of a management undergraduate diploma from McGill University specializing in transportation and logistics and a certificate of training for executives exercise from HEC, Mr. Dagenais is President of the Groupe conseil maritime – Quebec region, member of Initiatives for the Future of Great Rivers (IFGR), member of the Board of Directors of the Association québécoise des transports (AQTR) and of the St. Lawrence Economic Development Council (SODES), member of the Canadian Institute of Traffic and Transportation where he also served as director on the National Board for three years.

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 30 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 areas of the business, improve productivity, generate new revenue streams, and containing costs 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 chairman of the Maritime Employers Association and Green Marine as well as a member 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 a director on the board of the Marie-Clarac Hospital as well as the board of the Mariners' House of Montreal, which he presided in the past. He is also an active member of the Ordre des comptables professionnels agréés du Québec (Quebec CPA Order), the Chamber of Commerce of Metropolitan Montreal and the Chamber of Commerce of Montreal East.

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.

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, Ontario.

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 Manitoba, and Southey Saskatchewan.

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

Tyler Kohut

Director, Supply Chain and Cement Logistic Eastern Canada
Lafarge Canada Inc.

Tyler Kohut is currently the Director of Supply Chain and Cement Logistics Eastern Canada for Lafarge Canada Inc., Canada's largest provider of sustainable construction materials and a member of the global group, LafargeHolcim. With 6,000 employees and 400 sites across Canada, their mission is to provide construction solutions that build better cities and communities.

Mr. Kohut's background includes more than 27 years of experience with Lafarge in the Construction and Logistics industry.

Mr. Kohut began his career with Lafarge in 1993 in Western Canada with the Calgary Aggregates group. In 1997 he moved to the Cement group holding positions in Terminal Operations Management and the Project Engineering Group, constructing cement terminals in locations such as Winnipeg Manitoba, Fargo North Dakota, Spokane Washington, and Eugene Oregon.

In 2005, Mr. Kohut moved to Detroit Michigan with Lafarge, shifting his focus to Logistics Management. In his seven years in Detroit, Mr. Kohut managed the Marine, Rail and Truck operations for the Lafarge Cement Group operations in the Great Lakes and Seaways for the US and Canada.

In 2012, Mr. Kohut moved back to Canada to work with Lafarge Canada's newly created Eastern Canada Cement Group. In his current role since 2016, Mr. Kohut works with marine, rail and truck carriers to supply cement and cementitious products for Lafarge in Ontario, Quebec, and Atlantic Provinces, as well as the export of product to the US in the Great Lakes and Northeast US markets.

Mr. Kohut holds a Bachelor of Mechanical Engineering from the University of Calgary, Alberta.

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.

David Morse

Logistics Supply Manager – Great Lakes
Compass Minerals

David Morse joined the Global Logistics Team at Compass Minerals in 2015. His first position was Logistics Manager – Canada, where he managed order fulfilment in Ontario and Quebec for the Highway Division.

David took on a new role in 2019 as Logistics Supply Manager – Great Lakes. In this role, he is the focal point for operations, commercial and logistics. He manages all aspects of the vessel supply out of the Goderich Mine for the Highway, Chemical and Customer & Industrial segments of the salt business.

David came to Compass Minerals from the Canadian National Railway. During his 9 years there, he managed CN's intermodal operations from both the Brampton, Ontario and Edmonton, Alberta terminals. In various roles, he oversaw all aspects of the supply chain, which included truckload, rail and ocean vessels. Ocean shipments were wide ranging, including ports in Halifax, Montreal, Roberts Bank, Vancouver, Prince George and New Orleans.

David received his Business Degree from Canadore College in 2004. He is currently enrolled and completing his CSCP Logistics Designation through the Association for Supply Chain Management.

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 Nobécourt

Commercial Manager
Iron Ore Company of Canada (Rio Tinto)

Pascal Nobécourt 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 joined CSL as President of Canada Steamship Lines in January 2015. In 2017 he took on the role of Chief Operating Officer, and in April 2019 was appointed Chief Commercial Officer, of CSL Group's global operations.

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. His previous appointments include Director of Green Marine Management Corporation, Chair of Gymnastics Canada and member of the Star Alliance and oneWorld® Management Boards.

Capt. Gerald Ray

President
Lower Lakes Towing Limited

Captain Gerald Ray is experienced in the marine industry, with more than 25 years' operating & navigating the Great Lakes and St. Lawrence Seaway System. As President of Lower Lakes Towing Ltd., the Canadian operating subsidiary of Rand-ASC Inc., Gerry leads, develops and inspires a team of approximately 270+ employees who safely and efficiently deliver 13 million tons of cargo annually on seven vessels to ports throughout the Great Lakes region.

Gerry joined Lower Lakes Towing in 2001 as a 2nd Mate and became Captain in 2008. In 2016, he joined the office in Port Dover (Ontario) as the Vice President of Operations. In July 2020, Gerry was promoted to President. He is a graduate of Georgian College, where he received a diploma in Marine Navigation Technology, and holds several licenses and certifications specific to the marine industry. He has also received his diploma in Maritime Management & Leadership and Maritime Business Management through Lloyds Maritime Academy and holds a Masters of Business from Middlesex University.

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 a senior executive with more than 38 years of management and leadership distinctions in the steel industry.

Mr. Sanyal joined ArcelorMittal in 1989 at the Point Lisas Steelworks in Trinidad and Tobago and went on to become President & Chief Executive Officer at ArcelorMittal Canada Inc. Before that, he held various positions, including General Manager, Vice President of Operations, and Chief Operating Officer at ArcelorMittal Long Products Canada.

Mr. Sanyal holds a Master of Technology degree in metallurgical engineering from the Indian Institute of Technology, Kharagpur. He also completed the Executive Management program at the Wharton School, University of Pennsylvania; Certificate of Management course on “Artificial Intelligence – Implications in Business Processes” at MIT Sloan School of Management; and also “Sustainable Business Strategies” at Harvard Business School online.

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 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.
