



2016 Canadian Inland Ports Conference “Creating an Action Plan for the Future of Inland Ports”

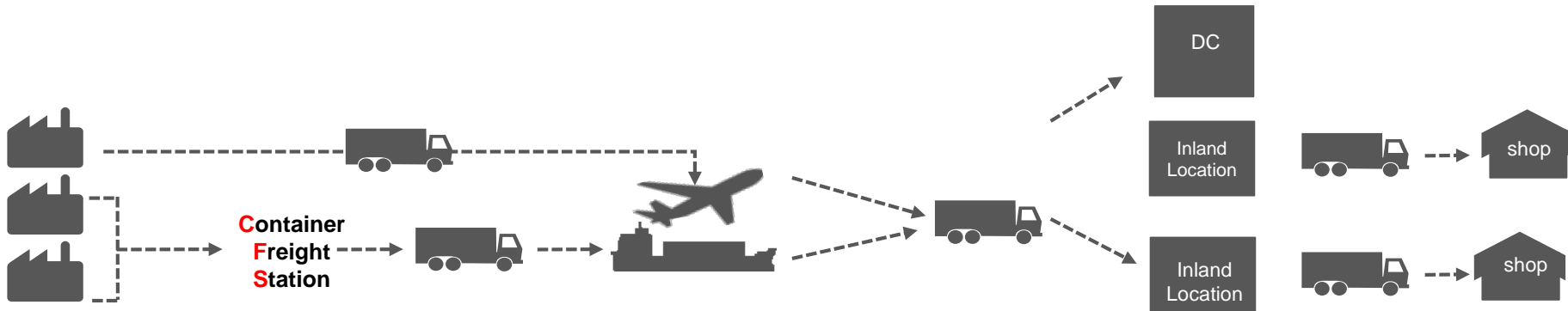
Schenker of Canada Limited | William McKinnon | General Manager Western Region | Vancouver Canada | September 21, 2016

A Freight Forwarders Perspective



Managing the Supply Chain Origin to Destination

1. Design a scalable supply chain to meet the Producers Customers Expectations
2. Integrate Advanced Technology
3. Manage the Speed to Market Variables
4. Minimize the Freight Touch Points
5. Operate a solution with minimal asset investment
6. Drive costs out to reach operational efficiencies
7. Achieve a Door to Door Service versus Individual Segments
8. Assist Producers & Shippers in Opening New Markets



Criteria

- ❑ The Retailer has placed multiple orders against multiple factories
- ❑ CFS facility is available at the local Port or bonded facility where required
- ❑ Shipping Less or Full Container loads

Benefits

- ❑ By passing the DC network
- ❑ Reduced domestic trucking cost
 - ❑ Lower pick & pack costs
- ❑ Reduced handling & possible damages
 - ❑ Reduced capital costs
- ❑ Reduce pressure at peaks
- ❑ Improved speed to market
- ❑ Tracking from Factory to store
 - ❑ Layby opportunities

How its Applied

- ❑ Seasonal launches / promotions
- ❑ Steady flow of high volume lines to stores
 - ❑ Large cube items easing pressure on DC network
- ❑ Holding stock of destination DC's to remove capital expansion costs

Connecting to Inland Ports-Actions

1. Higher Awareness of Inland Port Activities
2. Understand Full Service Capabilities of Inland Ports
3. Explore “New” Solutions
4. Implement Solutions that Increase Value to Shippers Forwarders & Port Partners
5. Increased Collaboration between Producers, Shippers, Forwarders & Port Partners
6. Take the Western Canada Inland Port Options to a Larger Global Customer Base.
7. Promote & Build Economic Growth Opportunities

Thank You for Your Attention!