



2007 IWLA Annual Convention

March 4 – 7, 2007

Scheduled Speakers*

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Name	Company	Title
Bruce R. Abels, CLP	Saddle Creek Corporation	President
Rennie Alston	American River International	Partner
Joel D. Anderson	IWLA	President and CEO
Bob Auray, Jr. CLP	GENCO Marketplace	President & CEO
Rick D. Blasgen	CSCMP	President and CEO
Barry Brandman	Danbee Investigations	President
David J. Closs	Michigan State University	John H. McConnell Chaired Professor of Business Administration
Ralph Drayer	Supply Chain Insights, LLC	Chairman
Stewart Dunsmore	Kuehne + Nagel	Global Vice President, Supply Logistics
Jay Fortenberry	Honeywell International	Vice President, Supply Chain Integration
Sam Geist	Geist & Associates Inc.	President
Dan Gilmore	Supply Chain Digest	President
Carrie Gremer	IWLA	Vice President, Marketing & Communications
Bob Koerner	Total Logistics Control	President and CEO
Cliff Lynch	C. F. Lynch & Associates	Executive Vice President
Bob Moran, CLP	Alliance Warehousing & Distribution, Inc.	Executive Vice President
Patrick O'Connor	Kent & O'Connor	President
David Pettit, CLP	American Distribution Centers, Inc.	President
Kevin Phillips	Fisher Kanaris, PC	Attorney
Ernie Redfern	Blommer Chocolate Company	Chief Information Officer
Chip Scholz , CBPA CPVA CPAIA	Scholz & Associates	President
Doug Sibila	Peoples Services	President
Catherine A. Pawluch	Gowlings Lafleur Henderson, LLP	Partner
Jere Van Puffelen, CLP	PRISM Team Services	President

Speaker Biographies

Bruce R. Abels, CLP

Mr. Abels has served 12 years as President of Saddle Creek Corporation. Saddle Creek is a Third Party Logistics provider, concentrating on warehousing, transportation, and value added services, operating 8.5 million square feet in six states. Saddle Creek focuses its services offering on retail support, grocery and beverage products, and tobacco and alcoholic beverages. Saddle Creek operates large public and contract warehouse facilities with related transportation

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for customers such as Quaker, The Home Depot, Sam's Club, Del Monte Foods, Dial, E & J Gallo Winery, and Philip Morris.

Prior to Saddle Creek, Bruce Abels was President of Unit Distribution and Executive Vice President of Associated Unit Companies. Associated Unit Companies was, prior to its acquisition by GATX, one of the largest warehouse-based Third Party providers, with operations in 20 cities. Bruce spent the first 15 years of his career in director level logistics positions with major manufacturing companies, including Nestlé and the Consumer Products Division of American Can.

On the professional side, Bruce is currently Secretary/Treasurer of IWLA's Board of Directors and has been recognized as a Certified Logistics Professional. Bruce was one of the founders of WERC, served as its first President for three consecutive terms, and was recently awarded Lifetime Membership. He is a recipient of the Traffic Management Magazine's Professional Achievement Award, has served as President of two CSCMP Round Tables and has held most other Round Table offices. He has an M.B.A. in Management from Pace University and a B.A. in Philosophy from St. Joseph's College.

Bruce lives in Lakeland, Florida, with his wife Joan and adult daughter Jennie. Since coming to Lakeland in 1992, he has graduated from Leadership Lakeland and has chaired a number of community organizations, including the Lakeland Economic Development Council, Central Florida Speech and Hearing Center, and Volunteers in Service to the Elderly. He is active in other community endeavors, including Lakeland Volunteers in Medicine, Polk Vision, and Lakeland Vision.

Rennie Alston

Rennie has provided his professional services in international trade for the past twenty-three years. His career began in 1980 at United Customs Inc., providing Customs brokerage field services. During a ten-year tenure at United Customs, he moved up the ladder through the Customs brokerage operation to the import manager position.

Rennie, a licensed Customhouse Broker, has provided services as a professional educator on topics such as import regulations and documentation, Customs entry preparation, Customs brokerage license preparation and export compliance at the World Trade Institute at Pace University for more than twenty years.

In 1990, he served as the International Import Manager for the Wilson Group.

Rennie was named the National Customs Brokerage Advisor for Nippon Express USA inc., where he served for nearly a decade providing national Customs regulatory expertise to over twenty-two national brokerage operational facilities.

Rennie has offered several papers and written pieces on import and export trade over the past ten years.

In 1995, he became the CEO/President of the Alston Group International Trade Consultants, a private international trade management and development firm specializing in educational services and consultation.

Through auspices from the Academy for Educational Development in Washington, D.C., Rennie has provided training to the Customs agencies of Armenia and the Republic of Georgia, India, Nepal, Brazil, and Guyana on U.S. Customs Regulations and Procedures.

Mr. Alston is an accomplished author publishing advanced literature on Import and Export Compliance issues.

Rennie is currently a senior vice president of American River International and President of American River Brokerage Services, Ltd.

Joel D. Anderson

Joel D. Anderson is President and Chief Executive Officer of IWLA – The International Warehouse Logistics Association. In this position, he is responsible for all aspects of the day-to-day operations of IWLA and its subsidiaries.

A graduate of the University of California at Los Angeles with a Bachelor of Arts degree in economics, Joel has a long track record of success in the Association business. Prior to joining IWLA, he was with the California Trucking Association, the largest state entity of the American Trucking Associations, for 28 years, the last 13 as Executive Vice President and CEO.

While at its helm, Anderson led CTA during a time of unprecedented membership growth. He imprinted a corporate business model on the not-for-profit trade association, developing annual budgets and creating business plans that produced results of meaning and value to the membership. He is a team builder who is known for attracting top policy professionals who can transfer their expertise into tangible legislative and regulatory successes.

He believes in hiring talented individuals, and creating an environment where they can flourish, aided by sound coaching and common sense reasoning. He believes a trade association is nothing if it is not solution-oriented.

Before joining CTA, Anderson was an economist with the California Public Utilities Commission. He has a community college teaching credential in Marketing and Distribution and has served on many state and national panels on transportation, goods movement and mobility.

Anderson and his wife Barbara reside in Elk Grove Village, IL. They have two grown children.

Bob Auray, Jr. CLP

Bob's career spans the worlds of logistics, finance and information management. He is currently president and chief executive officer of GENCO Marketplace, a GENCO subsidiary, which markets and liquidates customers' surplus inventory to maximize the financial return on their assets. Mr. Auray is responsible for increasing GENCO's position in the liquidation market and leading business activities, including strategy and business development as well as operations management. He also works as a member of GENCO's senior management team to identify and develop integrated service offerings and markets that leverage GENCO's core solutions.

Just prior to joining GENCO, Mr. Auray was founder and chief executive officer of AFH Logistics Solutions where he worked in conjunction with a major private equity firm to identify opportunities to acquire and build a leading value-added logistics solutions company.

Before founding AFH, Bob served as President and CEO for USCO Logistics, a 3,000 employee integrated logistics solutions organization. During Bob's seven year tenure he guided the company to a compounded 30%+ annual growth rate while adding transportation, global logistics and Internet-based supply-chain services. In 2001 USCO was purchased by Kuehne & Nagel of Switzerland a leading global logistics service company.

In previous years he served as Executive Vice President and Chief Operations Officer at ENTEX Information Services, a multi-billion dollar provider of outsourced PC services, and before then spent 15 years with American National Can Company in a variety of management roles including North American logistics head for the company's \$500 million flexible packaging group.

A certified public accountant, Bob began his career with KPMG Peat Marwick. He is a cum laude graduate of Princeton University and has earned both a Masters Degree in Accounting and a Masters in Business Administration in Accounting and Finance from New York University. He currently serves as Immediate Past Chairman of the IWLA Board and has been recognized as a Certified Logistics Professional.

Rick D. Blasgen

Rick D. Blasgen is the president and chief executive officer of the Council of Supply Chain Management Professionals (CSCMP) in Oak Brook, Illinois. CSCMP was formerly known as the Council of Logistics Management (CLM).

Blasgen began his career with Nabisco, working in a regional customer service center in Chicago, Illinois. While at Nabisco, he held various logistics positions of increasing responsibility in inventory management, customer service, order processing, and transportation and distribution center operations management. Blasgen became vice president, supply chain, at Nabisco in June 1998, then vice president supply chain for Kraft in June 2002. He joined ConAgra Foods in August 2003 as senior vice president, integrated logistics.

Throughout the past 23 years, Blasgen has devoted much of his time to furthering a number of companys' supply chain management programs and initiatives. This experience has given him a solid foundation for his new role at CSCMP.

Blasgen has been a member of CLM's Executive Committee, and is a past president of WERC. He was also chair of the Grocery Manufacturers Association Logistics Committee and is a member of Northwestern University's Transportation Center Business Advisory Committee. Blasgen is a 1983 graduate of Governor's State University, earning his degree in business administration and majoring in finance.

Barry Brandman

Barry Brandman is President of Danbee Investigations, an organization that provides professional investigative and security consulting services to hundreds of firms globally, including many of the top names in the logistics field. Danbee's services focus on all aspects of business crime, including fraud, sabotage, inventory loss, workplace substance abuse, cybercrime and cargo theft.

Recognized as one of the nation's foremost security experts, Barry has appeared on network television and has been a guest speaker for the CSCMP, the 3PL Summit, Food Distributors International, the Pharma Secure Conference, the Logistics & Supply Chain Forum, the International Cargo Security Forum, the Foreign Trade Association, IARW, and the National Retail Federation.

WERC has published Barry's security manual entitled Security Best Practices: Protecting Your Distribution Center From Inventory Theft, Fraud, Substance Abuse, Workplace Violence, Cybercrime and Terrorism.

In addition, Barry has authored articles on security for numerous publications, including Security Management, Corporate Security, Risk Management, Global Logistics & Supply Chain Strategies, Inbound Logistics, Warehousing Management, and Transportation & Distribution.

David J. Closs

Dr. David J. Closs is the John H. McConnell Chaired Professor of Business Administration in the Department of Marketing and Supply Chain Management at Michigan State University. Following the completion of his bachelor degree in Mathematics at Michigan State, Dr. Closs

was manager of system development for Systems Research, Inc. Dr. Closs completed his MBA and Ph.D. at Michigan State in 1978 focusing on the topics of marketing, logistics and management science. For his doctoral dissertation, Dr. Closs participated in joint university/industry research to test short range forecasting alternatives. The dissertation, which included the design, implementation and validation of the computer model used in the research, was given a special award by the National Council of Physical Distribution Management (now CSCMP). During a leave from the Michigan State position, Dr. Closs was President and CEO of Dialog Systems, Inc., a software and consulting firm which provides consulting and software to support logistics planning and operations.

Dr. Closs has been extensively involved in the development and application of computer models and information systems for logistics operations and planning. The computer models have included applications for location analysis, inventory management, forecasting and routing. The information systems development experience includes inventory management, forecasting and transportation applications. Dr. Closs has worked with over 100 of the Fortune 500 corporations in areas involving logistics strategy and systems. His experience has focused on the logistics related issues in the consumer products, medical and pharmaceutical products and parts industries. Dr. Closs actively participates in logistics executive development seminars and has presented sessions in North America, South America, Asia, Australia and Eastern Europe.

Dr. Closs's primary research interests include supply chain strategy, information systems, security, and planning techniques. He was one of the principle researchers in two studies completed by Michigan State University investigating world-class logistics and supply chain capabilities.

Dr. Closs has authored and co-authored numerous articles and made presentations regarding world-class logistics and supply chain capabilities and logistics information systems applications. Dr. Closs is a co-author of: *Supply Chain Logistics Management, 21st Century Logistics: Making Supply Chain Integration a Reality; Logistical Management: The Integrated Supply Chain Perspective; World Class Logistics: The Challenge of Managing Continuous Change; and Simulated Product Sales Forecasting*. In addition, he has published papers in the Journal of Business Logistics, Transportation Journal, Supply Chain Management Review, The International Journal of Logistics Management, International Journal of Physical Distribution and Logistics Management, and Logistics Quarterly.

Dr. Closs is an active member of CSCMP and was Editor of the Journal of Business Logistics. He is Executive Editor of Logistics Quarterly.

Ralph Drayer

Ralph Drayer is Founder and Chairman of Supply Chain Insights, a supply chain strategy consultancy and Procter & Gamble's former Chief Logistics Officer. During his 32 years with Procter & Gamble, Mr. Drayer held a number of distribution, logistics, customer service and customer business development responsibilities, both domestically and internationally. As P&G's first Vice President of Customer Service/Logistics, he was instrumental in the development of P&G's industry leading supply chain capabilities and through his leadership of Efficient Consumer Response (ECR), helped transform an entire industry.

Mr. Drayer has served as Co-chair of the Grocery Industry's ECR Best Practices Committee, Chairman of the Grocery Manufacturers of America Distribution and Logistics Committee and on the Boards of The Uniform Code Council, VICS (The Voluntary Interindustry Commerce Standards Association) and CSCMP's Executive Committee. He was also a founding member of the Global Commerce Initiative (GCI) and currently serves as a Director of Roundy's

Supermarkets Incorporated and is on the Advisory Boards of Whirlpool, DemandTec and Savi Technology.

Mr. Drayer is the recipient of the Grocery Industry's first Path Forward Award for his industry leading work on ECR, CSCMP's Distinguished Service Award, the highest honor that can be bestowed on an individual for achievements in logistics and The 2003 VICS Roger Miliken Career Achievement Award for his leadership in the creation of the Global Commerce Initiative (GCI).

Stewart Dunsmore

Mr. Dunsmore is Kuehne + Nagel's Global Vice President for Supply Logistics, responsible for all aspects of the company's supply-side services, including vendor-managed inventory solutions. He also oversees related information technology, program management and product development.

In 1996, he founded Toronto-based Virtual Integration Associates, a just-in-time fulfillment company with nine facilities worldwide acquired by Kuehne + Nagel in 2001.

From 1989 to 1996, Mr. Dunsmore held a variety of positions at Litton Industries, including Director of Operations and Global Procurement. From 1984 to 1989, he was MRP Implementation Manager and Materials Manager at Jamesway Co.

Mr. Dunsmore is based in the Kuehne + Nagel Mississauga, Ontario, distribution center.

Jay Fortenberry

Jay Fortenberry is the Vice President of Supply Chain Integration for the Automation & Controls Solutions Division of Honeywell International. He is responsible for logistics, trade compliance and inventory on a global basis and is based in Minneapolis, MN.

Prior to joining Honeywell in 2002, he worked 3 years with Deere & Company as the Director of Worldwide Logistics. From 1989 to 1999, Jay was with Toyota Motor Sales, USA, in Torrance, California. There he held various positions ranging from Logistics Operation Manager for Finished Vehicle Movements to National Manager Manufacturing Parts Logistics. Finally, from 1979 –1989 Jay was employed throughout North America with Union Pacific Railroad.

Mr. Fortenberry is a native of Virginia and attended the University of Tennessee for his Bachelor of Science and Arizona State University for his Masters.

Sam Geist

Sam's insights stem from years of front-line business experience. He grew his single sporting goods store into a 15-store \$40 million dollar a year national chain before he sold it to his competitor. He opened Geist and Associates, a marketing and consulting agency, based on the full-service customer concepts he had honed in the retail arena, and went on to learn an entirely new set of skills and experiences. When his marketing clients began asking him to speak to their clients he discovered his true calling.

Sam's early business roots taught him well about our volatile, ever-changing marketplace. His experiences provide him with an invaluable dual perspective—both as client and marketer—a perspective he has been sharing with audiences across North & South America and Europe for the last 15 years.

Sam has written "Why Should Someone Do Business With You... Rather Than Someone Else?" an interactive book on business strategy that has assisted thousands of marketers to re-view, renew and move ahead of the marketplace. His second book, "Would You Work for You?" is a

thought-provoking guide that encourages leaders to better see themselves, their relationships and their skills to enable them to lead their organizations effectively. He has also written two short business guides—"Make It Happen: 20 Ways to Execute Your Strategy Every Day" and "Why Should Someone Do Business With You... Rather Than Someone Else: Eighteen Strategies to Get and Keep Customers."

He insists that asking tough questions—and answering them honestly—is crucial to the well being of your organization. He shows you how to capitalize on your resources, and how to use your knowledge more profitably than you ever did before. As a consultant he also uses his extensive experience to assist companies involved in restructuring, develop a unique road map to create their own future.

Bob Koerner

Bob Koerner's career in logistics began approximately 30 years ago. In 1975, after graduating from United Electronics Institute and then going on to the University of Louisville, Bob bought his first over-the-road truck. During the next three years he traveled the US hauling food products, and ended up buying a small trucking company. While running this company (and then eventually selling it) he interfaced with many companies, and eventually went to work for one of them.

From 1980 until 1998 Bob has held various senior management positions in the logistics business. He has been a warehouse manager, managed multiple warehouses, and run a trucking company. He lived in Europe twice, and helped start new operations in Germany, England, Mexico and throughout the United States. During this time he was a company President on 5 different occasions.

In 1998, Bob started his own logistics company, which was later purchased by TLC in 2000. Today, he is the President and CEO of Total Logistic Control which is located in Zeeland, Michigan.

Clifford F. Lynch

Clifford F. Lynch of C. F. Lynch & Associates has been in the logistics industry for 45 years. He was with The Quaker Oats Company for 29 years, the last 13 of those as Vice President – Logistics. He was president of Trammell Crow Distribution Corporation from 1987 – 1993, and has provided management advisory services in logistics for the past 10 years.

He attended public schools in Memphis, received his undergraduate degree from the University of Tennessee, and an MBA from the University of Chicago.

He is a Certified Member of the American Society of Transportation and Logistics and is a member of: Editorial Advisory Board, *DC Velocity*; Editorial Review Boards of *Journal of Business Logistics*, *International Journal of Physical Distribution and Logistics Management* and *Supply Chain Management Review*; Warehousing Education and Research Council.

Mr. Lynch is a member and past president of the CSCMP and has received numerous awards in the field of logistics. Among them are: CLM Distinguished Service Award; *Traffic Management Magazine* Professional Achievement Award; University of Tennessee Department of Marketing and Transportation Distinguished Alumnus; President's Award for Outstanding Contribution to the American Society of Transportation and Logistics; 1992 Salzberg Memorial Medallion; 1997 AST & L Outstanding Transportation / Logistics Executive; 2000 AST & L Chairman's Award of Excellence; 2000 – 2001 e-Business & e-Supply Chain Executive; 2005 Eagle Award from Operation Stimulus.

He is an adjunct at the University of Memphis and a frequent lecturer at other colleges and universities and an author of numerous articles on the subject of logistics and two books on logistics outsourcing.

Mr. Lynch is a director of The Memphis Food Bank, and is licensed as an affiliate real estate broker in the State of Tennessee. He has consulted for clients in the United States, China, The Philippines, Mexico and European countries.

Bob Moran, CLP

Bob is Executive Vice President of Alliance Warehousing & Distribution, Inc. He is an entrepreneur who has spent over twenty-five years in the logistics industry. Since 1979, he has been involved in various aspects of the logistics business in roles starting with forklift and tractor-trailer operator to and including consultant, employee and owner. Bob is a well-recognized logistics executive who has crafted a reputation that's steeped in business and marketing strategy development, corporate and start-up company incubation, and driving sales growth to exceed forecast requirements. He has expertise in public and contract warehousing operations, industrial engineering, customer service, supply chain integration, business planning, quality management, and systems development.

Bob has been involved with the IWLA, WERC, and CSCMP for over fifteen years, serving in a variety of positions on their respective educational curriculums and speakers' bureaus, round tables', and advisory boards. Bob is currently serving on the IWLA Board of Directors and is the Chair of the IWLA Marketing Committee.

Bob's family is the most important and enjoyable part of his life. Bob has been married to his lifelong girlfriend, Nancy, for seventeen years. They have two children; their 16-year-old son Conor never fails to make them proud, and 4-year-old Audrey who they adopted from China in 2003.

Patrick O'Connor

Patrick O'Connor is President of Kent & O'Connor, a Washington-based government affairs firm providing services to companies and national trade associations. Activities include lobbying and representation before the United States Congress and U.S. regulatory agencies.

As legislative counsel for the IWLA, Pat has articulated industry concerns and has established expertise in many areas, including commerce, transportation and the environment.

During the course of the last year, Pat has worked with IWLA members on many issues, including inventory tax legislation, food security regulations, hazardous materials, and customs and trade issues.

He is married with four children and lives with his wife in Reston, Virginia.

Kevin M. Phillips

Kevin Phillips is an attorney with Fisher Kanaris, P.C. He received his Bachelor of Business Administration Degree in Finance from The George Washington University in Washington, D.C. in 1993 and received his Juris Doctor Degree from The John Marshall Law School in Chicago, Illinois in 1996.

Mr. Phillips is admitted to practice in the State of Illinois and the Federal District Court for the Northern and Central Districts of Illinois. Mr. Phillips has also been admitted pro hac vice in numerous state and federal jurisdictions throughout the United States.

Mr. Phillips' practice is concentrated in the areas of warehouse legal liability (including property loss, enforcement of warehousemen liens, and review of storage contracts), cargo losses (including trucking, railroad, and waterway), professional liability, construction litigation, and subrogation matters. Mr. Phillips represents warehousemen, shippers, carriers, freight forwarders, architects, engineers, property owners, contractors, subcontractors, in tort, contract, bailment, warranty and statutory-based actions.

In addition to Mr. Phillips litigation practice, he has become involved in drafting, negotiating and reviewing warehousing and transportation documents, including warehouse receipt, bills of lading, freight contracts, standard contract terms and conditions, security agreements, and tariffs. Mr. Phillips also has experience instituting and enforcing warehousemen's liens and the recovery of unpaid storage charges.

Mr. Phillips is a member of IWLA, WERC, and IARW; he serves as Claims and Litigation Counsel for IWLA and its members.

Ernie Redfern

Ernie Redfern is the Chief Information Officer for Blommer Chocolate Company, the largest producer of bulk chocolate in North America. He began his career in information technology while serving in the U.S. Army designing and implementing secured communications systems for the National Security Agency. Ernie worked on the initial Advanced Research Projects Agency Network (ARPANET) of the U.S. Department of Defense which later became what is now known as the Internet.

Upon returning to civilian life he started a company, LANAC Technology Corporation, which specialized in assisting companies implementing financial and analytical systems to monitor critical business matrixes. Ernie has appeared as an expert witness on the Internet in a number of court proceedings.

He is a graduate of the University of Maryland and has a Masters Degree from the University of Illinois. He has a daughter who is graduating from high school this year and a son who attends the University of Iowa.

Chip Scholz

Henry E. "Chip" Scholz is Head Coach of Scholz and Associates. He is a business adviser, an author and a public speaker. He is a Certified Professional in Behavior, Value and Attribute Analysis. He writes for ProsCommunications Magazine, has been a contributor to Greater Charlotte Biz Magazine and other business and trade publications.

Business owners and CEO's rely on Chip for help in improving their ability to lead and manage, assessing and developing talent and improving their human capital. Chip is an active public speaker, speaking before several business and civic groups.

A strong supporter of the community, he has served as Chairman of the Board of four chambers of commerce and has been on the board and in leadership capacities in several other civic and charitable groups. In addition, he has held advisory positions in state, county and local government units, including chairmanship of the Los Angeles County Quality and Productivity Commission.

Chip is a fellow of the North Carolina Institute of Political Leadership and serves on its board and faculty. He is a member of the Rotary Club of Charlotte and served as 2003 Chairman of the Board of the Lake Norman Chamber of Commerce.

Chip and his wife Chris live in Cornelius on Lake Norman. He and Chris have three beautiful daughters who all reside in the Charlotte area.

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Catherine A. Pawluch

Catherine Pawluch is a partner and leads the Transportation National Practice Group at Gowlings, a Canadian law firm. She specializes in Transportation/Logistics and Competition (Antitrust) Law. Ms. Pawluch is recognized as one of the top 500 lawyers in Canada (2006 Lexpert/American Lawyer Guide). She was also designated as one of the most frequently recommended transportation lawyers in the country (Lexpert Canadian Legal Directory). Ms. Pawluch is recognized as one of Canada's leading aviation lawyers in The International Who's Who of Aviation Lawyers, 2005.

In 2005, Ms. Pawluch was appointed to the Advisory Board of the Canada-United States Law Institute. The Institute serves as a think-tank and acts as a forum for discussion of law and economics issues in the Canada-US context.

Also in 2005, Ms. Pawluch was elected a chartered member of the U.K.-based Chartered Institute of Logistics & Transport, an honour that recognizes lifetime achievement in the transport and logistics industry.

Ms. Pawluch was the first Canadian ever to be elected as President of the U.S.-based Transportation Lawyers Association, an organization comprising over 900 American, Canadian, Mexican and European attorneys. She is the only person to have held the position of President in the U.S. and Canada's leading transport bar associations.

Ms. Pawluch has advised numerous Canadian and U.S.-based clients seeking to make acquisitions or carry on business in Canada on regulatory compliance issues, including competition (antitrust) and foreign investment laws, Canada-U.S. border security, warehousing, logistics customs and licensing matters. Her clients include air carriers, highway carriers, railways, air and ocean freight forwarders, as well as warehouse and logistics services providers. She also advises manufacturers, shippers and carriers on risk management and liability issues in transportation and logistics contracts.

With an M.A. in Economics from McGill University, Ms. Pawluch has advised clients extensively on Competition Act issues, particularly in relation to mergers and acquisitions, restrictive trade practices and compliance with Canada's anti-trust laws.

Ms. Pawluch has published over 30 papers. Organizations in Canada, the United States and Mexico -- such as the American Bar Association, the American Trucking Associations (International Forum), the Transportation Lawyers Association, the Canadian Transport Lawyers' Association and other U.S. and Canadian industry associations -- have invited Ms. Pawluch to speak on an array of transportation legal issues. Following the implementation of NAFTA, she was invited as an expert in the field to participate on a tri-national committee to harmonize liability laws and to create a uniform bill of lading for surface transportation in the three NAFTA countries. Ms. Pawluch was invited by the Canada-United States Law Institute to speak at a conference on Legal Developments in the North American Transport Industry.

Ms. Pawluch has served as Vice President, International Affairs of the International Aviation Womens' Association, an international association of executives, managers and professional advisors involved in the aviation and aerospace industries. Ms. Pawluch is also a member of the Canadian Bar Association, the American Bar Association (including the Antitrust, International and Business Law Sections and the Forum on Air and Space Law), the U.S.-based Association for Transportation Law Professionals and the Conference of Freight Counsel.

Gowlings has been selected as Canada's exclusive contributor to the International Law Office-Aviation Newsletter and Ms. Pawluch is its primary contributor. Gowlings is also a member of the Canada China Business Council and Ms. Pawluch is the Firm's representative.

Ms. Pawluch is the editor of Transport and Storage of Goods (Title 11) in Canadian Forms and Precedents - Commercial Transactions Volume 3, published by Lexis Nexis Canada. She is also the co-author of Canadian Annotations in Freight Claims in Plain English published by the Transportation Claims and Prevention Council, of Huntington, N.Y. She has been a contributor to Road Transportation and Customs: New Rules for NAFTA, and to Canadian Transportation and Logistics (A Southam Publication).

Called to the Ontario Bar in 1983, Ms. Pawluch received her law degree from Osgoode Hall Law School and a Master of Arts degree in Economics from McGill University.

Ms. Pawluch is a member of IWLA and serves as Claims and Litigation Counsel for IWLA's Canadian members.