

## ENTREVUE DU MOIS

### ROBERT BELLISLE – PRESIDENT AND CEO, QSL

*Robert Bellisle has more than 20 years' experience in the industrial sector and has also worked abroad. Focussing on occupational health and safety and its results, he creates and uses key performance indicators to optimize operational processes.*

*QSL relies on a unified work force that continues to grow, strengthened communications between affiliates and sectors and solidified teamwork effectiveness. As President and CEO, Robert Bellisle focuses on the company's leadership and ability to bring people together to consolidate QSL's strategic position, accelerate its growth and enhance the range of services offered to its clients.*



**Mr. Bellisle, you recently signed an agreement in principle aimed at creating one of the largest heavy hauling and oversized transportation consortiums in Eastern Canada. Can you tell us exactly what services Mondor-Watson will offer?**

We are proud to confirm our intention to join forces to become one of the largest heavy hauling and oversized transportation consortiums in Eastern Canada. The goal is to combine the expertise of three Québec frontrunners to become an even more dominant industry leader.

Our clients' needs have evolved, requiring us to combine land and water transport to deliver merchandise to destination.

We need new agility and effectiveness based on intermodality and access to new ports and terminals.

*«QSL strives to surpass expectations and go the extra mile for our clients by joining forces with the very best.»*

This partnership will permit just that: new capacities, synergies, and greater effectiveness.

We are tremendously motivated by this strategic alliance and the new opportunities it offers our clients as well as our employees.

**How can the Québec maritime industry benefit from Mondor-Watson's services? What advantages can it derive from this partnership?**

More than ever, intermodality is becoming the key to success for delivering merchandise efficiently and cost-effectively.

It is to the maritime industry's advantage to side with the best and support seasoned experts to increase its agility and effectiveness. The complementarity of land and maritime services and cohesiveness between these parties can only be positive for our clients by facilitating cargo transit through a one-stop shop offer of services.



**Sustainable development is a key value for QSL. Can you tell us how Mondor-Watson will stand out in this regard?**

*«QSL participates in the regions' vitality by meeting the highest sustainable development standards and by developing partnerships with local stakeholders and leaders.»*

Health and safety, maritime security and environmental protection are key concerns of ours.

Of investments upwards of \$15 million, \$11 million were slated for the runoff water treatment system in Beauport, which captures all waters generated on the terminal (in the work areas, storage areas, through watering and in traffic areas). In 2017, approximately 300 000 000 liters of water were treated by the system and then discharged into the St. Lawrence, in keeping with Environment Canada's water protection requirements.

Our partner Mondor-Watson has also implemented various green initiatives, including:

- Better tire maintenance and follow-up to extend service life;
- Fume reduction through decreased engine idling;
- More fuel-efficient driving techniques;
- Ongoing training to make all employees aware of the importance of preserving the environment;
- Participation in the SmartWay program.

**On another subject, in your opinion, what challenges will the marine industry face in the coming years?**

Intermodality is a key to success for the future. Our clients' cargo must travel faster and faster to reduce inventories and handling costs.

Partnerships will constitute major assets in developing the marine sector. It will also be important to strengthen ties with decision-makers, socioeconomic leaders, influencers and our respective communities to build a strong, prosperous, dynamic industry.

We are also responsible for reducing our activities' carbon footprint and working hand in hand with the key actors in the communities where we are located.

*«Where health and safety are concerned, we must constantly innovate, being aware of and improving practices.»*

Finally, we must continue our efforts aimed at awareness-enhancing and education so that the public will know more about our industry and its impact on our daily lives.

