



Elevate Your PT/MC Business in Canada

PTDA MONTRÉAL, QUÉBEC  JUNE 2-4, 2026
Canadian Conference

DoubleTree by Hilton Montréal



“A unique, once-a-year opportunity to connect with customers and strengthen relationships across the Canadian channel—all in one trip.”

Sergio Riverin, Dodge Industrial, Inc.

The **PTDA 2026 Canadian Conference** is where power transmission/ motion control (PT/MC) leaders come together to navigate change, strengthen partnerships and position their businesses for what’s next in the Canadian market. Through purposeful face-to-face connections and timely industry insight, this event delivers real value for professionals focused on growth, resilience and long-term success.

DISTRIBUTORS Expand and strengthen your supplier network by engaging directly with senior leaders from leading U.S. and Canadian manufacturers—conversations that move relationships forward and open doors to new opportunities.

MANUFACTURERS Deepen distributor relationships, gain sharper insight into the Canadian market and identify new ways to extend reach and drive growth through trusted channel partnerships.

Register online or download a registration form at ptda.org/CCregistration. Early bird pricing ends April 27, 2026.

Schedule of Events

TUESDAY, JUNE 2

5:00 – 7:00 p.m. Networking Reception

WEDNESDAY, JUNE 3

8:00 – 9:00 a.m. Networking Breakfast

9:00 – 9:30 a.m. Welcome Introduction and Remarks

9:30 – 10:30 a.m. Keynote: Win More New Sales with AI: Strategies for Distributors & Manufacturers to Maximize Time Selling with Fergal O’Carroll

10:30 – 11:00 a.m. Networking Break

11:00 a.m. – 12:00 p.m. Keynote: International Business: Cross-Border Challenges and Opportunities with Chantal Hébert

12:00 – 1:00 p.m. Networking Lunch

1:00 – 2:00 p.m. DM-IDEX (Open time, no scheduled appointments)

2:00 – 4:00 p.m. DM-IDEX (Open time or self-scheduled appointments)

5:00 – 6:00 p.m. Networking Reception

THURSDAY, JUNE 4

8:30 – 9:00 a.m. Networking Breakfast

9:15 – 10:15 a.m. Panel: Distributor/Manufacturer Relationships Through the Eyes of the Next Generation

10:15 a.m. – 12:15 p.m. DM-IDEX (Open time or self-scheduled appointments)

12:15 – 1:15 p.m. Networking Lunch

1:15 – 2:15 p.m. Keynote: The Economic Outlook: Positioning for What’s Next with Jeremy Leonard



“The sessions were relevant, the discussions were engaging, and the connections made will directly benefit our organization.”

Tony Meo, FICODIS



Program

KEYNOTE

Win More New Sales with AI: Strategies for Distributors & Manufacturers to Maximize Time Selling

Wednesday, June 3
9:30 – 10:30 a.m.



Fergal O'Carroll

Host of The Supercharge Your Sales Velocity podcast

Manufacturers and distributors face rising expectations for speed, responsiveness and value. O'Carroll will explore how artificial intelligence (AI) can remove friction from everyday selling tasks so sales teams spend more time selling and less time on internal work. Learn practical ways to use AI for quoting, proposals, follow-ups and objection handling in PT/MC environments.

KEYNOTE

International Business: Cross-Border Challenges and Opportunities

Wednesday, June 3
11:00 a.m. – 12:00 p.m.



Chantal Hébert

Journalist and political commentator

Hébert will deliver a timely look at the evolving international business landscape and what it means for Canada's PT/MC sector. Drawing on deep expertise in global affairs, she'll examine emerging cross-border challenges—from geopolitical tensions and trade uncertainty to supply chain and regulatory pressures.

PANEL DISCUSSION

Distributor/Manufacturer Relationships Through the Eyes of the Next Generation

Thursday, June 4
9:15 – 10:15 a.m.

Drawing on PTDA's Voice of the Distributor and Voice of the Manufacturer research, learn how the next generation of leaders is redefining distributor-manufacturer relationships. Panelists will explore how evolving expectations around communication, trust and collaboration differ from previous generations—and what today's emerging leaders believe is essential to sustaining strong channel relationships in the future PT/MC landscape.

MODERATOR



Craig Bobbie
PTM Industries Inc.

PANELISTS



Ryan Poppler
Martin Sprocket & Gear Inc.



David Russell
Gordon Russell Limited



Kris Walchuk
Applied Industrial Technologies



Fiaz Mohammed
RotoPrecision, Inc.

KEYNOTE

The Economic Outlook: Positioning for What's Next

Thursday, June 4
1:15 – 2:15 p.m.



Jeremy Leonard

Oxford Economics

As trade uncertainty and U.S.-Canada dynamics continue to shift, PT/MC companies are feeling the impact on pricing, planning and investment decisions. Jeremy will offer a clear, Canada-focused economic outlook that breaks down what tariffs, USMCA renegotiation and domestic investment priorities really mean for distributors and manufacturers—and what to watch in 2026 to plan ahead and serve customers with confidence.

Networking

DM-IDEX: Distributor-Manufacturer Idea Exchange

Wednesday, June 3

1:00 – 2:00 p.m. *Open time, no scheduled appointments*

2:00 – 4:00 p.m. *Open time or self-scheduled appointments*

Thursday, June 4

10:15 a.m. – 12:15 p.m. *Open time or self-scheduled appointments*

DM-IDEX is the Canadian Conference's signature forum for high-value, face-to-face connection across the PT/MC channel. Executives from distributor member companies will be seated at tables, available for focused conversations with manufacturers or fellow distributors. In just minutes, attendees can make introductions, discuss current projects or customers and lay the groundwork for follow-up after the conference.

New for 2026: One hour of open networking time on Wednesday for attendees to walk the floor and connect organically with senior decision-makers. All attendees are asked to honor open time by not pre-scheduling meetings in order to foster spontaneous conversations.

DM-IDEX delivers in hours what might otherwise take days—maximizing time, resources and relationship-building. Come prepared for meaningful conversations that drive alignment, opportunity and mutual success. Visit www.ptda.org/DM-IDEX for more information and updated guidelines.

Networking Receptions

Tuesday, June 2 | 5:00 – 7:00 p.m.

Wednesday, June 3 | 5:00 – 6:00 p.m.

Make the most of these informal receptions to expand your network or reconnect with friends and colleagues.

Networking Breakfasts

Wednesday, June 3 | 8:00 – 9:00 a.m.

Thursday, June 4 | 8:30 – 9:00 a.m.

Get a strong start to the day making connections as you fuel up.

Networking Lunches

Wednesday, June 3 | 12:00 – 1:00 p.m.

Thursday, June 4 | 12:15 – 1:15 p.m.

Continue productive discussions with peers and newly formed acquaintances.

Hotel & Travel Information

The headquarters hotel of the 2026 Canadian Conference:

DoubleTree by Hilton Montréal

1255 Jeanne-Mance Street

Montréal, Québec H5B 1E5, Canada

+1.514.285.1450

Located in the heart of the Quartier des Spectacles and a bustling downtown, hotel guests enjoy easy access to the Complexe Desjardins offering a variety of shops and restaurants. One kilometer away, you'll find cobblestone streets, lively plazas and charming shops, cafes and historical landmarks.

A block of rooms has been set aside for Canadian Conference participants for C\$309 single/double standard room per night which includes complimentary in-room Wi-Fi. Reservations will be taken on a first-come, first-served basis when reserved by April 27 or until the block is filled (which usually comes first). After April 27, the hotel will release any unsold rooms in the PTDA block and reservations will be taken on a space-available basis.

Book your room at ptda.org/CChotel or call +1.800.222.8733 and reference that you are with the "PTDA Conference." Please only use the hotel link provided on the PTDA website to make your hotel reservation as our contract ensures PTDA's rates are the lowest available on any public website.

Valet and self-parking are available for an additional fee at the DoubleTree and adjacent Complexe Desjardins. Visit ptda.org/CChotel for details.

Registration and Cancellation Policies

Advance Registration

To receive the early discounted rate and be listed on the advance PTDA registration list, registration and payment must be received by **April 27**.

Refund Policy

Spouse/Companion registration includes the June 2 reception, June 3 breakfast and reception, and June 4 breakfast. Written cancellations received by **May 15** will be fully refunded and processed by June 15. Due to contractual obligations, refunds cannot be issued for cancellations received on or after May 15.

Private Meetings & Entertainment

Organized group meetings, hospitality suites, private events or other social functions (on- or off-site) are not permitted during officially scheduled PTDA or PTDA Foundation events. Please refer to the Schedule of Events.

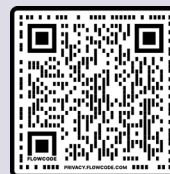
Photography & Video

PTDA may photograph or record conference participants for promotional use in Association publications, programs and on its website. If you prefer not to be photographed or recorded, please notify PTDA by email.

Attire

Business casual attire is appropriate for all Canadian Conference activities.

Visit the PTDA website for the Event Code of Conduct.



Scan for a printable PDF of the registration form or visit ptda.org/CCregistration.