



MURDOCH MACKAY

Senior Advisor

Value Proposition

Murdoch is a seasoned senior executive and policy strategist with deep expertise in Canada's grain and agriculture sectors. With over 30 years of leadership experience spanning industry, government, and international markets, he offers unmatched insight into supply chain management, regulatory modernization, stakeholder engagement, and operational transformation. He has served in executive roles for national grain companies, led federal modernization efforts as a Canadian Grain Commission Commissioner, and advised global firms entering or expanding within Canada. Whether filling a leadership gap, driving policy change, or advising on cross-border trade strategy, Murdoch brings sharp analysis, practical solutions, and a collaborative approach that creates results.

Selected Achievements

- As Commissioner at the Canadian Grain Commission, helped implement key amendments to the Canada Grain Act, leading to cost savings of \$20 million annually for industry stakeholders.
- Provided expert advisory services for Protein Industries Canada's successful \$153 million Supercluster proposal, supporting Canadian innovation and agri-food competitiveness.
- Chaired the Crop Logistics Working Group III, delivering a report with eight unanimous recommendations to Transport Canada and the Minister of Agriculture, addressing supply chain challenges across the industry.
- Worked with international grain companies and third-party inspection firms to navigate Canadian regulations, improve export strategy, and develop long-term market partnerships, particularly in China.
- Successfully turned around Pacific Elevators from a \$12 million deficit to an \$8 million profit in two years as VP of Terminal Services.
- Led integration and operational streamlining during the Agricore-UGG merger, improving grain handling efficiency while reducing costs and facilities.
- Negotiated multi-year union agreements in both Thunder Bay and Vancouver and was the lead in successful negotiations in Thunder Bay without legal counsel.
- Developed and implemented corporate-wide quality systems (ISO/HACCP) and energy management strategies, boosting compliance and cost-efficiency.
- Advised private and public sector clients on feasibility, strategic planning, and operations for facilities including grain terminals and oilseed processing plants.

Experience

- Standoch International Inc.: President
- Canadian Grain Commission: Commissioner
- Agricore United: VP Operations
- United Grain Growers/Agricore United: VP Terminal Services

Qualifications

- Advisory Board Member – Legume Farms
- Bachelor of Arts (Law & Geography) – Carleton University
- Bachelor of Arts (Political Science & Geography) – University of Manitoba

