Sid Hynes (Captain) serves as Executive Chairman of Oceanex Inc., providing intermodal transportation services to the Canadian province of Newfoundland and Labrador. With his management team and almost 400 employees, Captain Hynes is committed to keep Oceanex's leading position as an intermodal carrier in Eastern Canada.

What would you consider your greatest achievement to date in Executive Chairman at Oceanex?

Prior to acquiring Oceanex in 2007, the company was a public income trust. Since that time, we have focused on changing the corporate culture of the organization to a more entrepreneurial approach to management, embracing a culture of accountability. We have taken great strides in educating our management personnel on the merits of a more proactive approach to management, embracing a culture of accountability.

How has your experience prepared you for your role?

Throughout my career, I have combined these skills with a great deal of determination and applied them to whatever challenges have been presented to me. Throughout my career, I have combined these skills with a great deal of determination and applied them to whatever challenges have been presented to me.

Please tell us about the key values of your organization:

At Oceanex, Safety is our highest and first priority in everything that we do. We are focused on the protection of our people, property and the environment. Excellence and Reliability are the foundation of our quality management system which is focused on continuously improving our work practices to ensure we provide a reliable, consistent service for our customers.

What makes Oceanex different to the competition?

Reliability and on-time performance, competitive transit times, pricing and a complete transportation solution are the foundation of our leading market position. Marine transport is the only option for getting cargo into Newfoundland and Labrador. We provide customers with a complete service with cargo pick-up anywhere in North America and delivery to any point in Newfoundland as well as being a link to international carriers through the Ports of Halifax and Montreal. Additionally, Oceanex offers customers equipment and services required for their specific needs and the transportation of specialty products.

What do your clients expect from the Oceanex brand when contracting services?

Oceanex specializes in the handling of all types of cargo from anywhere in North America. Through a combination of direct and agent networks, Oceanex is capable of handling anything from full container loads ranging from 20' to 53', less than full load, Project cargo requiring standard and specialized equipment, commercial vehicles, new cars, heavy equipment, heavy lifts and both heated and refrigerated container/trailer service. Requirements are predominantly for 53' units that offer the same capacity as highway trailers and have become the unit of choice for many shippers in the domestic trade.

Do you foresee exploring new markets over the next five years?

Oceanex has recently expanded to offering 3PL services for its clients to ensure we are better able to providing all of their transportation requirements.

Your memorable shipping experience:

My most memorable shipping experience was perhaps my most challenging experience. I was captain of the dynamic positioning diving support vessel responsible for locateing and completing the survey of the sunken oil rig Ocean Ranger in extremely harsh conditions.

Your favorite ship:

I wouldn’t say that I have a favorite ship as I love the hard of working on a number of state of the art vessels. I am particularly proud, however, of the Oceanex Connaigra (pictured above). I was closely involved in the building of this vessel from development of the specification until it joined the Oceanex service in October 2013.

Note: The Editor is not responsible for the opinions expressed by Interviewees. Interviews are pre-approved by the Interviewee.