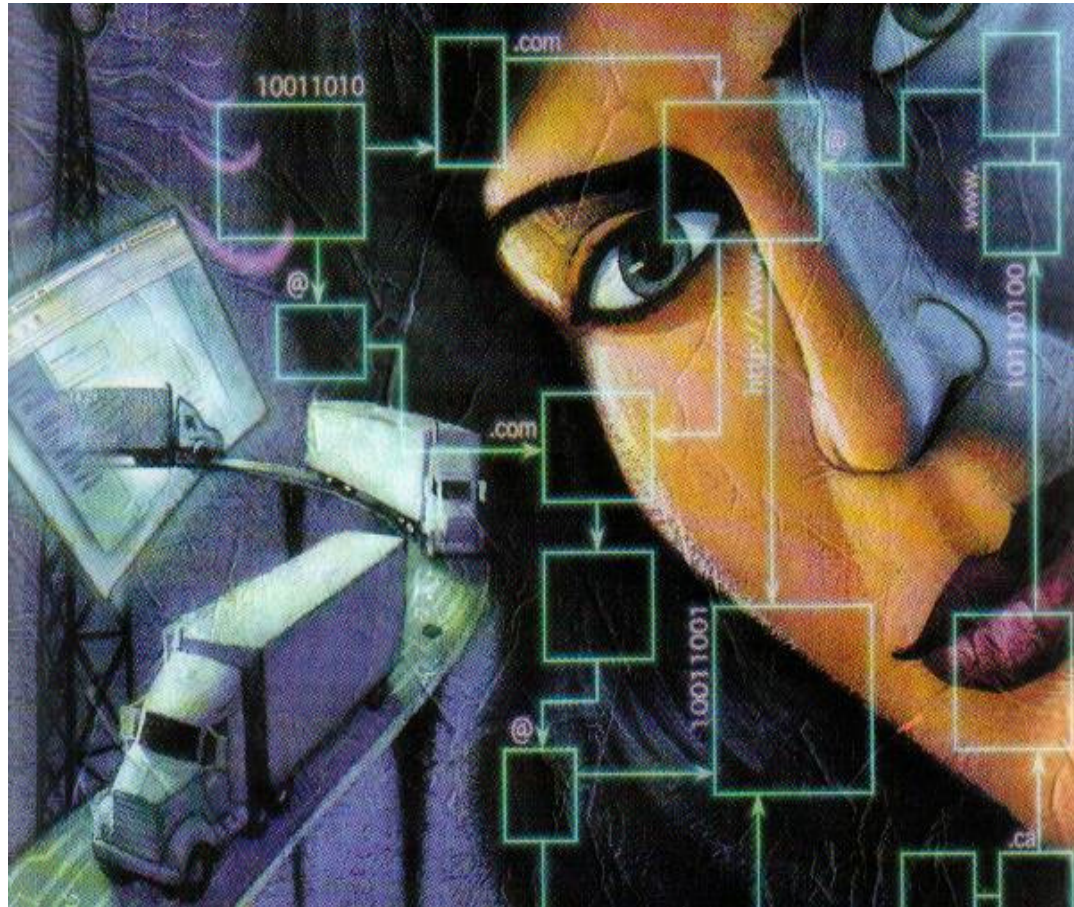


CRITICAL ISSUES IN TRANSPORTATION



CRITICAL ISSUES IN TRANSPORTATION

Rail Sector – C-49 - Implications for Rail

Dr. Malcolm Cairns, Malcolm Cairns Research & Consulting

Air Sector - Looking Forward

*Marc Rioux, Executive Director, Air Policy – International,
Transport Canada*



Marine Sector – Port Issues

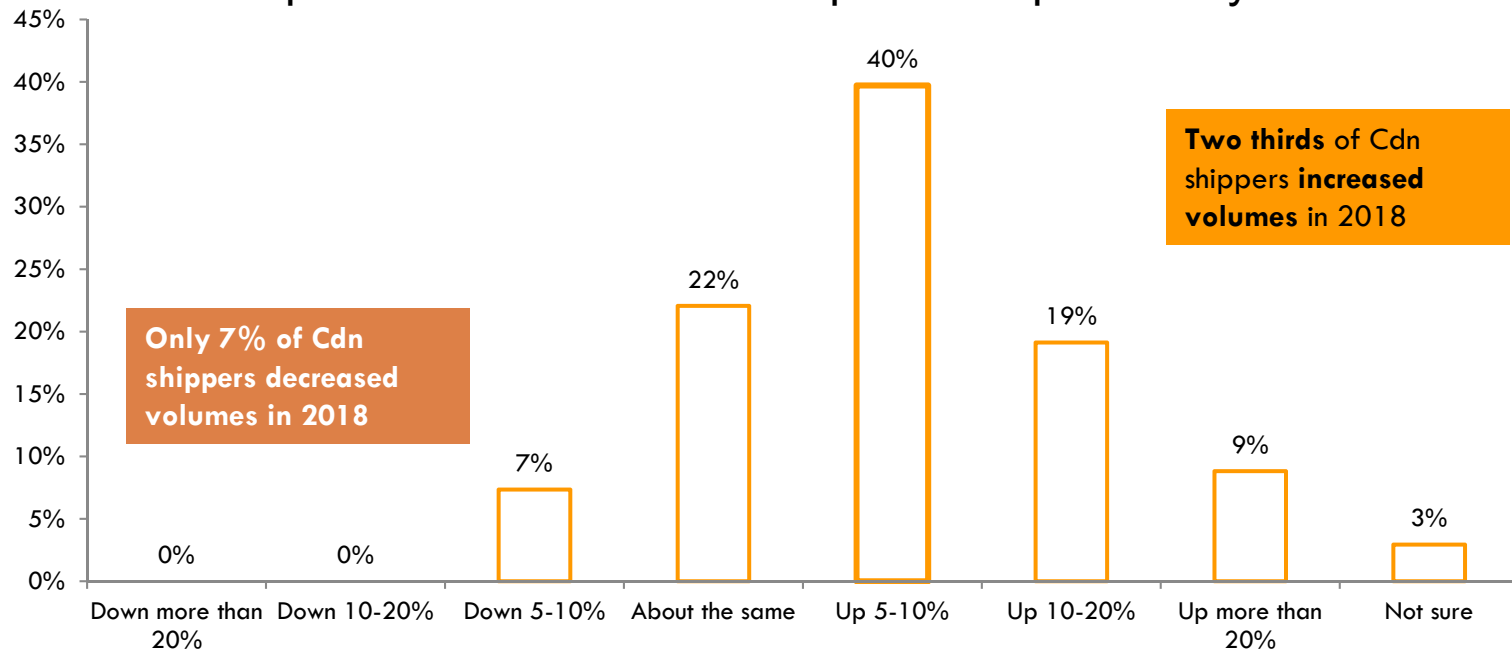
*Wendy Zatylny, president, Association of Canadian Port
Authorities*

Trucking Sector – Groaning with Growth

*Lou Smyrlis, managing director, Newcom Trucking & Supply
Chain Group*

CRITICAL ISSUES IN TRANSPORTATION

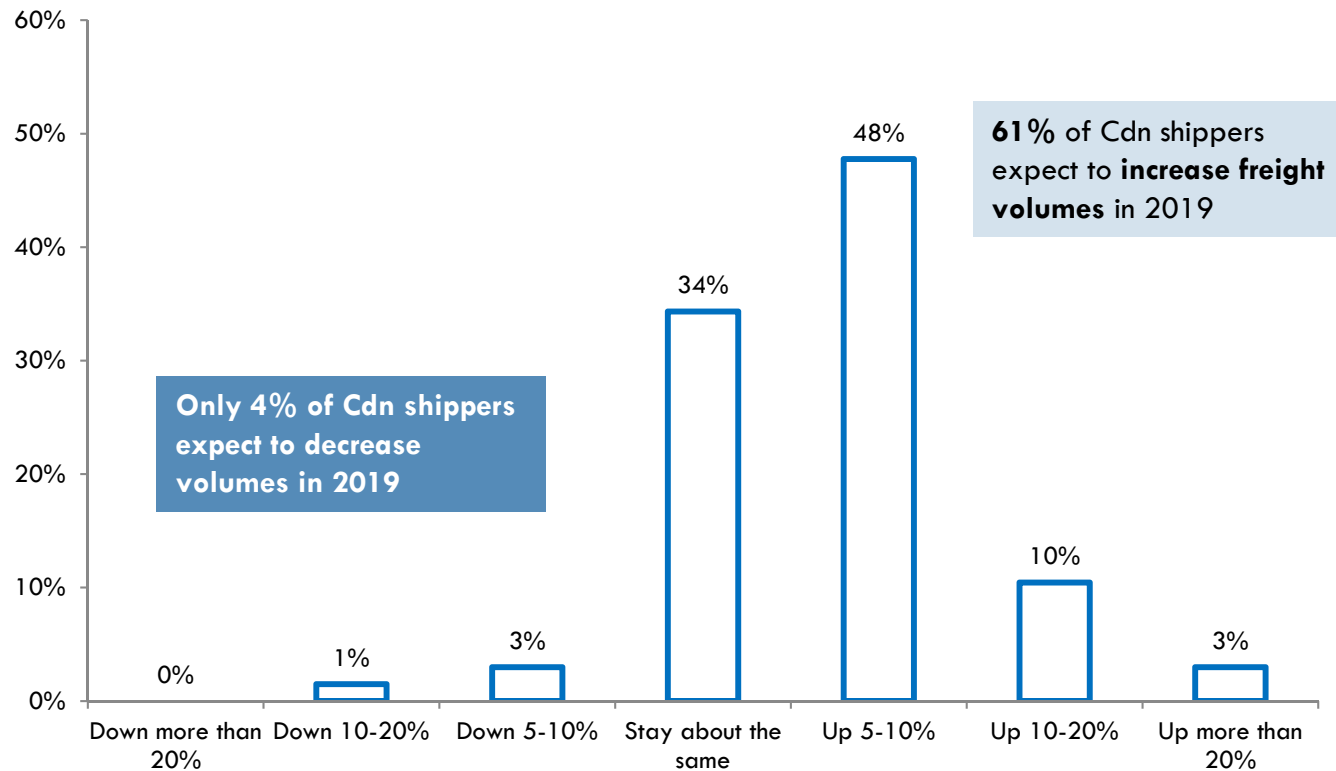
Shipment levels in 2018 compared to previous year



Source: Transportation Buying Trends Survey, Newcom Media

CRITICAL ISSUES IN TRANSPORTATION

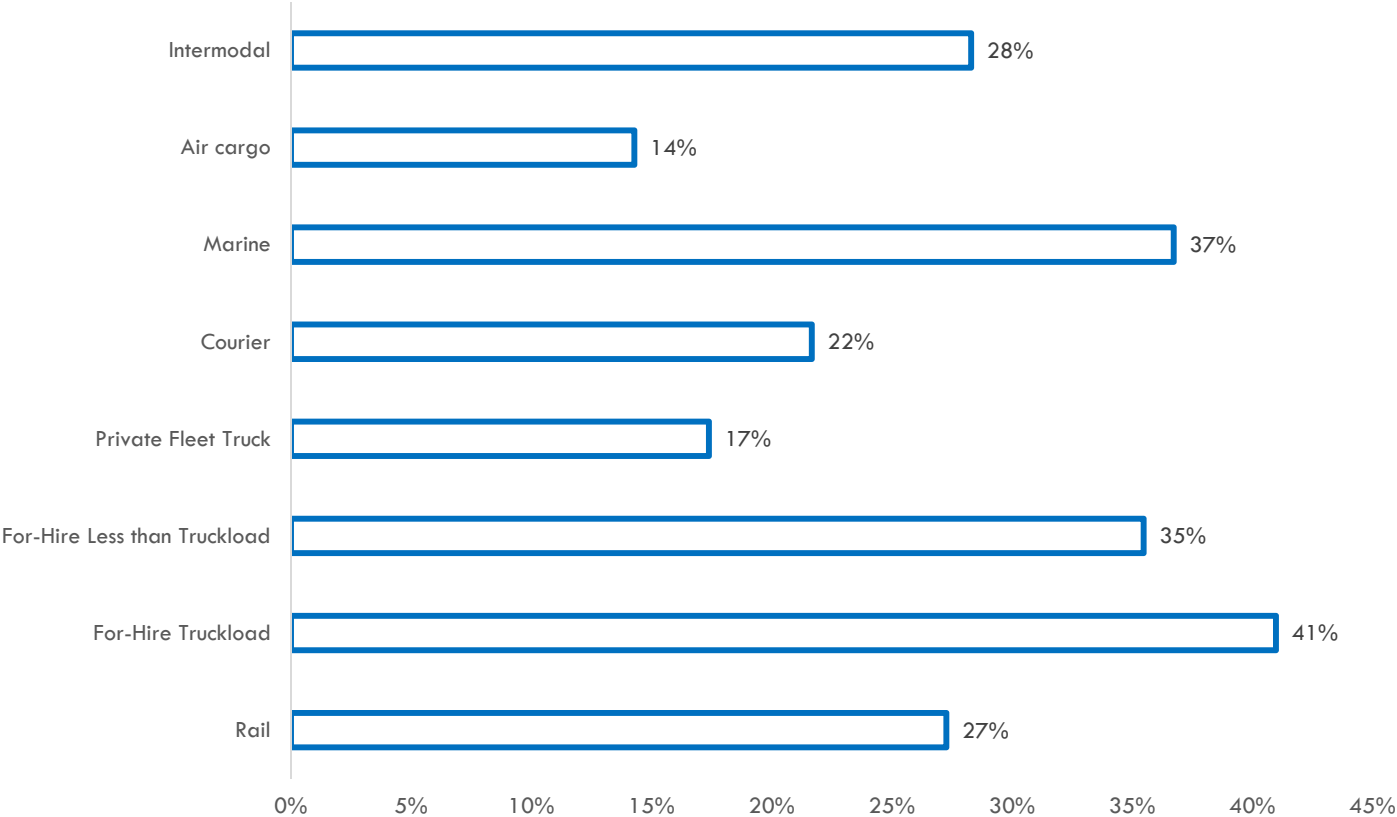
Projections for shipment volumes in 2019



Source: Transportation Buying Trends Survey, Newcom Media

CRITICAL ISSUES IN TRANSPORTATION

Increasing use of modes in 2019



Source: Transportation Buying Trends Survey, Newcom Media

CRITICAL ISSUES IN TRANSPORTATION

Which of the following statements best describe business conditions where you work?

64% Business is steady, and we're staying the course.

21% We're in growth mode. The business keeps coming.

14% We're under pressure and making cuts.

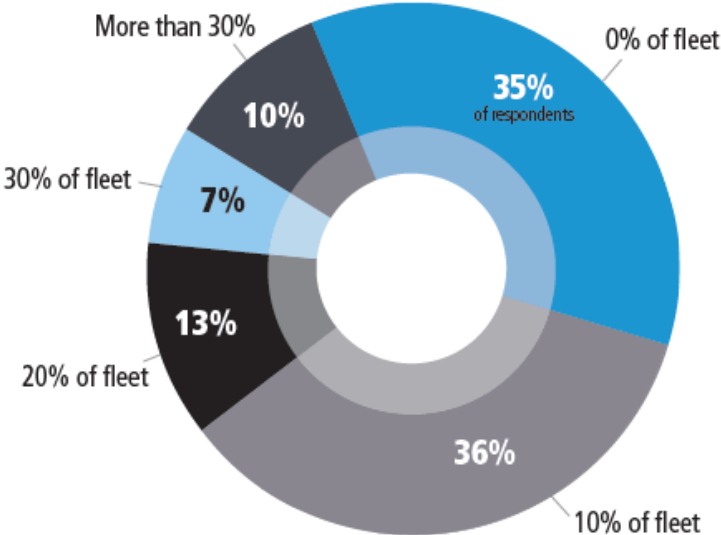
1% This place is doomed. Are you hiring?



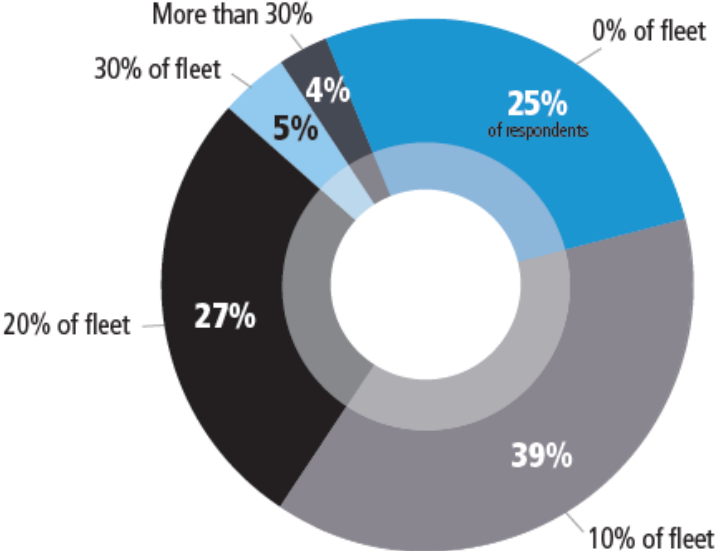
Source: Reader Pulse Survey, Newcom Media

CRITICAL ISSUES IN TRANSPORTATION

Percentage of heavy duty vehicle fleet anticipate replacing by end of year

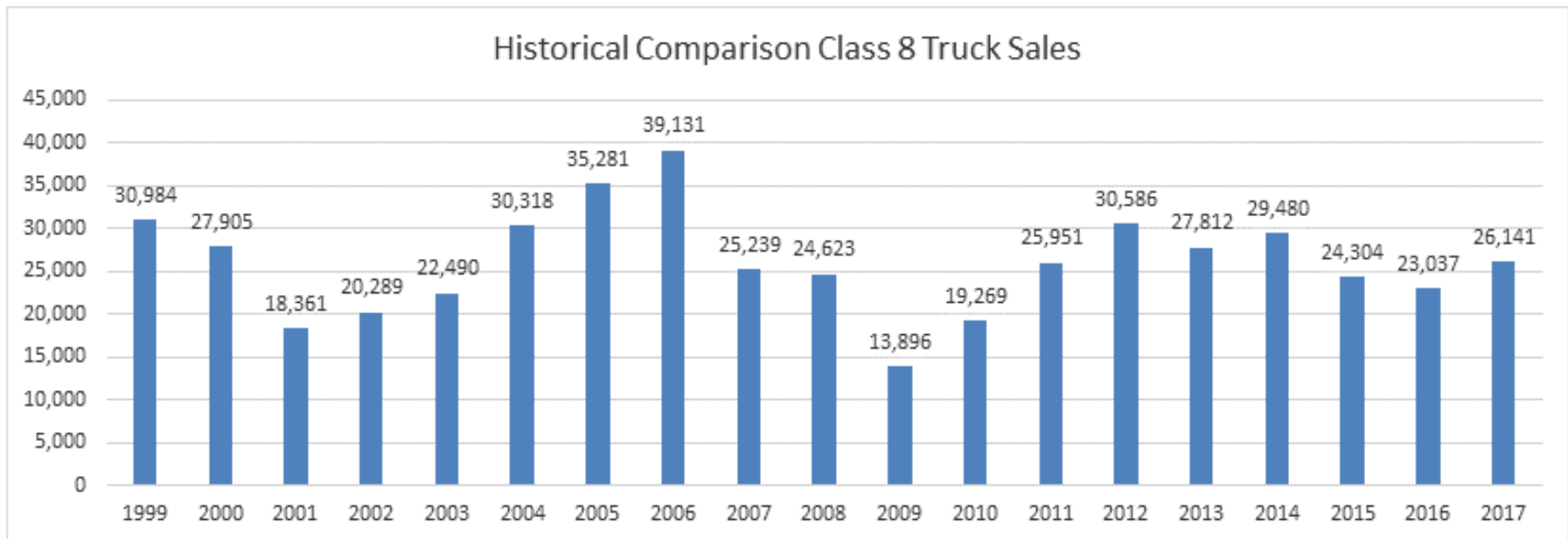


Percentage of heavy duty vehicle fleet anticipate replacing next year



Source: Equipment Buying Trends Survey, Newcom Media

CRITICAL ISSUES IN TRANSPORTATION



Source: Equipment Buying Trends Survey, Newcom Media

CRITICAL ISSUES IN TRANSPORTATION



What are the factors that may prevent growth of your fleet?

(Check all that apply)

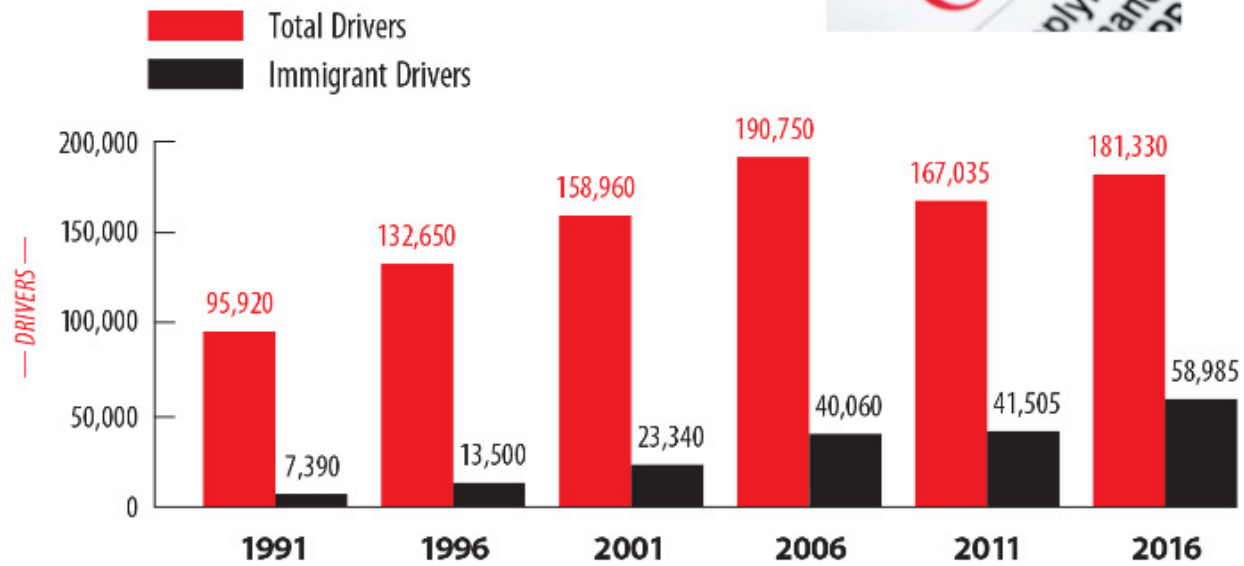
- 46%** Lack of drivers
- 38%** Increased regulations
- 31%** Other
- 13%** Lack of available capital
- 13%** Lack of equipment
- 10%** Lack of new customers
- 8%** Lack of administration/ office staff
- 5%** Lack of dispatchers
- 5%** We're at capacity and have nowhere to grow

Source: Reader Pulse Survey, Newcom Media

CRITICAL ISSUES IN TRANSPORTATION

IMMIGRATION

1/3 of Canada's truck drivers are now immigrants



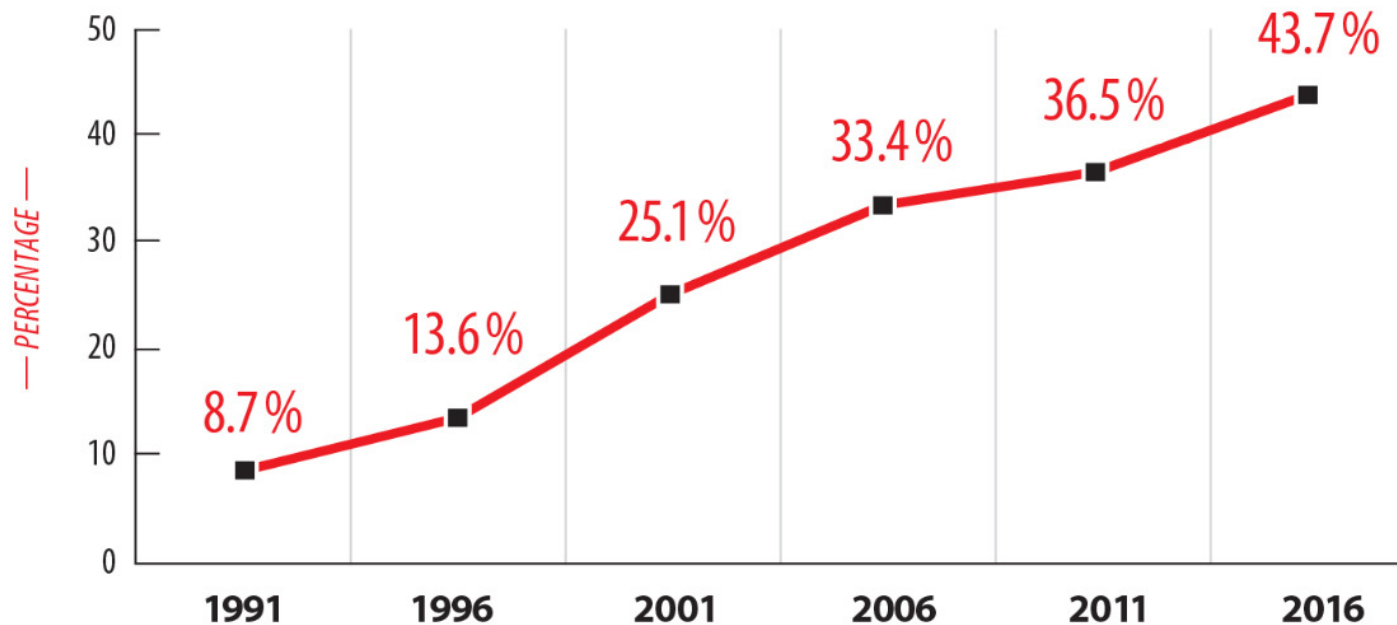
Source: Newcom Media and National Household Survey

Source: Reader Pulse Survey, Newcom Media

CRITICAL ISSUES IN TRANSPORTATION

INDIA

More than 40% of immigrant drivers are from India



Source: Newcom Media and National Household Survey

CRITICAL ISSUES IN TRANSPORTATION

LANGUAGE

15% of Canada's truck drivers speak Punjabi

▶ Truck driver languages other than English or French

	1991	1996	2001	2006	2011	2016
Total	95,915	132,655	158,960	190,755	167,035	181,330
Punjabi	725	2,065	6,220	14,260	15,785	27,475
Hindi	205	555	2,145	4,650	4,385	7,610
German	2,650	3,210	4,090	4,900	4,470	4,520
Russian	165	415	1,295	2,290	2,440	3,605
Spanish	425	980	1,460	2,530	2,565	3,110

▶ Truck drivers who speak Punjabi

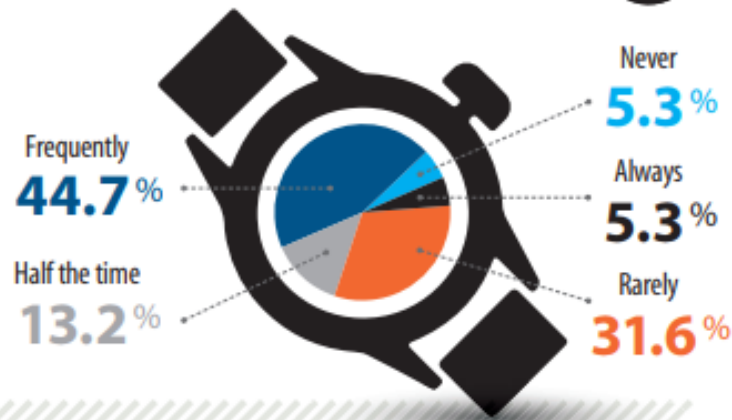
	1991	1996	2001	2006	2011	2016
Canada	725	2,065	6,220	14,260	15,785	27,480
Ontario	180	615	2,535	7,540	7,950	13,295
British Columbia	465	1,165	2,965	4,785	4,915	7,240
Alberta	65	210	370	1,150	1,995	3,985
Manitoba	10	25	20	125	250	1,455
Quebec	10	55	330	650	650	1,200
Saskatchewan	0	0	0	0	25	295
Nova Scotia	0	0	0	10	0	10
Newfoundland and Labrador	0	0	0	0	0	0
Prince Edward Island	0	0	0	0	0	0
New Brunswick	0	0	0	0	0	0

There are 4x more Punjabi/Hindi speaking drivers than there are German, Russian & Spanish speaking drivers COMBINED

Half the Punjabi speaking drivers live in ONTARIO

CRITICAL ISSUES IN TRANSPORTATION

How often are your trucks detained more than two hours by shippers?



When detained by shippers, how often does your business collect detention fees?



Shippers apply charges and penalties of their own. In the past year, has a customer fined you for:

- 44% Lumper services
- 40% Late deliveries
- 36% Damaged/spoiled freight
- 8% No shows (rescheduling/cancelling)
- 8% Broken seals or packaging
- 4% Early deliveries



Source: Reader Pulse Survey, Newcom Media