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Transportation's Top Stories

## Air Transport Updates

### CANADA

#### ✈️ WestJet to serve as Canada's gateway to world-renowned shore diving destination, Bonaire



Source: WestJet

WestJet on July 4, 2023 announced the addition of the beautiful island of Bonaire to its Caribbean destinations with non-stop seasonal service from Toronto. Starting December 12, 2023, WestJet will offer flights once per week between Canada's Queen City and the stunning Dutch Caribbean island. Today's announcement marks a significant milestone for both the airline and City of Toronto with WestJet serving as the only carrier providing scheduled non-stop lift to the island of Bonaire. The addition of Bonaire to WestJet's growing network reaffirms the airline's commitment to bolstering its presence in Eastern Canada through connectivity to popular sun and leisure destinations.

*WestJet to serve as Canada's gateway to world-renowned shore diving destination, Bonaire, July 4, 2023, [www.westjet.ca](http://www.westjet.ca)*

#### ✈️ Government of Canada invests in building a United States preclearance facility at Billy Bishop Toronto City Airport

On June 30, 2023, the Minister of Transport, the Honourable Omar Alghabra, announced an investment of up to \$30 million to build a new preclearance facility at Billy Bishop Toronto City Airport for United States-bound travellers. The new facility will build capacity for Toronto's growing business and leisure passenger volumes transiting through Canada's largest city. Fast and secure movement of people and goods across the United States border is key to boosting tourism, business, and trade. The Government of Canada's contribution builds on investments made by Ports Toronto, and the new preclearance facility will provide important benefits to Canadians and the air sector by: 1. increasing security and connectivity for business and leisure travellers using the Billy Bishop Toronto City Airport; 2. reducing airport congestion and transportation bottlenecks by increasing Canada's complement of airport pre-clearance facilities; and 3. improving fluidity and capacity in the transportation system.

*Government of Canada invests in building a United States preclearance facility at Billy Bishop Toronto City Airport, June 30, 2023, [www.tc.gc.ca](http://www.tc.gc.ca)*

### US/WORLD

#### ✈️ Air Cargo Demand Remains Weak in May



Source: IATA

The International Air Transport Association (IATA) released data for May 2023 global air cargo markets showing weak market conditions. Global demand, measured in cargo tonne-kilometers (CTKs), fell 5.2% compared to May 2022 (-6.0% for international operations). Capacity, as measured by available cargo tonne-kilometers (ACTKs), rose 14.5% compared to May 2022, primarily driven by belly capacity which increases as demand in the passenger business recovers. Capacity is now 5.9% above May 2019 (pre-pandemic) levels.

*Air Cargo Demand Remains Weak in May, July 5, 2023, [www.iata.org](http://www.iata.org)*

## **Strong Air Travel Growth Continues in May as Load Factor Rises to 2019 Levels**



Source: IATA

The International Air Transport Association (IATA) released May 2023 traffic data showing continued strong growth in air travel demand. *Total traffic* in May 2023 (measured in revenue passenger kilometers or RPKs) rose 39.1% compared to May 2022. Globally, traffic is now at 96.1% of May 2019 (pre-pandemic) levels. *Domestic traffic* for May 2023 rose 36.4% compared to the year-ago period. Total May 2023 domestic traffic was 5.3% above the May 2019 level. This is the second month in a row domestic traffic has exceeded pre-pandemic levels.

*Strong Air Travel Growth Continues in May as Load Factor Rises to 2019 Levels, July 6, 2023, [www.iata.org](http://www.iata.org)*

## **IATA Releases Industry Net Zero Tracking Methodology to Guide Industry Emission Reporting**



Source: IATA

The International Air Transport Association (IATA) will publish an annual Track Zero report using IATA's Net Zero Tracking Methodology to report industry-level progress towards aviation's commitment to Net Zero carbon emissions by 2050. The *Net Zero Tracking Methodology* and related reporting process were developed with industry experts. IATA will aggregate and report annually inputs from IATA member airlines on an industry basis. After thorough validation, aggregate industry data from the previous calendar year will be reported annually in the fourth quarter of each year. The first report with airline-contributed data is planned for publication in Q4 2024. Non-IATA member airlines are also encouraged to contribute data and participate in the reporting.

*IATA Releases Industry Net Zero Tracking Methodology to Guide Industry Emission Reporting, July 7, 2023, [www.iata.org](http://www.iata.org)*



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## Rail Transport Updates

### CANADA

#### Freight Rail Services Price Index, June 2023



Source: Statcan

Data for June for the Freight Rail Services Price Index (2018=100) are now available. The index was 122.3 in June 2023 compared to 123 a year ago and 124.0 in May 2023. For the second quarter of 2023 the index was 123.7 compared to 120.8 a year ago and 12.3 for the first quarter in 2023.

*Freight Rail Services Price Index, June 2023, June 30, 2023, [www.statcan.gc.ca](http://www.statcan.gc.ca)*

#### CN Releases 2022 Sustainability Data Supplement

CN published its 2022 sustainability data supplement outlining the Company's performance in the areas of safety, environment, people, community, and governance. The report provides an update on CN's progress against its 2030 sustainability targets and its focus on embedding sustainability in all areas of the business. Tracy Robinson, President and Chief Executive Officer of CN said "Sustainability is in our DNA and delivering responsibly is at the heart of our commitment to create the railroad of the future. To us, that means serving

communities in a sustainable manner and driving growth to build success for our communities, our employees, and our customers. Part of that commitment means setting ambitious targets and holding ourselves accountable for our performance. Today's report delivers on our promise to report with transparency, clarity, and comparability as we share how we're performing against our ESG targets."

*CN Releases 2022 Sustainability Data Supplement, June 30, 2023, [www.cn.ca](http://www.cn.ca)*

#### Government of Canada announces investment to make railways safer while reducing the impacts of climate change

On July 4, 2023, the Minister of Transport, the Honourable Omar Alghabra, and the Minister of National Revenue and Member of Parliament for Gaspésie—Les Îles-de-la-Madeleine, the Honourable Diane Lebouthillier, announced a multi-year investment of more than \$10 million for a rail infrastructure project in Port-Daniel-Gascons, Québec. The project will involve: 1. installing a large retaining wall to protect the cliffs along the coastline against further erosion and possibly collapsing; 2. With an expected lifespan of 75 years, the wall will be designed to withstand the forces of waves and tides expected in the future, based on climate change predictions up to the year 2050. 3. repairing the train tracks; 4. installing a water drainage system beneath the tracks (on the side of the retaining wall); and 5. building a ditch between the adjacent road and the tracks.

*Government of Canada announces investment to make railways safer while reducing the impacts of climate change, July 4, 2023, [www.tc.gc.ca](http://www.tc.gc.ca)*

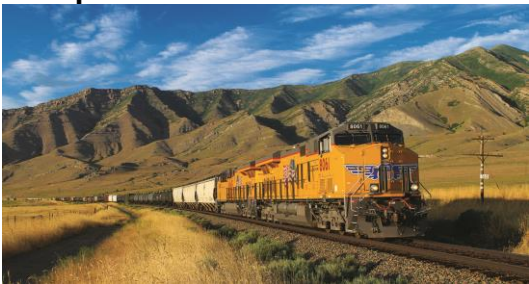
### US/WORLD

## Lack of information sharing, integration impedes railroad industry R&D

Although February's train derailment in East Palestine, Ohio, has renewed calls to bolster railroad safety, the rail industry needs to be more proactive about how research and development efforts can advance the utilization of freight rail and encourage the railroads to think across departments, sources told FreightWaves. The factors that play into what gets public and private dollars for research can be complex. One issue is that some topics, such as train crew size and train length, have political undertones, with the unions largely in support of regulations that retain and grow the workforce while the railroads generally say that the safety data doesn't support the need for some proposed regulations. The rail industry has had some success in determining what areas to focus on, sources said. For instance, the Federal Railroad Administration's research program is reviewed periodically by the Transportation Research Board, an independent arm of the National Academy of Sciences, while research conducted by MxV Rail, which is affiliated with the Association of American Railroads, has been discussed and reviewed by numerous committees composed of industry experts. But the industry also needs to work at better integrating different systems, such as using data from wayside detection to inform train operations and enhance safety, and it's unclear who should be overseeing or coordinating the various strands of R&D. There are disconnects all through the system.

*Lack of information sharing, integration impedes railroad industry R&D, July 3, 2023, [www.freightwaves.com](http://www.freightwaves.com)*

## Why We're Skeptical of a 2H Rebound



Source: Railway Age

Rail volumes have not seen a rebound in 2Q. Intermodal contract rates are down notably and are likely to pressure the group, though sequential volume improvements on the West Coast ports and a bottom in OTR (over the road) spot rates may limit further rate contraction. Mixed expectations on peak season keep us skeptical of a 2H rebound. Rail regulation continues to loom, posing regulatory risk

for the U.S. rails. 2Q carloadings continue to face a soft volume environment and are negative y/y despite soft 1H comps. Rail service metrics are improving (CSX nicely outperforming the group and UNP train velocity is still tracking below pre-COVID levels), which can partially be attributed to the softer demand environment. The weakness continues to be led by intermodal volumes, which are down 11.9% QTD and 10.9% YTD. Over the past several weeks, we have seen an uptick in U.S. intermodal volumes though still well below seasonal levels. This is primarily driven by depressed OTR rates and lower diesel fuel prices, which are making intermodal moves less appealing.

*Why We're Skeptical of a 2H Rebound, June 30, 2023, [www.railwayage.com](http://www.railwayage.com)*

## U.S. Carloads, Intermodal Down for June; Industrial Products Reflect 'Relative Strength,' AAR



Source: Railway Age

U.S. rail traffic for June 2023 was down from the same month last year—falling 3.9%, or 76,237 carloads and intermodal units, the Association of American Railroads (AAR) reported July 5. This follows May's 5.7% drop-off from the prior-year period. According to the AAR, U.S. Class I railroads last month carried 1,892,163 carloads and intermodal units, comprising 903,397 carloads (down 0.2%, or 1,931 carloads, from June 2022) and 988,766 containers and trailers (down 7.0%, or 74,306 units, year-over-year). Canadian railroads reported 86,614 carloads for the week ending July 1, 2023, down 3.2%, and 67,511 intermodal units, down 12.8% from the same point last year. For the first 26 weeks of 2023, they reported cumulative rail traffic volume of 4,149,703 carloads, containers and trailers, a 1.4% decline from the same period in 2022.

*U.S. Carloads, Intermodal Down for June; Industrial Products Reflect 'Relative Strength,' AAR, July 5, 2023, [www.railwayage.com](http://www.railwayage.com)*



## **Biden-Harris Administration announces Progress on Hudson River Tunnel Project**

On July 6, 2023, the Biden-Harris Administration is taking a critical step forward on one of the largest infrastructure projects in American history: the revitalization and expansion of the Northeast Rail Corridor, specifically the Hudson River Tunnel (HRT) project between New York and New Jersey. Thanks to the President's Bipartisan Infrastructure Law, the Federal Transit Administration (FTA), part of the U.S. Department of Transportation, informed the Gateway Development Commission (GDC) that the Hudson River Tunnel project has received approval to enter the Engineering phase of the FTA Capital Investment Grants (CIG) program. Once the project begins, it is expected to create more than 72,000 American jobs in the region.

*Biden-Harris Administration announces Progress on Hudson River Tunnel Project, July 6, 2023, [www.dot.gov](https://www.dot.gov)*



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## Marine Transport Updates

### CANADA

#### **Canada's West Coast Longshoremen Begin Strike...on Canada Day and Shipping industry braced for extended strike at BC ports**



Source: AJOT

ILWU Canada strike begins on Canada Day...July 1<sup>st</sup>. In a job action which will potentially have a significant ripple effect on the Canadian economy and trade with Asia, the union representing 7,400 terminal and port workers in 29 ports in British Columbia walked off their jobs early on July 1, 2023 for an unspecified duration – coincidentally on Canada's national holiday. The strike on Canada's West Coast comes two weeks after a crucial tentative deal was reached at US West Coast ports. The estimated C\$800 million worth of goods which flow through BC ports each day represent roughly one quarter of total Canadian imports and exports. The largest volume of this trade, both bulk and container, passes through the ports of Vancouver and Prince Rupert, respectively the number one and third-ranked ports in the country. The container shipping industry in Western Canada is bracing for the possibility of an extended strike at the ports of Prince Rupert and Vancouver after longshore workers went on strike Saturday morning (July 1, 2023) as threatened over a contract dispute. The ports are adjusting operations to mitigate cargo buildup as both sides remain far

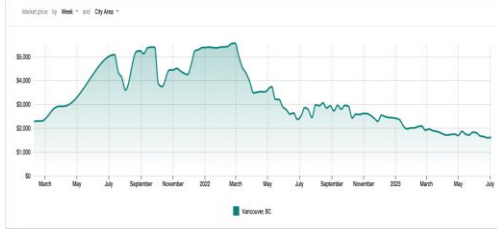
apart on how to best fill existing heavy-duty maintenance jobs and whether the union's remit should expand to other types of maintenance jobs at facilities, according to two sources close to the matter. Shippers moving cargo through the British Columbia ports (DP World Centerm terminal pictured) have few options for diversions. *Canada's West Coast Longshoremen Begin Strike...on Canada Day, July 1, 2023, [www.ajot.com](http://www.ajot.com); and Shipping industry braced for extended strike at BC ports, July 2, 2023, [www.joc.com](http://www.joc.com)*

#### **British Columbia port strike enters day four**

The strike at British Columbia ports enters its fourth day after talks between the two sides stalled on Monday (July 3, 2023). More than 7,000 workers who load and unload cargo at more than 30 B.C. ports have been on strike since Saturday (July 1, 2023) morning. Representative for the BC Maritime Employers Association and the International Longshore and Warehouse Union Canada negotiated over the long weekend before the association issued a statement Monday saying it says it didn't think more bargaining is going to produce a deal. It said the union's demands were "outside any reasonable framework for settlement." The union, meanwhile, has accused the association of changing its position on a key issue at the last minute to "muddy the waters" and News of a strike at the ports, including Canada's largest, the Port of Vancouver, led many business groups to raise red flags, suggesting it would have far-reaching implications for Canada's economy.

*British Columbia port strike enters day four, July 4, 2023, [www.cargonews.com](http://www.cargonews.com)*

## ILWU Canada Strike to impact Canada's foreign trade



Source: AJOT

As around 7500 dock workers representing the International Longshore and Warehouse Union (ILWU) continue with the third day of strike, thereby impacting the two key gateways of international trade – Port of Vancouver and Port of Prince Rupert, the maritime industry prepares for a yet another domino effect all the way up to Asia and to the US, impacting majorly the automobile, container, breakbulk and project cargo business sectors. According to insights from marine traffic, currently there are 150+ vessels in the port of Vancouver and another 55 vessels are scheduled. On the other hand, Currently, there are 60+ vessels in the port of Prince Rupert and another 25 vessels are scheduled. The delays caused by the strike will impact the vessel transit and dwell times at these ports, which could further increase the cost which eventually are often passed on to customers, leading to higher prices for goods. “The strike could have a significant impact on the ports of Vancouver and Prince Rupert, which are crucial gateways for Canada's foreign trade, especially with Asia. These ports handle a substantial portion of Canada's imports and exports. The average container prices at the port of Vancouver continue to slide from \$1769 in May 2023 to \$1711 in June 2023. These prices have consistently deteriorated on a month-on-month basis since February 2022 when these peaked at \$5460. So far, we do not see a rub off of the strikes on container prices. The cargo volumes at the port of Prince Rupert grew by 2% from 2,115,270 tonnes in May 2022 to 2,158,316 tonnes in May 2023. With these disruptions, we can expect this growth to get affected negatively in the coming months, depending on the duration of the conflict. Labor disputes can have significant implications for the regional supply chain.

*ILWU Canada Strike to impact Canada's foreign trade, July 3, 2023, [www.ajot.com](http://www.ajot.com)*

## Vancouver, Prince Rupert face protracted port strike as talks stalemate, Talks stall in BC strike, business groups call for intervention and B.C. ports strike could

## inflict damage that takes months to correct, warns Canada's biggest railway

As talks stall between the union and employers, Canadian business groups are calling for the government to step in an end the longshore workers strike in British Columbia. About 7,400 members of the International Longshore and Warehouse Union (ILWU) walked off the job in a legal strike on July 1. The ports of Vancouver and Prince Rupert, along with 28 others are affected by the work stoppage. Negotiations between ILWU and the BC Maritime Employers Association, which represents businesses at 30 BC ports, had been continuing since the strike began. However, at the end of the day on July 3, the BCMEA issued a statement saying: “ILWU Canada went on strike over demands that were and continue to be outside any reasonable framework for settlement. Given the foregoing mentioned, the BCMEA is of the view that a continuation of bargaining at this time is not going to produce a collective agreement.” The union issued a statement saying the BCMEA “deliberately sabotaged the progress that had been made therefore we must question their motives and the appropriateness of the BCMEA bargaining committee to actually negotiate a collective bargaining agreement...We hope that the association is not hiding behind the threat of back to work legislation and binding arbitration to avoid engaging in bargaining with the union.” According to Marine Traffic, 58 vessels arrived at Vancouver in the past 24 hours, there are 179 vessels in port at Vancouver and another 56 scheduled. Numerous business groups (Canadian Federation of Independent Business, Fertilizer Canada, The Canadian Chamber of Commerce and Canadian Manufacturers and Exporters) have weighed in asking the government to step in and bring a quick resolution to the dispute. B.C. ports strike could inflict damage on shippers and consumers and may that take months to correct. It could also affect the country's economy and reputation.

*Vancouver, Prince Rupert face protracted port strike as talks stalemate, July 4, 2023, [www.joc.com](http://www.joc.com); Talks stall in BC strike, business groups call for intervention, July 4, 2023, [www.insidelogistics.ca](http://www.insidelogistics.ca); and B.C. ports strike could inflict damage that takes months to correct, warns Canada's biggest railway, July 4, 2023, [www.financialpost.ca](http://www.financialpost.ca)*

## Union and employers trade barbs as BC ports strike continues

Talks at the negotiating table have disintegrated into a war of words between the International Longshore and Warehouse Union (ILWU) and the BC Maritime Employers Association (BCMEA), as the union's strike at 30 BC ports goes into its sixth day. After the strike by 7,400

members of the union began on July 1, 2023 talks had continued with a mediator until July 3<sup>rd</sup>, 2023. At the end of the day on July 3, 2023 the BCMEA issued a statement saying: "ILWU Canada went on strike over demands that were and continue to be outside any reasonable framework for settlement. Given the foregoing mentioned, the BCMEA is of the view that a continuation of bargaining at this time is not going to produce a collective agreement." The union issued a statement saying the BCMEA "deliberately sabotaged the progress that had been made therefore we must question their motives and the appropriateness of the BCMEA bargaining committee to actually negotiate a collective bargaining agreement...We hope that the association is not hiding behind the threat of back to work legislation and binding arbitration to avoid engaging in bargaining with the union." *Union and employers trade barbs as BC ports strike continues, July 6, 2023, [www.insidelogistics.ca](http://www.insidelogistics.ca)*

funding. The Port of Long Beach will get \$350 million total, which will go toward completing a series of construction and clean-air technology projects designed to speed up the transformation to zero-emissions operations.

*Long Beach, LA ports receive nearly \$600 million in state infrastructure grants, Jul 6, 2023, [www.cargonews.com](http://www.cargonews.com)*

## US/WORLD

### Long Beach, LA ports receive nearly \$600 million in state infrastructure grants



Source: Cargo News

California Transportation Secretary Toks Omishakin announces the award of more than \$1.5 billion in funding as part of the state's historic one-time program to build a more efficient, sustainable and resilient supply chain, during a press conference in Long Beach on Thursday, July 6, 2023. The Port of Long Beach hosted California Transportation Secretary Toks Omishakin on Thursday, who during a press conference called the occasion a "historic and momentous" day for the ports and people throughout the state. The total statewide funding announced on Thursday, Omishakin said, amounts to more than \$1.5 billion in port and freight infrastructure. That money will pay for long-term upgrades for goods movement capacity and efforts to lessen environmental impacts on neighboring communities. The ports of LA and Long Beach combined received more than one-third of that





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## Road Transport Updates

### CANADA

#### Couriers and Messengers Services Price Index, May 2023



Source: Statcan

The Couriers and Messengers Services Price Index (2019=100) is now available for May. For May 2023 the index was 123.5 compared to 130.4 in April 2023.

*Couriers and Messengers Services Price Index, May 2023, June 30, 2023, [www.statcan.gc.ca](http://www.statcan.gc.ca)*

#### Economic Trucking Trends: Tough times for flatdeckers, used truck prices normalizing



Source: Today's Trucking

If you're relying on the spot market to find or move freight it's better to be a shipper than a carrier. Shipper conditions improved according to the latest data, while rates remained tough on the spot market – especially if you're seeking flatbed loads. Used truck sales are still strong in the U.S., but prices are coming down for highly elevated levels last year. The good news for buyers is there's more inventory and at more reasonable prices. The week ended June 23, 2023 showed strength in the U.S. spot market for van and reefer haulers, and weakness for those looking for flatbed loads. Loadboard Truckstop noted dry van and refrigerated loads saw pricing strength during the week, while flatbed rates fell sharply. For flatbeds, it was the largest price decrease seen since March. But van rates were the strongest since mid-May, Truckstop reported. "The real test of van rates' strength will be the current week, however," the company noted. "Spot rates during the final week of June typically are the strongest of the year for refrigerated and dry van except for rates during the December holiday period. This week will need to produce large rate gains for both equipment types if they are to match seasonal expectations, but that result is not out of the question."

*Economic Trucking Trends: Tough times for flatdeckers, used truck prices normalizing, June 30, 2023, [www.todaystrucking.com](http://www.todaystrucking.com)*

## **Reminder: Blue Water Bridge Rehabilitation Project Begins July 5**

The Ontario Trucking Association (OTA) is reminding carriers that the Federal Bridge Corporation Limited (FBCL) has announced that rehabilitation work will begin at the Blue Water Bridge, with the U.S. bound span being closed beginning July 5, 2023 to October 5, 2023. To minimize impact and disruption, the Canada-bound span will become bi-directional and remain operational during construction. The rehabilitation work is not expected to have significant traffic disruptions to travellers or to the local community. Both the Canada Border Services Agency (CBSA) and U.S. Customs and Border Protection (CBP) recognize the importance of prioritizing commercial traffic and ensuring a steady stream of cross-border goods movement, and will work to ensure as many lanes are open as possible to maintain optimal service levels.

*Reminder: Blue Water Bridge Rehabilitation Project Begins July 5, July 3, 2023, [www.cantruck.ca](http://www.cantruck.ca)*

## **Blue Water Bridge lane restrictions begin July 5**



Source: Today's Trucking

Rehabilitation work is about to begin at the Blue Water Bridge, closing the U.S.-bound span July 5 to Oct. 5, 2023. To minimize any disruption, the Canada-bound span will become bi-directional and remain open during construction. No significant traffic disruptions are expected, Federal Bridge Corporation Limited (FBCL) says. FBCL announced the plans this March 2023 for the twin-span international bridge linking Sarnia, Ont. and Port Huron, Mich. Both the Canada Border Services Agency and U.S. Customs and Border Protection will work to ensure as many lanes are open as possible to maintain optimal service levels, according to a news release from the Ontario Trucking Association. Reduced lane access during the project will prevent the availability of a dedicated lane for FAST travelers. Wide loads will be restricted to less than 3.35 meters (11 feet).

*Blue Water Bridge lane restrictions begin July 5, July 4, 2023, [www.todaystrucking.com](http://www.todaystrucking.com)*

## **Canada Cartage buys Cam-Scott Transport**



Source: Today's Trucking

Canada Cartage has announced its acquisition of Whitby, Ont.-based Cam-Scott Transport, expanding its temperature-sensitive service offerings. The deal includes 150 tractors and 250 reefer trailers. Cam-Scott specializes in food and beverage deliveries in Ontario and also owns a 24-door cross-dock facility, maintenance shop, and office in Whitby. "Cam-Scott is very successful and growing transport company," said Canada Cartage president and CEO Jeff Lindsay. "Their specialization in temperature-controlled fresh, frozen, and dry goods is a great fit with Canada Cartage's customer base in the grocery and retail food and beverage sectors. Combining our two companies will help us to grow in these important market segments." *Canada Cartage buys Cam-Scott Transport, July 5, 2023, [www.todaystrucking.com](http://www.todaystrucking.com)*

## **US/WORLD**

### **Q2 likely 'peak pain' for trucking companies, Morgan Stanley says**

Morgan Stanley trimmed estimates on July 6, 2023 ahead of earnings season. The firm sees the second quarter of 2023 as the point of "peak pain" for trucking companies and likely the bottom of the cycle. "The quarter began with most companies reporting on 1Q calls that there was virtually no spring seasonal pickup and while this improved somewhat going into the end of the quarter, the lift was likely too little, too late to save the quarter," said Ravi Shanker, Morgan Stanley transportation equities analyst. He cut numbers for most of the carriers he follows by double-digit percentages, lowering his Knight-Swift

second-quarter forecast by 35% following the company's negative pre-announcement on. In a news release on July 5, 2023 announcing the close of the U.S. Xpress acquisition, Knight-Swift warned its consolidated operating margin would likely be down 1,100 to 1,200 basis points year over year (y/y) in the quarter due to "persistently soft demand," which weighed on volumes and pricing.

*Q2 likely 'peak pain' for trucking companies, Morgan Stanley says, July 6, 2023, [www.freightwaves.com](http://www.freightwaves.com)*



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## Other Transport Updates

### CANADA

#### Canadian international merchandise trade, May 2023



Source: Statcan

In May 2023, Canada's merchandise imports rose 3.0%, while exports decreased 3.8%. With imports and exports posting strong variations in opposite directions, Canada's merchandise trade balance went from a \$894 million surplus in April 2023 to a \$3.4 billion deficit in May 2023, the largest deficit since October 2020. In proportion of total trade, comparable changes in the trade balance have been observed in the past.

*Canadian international merchandise trade, May 2023, July 6, 2023, [www.statcan.gc.ca](http://www.statcan.gc.ca)*

### US/WORLD

#### Biden-Harris Administration Announces New, Streamlined Funding Application Process for Infrastructure Projects That Reconnect Communities

On July 5, 2023, U.S. Transportation Secretary Pete Buttigieg announced that the Department of Transportation is now taking applications for the Reconnecting Communities and Neighborhoods (RCN) Program, an unprecedented effort to build good transportation infrastructure to reconnect communities to economic opportunities. The streamlined program, which combines two different programs created in President Biden's Bipartisan Infrastructure Law and Inflation Reduction Act, will make it easier to submit an application and increase opportunity for communities that are seeking funding for projects that address harm from past infrastructure planning decisions, accelerate equitable community revitalization, and improve access to everyday destinations

*Biden-Harris Administration Announces New, Streamlined Funding Application Process for Infrastructure Projects That Reconnect Communities, July 5, 2023, [www.dot.gov](http://www.dot.gov)*



## Job Postings

### \* **Principal Planner: Freight Planning, North Jersey Transportation Planning Authority**

Under the direction of the Director of Freight Planning, the Principal Planner: Freight Planning will be responsible for performing a full range of technical planning, research, analysis, written reports, and outreach activities in the specialized field of freight and goods movement planning. The job requires knowledge of goods movement, the application of tools of analysis, the ability to research freight and related topics and produce reports, as well as the ability to effectively engage and interact with stakeholders in the public and private sector. To apply, please click here:

<https://njit.csod.com/ux/ats/careersite/1/home/requisition/4582?c=njit>

### \* **GLG, looking for consulting experts in various transportation and logistics fields**

We have been approached by GLG, a bona fide professional services organization which provides hourly consulting services, looking for experts in various transportation and logistics fields. These are done over the phone or in a web meeting (not in person). If you would like to be considered as a candidate (GLG typically pay up to \$200/hr. for these 30 minute or 60 minute consultations) for any of these please let Andrew Young know and he will put you in contact with them ([uschapter@ciltna.com](mailto:uschapter@ciltna.com)).

### **Diesel-to-Electric Battery Repowering | Trains, Trucks, or Boats**

One of our clients, a railcar manufacturer, would like to speak with an expert who is knowledgeable about repowering heavy machinery, such as trains, boats, and trucks. More specifically, they're looking to better understand what it takes to go from diesel to electric battery powered, as well as who the leading suppliers of key components are (e.g., power control systems, inverters, batteries, motors, etc.).

## Project Questions

- Do you have experience repowering heavy machinery, such as trains, boats, or trucks? If so, please elaborate on your relevant experience below.
- Are you able to discuss the repowering design, specifically what it takes to transition from conventional diesel to electric battery powered?
- Are you knowledgeable about suppliers of key repowering components (e.g., power control systems, inverters, batteries, motors, etc.)? If so, please note which component suppliers you could elaborate on during a call below.

## Fleet Management | Market Overview

One of our clients, a project team at a professional services firm, would like to speak with individuals that have in depth knowledge on the truck fleet management space. Topics of interest include:

- Products offered by truck fleet management companies
- Value chain
- Products
- Market size, areas for growth, and top players in the space

Please Note: Our client is working on behalf of a corporation or investment firm. GLG Network Members are not permitted to consult about their current employer(s) or provide any information that may be considered confidential or proprietary to their current or former employers or other third parties.

## Project Questions

- Can you list what are the main products that a truck fleet management company offers?
- On a scale from 1-5 (1=not able to speak, 5=extremely knowledgeable), how knowledgeable are you on the following topics related to fleet management:
- Who do you believe are the 3-5 main truck fleet management companies and who has been gaining market share in the last 5 years?

- Can you speak to what is the average gross margin that fleet management companies generally have combining all products and services? (in %)

### **Fleet Operations | Fleet Manager Perspective**

One of our clients, a project team at a professional services firm, would like to speak with professionals with fleet management experience across truck, rail, maritime, or aviation fleets.

Please Note: Our client is working on behalf of an Oil & Gas Provider. GLG Network Members are not permitted to consult about their current employer(s) or provide any information that may be considered confidential or proprietary to their current or former employers or other third parties.

#### **Project Questions**

- Roughly how many vehicles are/were included in your fleet?
- Are you involved in the evaluation and decision-making process for fuel choices and alternative products used in your fleet? Please select which best represent your relevant experience.
- Are you familiar with fuel alternative products ("green fuel", biofuels, etc.)? Please briefly elaborate on your experience in 1-2 sentences.
- Can you speak to your preference of fuel vs. fuel alternative products and your rationale? Please briefly elaborate in 1-2 sentences.
- Could you provide examples of and speak to companies that are selling fuel alternative products in the market today? What are your perceptions of these companies?
- Can you speak to the fuel alternative products in the market today? What are your perceptions of these products? What has influenced your perception? Please briefly elaborate on your ability to discuss in 1-2 sentences.
- Could you provide examples of when you have utilized fuel alternatives within your business/at your place of work? What were the advantages? The disadvantages? Please briefly elaborate on your ability to discuss in 1-2 sentences.
- Could you speak to making purchase decisions regarding fuel alternatives? What were your considerations? What ultimately influenced your decision? Please briefly elaborate on your ability to discuss in 1-2 sentences.
- Could you speak to the sources/influences that you consulted during this buying process? Please briefly elaborate on your ability to discuss in 1-2 sentences.
- Does your CURRENT company compete with Oil & Gas Manufacturers.
- Do you have current/recent experience (within 0-2 years) in fleet management across any of the following segments?

### **Freight Brokerage Services | Overview**

One of our clients, an analyst at an investment management firm, would like to speak with a Network Member who can speak on the freight brokerage services space. Topics of discussion include:

The unique dynamics of fresh produce / temperature controlled shipping

- Defensive actions to take during a brokerage downturn
- Main drivers of freight brokerage financials
- Up and coming tech platforms for freight brokerages

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#### **Project Questions**

- Can you speak to the unique dynamics of fresh produce/temperature-controlled shipping? If so, please elaborate on your ability to do so below.
- Have you navigated a downturn at your brokerage? If so, can you speak on the defensive actions that were taken?
- Can you speak on the main drivers of freight brokerage financials? If so, please elaborate in 1-2 sentences on your ability to do so below.
- Can you speak on any emerging tech platforms for freight brokerages? If so, please elaborate on them below.
- Do you have any off-limit topics and/or anything you might be contractually obligated not to discuss regarding this consultation or space? If so, please briefly elaborate on the topics you are not allowed to discuss.



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