



CANADA

Canary takes flight for Drone Delivery Canada



Source: Inside Logistics

Drone Delivery Canada Corp.'s Canary remotely piloted aircraft has completed its first commercial flights. The company completed three round trip flights with the Canary on the Care by Air route, which is DDC's longest commercial route at 13.4km. All flights were completed in accordance with the Canadian Aviation Regulations. The third flight was completed in wind conditions where the company's smaller Sparrow RPA could not have flown, highlighting the improved flight dynamics of the Canary over the Sparrow.

Canary takes flight for Drone Delivery Canada, August 4, 2023, www.insidelogistics.ca

The Canadian Transportation Agency issues administrative monetary penalty to WestJet for contraventions of the Accessible Transportation for Persons with Disabilities Regulations

The Canadian Transportation Agency (CTA) has issued an

administrative monetary penalty of \$85,500 against WestJet related to violations of the Accessible Transportation for Persons with Disabilities Regulations (ATPDR). In December 2022, WestJet had refused to transport a person with a disability, as well as their mobility aid, on one of its flights. The carrier also had failed to provide a written notice, within 10 days of the occurrence, explaining the reasons for the refusal to transport the person with a disability, and another for the refusal relating to their mobility aid. Contraventions relate to subsections 40(1), 48(a), 60(1) and 60(2) of the ATPDR.

The Canadian Transportation Agency issues administrative monetary penalty to WestJet for contraventions of the Accessible Transportation for Persons with Disabilities Regulations, August 4, 2023, www.cta-otc.gc.ca

Air Canada Reports Second Quarter 2023 Financial Results

"Air Canada's second quarter results were driven by strong demand and show the effectiveness of our plan. As a result of the hard work of our people, the appeal of our growing global network, as well as our leading brand and product offering, operating revenues in the quarter reached \$5.4 billion, an increase of 36 per cent from a year ago. Operating income was \$802 million, a year-over-year improvement of over \$1 billion, and our adjusted EBITDA reached \$1.2 billion with an adjusted EBITDA margin of 22.5 per cent," said Michael Rousseau, President and Chief Executive Officer of Air Canada.



Source: Air Canada

The second quarter highlights in detail are: 1. Second quarter operating revenues of \$5.427 billion increased \$1.446 billion from the same quarter in 2022, driven by a 42 per cent year-over-year increase in passenger revenues. Operated capacity increased 21 per cent from the second quarter of 2022, one percentage point lower than the projection provided in Air Canada's May 12, 2023, news release. 2. Operating expenses of \$4.625 billion increased \$391 million or 9 per cent from the second quarter of 2022, driven by increases in nearly all line items reflecting higher operated capacity and traffic year –over year, partially offset by a 31.4 per cent decrease in jet fuel prices. 3. Operating income of \$802 million, with an operating margin of 14.8 per cent, an improvement of over \$1 billion from an operating loss of \$253 million in the second quarter of 2022. 4. Adjusted EBITDA of \$1.220 billion, with an adjusted EBITDA margin of 22.5 per cent, an increase of \$1.066 billion and of 18.6 percentage points, respectively, from the second quarter of 2022. 5. Net income of \$838 million improved \$1.224 billion from the second quarter of 2022. Diluted earnings per share of \$2.34 compared to a diluted loss per share of \$1.60 in the second quarter of 2022. 6. Adjusted net income of \$664 million improved \$1.119 billion from the second quarter of 2022. Adjusted earnings per diluted share of \$1.85 compared to an adjusted loss per diluted share of \$1.12 in the second quarter of 2022, an improvement of \$2.97 per diluted share. 7. Adjusted CASM (adjusted cost per available seat mile) of 13.3 cents increased 1.6 per cent from the second quarter of 2022. The unit cost was impacted by higher passenger service costs due to higher traffic and higher selling costs, which are largely driven by revenues, and by a 24 per cent increase in wages, salaries and benefits resulting from a 22 per cent year-over-year increase in the number of average full-time-equivalent (FTE) employees. Second quarter 2023 CASM of 18.8 cents decreased 9.7 per cent from the second quarter of 2022 mainly due to lower fuel prices and higher capacity year over year. 8. Net cash flows from operating activities of \$1.490 billion increased \$426 million from the second quarter of 2022. 9. Free cash flow of \$965 million increased \$537 million from the second quarter of 2022. 10. Net debt-to-adjusted EBITDA ratio was 1.7 at June 30, 2023, an improvement from 3.2 at March 30, 2023, and 5.1 at December 31, 2022, due to growth in adjusted EBITDA and the reduction in net debt.

Air Canada Reports Second Quarter 2023 Financial Results, August 11, August 11, 2023, www.aircanada.ca

US/WORLD

United States, Mongolia Sign Open-Skies Agreement and Transportation Memorandum

In connection with the official state visit between Vice President Kamala Harris and Prime Minister Oyun-Erdene Luvsannamsrai, U.S. Transportation Secretary Pete Buttigieg and Mongolia Road and Transport Development Minister Byambatsogt Sandag signed the U.S.-Mongolia Open Skies Agreement. The Agreement will facilitate greater air connectivity between the United States and Mongolia and will provide the legal framework for nonstop passenger flights. The Agreement, which is now being applied by the two agencies, was finalized on January 24, 2023.

United States, Mongolia Sign Open-Skies Agreement and Transportation Memorandum, August 4, 2023, www.dot.gov

July 2023 U.S. Transportation Sector Unemployment (4.9%) Rises Above the July 2022 Level (4.2%) And the Pre-Pandemic July 2019 Level (4.2%)

U.S. Unemployment Rate (Not Seasonally Adjusted) July 2023 3.8%	Transportation Unemployment (Not Seasonally Adjusted) July 4.9%	Sector Rate Adjusted) 2023
↔ 0.0	▲ 0.7	
change from same month last year	change from same month last year	

Source:BTS

The unemployment rate in the U.S. transportation sector was 4.9% (not seasonally adjusted) in July 2023 according to Bureau of Labor Statistics (BLS). These data have been updated on the Bureau of Transportation Statistics' (BTS) [Unemployment in Transportation](#) dashboard. In July 2023, the transportation sector unemployment rate rose 0.7 percentage points from 4.2% in July 2022 and was above the pre-pandemic July 2019 level of 4.2%. Unemployment in the transportation sector reached its highest level during the COVID-19 pandemic (15.7%) in May 2020 and July 2020.

July 2023 U.S. Transportation Sector Unemployment (4.9%) Rises Above the July 2022 Level (4.2%) And the Pre-Pandemic July 2019 Level (4.2%), August 4, 2023, www.bts.gov

Air Cargo Contraction Eases in June



Source: IATA

The International Air Transport Association (IATA) released data for June 2023 global air cargo markets showing the smallest year-over-year contraction in demand since February 2022. Global demand, measured in cargo tonne-kilometers (CTKs), fell 3.4% in June compared to June 2022 (-3.7% for international operations). For the half year, demand slid 8.1% compared to the January-June period of 2022 (-8.7% for international operations). However, demand in June 2023 was only 2.4% below June 2019 levels (pre-pandemic). Capacity, as measured by available cargo tonne-kilometers (ACTKs), rose 9.7% compared to June 2022, which was a slower rate compared to the double-digit growth recorded between March and May. This reflects strategic capacity adjustments airlines are making amid a weakened demand environment. Capacity for the first half of 2023 was up 9.9% compared to a year ago. Capacity is now 3.7% above June 2019 (pre-pandemic) levels.

Air Cargo Contraction Eases in June, August 7, 2023, www.iata.org

Northern Summer Travel Season off to a Strong Start

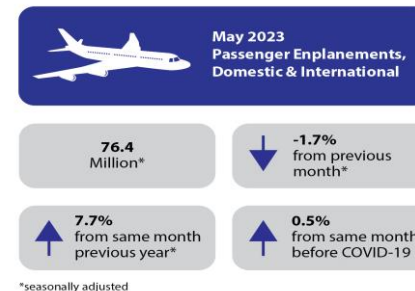


Source: IATA

The International Air Transport Association (IATA) announced that the post-COVID recovery momentum continued in June 2023 for passenger markets. *Total traffic* in June 2023 (measured in revenue passenger kilometers or RPKs) rose 31.0% compared to June 2022. Globally, traffic is now at 94.2% of pre-COVID levels. For the first half of 2023, total traffic was up 47.2% compared to the year-ago period. *Domestic traffic* for June rose 27.2% compared to the same month a year ago and was 5.1% above the June 2019 results. Domestic demand was up 33.3% in the 2023 first half compared to a year ago. *International traffic* climbed 33.7% versus June 2022 with all markets showing robust growth. International RPKs reached 88.2% of June 2019 levels. First half 2023 international traffic was up 58.6% over the first half of 2022. “The northern summer travel season got off to a strong start in June with double-digit demand growth and average load factors topping 84%. Planes are full which is good news for airlines, local economies, and travel and tourism dependent jobs. All benefit from the industry’s ongoing recovery,” said Willie Walsh, IATA’s Director General.

Northern Summer Travel Season off to a Strong Start, August 8, 2023, www.iata.org

May 2023 U.S. Airline Traffic Reaches New All-time High for the Month of May



Source: BTS

U.S. airlines carried 81.8 million systemwide (domestic and international) scheduled service passengers in May 2023, according to the Bureau of Transportation Statistics (BTS). When adjusted for seasonality, May enplanements are down 1.7% from April and down 5.5% from the all-time high reached in January 2020. BTS reported 71.4 million domestic passengers and 10.4 million international passengers on U.S. airlines flights in May 2023, not adjusting for seasonality. Systemwide enplanements (81.8M) reached a new all-time high for the month of May, not adjusted for seasonality. U.S. airline traffic reports are filed monthly with BTS. See the tables that

accompany this release on the BTS website for summary data since 2016 and complete data since 2000.

May 2023 U.S. Airline Traffic Reaches New All-time High for the Month of May, August 10, 2023, www.bts.gov




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North
America

Transportation's Top Stories

Rail Transport Updates

CANADA

 **AAR reports rail traffic for the week ending August 5, 2023**



Source: Railway Age

The Association of American Railroads (AAR) on August 9, 2023 reported U.S. rail traffic for the week ending August 5, 2023. For this week, total U.S. weekly rail traffic was 471,938 carloads and intermodal units, down 3.2 percent compared with the same week last year. Total carloads for the week ending August 5 were 222,199 carloads, down 1 percent compared with the same week in 2022, while U.S. weekly intermodal volume was 249,739 containers and trailers, down 5.2 percent compared to 2022. Five of the 10 carload commodity groups posted an increase compared with the same week in 2022. Canadian railroads reported 89,149 carloads for the week, up 2.9 percent, and 71,762 intermodal units, down 10.9 percent compared with the same week in 2022. For the first 31 weeks of 2023, Canadian railroads reported cumulative rail traffic volume of 4,884,907 carloads, containers and trailers, down 2.9 percent.

AAR reports rail traffic for the week ending August 5, 2023, August 9, 2023, www.ajot.com

US/WORLD

 **BNSF's Q2 earnings slide 24% on lower freight volumes**



Source: Railway Age

BNSF's net income for the second quarter of 2023 fell 24% year over year (y/y) from \$1.66 billion to \$1.26 billion. Parent company Berkshire Hathaway attributed the second-quarter earnings decline primarily to lower overall freight volumes and higher nonfuel operating costs, which were partially offset by lower fuel costs. Total revenues for the western U.S. Class I railroad were nearly \$5.83 billion, down 12% y/y on the lower volumes, although revenue per carload was roughly flat. Breaking down BNSF's operating segments, volumes for consumer products fell 16% amid lower West Coast imports, the loss of an intermodal customer and competition from lower spot rates in the trucking market, which had impacted domestic intermodal demand, BNSF said. Higher vehicle production did provide some support to BNSF's consumer products volumes. Revenues for this segment slipped 23% to nearly \$1.9 billion.

BNSF's Q2 earnings slide 24% on lower freight volumes, August 7, 2023, www.freightwaves.com

Watch: NS 47th Street Intermodal Facility High Frequency Plan



Source: Railway Age

In June 2022, Norfolk Southern rolled out the most recent iteration of its Thoroughbred Operating Plan (TOP) called **TOPISPG** (Service, Productivity and Growth). One objective was increasing throughput at the railroad's intermodal facilities by maximizing intermodal unit velocity, capacity and reliability across the entire network, resulting in more consistent service for customers. NS created what it calls a "high frequency plan" originating at its 47th Street Intermodal Facility in Chicago. "Chicago is our single-largest origin point for intermodal volume and a natural location to comingle traffic toward [similar] destinations to achieve greater intermodal unit velocity," NS explained. "We set the network up for all trains to and from the Northeast to originate and terminate at 47th Street. This comingling of traffic to and from [similar] points on our network created greater outlet frequency for our customers while balancing productivity. On-time delivery performance is averaging above 90%. We've seen velocity improve at our facilities as well as quicker turnaround with our customer's containers and trailers in these key lanes. These improvements are vital to our customer-centric, operations-driven service organization."

Watch: NS 47th Street Intermodal Facility High Frequency Plan, August 10, 2023, www.railwayage.com



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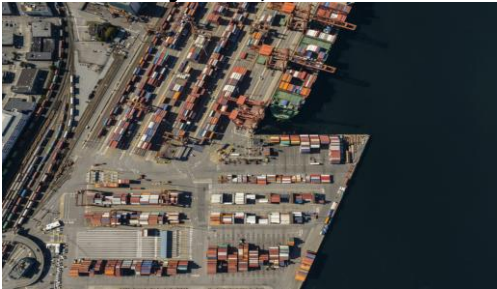
North
America

Transportation's Top Stories

Marine Transport Updates

CANADA

B.C. port workers ratify deal, end labor disruptions



Source: Today's Trucking

British Columbia's port workers have voted almost 75% in favor of accepting a contract offer, ending weeks of turbulent job action that stopped billions of dollars' worth of goods from being shipped. In a statement on the International Longshore and Warehouse Union Canada website, president Rob Ashton says the results of the latest ratification vote came in 74.66% in favor of the agreement. Federal Labour Minister Seamus O'Regan confirmed in a tweet that both the ILWU and the B.C. Maritime Employers Association have ratified the deal, ending the dispute. O'Regan says, however, that he is directing federal officials to review the entire case to avoid a port disruption of this magnitude from happening in the future. The employers association says in a statement that it ratified the four-year deal, which "includes increases in wages, benefits and training that recognizes the skills and efforts of B.C.'s waterfront workforce," on Monday, August 7, 2023.

B.C. port workers ratify deal, end labor disruptions, August 5, 2023, www.todaystrucking.com

Port of Vancouver: Accumulated Container Report January to June 2023

The Port of Vancouver reported its accumulated container traffic on August 7, 2023. For the period, January to June 2023, total container traffic (TEUs) was 1,554,905 compared to 1,803,477 for the same period a year ago, down 13.8%. Total import traffic was 790,308 compared to 951,122 down 16.9%. Total export traffic was 764,597 compared to 852,356 down 10.3%.

Port of Vancouver: Accumulated Container Report January to June 2023, August, 7, 2023, www.portofvancouver.com

B.C. labour dispute: It's time for an industrial inquiry commission into ports and automation

To understand the current dispute, we need to overturn the myth that west coast unionized dockworkers have refused to accept new cargo handling technologies. Industrial commissions have helped management and union find a path out of an impasse before — even if not everyone likes what they recommend. One of the original clauses in the 1963 Mechanization and Modernization Agreement stated that Vancouver-bound containers had to be filled and emptied by ILWU members. Against the wishes of many union members, the container clause was eliminated on the recommendation of the 1987 Weiler Commission and replaced by a pension funding arrangement to ensure ILWU members shared the resulting gains. The 1995 Jamieson and Greyell Commission strongly rejected the notion that port workers be denied the right to strike — as requested by some agricultural and business interests — but it did recommend the 72-hour strike/lockout notification period now included in the Canada Labour Code. A commission on port automation can share information, promote understanding and make recommendations. It would examine trends in container terminal automation, as well as technology trends in non-

containerized and commodity-exporting terminals. It can determine the nature and extent of the skills shortage in B.C. ports and look into the adequacy of existing recruitment, retention and training systems. And it can learn from the experiences of port workers, especially casual workers and skilled tradespersons. We need a new agreement between employers and employees in the B.C. ports that will allow both sides to continue to enjoy the benefits of new workplace technologies.

B.C. labour dispute: It's time for an industrial inquiry commission into ports and automation, August 9, 2023, www.insidelogistics.com

Smooth, efficient traffic flow: the Port of Montreal opens its new overpass in the Viau sector



Source: AJOT

After two years of construction, the Port of Montreal has officially opened its new overpass over Notre-Dame Street East in the Viau sector. Intended to remove close to 1,500 trucks a day from the local road network, this new infrastructure will improve the efficiency and fluidity of freight transport. Providing a direct connection between bulk and container terminals, the new overpass opened by the Montreal Port Authority (MPA) will enable trucks leaving the Port of Montreal to take Dickson Street then Souigny Avenue directly to Highway 25. This will make it possible for about 1,500 trucks a day to bypass Notre-Dame Street. In addition to saving time for truck drivers, ensuring a smoother flow of goods and improving the efficiency of port operations, this new infrastructure will limit disruptions for residents of the Mercier-Hochelaga-Maisonneuve borough. To ensure harmonious integration into the urban fabric and address the concerns of neighbouring communities, the MPA followed a thorough consultation and information process throughout the project. In all, three public consultations were held at key stages during the project's planning phase to define the major orientations and enhance the concept. The new infrastructure features a number of eco-responsible attributes, such as efficient rainwater management with drainage channels, the

integration recycled glass in certain concrete components, and lighting in compliance with International Dark-Sky Association (IDA) standards. *Smooth, efficient traffic flow: the Port of Montreal opens its new overpass in the Viau sector, August 9, 2023, www.ajot.com*

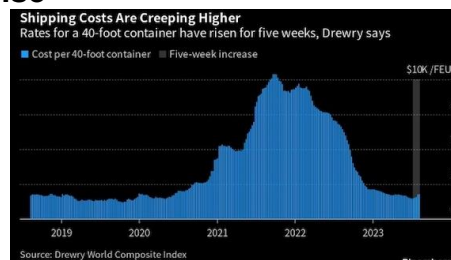
US/WORLD

August cargo volume should be highest since last fall

Import cargo volume at US container ports is expected to hit its highest level in nearly a year this month as retailers stock up for the winter holidays, according to the Global Port Tracker report released today by the National Retail Federation and Hackett Associates. "Port and package-delivery labor negotiations that threatened the supply chain at the beginning of the summer have been resolved and retailers are now focused on preparing for the all-important holiday season," NRF Vice President for Supply Chain and Customs Policy Jonathan Gold said. "There are always supply challenges to be faced but holiday merchandise is flowing into the country, and we expect to see a smooth shipping season ahead of the winter holiday shopping season." Labor and management at West Coast ports reached a tentative contract agreement in June, a 13-day port strike in western Canada that affected some U.S. retailers last month ended with a tentative agreement, and United Parcel Service and the Teamsters agreed on a tentative contract that avoided a potential August 1 strike. The Canadian labor agreement was ratified on August 4, 2023, but the others are still going through their ratification processes.

August cargo volume should be highest since last fall, August 7, 2023, www.ajot.com

Shipping CEO sees 'green shoots,' says container rates must rise



Source: AJOT

The container shipping industry's year-long slump shows preliminary signs of turning the corner, though it's not clear yet if a rebound is

sustainable, the chief of Europe's fourth-biggest carrier said. "The market is definitely still not strong, but I think we see some signs of stabilization," Hapag-Lloyd AG Chief Executive Officer Rolf Habben Jansen said in an interview. "We've seen just a bit of an uptick as we anticipated — now we need to see how long that holds." He spoke after the Hamburg, Germany-based company announced that demand was subdued in the first half and confirmed its full-year forecast published in March. The shares were down about 5% in midday trading. Ocean-cargo companies that haul four-fifths of the world's merchandise trade brought in windfall profits in 2021 and early 2022 as consumer demand for goods surged, clogging ports and squeezing ship capacity. Hapag-Lloyd, A.P. Moller-Maersk A/S and other carriers have since watched record-high spot rates for containers tumble eightfold from their 2021 peak.

Shipping CEO sees 'green shoots,' says container rates must rise, August 10, 2023, www.ajot.com



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Transportation's Top Stories

Road Transport Updates

CANADA

TFI acquires truck transporter JHT Holdings



Source: Today's Trucking

TFI International has acquired JHT Holdings, a Wisconsin-based company that transports finished Classes 6-8 trucks to dealers and end customers. The company was founded in 1933 and works for truck manufacturers using an asset-light model involving driver the customers' new trucks to their destination. The company owns a large pool of patented decking equipment. It runs 25 terminals, eight of which are owned, in Canada and the U.S., and generates annual revenues of more than \$500 million.

TFI acquires truck transporter JHT Holdings, August 7, 2023, www.todaystrucking.com

CTA: New Fed Pilot a Good Start, But More Needed to Protect Workers in Trucking



Source: Ontruck

The Canadian Trucking Alliance (CTA) lauded an announcement this week to establish a Recognized Employer Pilot (REP) aimed at addressing labour shortages and protecting employees such as Temporary Foreign Workers (TFW) from workplace abuse. However, the Alliance urges Ottawa to do more – and demands the Government of Canada to specifically crack down on employers in the trucking sector who operate under the corrosive scheme known as Driver Inc, which robs truck drivers of their rights under the Labour Code. The three-year pilot, announced by Randy Boissonnault, the newly-named Minister of Employment, Workforce Development and Official Languages, is set to begin this September.

CTA: New Fed Pilot a Good Start, But More Needed to Protect Workers in Trucking, August 9, 2023, www.ontruck.com

Ontario Launching Credit and Debit Payment on TTC

The Ontario government is making it easier to take transit by giving riders more ways to pay on the Toronto Transit Commission (TTC). Starting Tuesday, August 15, riders can use credit or debit cards to pay fares, including cards on a smartphone or smartwatch. "The launch of credit and debit payment on the TTC is just another way our government is making life easier for people across the Greater Toronto

Area,” said Stan Cho, Associate Minister of Transportation. “Whether travelling for work, appointments, or anything in between, the transit experience should be as convenient as possible.”

Ontario Launching Credit and Debit Payment on TTC, August 10, 2023, www.ont.gov.on

US/WORLD

Yellow Corp. files for bankruptcy protection, blames Teamsters



Source: Today's Trucking

Yellow Corp. on August 6, 2023 filed its much-anticipated petitions for relief under Chapter 11 bankruptcy protection, blaming the Teamsters union for its demise. The company will wind down operations and has signed a debtor-in-possession financing facility to provide the liquidity needed to support the business through the bankruptcy. “It is with profound disappointment that Yellow announces that it is closing after nearly 100 years in business,” said Yellow’s CEO, Darren Hawkins. “Today, it is not common for someone to work at one company for 20, 30, or even 40 years, yet many at Yellow did. For generations, Yellow provided hundreds of thousands of Americans with solid, good-paying jobs and fulfilling careers.” The company employed about 30,000 people, about 22,000 of whom were Teamsters.

Yellow Corp. files for bankruptcy protection, blames Teamsters, August 7, 2023, www.todaysgtrucking.com



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Other Transport Updates

CANADA

Canadian international merchandise trade, June 2023



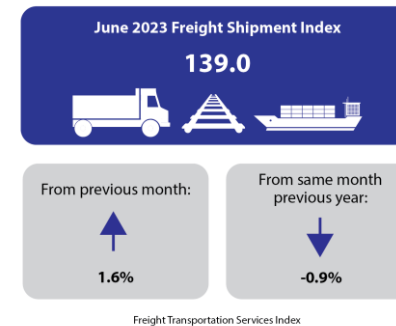
Source: Statcan

In June 2023, Canada's merchandise exports decreased 2.2%, while imports were down 0.5%. As a result, Canada's merchandise trade deficit with the world widened from \$2.7 billion in May 2023 to \$3.7 billion in June 2023. Following a 3.0% decrease in May, total exports were down 2.2% in June, with 9 of the 11 product sections posting declines. Total exports in real (or volume) terms fell 1.1% in June. As for export prices, they declined for the 11th time in the past 12 months. From June 2022 to June 2023, total export prices decreased 14.2%. However, during the same period, the value of total exports declined 12.3%, meaning that exports in real terms in fact increased.

Canadian international merchandise trade, June 2023, August 8, 2023, www.statcan.gc.ca

US/WORLD

June 2023 Freight Transportation Services Index (TSI) Up 1.6% from the Previous Month and Down 0.9% from the Same Month Last Year



Source: BTS

The Freight Transportation Services Index (TSI), which is based on the amount of freight carried by the for-hire transportation industry, rose 1.6% in June 2023 from May 2023, rising for the second consecutive month, according to the U.S. Department of Transportation's Bureau of Transportation Statistics' (BTS). From June 2023 to June 2022 the index fell -0.9%.

June 2023 Freight Transportation Services Index (TSI) Up 1.6% from the Previous Month and Down 0.9% from the Same Month Last Year, August 9, 2023, www.bts.gov



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Transportation's Top Stories Other CILT News

Registration details will follow shortly.

Job Postings

* UK-based publishing company looking for experts in fleet management from UK and North America to collaborate with

Each contributor would be paid for their time and can choose to have their name associated with the newsletter or not, as they see fit.

Depending on their availability, this could involve:

- Reading the newsletter to ensure information is accurate and relevant (e.g., "This is no longer a widely used practice. Instead, ...")
- Offering suggestions on additional angles or insights to include (e.g., "A recent study showed X. It would be good to discuss that here.")
- Offering suggestions for topics of future newsletters
- Signing off as a topic-expert (e.g., "Read and reviewed by Jane Smith, CMO, Fleet Management Corp.")

If you have any questions or if this interests you, please contact Christian Rigg and let him know what your hourly rate would be for this kind of work. He can be reached at: christian@elevenwriting.co.uk

* Port of Thunder Bay Chief, Executive Officer (CEO)

At the terminus of the St. Lawrence Seaway System the largest inland waterway in the world, the Port of Thunder Bay is the second largest export grain port in Canada and a leading cargo exporter. The Port

SAVE THE DATE: THE PACIFIC CHAPTER (CILTNA) INVITES YOU TO A RECEPTION/PRESENTATION - CANADA'S INDO-PACIFIC STRATEGY AND IMPLICATIONS FOR TRADE WITH ASIA

September 21, 2023

4:30 pm - Registration
5:00 pm to 7:00 pm - Reception/Presentation

Terminal City Club
837 West Hastings Street, Vancouver, BC V6C 1B6

SPEAKER: JEFF NANKIVELL, PRESIDENT AND CEO, ASIA PACIFIC FOUNDATION OF CANADA

SAVE THE DATE - The Pacific Chapter (CILTNA) is pleased to invite you to a Reception/Presentation entitled, "Canada's Indo-Pacific Strategy and Implications for Trade with Asia"

Speaker: Jeff Nankivell, President and CEO, Asia Pacific Foundation of Canada

When: September 21, 2023

4:30 pm – Registration

5:00 pm to 7:00 pm – Reception/Presentation

Where: Terminal City Club

837 West Hastings Street

Vancouver, BC V6C 1B6

was built to provide access to European markets for Western Canadian grain producers through the world's longest grain supply chain. Today, the Port services grain markets in the Mediterranean, Africa, Central and South America as well as Europe. With world-class facilities that efficiently handle 9 million tonnes of cargo annually, an integral part of the Port of Thunder Bay's strategy is to expand upon the successful project cargo corridor, facilitating the movement of cargo to and from Western Canada and international markets. With the retirement of its current Chief Executive Officer, the Board is looking for a successor who will build upon the incumbent's long-standing leadership and contributions to evolve the Port of Thunder Bay as a major breakbulk hub for Western Canada.

With a mission to promote and invest in the efficient integration of marine, rail and road transportation systems and improve competitiveness of the Thunder Bay marine route to advance economic growth, the CEO is accountable to the Board of Directors for the overall planning, organization, coordination, and control of all Thunder Bay Port Authority's operations to ensure a safe, environmentally sound, and financially self-sufficient organization. In consultation with internal and external stakeholders, the CEO will promote the development of business partnerships with shipping, rail, trucking companies, and independent port operators – leading the organization as a major contributor to economic growth.

This is an exciting opportunity for a proactive and innovative leader with an entrepreneurial mindset, able to see the big picture for this critical infrastructure/transportation business, assessing the risks and opportunities through sound judgement and experience. With the exemplary communication skills needed to engage staff, stakeholders

and the Board of the Directors, you bring demonstrated leadership experience managing complex port operations/port asset infrastructure, marine transportation, or supply chain logistics. With the political acumen to engage government agencies and elected officials, your senior executive level experience includes working and communicating effectively with a board of directors. A university degree in Business or a related discipline will serve a valuable foundation to your accomplishments and experience.

To Apply:

To fill this position, Port of Thunder Bay has partnered with leadership advisory firm Odgers Berndtson. Applications are encouraged

immediately and should be submitted online ideally by August 24th at <https://careers.odgersberndtson.com/en-ca/28622>.

For more information, please contact Kyle Mechar of Odgers Berndtson at Kyle.Mechar@Odgersberndtson.com

We would like to thank all applicants but regret that we are only able to personally contact those individuals whose backgrounds best match the requirements for the role.

Diversity, Equity and Inclusion

Port of Thunder Bay is an equal opportunity employer. In accordance with the Accessible Canada Act, 2019 and all applicable provincial accessibility standards, upon request, accommodation will be provided by both Odgers Berndtson and Port of Thunder Bay throughout the recruitment, selection and/or assessment process to applicants with disabilities.

Odgers Berndtson is deeply committed to diversity, equity and inclusion in all the work that we do. As part of our efforts to better understand our ability to reach as broad a pool of candidates as possible for our searches, our DEI team would like to encourage you to take a moment and access our [Self-Declaration Form](#).

*** Manager, Government Affairs and Communications, CPKC**

Canadian Pacific (CP) and Kansas City Southern (KCS) are now CPKC. As the only truly North American railway, we are making big moves! Drawing on our strong foundations and heritage, CPKC moves essential goods across our 20,000-mile network to support economic growth throughout Canada, the U.S. and Mexico. Be a part of history as we connect a continent and create exciting career opportunities across our new transnational network. Visit cpkcr.com to learn about the CPKC advantage, our purpose and culture.

PURPOSE OF THE POSITION:

The Manager, Government Affairs and Communications, will be responsible for managing a range of government relations initiatives to promote the business and policy objectives of Canadian Pacific Kansas City (CPKC) at the municipal and provincial level, in Quebec and Ontario. Under the supervision of the Director, Indigenous Relations and Government Affairs, the Manager will work closely with the Government Affairs and Communications and Media Relations

teams, and others across the company, to execute the initiatives of CPKC's government affairs program. The Manager will also lead CPKC's engagement with francophone media and assist the Communications and Media Relations team with the development of communications products in French. Finally, the Manager will assist the Community Relations team with responding to public inquiries in French. While the Manager's primary focus will be on government affairs and francophone media relations, some engagement with Indigenous communities may also be required.

POSITION ACCOUNTABILITIES:

Develop, maintain, and grow strong relationships with key municipal and provincial elected officials and staff to tell the inspiring story of CPKC: the first and only transnational railway seamlessly connecting Canada, the United States and Mexico

Deploy fact-based arguments to educate key municipal and provincial stakeholders, and other audiences, to ensure CPKC is known as the credible industry leader on issues and public policies affecting the railway industry

Attend and represent CPKC at governmental, political, and other external stakeholder meetings and events

Represent CPKC in business and industry coalitions, as required

Monitor, analyze, and respond to current and potential policy and legislative or regulatory actions at the municipal and provincial level related to the railway industry and CPKC

Collaborate horizontally across the company to support CPKC's business and policy goals

Assist the Communications and Media Relations team with the development of content and communications materials in French, including press material (press releases, media lines, Qs & As, etc

Assist the Community Relations team with responses to public inquiries in French

Manage relationships with francophone reporters and external stakeholders, including writing and communicating directly with reporters, when required.

Identify risks and opportunities for CPKC

Perform other duties, as assigned, consistent with the goals of CPKC

POSITION REQUIREMENTS:

Bachelor's Degree with 5+ years of professional experience in government or a government relations role

Excellent written and oral communication skills in both French and English, with a demonstrated ability to write in a clear, concise, effective and professional manner

Ability to learn quickly and demonstrate intellectual curiosity

Strong advocacy skills with a demonstrated ability to distill complex ideas and communicate them effectively

Exceptional interpersonal and relationship building skills

Knowledge of the Canadian system of government and policy-making process.

Positive and engaging attitude

Professional appearance, work ethic, and demeanor

Strong ability to work collaboratively as a team player and accomplish tasks with self-direction

High degree of personal initiative and desire to achieve success for CPKC

Exceptional organizational and time management skills, with a proven ability to prioritize and manage multiple initiatives simultaneously

Proven ability to work in a fast-paced environment, while remaining calm under pressure and maintaining high quality work standards

High proficiency with standard computer platforms, including Microsoft Word, Excel, and PowerPoint

WHAT CPKC HAS TO OFFER:

Flexible and competitive benefits package

Competitive company pension plan

Employee Share Purchase Plan

Performance Incentive Program

Annual Fitness Subsidy

Part-time Studies Program

ADDITIONAL INFORMATION:

As an employer with North American presence, the possibility does exist that the location of your position may be changed based on organizational requirements.

Background Investigation:

The successful candidate will need to successfully complete the following clearances:

Criminal history check

Reference check

Driver's License Verification

Management Conductor Program:

Becoming a qualified conductor or locomotive engineer is the single best way for a management employee to learn the business at CPKC. You may be required to obtain a certification or to maintain your

current certification/qualification as a conductor or locomotive engineer.

CPKC is an employment equity employer committed to the principles of employment equity and inclusion. We encourage all qualified candidates to apply including women, Black, Indigenous, People of Colour (BIPOC), members of the LGBTQ+ community, and people with disabilities. Accommodations for the job application process can be provided, as appropriate, upon request. All applicant information will be managed in accordance with the federal Personal Information Protection and Electronic Documents Act (PIPEDA)".

To apply, please click [HERE](#).

* **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 of 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).

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

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 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.



★ Did you know CILTNA has a YouTube Channel?

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★ CILTNA International News Feed (INF) on WhatsApp

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<https://chat.whatsapp.com/LHqtGV1mTip9XqFvzDdV9>

If you need assistance with creating your account or joining, please contact Rebecca Whelan at admin@ciltna.com