



The Chartered  
Institute of Logistics  
and Transport

North  
America

Transportation's Top Stories

## Air Transport Updates

### CANADA

 **Air passenger complaints backlog hits record 57,000, with average of 3,000 requests for compensation per month**



Source: National Post

The backlog of air passenger complaints at Canada's transport regulator has hit a new high topping 57,000, as dissatisfaction over cancellations and compensation persist three and a half years after the outbreak of the COVID-19 pandemic. The numbers reveal that an average of more than 3,000 complaints per month have piled up at the Canadian Transportation Agency over the past year, with the current tally well over three times the total from September 2022. "Those soaring numbers show the failure of the government to design regulations which are actually practically enforceable and provide meaningful protection to passengers," says an Air Passenger Rights advocate. New rules to toughen penalties and tighten loopholes around traveller compensation and streamline the complaints process won't take effect until Sept. 30, 2023.

*Air passenger complaints backlog hits record 57,000, with average of 3,000 requests for compensation per month, September 18, 2023, [www.nationalpost.ca](http://www.nationalpost.ca)*

 **Canada's Airports Celebrate Airports Safety Week**



Source: CAC Airports

Canadian Airports Safety Week is returning this year from September 18-22, 2023. As traffic numbers increase post pandemic, safety remains the primary focus for our airports. Airports are commemorating this week with peer learning and sharing best practices in the continued pursuit of safety excellence. Canadian Airports Safety Week is held to promote healthy and safe work practices amongst airport employees. It is led by the Canadian Airports Council (CAC), in collaboration with 19 participating airports across the country. "Safety is an integral part of all airport operations, protecting not only passengers but also airport staff," said CAC President Monette Pasher. "Canada's airports continue to ensure safety remains a top priority by continually instilling a safety culture in our aviation ecosystem. Everyone should feel safe and be safe at an airport, whether they are a traveller or an employee."

## Air Canada and Dreams Take Flight Edmonton Celebrate 30 Years of Helping Children Make Magical Memories



Source: Air Canada

Early this morning, 104 children from Alberta and the Northwest Territories, many of whom have never stepped foot on an airplane, took off on the trip of a lifetime. Departing from Edmonton International Airport the children from Dreams Take Flight jetted off for a theme park in California, marking the 30<sup>th</sup> anniversary of the Edmonton chapter of Dreams Take Flight. Today's flight is the first Edmonton Dreams flight since 2019, and the fourth of eight Dreams Take Flight trips planned across Canada for 2023. Over the past 30 years, *Dreams Take Flight* and Air Canada, as the exclusive carrier, have given more than 42,000 Canadian children a Dreams flight. With the support of devoted Air Canada employee volunteers, the Air Canada Foundation and the *Dreams Take Flight* organization, these trips take children from across the country on a trip-of-a-lifetime and help them create magical memories. That was the case for Naomi, who took part on the 2011 Dreams flight from Edmonton and would have celebrated her 19th birthday last week.

*Air Canada and Dreams Take Flight Edmonton Celebrate 30 Years of Helping Children Make Magical Memories, September 19, 2023, [www.aircanada.ca](http://www.aircanada.ca)*

## WestJet endorses widescale Canadian production of sustainable aviation fuel



Source: AJOT

"Air travel is essential to Canadians and critical to the nation's economy; with the right regulatory environment and collaborative efforts of producers and airlines, Canada has an enormous opportunity to further its global leadership in energy sustainability through SAF production," said Alexis von Hoensbroech, WestJet Group Chief Executive Officer. "The time is now for a regulatory framework to create a competitive investment climate for sustainable aviation fuel production, right here in Canada, that keeps air travel affordable and accessible." SAF is the most effective way to reduce the carbon footprint of air travel, with potential to almost entirely eliminate net greenhouse gas emissions compared to fossil jet fuel. SAF can be blended with conventional jet fuel to meet all certification and safety requirements, making it a model solution to reduce greenhouse gases from air travel, while requiring no new investments in aircraft engines, fuel infrastructure or distribution processes.

*WestJet endorses widescale Canadian production of sustainable aviation fuel, September 19, 2023, [www.ajot.com](http://www.ajot.com)*

## ✈️ Recognizing 20 Years of Safety Improvements with IOSA

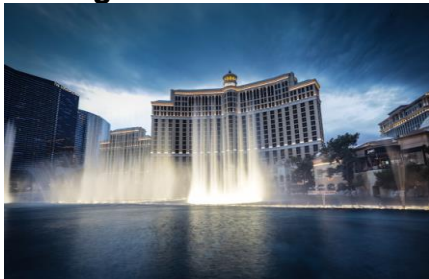


Source: IATA

The International Air Transport Association (IATA) marked the first 20 years of the IATA Operational Safety Audit (IOSA) at the IATA World Safety and Operations Conference taking place in Hanoi, Vietnam. “Over the past two decades, IOSA has made a major contribution to improving safety, while reducing the number of redundant audits. While it is a condition of membership in IATA, more than 100 non-IATA member airlines also see the value of participating and we welcome others. Likewise, while more than 40 governments use or are intending to use IOSA in their safety oversight programs, many more do not,” said Nick Caren, IATA’s Senior Vice President Operations, Safety and Security.

*Recognizing 20 Years of Safety Improvements with IOSA, September 19, 2023, [www.iata.org](http://www.iata.org)*

## ✈️ WestJet announces transborder connectivity between Victoria and Las Vegas



Source: WestJet

WestJet, on September 20, 2023 announced service between Victoria and Las Vegas, reintroducing the airline’s first transborder connection from the island, for the first time since 2017. Beginning February 1,

2024, WestJet will operate non-stop service between Victoria and Las Vegas, twice weekly, as the airline continues to strengthen its investments in Western Canada through increased sun and leisure connections.

*WestJet announces transborder connectivity between Victoria and Las Vegas, September 20, 2023, [www.westjet.ca](http://www.westjet.ca)*

## ✈️ Air Canada Cargo to Provide Year-Round Widebody Capacity on Key European Markets



Source: Air Canada

Air Canada Cargo will offer customers year-round capacity to key European cities following Air Canada’s strategic decision to extend passenger service to year-round on routes that were previously summer seasonal operations. Key routes that will remain available for customers throughout the winter include Montreal to Rome, Toronto to Copenhagen and Toronto to Madrid. Air Canada Cargo will also offer customers service to Lyon with the restart of Air Canada’s passenger route in mid-October. In addition to the new year-round routes, Air Canada Cargo will also benefit from increased frequencies on routes out of either Toronto or Montreal to Barcelona, Casablanca, Paris, Lisbon, Athens, Rome and Edinburgh. View Air Canada Cargo’s [full schedule here](#).

*Air Canada Cargo to Provide Year-Round Widebody Capacity on Key European Markets, September 20, 2023, [www.aircanada.ca](http://www.aircanada.ca)*

## ✈️ Air Canada Cyber Statement

On September 20, 2023, Air Canada released the following statement. “An unauthorized group briefly obtained limited access to an internal Air Canada system related to limited personal information of some employees and certain records. We can confirm that our flight operations systems and customer facing systems were not affected. No customer information was accessed. We have contacted parties whose information has been involved as appropriate, as well as the relevant authorities. We can also confirm all our systems are fully

operational. We have since implemented further enhancements to our security measures, including with the help of leading global cyber security experts, to prevent such incidents in the future as part of our ongoing commitment to maintaining the security of the data we hold. We have no further public comment on this matter.”

*Air Canada Cyber Statement, September 20, 2023, [www.aircanada.ca](http://www.aircanada.ca)*

## Air Canada Earns Passenger-Rated Five Star Global Airline Award at the APEX 2024 Awards



Source: Air Canada

Air Canada's continued commitment to excellence was recognized with a Five Star Global Airline Award at the Airline Passenger Experience Association (APEX) 2024 Awards Ceremony held last night in Long Beach, California. It is the fifth time in six years the airline has been awarded an APEX Five Star rating which is based on customer feedback. "On behalf of the more than 36,000 employees at Air Canada, we thank our customers and APEX for recognizing us with a Five Star Global Airline award. We have made significant investments in our digital, lounge and in-flight products and services, and we are delighted to welcome our customers onboard with an elevated level of comfort and convenience as they connect with families and friends, explore new cultures or continue to build businesses across Canada and our global network," said Mark Nasr, Air Canada's Executive Vice President, Marketing & Digital and President of Aeroplan.

*Air Canada Earns Passenger-Rated Five Star Global Airline Award at the APEX 2024 Awards, September 21, 2023, [www.aircanada.ca](http://www.aircanada.ca)*

## Porter Airlines begins flights for Victoria-Toronto Pearson route

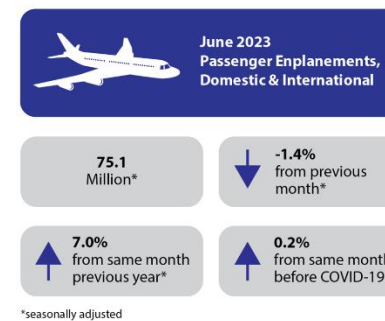
Porter Airlines is stretching its coast-to-coast network further with the inauguration on September 20, 2023 of service in Victoria, BC. Daily flights between Toronto Pearson Airport represent another link in a growing network of routes the airline has introduced this year with its

new Embraer E195-E2 aircraft. The 132-seat plane features a two-by-two configuration, offering all passengers no middle seats and greater personal space. Free, fast, streaming-quality WiFi is also available, with the ability to watch and listen to personal subscription services on multiple devices. A library of movies and TV shows provides additional in-flight entertainment options.

*Porter Airlines begins flights for Victoria-Toronto Pearson route, September 20, [www.flyporter.ca](http://www.flyporter.ca)*

## US/WORLD

### June 2023 U.S. Airline Traffic Data Up 8.6% from the Same Month Last Year



Source: BTS

U.S. airlines carried 84.0 million systemwide (domestic and international) scheduled service passengers in June 2023, according to the Bureau of Transportation Statistics (BTS). When adjusted for seasonality, June 2023 enplanements are down 1.4% from May and down 7.1% from the all-time high reached in January 2020. BTS reported 72.5 million domestic passengers and 11.5 million international passengers on U.S. airlines flights in June, not adjusting 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 (Tables 1-24) and complete data since 2000.

*June 2023 U.S. Airline Traffic Data Up 8.6% from the Same Month Last Year, September 15, 2023, [www.bts.gov](http://www.bts.gov)*

## US Airlines gain \$5.5 billion in second quarter 2023, an improvement over second quarter 2022

2023 Net Profit: \$5.5 billion

↑ \$3.2B from 2022 Net Profit of \$2.2B



Scheduled Passenger Airlines

Source: BTS

U.S. airline financial reports are filed quarterly with the Bureau of Transportation Statistics (BTS). U.S. scheduled passenger airlines reported a second-quarter 2023 after-tax net gain of \$5.5 billion and a pre-tax operating gain of \$7.7 billion. One year earlier, in the second quarter of 2022, the airlines reported an after-tax net gain of \$2.2 billion and a pre-tax operating gain of \$4.7 billion.

*US Airlines gain \$5.5 billion in second quarter 2023, an improvement over second quarter 2022, September 18, 2023, [www.bts.gov](http://www.bts.gov)*



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## Rail Transport Updates

### CANADA

#### **Guide to Railway Charges for Crossing Maintenance and Construction 2023**

The Canadian Transportation Agency (Agency) has updated its Guide to Railway Crossing Maintenance and Construction Charges for 2023. The Agency developed the Guide to assist railway companies, landowners, road authorities, and utility companies by providing a third-party assessment of rail costs and proposing consistent, nationwide schedules and guidelines for work performed by railway companies. Federal railway companies can use the Guide as a reference when charging for work performed at crossings, crossing warning systems, or any other crossing-related work. Other parties can use this as a reference when discussing potential charges. This year the Agency updating the rates as inflation has increased significantly since 2021. These updated rates reflect the considerable input price increases impacting the railways' material, fuel and labour costs. The rest of the guide remains the same from 2021. Agency has indexed these new rates based on the most recent information and submissions. The Agency developed the rates from Class I railway companies' accounting data. They follow established principles, methods and procedures to cost their railway operations for regulatory purposes and are targeting a full update to the Guide in July 2024.

*Guide to Railway Charges for Crossing Maintenance and Construction 2023, September 15, 2023, [www.cta-otc.gc.ca](http://www.cta-otc.gc.ca)*

#### **CN Police Services Mobilizing for Rail Safety Week 2023 Be Rail Smart: Stop, Look, Listen, Live**

CN on September 18, 2023 launched its annual Rail Safety Week awareness campaign. The Company joins groups across North America to raise awareness of the danger of unsafe behaviour around railway property. From September 18-24, 2023 CN Police Service (CNPS), along with many CN employees, will share important rail safety messages in communities across CN's network to help prevent accidents and injuries. Stephen Covey, Chief of Police and Chief Security Officer at CN said "For more than a century, our railways have connected communities across North America and linked our countries to the rest of the world. As a vital part of our daily lives, everyone is responsible for rail safety, which is why CN wants you to get involved and help us save lives. We encourage you to remind your loved ones, neighbours, and communities about the critical importance of being safe around rail property; you could help save a life."

*CN Police Services Mobilizing for Rail Safety Week 2023 Be Rail Smart: Stop, Look, Listen, Live, September 18, 2023, [www.cn.ca](http://www.cn.ca)*

#### **CN Resurrects Iconic Steam Era Logo**



Source: Railway Age

In an unexpected move, CN has resurrected an iconic Canadian National logo on one of its newest locomotives, 100 years after it initially appeared on its steam fleet. CN 3309, a Wabtec AC44C6M rebuild upgraded to AC traction and 4,500 hp in 2022 from DC-traction Dash-9 2598 built in 1998, has been assigned to CN's Executive Train for the past few months. President and CEO Tracy Robinson and her team made a trip from Montreal to Eastern Canada in August 2023. After the trip, the Executive Train returned to the shop for some special preparations. Emerging last week, 3309 sported a major carbody change, with the red and white Canadian National emblem as it was introduced by the company in 1923.

*CN Resurrects Iconic Steam Era Logo, September 17, 2023, [www.railwayage.com](http://www.railwayage.com)*

### **Notice to industry: Agency has determined 2023 regulated interswitching rates for Zone 5**

The Canadian Transportation Agency (Agency) has determined the 2023 regulated interswitching rates for Zone 5, the new interswitching zone established in the Budget Implementation Act 2023. Zone 5 was created as a result of subsection 127.1(1.1) of the *Canada Transportation Act*, which enables a temporary extension of 18 months of the interswitching limits in the Prairie Provinces. These limits apply to movements within 160 kilometres of an interchange but outside the existing 30-kilometre radius covered by the other zones currently prescribed by the *Railway Interswitching Regulations*, SOR/88-41. The 2023 interswitching rates for Zones 1-4 were determined in December 2022. The 2024 interswitching rates for Zones 1-5 will be issued in December 2023. The Agency also regulates long-haul interswitching (LHI), which is not limited to 30 kilometres or 160 kilometres in the Prairie Provinces, although other conditions apply. For details, see the Agency's LHI page. The information there includes our complete guide to LHI.

*Notice to industry: Agency has determined 2023 regulated interswitching rates for Zone 5, September 18, [www.otc-cta.gc.ca](http://www.otc-cta.gc.ca)*

## US/WORLD

### **J.B. Hunt to acquire part of BNSF Railway's logistics subsidiary**



Source: AJOT

J.B. Hunt will acquire the brokerage operations of BNSF Logistics, which provides third-party logistics services for trucking operations, the companies announced on September 15, 2023. A unit of BNSF Railway, BNSF Logistics handles logistics services for full truckload, flatbed, temp-controlled, drayage, expedited, and less-than-truckload movements to a large group of the railway's customers. Not included in the deal: The warehouse, retail specialty, heavy-haul and project services that BNSF Logistics provides. "As we continue to work with BNSF Railway to develop solutions that drive value for customers, we recognized a unique opportunity to combine the companies' efforts to serve the transportation market with 3PL services and leverage the investments J.B. Hunt has made in our technology platform, J.B. Hunt 360°," J.B. Hunt CEO John Roberts said in a statement. "This acquisition is another step forward in our mission to create the most efficient transportation network in North America." The move is the latest step in the companies' efforts to tighten their relationship.

*J.B. Hunt to acquire part of BNSF Railway's logistics subsidiary, September 15, 2023, [www.ajot.com](http://www.ajot.com)*

### **AAR: North American Rail Volume Down Through 37 Weeks**



Source: Railway Age

For the first 37 weeks of 2023 (ending Sept. 16), total U.S. weekly rail traffic dipped 4.1% from the same point last year, according to the Association of American Railroads' (AAR) Sept. 20 report. Both Canada and the U.S. saw declines, while Mexico saw an increase. North American rail volume for the first 37 weeks of the year (ending Sept. 16) on 12 reporting U.S., Canadian and Mexican railroads came in at 23,974,092 carloads and intermodal units. Cumulative volume in Canada was 5,837,742 carloads, containers and trailers, down 3.5%; in Mexico, 1,025,663 carloads and intermodal containers and trailers, up 3.2%; and in the U.S., 17,110,687 carloads and intermodal units, down 4.6%. Canadian railroads reported 92,110 carloads for the week, down 1.2%, and 71,440 intermodal units, down 12.8% compared with the same week in 2022. For the first 37 weeks of 2023, Canadian railroads reported cumulative rail traffic volume of 5,837,742 carloads, containers and trailers, down 3.5%.

*AAR: North American Rail Volume Down Through 37 Weeks, September 20, 2023, [www.railwayage.com](http://www.railwayage.com)*





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## Transportation's Top Stories

# Marine Transport Updates

### US/WORLD

#### Crowley hails electric tug



Source: AJOT

On August 9th, Crowley and the Port of San Diego broke ground on the shoreside charging station designed to provide clean energy for the company's new zero-emissions tugboat, eWolf. At the same time, California air quality rules for harbor craft are forcing the tug and barge industry to consider expensive upgrades including to battery-power, according to Maggie Moon, Chief Marketing Officer, Glosten, consultant to the American Waterways Operators (AWO). Glosten is advising AWO and vessel operators on how to address new California Air Resources Board (CARB) rules. Moon says that 68 vessels will need to be repowered to meet the new regulations. In written responses to questions from AJOT, Moon explained: "Each, of the 68 vessels is unique and will face their own challenges in meeting the CARB Commercial Harbor Craft (CHC) emission requirements. Generally, the easiest path to compliance is to install EPA Tier 4 engines with a diesel particulate filter in the exhaust system piping, assuming they are commercially available. Other options include converting to all-electric or using alternative fuels to reduce emissions

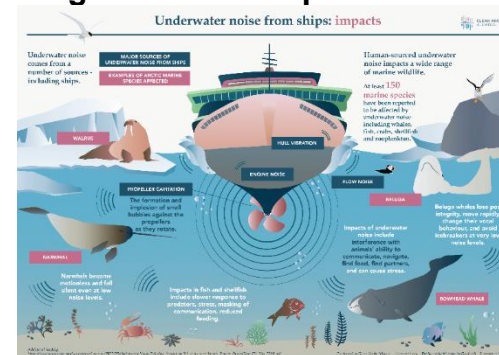
below standards; but these will likely be much harder to implement for most vessels and will require significant changes to existing designs." Crowley hails electric tug, but Glosten warns that converting harbor craft to electric power will be costly.

*Crowley hails electric tug, September 15, 2023, [www.ajot.com](http://www.ajot.com)*

#### Largest US ports record 20%-plus declines in trans-Pacific imports

The top four US ports, which accounted for 68.2% of US imports from Asia through August, experienced greater than 20% declines in Asian imports in the first eight months of 2023 whereas imports through Houston, the dominant port on the Gulf Coast, declined only 3.7%. *Largest US ports record 20%-plus declines in trans-Pacific imports, September 18, 2023, [www.joc.com](http://www.joc.com)*

#### IMO must take opportunity to reduce underwater noise by transitioning to cleaner ships



Source: AJOT

As a workshop exploring the relationship between energy efficiency and underwater radiated noise from shipping opens on September 18, 2023 at the International Maritime Organization (IMO) in London, the Clean Arctic Alliance called for international action to support the transition to ships that are both more efficient and quieter as efforts to decarbonize the global shipping fleet are stepped-up. According to the IMO, the Workshop on the Relationship between Energy Efficiency and Underwater Radiated Noise from Ships (18-19 September) “seeks to engage participants who work in the greenhouse gas (GHG) and underwater radiated noise (URN) technical, regulatory and policy spaces, to include wide participation from industry with practical experience implementing both GHG/emissions reductions programs as well as those who are interested in or involved in reducing URN”. *IMO must take opportunity to reduce underwater noise by transitioning to cleaner ships, September 18, 2023, [www.ajot.com](http://www.ajot.com)*

## **Biden-Harris Administration Announces Grants to Support More Efficient Supply Chains Running on Our Marine Highways**

On September 21, 2023, the U.S. Department of Transportation’s Maritime Administration (MARAD) awarded nearly \$12 million in grants to eight marine highway projects across the nation under the United States Marine Highway Program (USMHP). The funding will improve the movement of goods along our navigable waterways and expand existing waterborne freight services in Alaska, Illinois, Indiana, Louisiana, Texas, Washington, and Wisconsin, which will strengthen supply chains and ultimately cut costs for consumers.

*Biden-Harris Administration Announces Grants to Support More Efficient Supply Chains Running on Our Marine Highways, September 21, 2023, [www.dot.gov](http://www.dot.gov)*

## **Drewry World Container Index - September 21st**

Drewry detailed assessment for Thursday, 21 September 2023 was as follows: 1. The composite index has decreased by 5.2% to \$1,479.48 this week, and has dropped by 66.9% when compared with the same week last year. 2. The latest Drewry WCI composite index of \$1,479.48 per 40-foot container is now 86% below the peak of \$10,377 reached in September 2021. It is 45% lower than the 10-year average of \$2,679, indicating a return to more normal prices, but remains 4% higher than average 2019 (pre-pandemic) rates of \$1,420. 3. The average composite index for the year-to-date is \$1,756 per 40ft container, which is \$923 lower than the 10-year average (\$2,679 mentioned above). 4. The composite index decreased by 5.2% to \$1,479.48 per 40ft container and is 66.9% lower than the same week

in 2022. Freight Rates on Shanghai – Genoa and Shanghai – Rotterdam dropped 10% or \$167 and \$127 to \$1,531 and \$1,172 per 40ft container. Similarly, spot rates from Shanghai – New York also declined 4% or \$132 to reach \$2,900 per feu. Rates on Shanghai – Los Angeles dropped by 3% or \$58 to \$2,104 per 40ft box. Likewise, rates from Rotterdam – New York and Los Angeles – Shanghai inched down by 2% to \$1,534 and 1% to \$831 per 40ft container respectively. Conversely rates on New York – Rotterdam increased by 2% or \$13 to \$747 per feu. Moreover, spot rates from Rotterdam - Shanghai remained static on its previous week’s level. Drewry expects East-West spot rates trend to remain close to current levels, overall, in the next few weeks.

*Drewry World Container Index - September 21<sup>st</sup>, September 21, 2023, [www.ajot.com](http://www.ajot.com)*



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## Road Transport Updates

program, eligible carriers are empowered with fuel management

### CANADA

#### **Gordie Howe International Bridge Survey - Wants to Hear from Carriers**

The Gordie Howe International Bridge project is North America's largest binational infrastructure project. The bridge will allow users to directly connect to the highway networks of Detroit, Michigan and Windsor, Ontario while adding redundancy, capacity, and connectivity to the region's international bridge system.

Windsor Detroit Bridge Authority (WDBA), a not-for-profit Canadian Crown corporation responsible for the construction of the bridge is looking to hear from Canadian and American trucking firms that regularly conduct cross-border carriages at the Ontario-Michigan border. They have commissioned a third-party research firm to conduct this study which will help inform important aspects of the Gordie Howe Bridge crossing experience, such as crossing times, cost of tolls, tolling infrastructure and other important considerations related to bridge amenities. To thank you for your time, those who complete the survey will receive a CAD \$100 / US \$75 e-gift card.

To participate in the survey online, visit:  
<https://ghibtrucking.malatest.net/>

#### **BCTA opens intake for latest round of rebates**

The CleanBC Heavy-duty Vehicle Efficiency (HDVE) Program, administered by the British Columbia Trucking Association (BCTA) and funded by the Government of B.C., has launched its latest intake. Designed to promote sustainable transportation practices, reduce emissions, and provide economic benefits to carriers, the CleanBC HDVE Program offers an opportunity for carriers to enhance their fleet's efficiency while contributing to a greener future. Under the

strategies that align with the province's commitment to environmental stewardship. The HDVE Program also includes a rebate system, providing carriers with a financial incentive to adopt fuel-efficient technologies. Carriers can receive rebates of up to \$20,000 per vehicle, and \$150,000 per fleet for the purchase and installation of approved fuel-efficient equipment.

*BCTA opens intake for latest round of rebates, September 18, 2023, [www.bts.gov](http://www.bts.gov)*

#### **U.S. autoworkers' strike expected to affect Canada**



Source: Today's Trucking

A limited strike by autoworkers in the U.S. is expected to affect the sector in Canada as the industry in both countries is deeply integrated. About 13,000 U.S. workers went on strike Sept. 15, 2023 at the three big U.S. auto companies after they failed to reach a new contract. Members of the United Auto Workers (UAW) union began picketing at a General Motors assembly plant in Wentzville, Mo., a Ford factory in Wayne, Mich., near Detroit, and a Stellantis Jeep plant in Toledo, Ohio. The automakers rely on operations and suppliers in Canada and the

U.S. as components criss-cross the border before they are assembled into a finished vehicle. The strike comes as Unifor holds contract talks in Canada with the U.S. automakers. The Canadian union is in bargaining with Ford Motor Co. ahead of its contract expiry on Sept. 18. Unifor hopes a deal with Ford can serve as a blueprint for workers at the other automakers.

*U.S. autoworkers' strike expected to affect Canada, September 15, 2023, [www.todaystrucking.com](http://www.todaystrucking.com)*

## CTA: Express Entry Begins Category Based Selection for Key Occupations Including Truck Drivers



Source: Ontruck

On September 18, 2023, the Honourable Marc Miller, Minister of Immigration, Refugees and Citizenship, announced that the first round of invitations for transport occupations through category-based selection in Express Entry will occur this week. This focus on candidates with experience in the transport sector—including commercial truck drivers, pilots and aircraft assembly workers. Immigration, Refugees and Citizenship Canada announced changes to Express Entry through category-based selection earlier this year. These changes will help address labour shortages and support economic goals by inviting candidates with specific work experience, including those in the trucking industry, to apply for permanent residency.

*CTA: Express Entry Begins Category Based Selection for Key Occupations Including Truck Drivers, September 18, 2023, [www.ontruck.ca](http://www.ontruck.ca)*

## Bosch sees clear skies for hydrogen as key to transport decarbonization



Source: Todaystrucking

Global automotive supplier Bosch is betting heavily that hydrogen fuel cells will have a major role to play in the decarbonization of transportation. The company showcased some of its investments in this field during a visit to its Stuttgart, Germany headquarters by North American truck and automotive journalists following the IAA Mobility show in Munich. “We see real use cases where it’s favored to use hydrogen instead of other alternatives,” said Dr. Thomas Wintrich, senior vice-president, fuel cell mobility solutions business unit. “There is not one technology which would serve all. We see electrified powertrains with batteries, we see hydrogen [internal combustion engines] and we see for sure fuel cell mobility solutions.” Wintrich said Bosch has embedded itself within the entire hydrogen value chain. It is producing hydrogen fuel cells for heavy trucks, and in North America licensed production of those cells to Nikola for use in its own vehicles. It is also developing electrolysis stack and components for electrolyzers that will be used to produce the hydrogen itself. “Bosch is in the entire hydrogen value chain: production, storage and distribution and usage,” Wintrich said.

*Bosch sees clear skies for hydrogen as key to transport decarbonisation, September 19, 2023, [www.todaystrucking.com](http://www.todaystrucking.com)*

## Urban public transit, July 2023



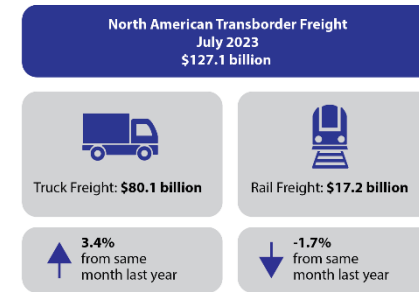
Source: Statcan

In July 2023, the number of urban transit passenger trips in Canada reached 110.8 million, recovering just over three-quarters (75.2%) of the July 2019 ridership, before the COVID-19 pandemic. Canada's urban transit networks provided an estimated 110.8 million rides in July 2023, up 18.2% (or 17.1 million more rides) from July 2022, marking more than two years of growth since April 2021. While ridership in July 2023 represented over 75% of the July 2019 pre-pandemic level, this was down somewhat from June 2023, when ridership accounted for 79% of the pre-pandemic level. Prior to the pandemic, passenger counts typically declined by an average of around 6.6% from June to July, with summer vacations and fewer students. However, July 2023 saw a slightly steeper decline, with ridership down by 7.6% (or about 9.1 million passenger trips) from June 2023.

*Urban public transit, July 2023, September 21, 2023, [www.statcan.gc.ca](http://www.statcan.gc.ca)*

## US/WORLD

## North American Transborder Freight down 4.2% in July 2023 from July 2022



Source: Bureau of Transportation Statistics, TransBorder Freight Data, <https://www.bts.gov/transborder>

Source: BTS

Total Transborder freight between the U.S. and North American countries Canada and Mexico in July 2023 compared to July 2022 was: 1. Total transborder freight: \$127.1 billion of transborder freight moved by all modes of transportation, down 4.2% compared to July 2022; 2. Freight between the U.S. and Canada totaled \$61.7 billion, down 8.4% from July 2022; 3. Freight between the U.S. and Mexico totaled \$65.3 billion, up 0.2% from July 2022; 4. Trucks moved \$80.1 billion of freight, up 3.4% compared to July 2022; 5. Railways moved \$17.2 billion of freight, down 1.7% compared to July 2022; 6. Vessels moved \$11.4 billion of freight, down 15.6% compared to July 2022; 7. Pipelines moved \$8.2 billion of freight, down 41.9% compared to July 2022; 8. Air moved \$4.4 billion of freight, down 3.0% compared to July 2022; and 9. Multiple modes declined due to a 25.1% decrease in value of oil and energy commodities. Transborder trade between Canada and US were as follows: truck \$35.3b; rail \$9.1b; pipeline \$7.5b; vessel \$3.1b; and air \$2.7b

*North American Transborder Freight down 4.2% in July 2023 from July 2022, September 20, 2023, [www.bts.gov](http://www.bts.gov)*

## AI and autonomous trucks taking over yard duties

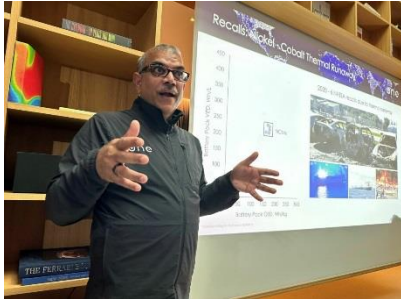


Source: Inside Logistics

Bringing yards up to speed with warehouse and transport digitization is driving the adoption of established supply chain technologies to help track, allocate, and optimize assets in the yard. According to global technology intelligence firm ABI Research, the installed base of Artificial Intelligence (AI) enabled cameras in the yard will reach 11.2 million globally by 2030, and the uptake of autonomous yard trucks will rise significantly at a global CAGR of 52.7 percent from 2022 to 2030. *AI and autonomous trucks taking over yard duties, September 20, 2023, [www.insidelogistics.ca](http://www.insidelogistics.ca)*

of the company, which has built a battery factory in Michigan, gave automotive and trucking journalists an update on the company's progress during a House of Journalists event in Munich, Germany. *Our Next Energy looks to address three biggest issues facing EV batteries, September 20, 2023, [www.todaystrucking.com](http://www.todaystrucking.com)*

## Our Next Energy looks to address three biggest issues facing EV batteries



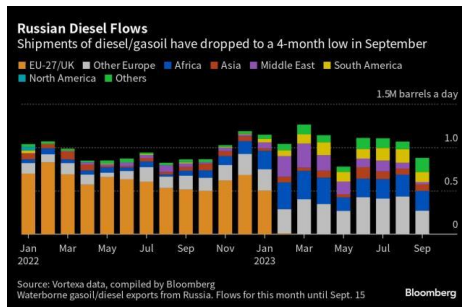
Source: Today's Trucking

Battery-electric vehicles, particularly commercial trucks, have a range problem that will limit the applications in which they're practical for zero-emissions transport. But Our Next Energy (ONE) believes it has a solution to that problem, and others. The company, with operations in California and Michigan, has set out to double electric vehicle range through advanced energy density, while also improving safety and eliminating thermal events by avoiding cobalt – a common cause of battery fires. If that's not ambitious enough, it also wants to make the battery supply chain more sustainable. Mujeeb Ijaz, founder and CEO



## US/WORLD

### Russia's diesel ban threatens to roil global markets—if it lasts



Source: AJOT

Russia's decision to ban exports of diesel — and gasoline — risks disrupting fuel supplies ahead of winter, but how deep the impact will be depends on how long it lasts. The nation shipped more than one million barrels a day of diesel-type fuel so far this year, narrowly making it the world's biggest seaborne exporter, according to data from Vortexa. That's an enormous chunk of supply for the market to lose at short notice — roughly enough to meet the entire demand of Germany. The supply loss, and any subsequent price rise, won't just matter to oil traders and truck drivers. Diesel-type fuel is also used in ships and trains, as well as by the farming, manufacturing and construction sectors. In short, it powers vast swaths of the global economy. "It all comes down to the duration," said Eugene Lindell, head of refined products at consultancy FGE. Russia's refineries "could probably go a month before they'd have to shut down again on storage capacity constraints." Russia says it instituted the temporary ban to dampen rising fuel prices at home, but absorbing all those barrels domestically may be a challenge. Some can go into storage, and the situation will

also be helped by many refineries undergoing maintenance work. But at some point the country will have to resume exports or slash refinery output. And the latter option risks a domestic gasoline shortage. *Russia's diesel ban threatens to roil global markets—if it lasts, September 21, 2023, [www.ajot.com](http://www.ajot.com)*

### First Solar urges US to get tough on trade as module prices sink



Source: AJOT

The Biden administration needs to toughen trade enforcement to guard against unfair competition from Chinese solar suppliers as module prices plummet to record lows, according to the chief of the biggest US panel maker. "If no one else wants to hold them accountable, I think the US needs to — for its own strategic rationale," First Solar Inc. Chief Executive Officer Mark Widmar said in an interview on September 20, 2023. "We need domestic capabilities, and renewable energy is one of them." The sweeping US climate law enacted last year already contains a raft of incentives meant to propel domestic solar manufacturing. And the US has imposed duties on some solar imports to offset allegations of unfair pricing and subsidies by China since 2011. The US Commerce Department concluded last month that

some manufacturers in Asia are illegally bypassing those tariffs. But a moratorium ordered by President Joe Biden put expanded duties on hold through June 6, 2024, in part to keep solar installations and climate goals on track while domestic production ramped up.

*First Solar urges US to get tough on trade as module prices sink, September 21, 2023, [www.ajot.com](http://www.ajot.com)*





The Chartered  
Institute of Logistics  
and Transport

North  
America

**SAVE THE DATE**

**CILTNA 2023 FALL OUTLOOK CONFERENCE  
& ANNUAL DINNER**

**“Stayin’ Resilient, Stayin’ Alive - Trends Shaping the  
Future of Transport & Logistics”**

**WEDNESDAY, NOVEMBER 1, 2023**

**RIDEAU CLUB - 99 BANK ST, OTTAWA, ON**

Save the Date for the CILTNA 2023 Fall Outlook Conference & Annual Dinner: “Stayin’ Resilient, Stayin’ Alive – Trends Shaping the Future of Transport & Logistics” on Wednesday, November 1, 2023 at the Rideau Club, 99 Bank Street, Ottawa, ON.

Look out for more details and registration coming soon!

# Transportation's Top Stories Other CILT News

**WiLAT North America Launch**

**THURSDAY, 28 SEPTEMBER 2023**

**10:00 A.M. - 12:00 NOON EST | 3:00 P.M. - 5:00 P.M. GMT**

**Paul Sarinhouse, FCILT**  
CILT International President

**Chief Teete**  
Owusu-Nortey, FCILT  
CILT International President Elect

**Yicky Koo, FCILT**  
Global WiLAT Chairperson

**Bob Armstrong, FCILT**  
President, CILT North America

**Mark Armitage**  
CILT International Secretary General

**Kristine Burr, FCILT**  
CILT NA Board Member  
WiLAT Advisor

**Dr. Catherine Lou, CMILT**  
GVC Australasia and WCB  
Head

**MODERATOR**  
Doreen Owusu-Franko, FCILT  
WiLAT Global  
Deputy Chairperson

**GUEST SPEAKER**  
Isabel Alexander  
Business, Life,  
& Transformation Catalyst

**WILAT NORTH AMERICA EXECUTIVE COUNCIL**

**Barbara Bryer**

**Cathy Campbell**

**Julia Tosetto Williams**

**Jennifer Adu, MILT**  
Deputy Chairperson  
WiLAT North America

Scan to Join  
Meeting ID: 838 1557 4180  
Passcode: 820320

“Stronger Together”

Women in Logistics and Transport

CILT North America are pleased to announce the launch of their Women in Logistics and Transport (WiLAT) forum on Thursday, 28 September 2023 at 10:00 A.M. – 12:00 P.M. ET / 3:00 P.M. – 5:00 P.M. GMT.

This invitation is open to both members and non-members alike. So please feel free to share this event with anyone you feel may be interested in joining us.

Please RSVP at: <https://ciltna.com/events/wilat-north-america-launch-september-28/>

**CILTNA Webinar: Intelligent Transportation Solutions to Retain and Increase Ridership While Offering Enhanced, Equitable Services - The TriMet Approach - Part #2**

Wednesday, October 4, 2023  
60 Minute Webinar  
1:00 PM ET / 10:00 AM PT / 6:00 PM GMT

Moderated by: **Andrew Young**, Chair US Chapter CILT North America

**A.J. O'Connor**, Director of Intelligent Transportation Systems at TriMet

**Adrian Pearmine**, Western Mobility Technology Solutions Leader at STV

As the world has reopened from Covid shutdowns, transit agencies across North America have been rebuilding and even looking to expand their ridership. In this post pandemic world, cities have experienced shifts in mobility needs and travel patterns and TriMet aims to meet these mobility needs for all of our citizens. TriMet looks forward to continuing to be a valuable service to our citizens that rely heavily on transit, while also continuing to expand ridership by attracting choice riders.

**Join us on Wednesday, October 4th, 2023 at 1:00 PM ET/ 12:00 PM CT / 10:00 AM PT/ 6:00 PM GMT for a CILTNA Webinar: “Intelligent Transportation Solutions to Retain and Increase Ridership – The TriMet Approach” – Part #2 with guest speakers A.J. O’Connor, Director for Intelligent Transportation Systems at TriMet and Adrian Pearmine, Western Mobility Technology Solutions Leader at STV.**

As the world has reopened from Covid shutdowns, transit agencies across North America have been rebuilding and even looking to expand their ridership. In this post pandemic world, cities have experienced shifts in mobility needs and travel patterns and TriMet aims to meet these mobility needs for all of our citizens. TriMet looks forward to continuing to be a valuable service to our citizens that rely heavily on transit, while also continuing to expand ridership by attracting choice riders.

For free registration, please visit: <https://ciltna.com/events/intelligent-transportation-solutions-to-retain-and-increase-ridership-the-trimet-approach/>

## Job Postings

**\* Freight Modeler / Econometrician GS 12/13/14 - Bureau of Transportation Statistics (BTS)**

The Bureau of Transportation Statistics (BTS) is seeking a freight modeler with extensive knowledge in econometric or statistical modeling methods. At BTS, you will play a major role in modeling goods movement and freight transportation flows throughout the United States. The successful candidate will help produce the Freight Analysis Framework (FAF) dataset <https://www.bts.gov/faf>, which is used in virtually every freight travel demand model and in most freight policy studies in the U.S. Join us as we modernize the FAF, leveraging ever-richer data and advanced methodologies to better serve our data users.

To Apply: Do not use USAJobs. Email your resume to [BTSJobs@dot.gov](mailto:BTSJobs@dot.gov) by September 22nd and indicate the position you are applying for in the subject line.

Note: You must be a U.S. citizen and meet the requirements for the job series and grade to be eligible for consideration.

**\* 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](mailto: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 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 on 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 at <https://careers.odgersberndtson.com/en-ca/28622>.

For more information, please contact Kyle Mechar of Odgers Berndtson at [Kyle.Mechar@Odgersberndtson.com](mailto: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](http://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](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

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 now has an X (formerly Twitter) Account?**

Go to: [https://twitter.com/cilt\\_na](https://twitter.com/cilt_na) and Follow Us.



★ **Did you know CILTNA has a YouTube Channel?**

To view all of our past webinar recordings, please subscribe to our YouTube channel at:

<https://www.youtube.com/channel/UC1gRKcOcJ5vohMSRFBjIEFA>

Subscribe and click the bell icon to receive notifications whenever we post a new webinar video.

★ **CILTNA International News Feed (INF) on WhatsApp**

Join our new International News Feed for all the latest daily news on WhatsApp. WhatsApp is free messaging app for Smartphones.

To download the app to your phone, go to: <https://www.whatsapp.com/> and create your WhatsApp account. Once you have an account, click this link to join CILTNA's INF:

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

If you need assistance with creating your account or joining, please contact Rebecca Whelan at [admin@ciltna.com](mailto:admin@ciltna.com)