

Transportation's Top Stories

Air Transport Updates

CANADA

WestJet announces official 2023 Tim Hortons NHL Heritage Classic™ partnership



Source: WestJet

WestJet, on September 25, 2023 in partnership with The National Hockey League (NHL®), announced it will serve as the official airline of the 2023 Tim Hortons NHL Heritage Classic™ on Sunday, October 29, 2023. Returning to its city of origin in Edmonton, the 2023 Tim Hortons NHL Heritage Classic™ will be hosted at the iconic Commonwealth Stadium at 5 p.m. MT in celebration of the 20th anniversary of the outdoor NHL game.

WestJet announces official 2023 Tim Hortons NHL Heritage Classic™ partnership, September 25, 2023, <u>www.westjet.ca</u>

Air Canada to Acquire 18 Boeing 787-10 Dreamliner Aircraft under ongoing Fleet Renewal and Fuel Efficiency Drive

Air Canada on September 25, 2023 said it has placed a firm order with The Boeing Company for 18 Boeing 787-10 Dreamliner aircraft.

Deliveries of the new aircraft are scheduled to begin in Q4 2025 with the last aircraft scheduled for delivery in Q1 2027. They will be used to replace older, less efficient wide-body aircraft currently in the Air Canada fleet. The agreement also includes options for another 12 Boeing 787-10 aircraft, which will provide flexibility for growth to meet future customer demand. "Air Canada has made investing in the passenger experience a core priority. Our experience shows customers greatly enjoy flying on the Dreamliner, so we are pleased to offer them a larger version of this popular aircraft, which will premiere a new, state-of-the-art interior cabin design. As importantly, the 787 is highly fuel efficient and will generate operational savings as well as support our sustainability goals of reducing emissions," said Michael Rousseau, President and Chief Executive Officer of Air Canada.

Air Canada to Acquire 18 Boeing 787-10 Dreamliner Aircraft under ongoing Fleet Renewal and Fuel Efficiency Drive, September 25, 2023, www.aircanada.ca

★ Air Canada swapping freighters for passenger jets



Source: Air Canada

In a recently announced order with Boeing, Air Canada is swapping two previously ordered freighters for passenger planes. The two Boeing 777 freighter aircraft will be replaced with Boeing 787-10 Dreamliner aircraft, as part of a larger order of 18 of the planes. Air

Canada said it placed a firm order with The Boeing Company for the Dreamliners. Deliveries of the new aircraft are scheduled to begin in Q4 2025 with the last aircraft scheduled for delivery in Q1 2027. They will be used to replace older, less efficient wide-body aircraft currently in the Air Canada fleet. The agreement also includes options for another 12 Boeing 787-10 aircraft, which will provide flexibility for growth to meet future customer demand. Air Canada currently operates 30 787-9 and eight 787-8 versions of the Dreamliner, with two more 787-9 aircraft scheduled for delivery from a previous order. The 787-10 is the largest model of the Dreamliner family and can carry more than 330 customers depending on the seat configuration, and has 175 cubic meters (6,187 cubic feet) of cargo volume.

Air Canada swapping freighters for passenger jets, September 27, 2023, <u>www.insidelogistics.ca</u>

Aircraft movement statistics: Major and select small airports, July 2023



Source: Statcan

In July 2023, aircraft movements at Canada's major and select small airports totalled 550,205, roughly the same number as in July 2022, but 14.9% lower than in July 2019, before the COVID-19 pandemic. Thunder Bay (+3,208 movements; +41.2%) and Kamloops (+2,735; +80.1%) reported the largest year-over-year increases in July 2023. Aircraft movement statistics: Major and select small airports, July 2023, September 28, 2023, www.statcan.gc.ca

US/WORLD

IATA fuel efficiency tool netting big savings and carbon reduction



Source: Inside Logistics

The International Air Transport Association (IATA) has shared the latest results from its Fuel Efficiency Gap Analysis (FEGA), and the results are striking. LOT Polish Airlines (LOT) is one of the airlines to undertake the FEGA, which identified the potential to shave its annual fuel consumption by several percent. That equates to an annual reduction by tens of thousands of tonnes of carbon from LOT's operations. "Every drop counts. Since its inception in 2005, FEGA has helped airlines identify cumulative savings of 15.2 million tonnes of carbon by cutting fuel consumption by 4.76 million tonnes. LOT is the latest example of an airline exploring all opportunities to achieve every incremental efficiency possible in fuel consumption. That's good for the environment and for the bottom line," said Marie Owens Thomsen, IATA's senior vice-president sustainability and chief economist.

IATA fuel efficiency tool netting big savings and carbon reduction, September 25, 2023, www.insidelogistics.ca

\$201M in Bipartisan Infrastructure Law Lights the Way to Improve Runway Safety

More than \$201 million in President Biden's Bipartisan Infrastructure Law funding will go to airfield lighting systems at 82 airports. The projects will purchase and install new lighting for runways and taxiways to keep operations safe during reduced and low visibility and night conditions. "We're acting to improve lighting systems at 82 airports, an important part of keeping aircraft moving safely, no matter the time of day or weather," said U.S. Transportation Secretary Pete Buttigieg. "These runway and taxiway lighting investments are just the latest way President Biden is improving our airports, which will benefit Americans now and for decades to come." Sec. Buttigieg marked today's news at Denver International Airport, where the airport is upgrading its lighting, reconstructing a runway and removing a hot spot.

\$201M in Bipartisan Infrastructure Law Lights the Way to Improve

Wayfinding takes a new direction



Source: IATA

Airports are evolving spaces, adapting to changing passenger trends and technologies. But at heart, air travel remains the same. Travelers want to get from curb to gate and, on arrival, from plane to vehicle, taxi, or other transportation mode. Wayfinding is therefore a fundamental of the passenger experience and yet rarely grabs the headlines in an era of big data and biometrics. Chris Chalk, Aviation Section Leader at Mott McDonald will be leading a discussion on wayfinding at IATA's World Passenger Symposium in Chicago, 25-26 October. He says that wayfinding best practice advises. "Remember, not everyone will speak the language, but pictograms and color are international. Making signs illuminated also makes a difference to visibility. And obviously digital signs give you greater flexibility." Signs tend to be located overhead as the sheer number of travelers make any other approach challenging. Illuminated signs or lines on the floor can help guide to a particular amenity or location but don't work in busy areas generally. Other dos and don'ts include measuring distances in time, so a passenger knows how long it takes a slower than average person to get to the gate or other destination, and avoiding adjacent advertising as this competes for a traveler's attention.

Wayfinding takes a new direction, September 26, 2023, www.iata.org

Air Travel Consumer Report: June 2023 and 2nd Quarter 2023 Numbers

The U.S. Department of Transportation (DOT) on September 27, 2023 released its Air Travel Consumer Report (ATCR) on airline operational data compiled for the month of June 2023 and the first six months of 2023 for on-time performance, mishandled baggage, mishandled wheelchairs and scooters, and second quarter oversales. The ATCR

is designed to assist consumers with information on the quality of services provided by airlines. DOT remains committed to ensuring airline passengers are treated fairly and flights operate as scheduled. For the first six months of 2023, 1.6% of flights have been cancelled, far below the 3.2% cancellation rate for the first six months of last year and the 2.4% cancellation rate for first six months of pre-pandemic 2019.

Air Travel Consumer Report: June 2023 and 2nd Quarter 2023 Numbers, September 27, 2023, <u>www.dot.gov</u>

Digitalisation of travel documents and facilitation of travel



Source: Europa

27, 2023, www.europa.eu

Most Europeans consider that the digitalisation of the travel documents is an important step to accelerate border procedures, increase security and facilitate travelling to or outside the Schengen area (27 European countries). Specifically, 68% of Europeans are in favour of using digital travel documents for extra-Schengen travel and 66% of Europeans would prefer having one single application for the use of digital travel documents at EU level, rather than one for each Member State. Digitalisation of travel documents and facilitation of travel, September

X

Setting up diversity for sustainable success



Source: IATA

Diversity took a step forward when Poppy Khoza, the Director of Civil Aviation at the South African Civil Aviation Authority (SACAA), was unanimously elected by the ICAO Member States to serve as President for the 41st ICAO Assembly—the first woman to hold that role in ICAO's 78-year history. Unfortunately, the Rules of assembly referred to "he" and Khoza was at some points addressed as "Mr President." "We've come a long way but there is still so much more to do," says Khoza, who won the Inspirational Role Model award at IATA's 2023 Diversity & Inclusion Awards. Khoza believes diversity's progress in recent years gives cause for optimism for the future. She points to her position as the Director / CEO of the SACAA, which wouldn't have been possible a generation ago, and the fact that gender equality and inclusion are being discussed around the world. "We are pressing the right buttons," she says. "We have a good platform and young women are joining aviation because of the advances we have made. And as they get more and more involved, the voices are getting louder and stronger. But I think we must question the pace of progress because we can, and must, move faster." Khoza agrees with setting ambitious targets and acknowledging milestones on the way so that any advances are properly measured. Already, at the SACAA, 51% of employees are female, as is 50% of the Executive Committee. On the Board of Directors, women occupy 60% of the seats.

Setting up diversity for sustainable success, September 27, 2023, www.iata.org



Transportation's Top Stories

Rail Transport Updates

CANADA

Railway carloadings, July 2023



Source: Statcan

In July 2023, the volume of cargo carried by Canadian railways totalled 28.9 million tonnes, down 5.1% from July 2022 levels, marking the third straight month of year-over-year decline. In July 2023, the overall freight volume was below the five-year average of 31.1 million tonnes for the month of July. Shipments of containers, potash and some energy products led the year-over-year decline in July 2023, due in part to a labour dispute during the month at Canada's west coast ports. To further explore current and historical data in an interactive format, please visit the "Monthly Railway Carloadings: Interactive Dashboard." Railway carloadings, July 2023, September 25, 2023, www.statcan.gc.ca

OL Canada Announces Recipients of Roger Cyr



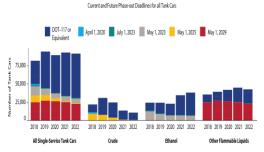
Source: Railway Age

OL's Columbia Committee Chair, Phil Breden, is the recipient of OL Canada's 2022 individual Roger Cyr Award. Operation Lifesaver (OL) Canada on Sept. 22 announced that the city of Wemotaci in Quebec has been selected as the winner of its Roger Cyr Award for Communities and OL's Columbia Committee Chair, Phil Breden, will receive the individual Roger Cyr Award. Named after the not-forprofit's founder, the Roger Cyr Awards for Public Rail Safety "recognize individuals and communities that are doing outstanding work to prevent deaths and injuries at rail crossings and as a result of trespassing on railway property," according to OL Canada.

OL Canada Announces Recipients of Roger Cyr Awards, September 25, 2023, www.railwayage.com

US/WORLD

More Rail Tank Cars Meet DOT-117 Safety Standards in 2022



Source: BTS

In accordance with the 2015 Fixing America's Surface Transportation (FAST) Act, the U.S. Department of Transportation's (DOT) Bureau of Transportation Statistics (BTS) released its Fleet Composition of Rail Tank Cars Carrying Class 3 Flammable Liquids: 2023 Report. The Ethanol fleet reaches 80% adoption of DOT-117 tank cars in 2022. A Phase-Out Targets and Dates for Rail Tank Cars Carrying Class 3 Flammable Liquids has been set. The key points are: 1. All cars carrying crude oil met the phase out deadline. 2. All tank cars carrying ethanol need to meet 2023 phase-out deadlines. Census results show that this is an achievable milestone. 3. All tank cars carrying Class 3 flammable liquids will need to meet DOT-117 or equivalent specifications by May 1, 2029.

More Rail Tank Cars Meet DOT-117 Safety Standards in 2022, September 22, 2023, www.bts.gov

AAR to STB on Reciprocal Switching: We Need 90 More Days



Source: Railway Age

The Association of American Railroads has asked the Surface Transportation Board for a 90-day extension of the comment period for the Notice of Proposed Rulemaking issued Sept. 7, 2023 in Docket No. EP 711(Sub-No. 2), Reciprocal Switching for Inadequate Service. If

granted. AAR's request will extend the comment period to Feb. 20. 2024. AAR said it "recognizes and appreciates the Board's desire to proceed expeditiously with this rulemaking. Nonetheless, the Notice proposes a novel and significant change in an important aspect of freight rail regulation. The proposed regulations are detailed and complex, requiring extensive effort to review and comment appropriately. The Notice expressly invites comment on at least 30 different questions, some with subparts. The schedule currently provided in the Notice will not allow interested parties sufficient time to analyze the many important technical and consequential issues under consideration in this proceeding and to prepare meaningful comments that will inform the Board. The current schedule likewise will not allow AAR to fully analyze the impact of the Board's proposal on the rail network and provide meaningful comments on that issue. AAR is proceeding diligently to perform that important empirical analysis, but as explained in the attached Verified Statement, it is data-intensive and cannot be completed by the current deadline for opening comments." AAR provided five reasons why the comment period should be extended:

<u>AAR to STB on Reciprocal Switching: We Need 90 More Days,</u> September 24, 2023, www.railwayage.com

Biden-Harris Administration Announces \$1.4 Billion in Infrastructure Funding for 70 Projects That Will Improve Rail Safety, Strengthen Supply Chains, and Add Passenger Rail Service

The Federal Railroad Administration (FRA) of the U.S. Department of Transportation (USDOT) announced on September 25, 2023 that it has invested more than \$1.4 billion from President Biden's Bipartisan Infrastructure Law into 70 rail improvement projects in 35 states and Washington, D.C. This is the largest amount ever awarded for rail safety and rail supply chain upgrades through the Consolidated Rail Infrastructure and Safety Improvements (CRISI) program. This historic project will help restore passenger rail service to the Gulf Coast for the first time in nearly two decades.

Biden-Harris Administration Announces \$1.4 Billion in Infrastructure Funding for 70 Projects That Will Improve Rail Safety, Strengthen Supply Chains, and Add Passenger Rail Service, September 25, 2013, www.dot.gov

U.S. Rail Traffic Uptick Continues in Week 38



Source: Railway Age

For the week ending Sept. 23, 2023 (Week 38), total U.S. rail traffic was 493,323 carloads and intermodal units, up 2.8% from the prioryear period, the Association of American Railroads (AAR) reported Sept. 27, 2023. It is the second consecutive week of gains for carloads and intermodal units, following weeks of losses or virtually flat results for both. Total carloads for the week ending Sept. 23, 2023, were 234,904, rising 4.7% compared with the same week last year, and U.S. weekly intermodal volume was 258,419 containers and trailers, increasing 1.2% compared with 2022. For the week ending Sept. 23, 2023, Canadian railroads reported 96,025 carloads, a 5.3% increase, and 72,918 intermodal units, a 4.6% decrease, from the same point last year. For the first 38 weeks of this year, they reported cumulative rail traffic volume of 6,006,685 carloads, containers and trailers, down 3.4%.

U.S. Rail Traffic Uptick Continues in Week 38, September 27, 2023, www.railwayage.com



Transportation's Top Stories

Marine Transport Updates

CANADA



Mid-year trade growth through the Port of Vancouver reflects strength of diversified sectors

With growth in some sectors and softening in others, cargo volumes through the Port of Vancouver increased by 11% in the first half of 2023 compared to the same period last year. The Vancouver Fraser Port Authority's 2023 mid-year statistics, released today, show a total of 75.9 million metric tonnes (MMT) of goods moved through Port of Vancouver terminals between January 1 and June 30, 2023, compared to 68.6 MMT for the same period in 2022. "I want to recognize the outstanding efforts of the port community, partners, and terminal operators, who, despite facing some headwinds in the first half of the year, contributed to near-record cargo volumes through the Port of Vancouver," said Victor Pang, CFO and interim president and CEO at the Vancouver Fraser Port Authority, the federal agency mandated to enable Canada's trade through the Port of Vancouver. "Coming off a challenging year, we've seen drops in some sectors—reflecting a softening economy—and encouraging rebounds in other key commodities such as grain, auto and cruise. The 2023 mid-year statistics reinforce the foundational strength of being North America's most diversified port and a testament to the outstanding efforts of the port community." The mid-year cargo volumes are released annually and include data from the first six months of the year through the end of June. As such, these figures do not reflect any cargo impacts resulting from the July 2023 labour disruption. Container volumes through the Port of Vancouver fell in the first half of 2023, in line with trends being seen throughout North America, as a slowing economy meant fewer imports. Overall container volumes were down 14% compared to the first half of 2022, as imports (or inbound laden) dropped 18%. The decrease was partially offset at the Port of Vancouver by recovering containerized exports, with outbound laden

up 14% as Canadian exporters took advantage of lower container freight rates and increased availability post-pandemic.

Mid-year trade growth through the Port of Vancouver reflects strength diversified sectors. September 25, 2023. www.portmetrovancouver.com

Montreal's uncertain mega-project opens window for Halifax. Saint John

Halifax and Saint John are expanding their container terminals as Class I railroads see an opportunity to serve major inland destinations from the Eastern Canadian ports.

Montreal's uncertain mega-project opens window for Halifax. Saint John, September 26, 2023, www.joc.com

Statement by Transport Minister Rodriguez on the proposed acquisition of Viterra Limited by Bunge Limited

On September 26, 2023, the Minister of Transport, the Honourable Pablo Rodriguez, issued the following statement: transportation supply chain means more affordable, more available products for Canadians. In order to ensure that we have fair competition at Canada's ports, the Government of Canada is launching a review of the proposed acquisition of grain handler Viterra Limited by Bunge Limited, a global agricultural company. Both companies hold ownership interests in port terminals throughout our country. Healthy competition in the transportation sector is necessary to ensure fair pricing and access for users, especially for Canadian farmers. "Given this transaction is of significant national interest in Canada's transportation sector and the broader supply chain, it will be reviewed

under the mergers and acquisitions provisions of the *Canada Transportation Act*. Goods must continue to move smoothly, and our supply chain must continue to grow stronger.

Statement by Transport Minister Rodriguez on the proposed acquisition of Viterra Limited by Bunge Limited, September 26, 2023, www.tc.gc.ca

US/WORLD

Singapore is world's top maritime shipping centre

Ranking	2019	2020	2021	2022	2023
1	Singapore	Singapore	Singapore	Singapore	Singapore
2	Hamburg	London	London	London	London
3	Rotterdam	Shanghai	Shanghai	Shanghai	Shanghai
4	Hong Kong	Hong Kong	Hong Kong	Hong Kong	Hong Kong
5	London	Dubai	Dubai	Dubai	Dubai
6	Shanghai	Rotterdam	Rotterdam	Rotterdam	Rotterdam
7	Oslo	Hamburg	Hamburg	Hamburg	Hamburg
8	Tokyo	Athens/ Piraeus	Athens/ Piraeus	New York/ New Jersey	Athens/ Piraeus
9	Dubai	New York/ New Jersey	New York/ New Jersey	Athens/ Piraeus	Ningbo- Zhoushan
10	Busan	Tokyo	Ningbo- Zhoushan	Ningbo- Zhoushan	New York/ New Jersey

Source: Inside Logistics

For the 10th year in a row, Singapore ranks first in the Xinhua-Baltic International Shipping Centre Development Index (ISCDI) Report. Published jointly by Chinese state news agency, Xinhua, and global maritime data provider, Baltic Exchange, the report lists Singapore as the global leading maritime centre, followed by London and Shanghai. The island nation scored 95.32 out of a possible 100 points, while the maritime support services powerhouse of London scored 83.35 points and the mighty port-city of Shanghai takes third place with 81.58 points. Singapore has held the top position since the Index began a decade ago. It has retained its position due to its winning combination of strategic location, international outlook and established ecosystem of professional global maritime services and good governance. London and Shanghai have retained their positions of second and third place within the Index for the past four years.

Singapore is world's top maritime shipping centre, September 22, 2023, <u>www.insidelogisitcs.ca</u>

Ports of Los Angeles, Long Beach and Shanghai unveil implementation plan outline for first trans-Pacific green shipping corridor



Source: AJOT

The creation of the first-ever green shipping corridor across the Pacific is taking shape. On September 22, 2023, a voluntary partnership of leading maritime goods movement stakeholders, including the Ports of Los Angeles, Long Beach and Shanghai, some of the largest carriers in the world, and key leading cargo owners unveiled a Green Shipping Corridor Implementation Plan Outline to accelerate emissions reductions on one of the world's busiest container shipping routes across the Pacific Ocean. The plan is the first of its kind and was developed with support from C40 Cities as part of its effort to reduce carbon emissions from the largest cities in the world. The plan is an important step toward decarbonizing the global supply chains that power our economies, and transitioning toward zero lifecycle carbon emission ships. It will showcase cutting-edge goods movement technologies, decarbonization applications and best management practices to enhance efficiency, and catalyze technological, economic and policy efforts to progressively decarbonize shipping and portrelated activities.

Ports of Los Angeles, Long Beach and Shanghai unveil implementation plan outline for first trans-Pacific green shipping corridor, September 22, 2023, www.ajot.com

Container shipping has a Europe problem and it's getting worse



Source: Freightwaves

With all the attention on U.S. consumers and inventory levels, Europe's importance to shipping lines can get lost in the shuffle. The Asia-Europe trade is pivotal to container shipping operators — and this trade is now under severe pressure. Judah Levine, head of research at Freightos, said in a market report on September 26, 2023 that trans-Pacific spot rates remain well above 2019 levels "but carriers are not having the same success in the Asia-Europe lanes." The Freightos Baltic Daily Index (FBX) now puts China-North Europe spot rates below \$1,000 per forty-foot equivalent unit, the lowest they've been since FBX began publishing its indexes. The Ukraine-Russia war has had major effects on tanker and dry bulk trade flows. Container shipping is seeing fallout as well, as economic pressure curbs volumes. "The war has exerted a notable drag on real activity [in Europe] and pushed up inflation considerably," said a study by the Swiss National Bank published Friday.

Container shipping has a Europe problem and it's getting worse, September 26, 2023, www.freightwaves.com

Port of Corpus Christi Ship Channel improvement project advances to final phase



Source: AJOT

The U.S. Army Corps of Engineers (USACE) has awarded the fourth and final contract of the Port of Corpus Christi Ship Channel Improvement Project (CIP) to Callan Marine, Ltd., signaling the conclusion of a national infrastructure initiative that will render the ship channel the most improved waterway along the U.S. Gulf Coast from Texas to Florida. "The completion of this history-making project largely is due to the confluence of several key factors, including: the diligence of our friends at the U.S. Army Corps of Engineers; the commitment to prioritizing this critical infrastructure by our federal delegation and the Administration; and the growing demand for infrastructure generated by our Port of Corpus Christi customers," said Kent Britton, Chief Executive Officer for the Port of Corpus Christi. The nearly \$681.6 million project is jointly funded by the federal government and Port of Corpus Christi, with the final tranche of project funding allocated by Congress in the Consolidated Appropriations Act of 2023. That \$157.3 million allocation will be used for final project close-out of the CIP. A massive undertaking between the USACE, Port of Corpus Christi and private marine companies, the CIP yielded more than 40 million cubic yards of dredge material that will be used in the construction of beneficial use sites for wildlife and erosion control.

Port of Corpus Christi Ship Channel improvement project advances to final phase, September 27, 2023, www.ajot.com



Transportation's Top Stories

Road Transport Updates

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/



PWC Report: Truck Driver Shortage a Risk to Canada's Economy



Source: Ontruck

A report released by PricewaterhouseCoopers for Food, Health & Consumer Products of Canada (FHCP), found that given the reliance the country's supply chain has on the trucking industry, a growing trucker shortage poses significant "risk" to the economy. "Truck driver shortages tend to ebb and flow," said Frank Scali, FHCP's vice-president of industry affairs. "Through the pandemic it became a bit of a crisis for a while, as some drivers left the business and volume went up." Canada has a shortage of about 20,000 truck drivers, and one third of current drivers are nearing retirement, according to the report. The shortage could reach 30,000 in the coming years if recruitment doesn't pick up. In June 2023, the Ontario government said about 6,100 truck drivers are needed across the province to fill the gap.

PWC Report: Truck Driver Shortage a Risk to Canada's Economy, September 22, 2023, www.ontruck.ca



Ford workers in Canada ratify agreement, set precedent for other automakers



Source: National Post

The union that represents 5,600 workers at Ford Motor Co. of Canada confirmed Sunday September 24, 2023 that its members had ratified a three-year contract with the automaker. The union that represents 5,600 workers at Ford Motor Co. of Canada confirmed Sunday its members had ratified a three-year contract with the automaker, setting the pattern for upcoming talks with General Motors and Stellantis. Unifor and Ford reached a tentative agreement after extending a strike deadline by 24 hours. At the time, the union said the three-year deal addressed all issues raised by members for this round of bargaining. On Sunday 24, 2023, the union said the wage increases amounted to the highest ever negotiated in bargaining with an automaker in Canada. In all, 54 per cent of union members who voted endorsed the proposed collective agreement, which includes a general wage increase of 15 per cent over three years. Wage increases amounted to the highest ever negotiated in bargaining with an automaker in Canada Lana Payne, national president of Unifor, issued a statement saying the deal will mean tremendous gains for autoworkers.

Ford workers in Canada ratify agreement, set precedent for other automakers, September 25, 2023, www.nationalpost.ca



Mack's MD delivers big results in smaller package



Source: Todays Trucking

Mack Trucks North America president Jonathan Randall thinks the launch of the company's MD medium-duty series – on the eve of the Covid-19 pandemic – was perfectly timed. The truck was launched in March 2020. "The very next week, the world shut down," Randall recalled to trade journalists who were given their first opportunity to drive the truck at Road America racetrack in Elkhart Lake, Wisc. "It launched into a different market. It has done a lot better than we could ever have imagined." For one, it came to market when Covid disrupted supply chains, giving prospective customers a new choice as they struggled to procure vehicles. Kurt Manuel, president of Wisconsin-based tank truck maker Imperial Industries, says the OEMs that typically produced the trucks that were fitted with his company's bodies were unable to meet demand during the pandemic. "Mack was under 1% of our sales. Now they're the leading brand," he recalled. "The MD came to market right at the perfect time in the author's opinion."

Mack's MD delivers big results in smaller package, September 27, 2023, <u>www.todaystrucking.com</u>



Purolator reveals carriers of the year



Source: Inside Logistics

Armour Transportation Systems received Purolator's Eastern Canada Safety Award, Ayr Motor Express received Purolator's Eastern Canada Service Award, and I.S. Cargo received both Purolator's Western Canada Safety and its Western Service Award. "We are delighted to recognize these top-performing linehaul carriers that go above and beyond to provide exceptional customer service and prioritize safety in their processes and results," said Joe Lombardo, vice-president, network operations, Purolator.

Purolator reveals carriers of the year, September 28, 2023, www.insidelogistics.ca



Blue Water Bridge work to end early



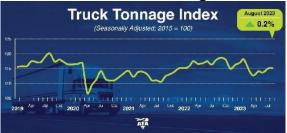
Source: Todays Trucking

Rehabilitation work on the First Blue Water Bridge will be completed a couple of days ahead of schedule on Oct. 3, 2023 instead of the planned Oct. 5, 2023 end date, the Federal Bridge Corporation (FBC) said in a news release. The project on the span which connects Point Edward, Ont., to Port Huron, Mich., commenced earlier this year and focused on a range of improvements to enhance the bridge's structural integrity. These included strengthening cross beams and replacing bearings, replacing expansion joints, conducting concrete deck repairs, and waterproofing the bridge deck followed by asphalt repaving of the Canadian portion of bridge. "We couldn't be happier to unveil the newly revitalized First Blue Water Bridge," said Natalie Kinloch, chief executive officer at FBC. "The credit for this early completion goes to our talented team, skilled workers and committed partners. Their extraordinary efforts have ensured timely work of utmost quality, and a safe crossing for our bridge users."

Blue Water Bridge work to end early, September 28, 2023, www.todaystrucking.com

US/WORLD

Economic Trucking Trends: Lots to digest in busy week for economic news in trucking



Source: Todays Trucking

It's been a busy week on the economic front, with mixed signals for the trucking industry. We saw signs that for-hire tonnage has bottomed out, fleets are being disciplined in their equipment purchases, and overall trucking conditions are nudging upward but tempered by a halt in spot market pricing improvements. Parts and labor costs have begun to return to Earth, and the most recent trailer order numbers provide little clarity about where that market is going. U.S. for-hire truck tonnage edged up 0.2% in August 2023, on the heels of a 1.1% gain in July 2023. It's a welcomed sign that the market has bottomed. "The evidence is growing that tonnage hit bottom in April and continues its slow climb upwards," said American Trucking Associations (ATA) chief economist Bob Costello. "However, year-over-year comparisons remain difficult as tonnage peaked in September of last year. As a result, it is unlikely that tonnage turns positive compared with a year earlier for at least a month or two longer. Most recently, freight continues to be mixed, with consumer spending and factory output flat to down." Year over year, tonnage was down 2.3% — the sixth straight year-over-year-decrease.

Economic Trucking Trends: Lots to digest in busy week for economic news in trucking, September 22. 2023, www.todaystrucking.com



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Economic Trucking Trends: Lots to digest in busy week for economic news in trucking, September 26, 2023, www.todaystrucking.com



Uber Freight taps AI to help compete in tough cargo market



Source: AJOT

With cargo shipments falling in the post-pandemic era, some shippers have turned to artificial intelligence to boost efficiency. The freight unit of Uber Technologies Inc. has tapped its vast data files to use AI to predict late shipments — and make suggestions for alternative routes.

On Thursday, September 28, 2023, Uber Freight also introduced Insights AI, which it says will allow customers to make queries that could normally take days for workers to compile, such as routes with the worst on-time performance and the causes. The company also has Al embedded in its service that will allow shippers to estimate arrival times more precisely. The AI offering is the culmination of Uber Freight's transformation from a startup digital cargo broker in 2017 to a full-service transportation handler. The change was accelerated with the \$2.25 billion acquisition of freight manager Transplace in 2021 and a \$120 million investment to upgrade its systems to tap into data from the \$18 billion worth of annual cargo movements it manages. The goal, Uber Freight Chief Executive Officer Lior Ron said in an interview, will be for users to know "what's happening across their organization in terms of service, cost, the operation; and then be able to take action on that in a very intuitive way." Uber Freight's parent company doubled down on its broader commitment to technology on Wednesday, September 27, 2023 with its announcement that a semiconductor executive, Prashanth Mahendra-Rajah, will become its new chief financial officer.

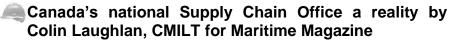
Uber Freight taps AI to help compete in tough cargo market, September 28, 2023, www.ajot.com



Transportation's Top Stories

Other Transport Updates

CANADA



Vancouver – Canada's national Supply Chain Office is now a reality, an audience at the Chamber of Shipping's 100th anniversary conference learned Wednesday, September 27, in Vancouver. Robert Dick, Assistant Deputy Minister, Pacific Region, Transport Canada and the person who heads the ongoing development of the new federal office, said Canada's reputation as a reliable trade partner requires that the nation's supply chain be made more efficient and resilient.

Citing transportation supply chain failures during the Covid pandemic along with destruction caused by fires and flooding, Mr. Dick said, "a perfect storm of events demonstrated to multiple levels of government that the status quo was not good enough."

The new office, to be located in Vancouver where Mr. Dick is assigned, will also include staff in other parts of the country. "It won't be concentrated in only one part of the country," he told Maritime Magazine. "I need staff in Ottawa to do the government thing, and I need people in Winnipeg, Montreal and in Halifax. We'll take expertise where we can get it. I want people who have done logistics, and we hope to get them from industry as well."

Mr. Dick said the office will oversee the finalization and implementation of an end-to-end supply chain strategy – an idea that came out of the National Supply Chain Task Force arising from a National Supply Chain Summit hosted by the Minister of Transportation in 2022.

He said the Office will create a "focal point established with industry and also working across government to provide a focal point to streamline supply chain matters with industry."

He stressed, however, that such streamlining would mean the supply chain was "more digitally driven" and would require data-sharing among all partners to become more efficient – a source of friction with some industry stakeholders.

"There's a lot of contentiousness around sharing data – and commercial interests and everything else. But we need to get to transparency in the system because fundamentally if you can't measure it, you can't manage it," he said. "We do not have the right data in the right hands to make smart decisions now, and we need to get better at that."

Mr. Dick said that there was now "legislative power to regulate and compel data to be shared with us and others – so at the end of the day I think the existence of that legislation will serve to change the tenor of the conversation because there will be a benefit to our nation."

However, he added, "I think it's best to gather [data] in a collaborative move because ultimately what we're seeking to do at the regional, or gateway, or corridor level is a collaboration. We can regulate data, but it's harder to regulate the behavioural change that we want."

Over 120 industry, government and academic attendees heard from expert panelists throughout the day and a half "Shipping 360" conference on an array of other topics including Canada's Trade Outlook, Maritime Decarbonization, Environmental Sustainability, and Future Fuels. A Gala dinner closes the Chamber's 100th anniversary event on Thursday evening.

Canada's national Supply Chain Office a reality, September 28, 2023, https://maritimemag.com/



Travel between Canada and other countries, July 2023



Source: Statcan

In July 2023, the number of non-resident visitors to Canada accounted for 84.9% of the number observed in July 2019, before the COVID-19 pandemic. Meanwhile, the number of returning Canadian residents accounted for 86.3% of the level seen in July 2019. Residents of overseas countries took 867,700 trips to Canada in July 2023, and US residents took 3.1 million trips. At the same time, Canadian residents returned from 4.5 million trips abroad. Vacations by cruise continued to increase, as Canadian residents took 24,100 cruise trips. To further explore current and historical data in an interactive format, please visit the Statistics Canada website.

Travel between Canada and other countries, July 2023, September 22, 2023, www.statcan.gc.ca



Amazon plans to hire 6,000 in Canada



Source: Inside Logisitics

Amazon is hiring 6,000 employees across Canada in full-time, seasonal, and part-time roles across its operations network. Jobs in Amazon's operations network include stowing, picking, packing, sorting, shipping customer orders, and more, and are available in communities from coast to coast across Canada. It announced last week that it is hiring 3,00 seasonal workers in Canada and the US. Amazon is investing more than \$70 million this year toward pay increases for customer fulfillment and transportation employees.

bringing the average hourly starting wage to \$21 per hour — up from close to \$17 in 2018.

Amazon plans to hire 6,000 in Canada, September 22, 2023, www.insidelogisitcs.ca



Canada Post opens new sorting centre in GTA

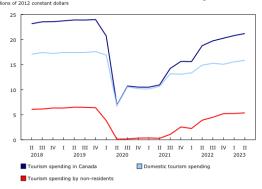


Source: Inside Logistics

Canada Post has opened the Albert Jackson Processing Centre, its new Greater Toronto Area (GTA) parcel sorting facility. This facility is Canada Post's largest, fastest and greenest parcel sorting facility. It has doubled the company's processing capacity in the GTA, where most of Canada's parcels originate. With e-commerce expected to double in Canada over the next decade, this facility will help Canada Post meet demand. "The Albert Jackson Processing Centre is much more than a building – it is a generational investment in the future of our country," said Doug Ettinger, president and CEO of Canada Post. Canada Post opens new sorting centre in GTA, September 25, 2023, www.insidelogistics.ca



National tourism indicators, second quarter 2023



Source: Statcan

Tourism spending in Canada grew 1.9% in 2023 the second guarter, following a 2.6% increase in the 2023 first guarter. Tourism gross domestic product (+1.2%) and jobs attributable to tourism (+1.3%) also rose in the 2023 second guarter. The growth in tourism spending was mainly the result of an increase in passenger air transport (+6.8%). The rise was partially offset by a 6.9% decline in pre-trip expenses, such as recreational vehicles, pleasure crafts and camping equipment. Tourism GDP grew 1.2% in the 2023 second guarter, following a 2.2% increase in the previous quarter. Transportation services (+5.0%) contributed the most to the growth in tourism GDP and was partially offset by a decline in accommodation services (-0.6%). With economywide GDP flat in the second quarter, tourism's share of GDP increased to 1.70%. Employment attributable to tourism rose 1.3% in the 2023 second quarter, following a 2.8% increase in the previous quarter. Employment in accommodation (+2.0%) and air transportation (+3.1%) services were the largest contributors to growth in the 2023 second quarter. Tourism's share of employment increased to 3.35%, while overall employment in Canada rose 0.1%.

National tourism indicators, second quarter 2023, September 28, 2023, www.statcan.gc.ca

US/WORLD

UK seeks aerospace deals in new trade pact with Washington State



Source: AJOT

The UK will sign a trade pact with Washington State aimed at facilitating aerospace deals with the US, as it seeks to bolster its economic ties in the absence of broader free-trade discussions with President Joe Biden. The memorandum of understanding, the sixth such pact with a US state, is focused on forging closer ties between the two countries' aviation sectors. Washington state is the birthplace

of US aerospace giant Boeing Co. The framework will enable UK and US businesses to work together more seamlessly, Nusrat Ghani, the UK minister for industry, told Bloomberg Ghani touted the collective impact of the mini trade pacts. "The combined GDP of the six states will be over £2 trillion, the equivalent of the GDP in France," she said. Ghani will sign the agreement alongside Washington state Governor Jay Inslee at an event in Seattle late Monday in the US. The UK has sought closer commercial ties with individual states with a broader US free-trade deal, touted as a benefit of leaving the European Union, still far off. The country has signed agreements with Indiana, North Carolina, South Carolina, Oklahoma and Utah, and hopes to sign agreements with Florida, Texas and California. UK Prime Minister Rishi Sunak's government faces pressure to expand trade and investment links in response to the US Inflation Reduction Act, a multibillion package of clean-energy subsidies and tax breaks.

UK seeks aerospace deals in new trade pact with Washington State, September 25, 2023, www.ajot.com

Department of Transportation Joins Seven Other Federal Agencies Working to Combat Religious Discrimination

As described in the recently published National Strategy to Counter Antisemitism, on September 28, 2023, the U.S. Department of Transportation joined seven other Federal agencies – the Departments of Agriculture, Labor, Health and Human Services, Housing and Urban Development, Homeland Security, Interior, and Treasury – to release its first-ever fact sheet clarifying that Title VI of the Civil Rights Act of 1964 prohibits discrimination based on actual or perceived ancestry or ethnic characteristics and prohibits certain forms of antisemitic, Islamophobic, and other religiously biased behavior in federally supported programs and activities. In work to fight religious discrimination and antisemitism, DOT makes clear that individuals are protected from discrimination based on how they look or sound on nation's transportation systems

Department of Transportation Joins Seven Other Federal Agencies Working to Combat Religious Discrimination, September 28, 2023, www.dot.gov





Register now 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.

For details on schedule and registration rates, please visit: https://ciltna.com/events/2023-fall-outlook-conference-annual-dinner/

Transportation's Top Stories

Other CILT News



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/

On September 28, 2023, CILT North America launched their Women in Logistics and Transport (WiLAT) forum. CLICK HERE to view the video of the launch. If you would like to view the presentation, "Lift As You Climb" from our guest speaker, Isabel Alexander, Business, Life, & Transformation Catalyst, please CLICK HERE.

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 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

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 now has an X (formerly Twitter) Account?

Go to: 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/LHqtGV1mTip9XqFvvzDdV9

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