



CANADA

Porter Airlines sees strength in East Coast, increases capacity on three Halifax routes

Porter Airlines is responding to strong East Coast demand by increasing capacity on three Halifax routes. Beginning March 31, 2024 service between St. John's, Montreal and Ottawa will be operated on the Embraer E195-E2. The Halifax-Ottawa route will have three daily, roundtrip flights. St. John's and Montreal will operate with two daily roundtrips, increasing to three daily in May. The routes are currently operated with the 78-seat Dash 8-400. The Embraer E195-E2 seats 132 passengers in an all-economy cabin. With a two-by-two configuration on both aircraft types, there are no middle seats on any Porter flight.

Porter Airlines sees strength in East Coast, increases capacity on three Halifax routes, December 11, 2023, www.flyporter.ca

Travel Like an Expert This Holiday Season with Air Canada's Top Tips for Travellers

Air Canada on December 12, 2023 released its top travel tips to help customers travel like an expert during the peak holiday period, which runs from mid-December until January 7, 2023. Five top tips are: 1. Download the Air Canada mobile app; 2. Check-in within 24 hours of departure; 3. Ensure travel documents are in order and your contact information is accurately updated; 4. Pack smartly, stay within your allowable limits; 5. Be at the airport by the recommended times. "This holiday season, more than 3.25 million customers are expected to travel with Air Canada and we are operating up to 1,200 Air Canada, Air

Canada Rouge and Air Canada Express flights globally, every day. In addition to being operationally ready with staffing, equipment, and contingency plans, we're monitoring weather and other events, and will

be adjusting as required to safely transport customers and their baggage to their final destinations," said Tom Stevens, Vice President, Customer Experience and Operations Strategy. "Being travel ready extends to the range of new digital self-serve and tracking tools we've launched in the Air Canada mobile app for our customers, to smooth the travel journey with information readily available at their fingertips. On behalf of the 38,000 people who work for Air Canada worldwide, and we wish all of our customers the very best of the season and look forward to welcoming you onboard."

Travel Like an Expert This Holiday Season with Air Canada's Top Tips for Travellers, December 12, 2023, www.aircanada.ca

WestJet service to shore diving destination, Bonaire takes flight from Toronto



Source: WestJet

WestJet on December 12, 2023 celebrated the commencement of service between the beautiful island of Bonaire and Toronto, with the departure of WS2550 at 10:10 ET. Growing Eastern Canada's leisure travel options, WestJet will be the only airline offering direct flights between the Canadian metropolis and the stunning Dutch Caribbean Island. The addition of Bonaire to WestJet's growing network furthers the airline's commitment to bolstering its presence in Eastern Canada

through connectivity to popular sun and leisure destinations. Through the airline's winter schedule, WestJet will operate weekly service between Toronto and Bonaire.

WestJet service to shore diving destination, Bonaire takes flight from Toronto, December 12, 2023, www.westJet.ca

Porter celebrates first flight to Miami

Porter Airlines is inaugurating daily, roundtrip service between Toronto Pearson International Airport (YYZ) and Miami International Airport (MIA), as the airline continues to expand its North American network. Miami marks the fifth new Florida destination that Porter has launched since the start of November 2023, following Tampa, Fort Myers, Orlando, Fort Lauderdale. Flights between Toronto Pearson and Miami are operated by the new Embraer E195-E2 aircraft. The 132-seat, all-economy aircraft has a two-by-two configuration with no middle seats.

Porter celebrates first flight to Miami, December 12, 2023, www.flyporter.ca

Porter signs partnership deal with Alaska Airlines as expansion continues



Source: Financial Post

Porter Airlines has signed a new partnership deal with Alaska Airlines. The companies say the interline agreement means that travellers can now buy combined Porter-Alaska itineraries directly from the Porter website. Porter Airlines has signed a new partnership deal with Alaska Airlines, as the Canadian carrier looks to round out its rapid expansion across the continent. It opens access to 18 western U.S. cities via Alaska hubs in Los Angeles and San Francisco. Announced on December 13, 2023, the new interline agreement means travellers can now buy combined Porter-Alaska itineraries directly from Porter's website or via third-party agencies.

Porter signs partnership deal with Alaska Airlines as expansion continues, December 13, 2023, www.financialpost.ca

Porter Airlines sees strong demand out of Ottawa, increases capacity on eight routes

Porter Airlines is responding to strong demand in its Ottawa network by increasing capacity on eight routes connecting with key Canada and U.S. destinations for the spring and summer. Service to Vancouver, Edmonton and Calgary will increase to twice-daily service operated on the Embraer E195-E2. These additional flights are occurring less than a year after their respective launches. Porter is also doubling service from one daily roundtrip flight to two daily flights between Ottawa and Fredericton, Moncton, and Boston. Service to New York will increase to three daily roundtrip flights from two. These routes are operated on the 78-seat Dash 8-400. The popular Ottawa-Halifax route will see an increase in seat capacity when the route, currently operated with the Dash 8-400, swaps to the 132-seat Embraer E195-E2 in April 2024.

Porter Airlines sees strong demand out of Ottawa, increases capacity on eight routes, December 14, 2023, www.flyporter.ca

Air Canada Cargo Certifies Opticooler Containers from DoKaSch Temperature Solutions



Source: Air Canada

Shippers and forwarders using Air Canada Cargo can now rely on DoKaSch Temperature Solutions' Opticooler RKN anywhere serviced by Air Canada's widebody fleet or dedicated freighters following its certification by Air Canada Cargo. In addition, the Opticooler RAP is also available to shippers, providing reliable packaging of temperature-sensitive products such as vaccines and other pharmaceuticals. "We have always been focused on a strong cool chain integrity within our network because the supply of lifesaving medicines is absolutely crucial. Thanks to our global network, we can provide highly reliable and quick transport to a wide variety of destinations. The Opticoolers provided by DoKaSch Temperature Solutions meet our high standards and will help support our extensive cool chain network in the Americas and beyond," said Matthieu Casey, Managing Director, Commercial at Air Canada Cargo. "With Air Canada Cargo, we have found another

important partner in North America who has now fully technically approved our Opticooler”

Air Canada Cargo Certifies Opticooler Containers from DoKaSch Temperature Solutions, December 13, 2023, www.aircanada.ca

Air Canada adds Tulum and Charleston to Global Network; Boosts Capacity on Key North American Markets in Summer 2024 as Airline Continues Strategic Network Growth

Air Canada on December 14, 2023 announced it is boosting its North American network capacity for summer 2024 with the addition of two new destinations, five new routes, increased flight frequencies on key routes, and earlier resumption of popular seasonal routes in response to projected demand. Air Canada becomes the first Canadian airline to offer service to Tulum*, with flights from Toronto and Montreal to the newest airport in Mexico's Yucatan peninsula, and to Charleston, SC from Toronto. Seats are now available for purchase at aircanada.com, via the Air Canada app, Air Canada's contact centres and through travel agents. Flights to Tulum will be available for sale on December 15, 2023.

Air Canada adds Tulum and Charleston to Global Network; Boosts Capacity on Key North American Markets in Summer 2024 as Airline Continues Strategic Network Growth, December 14, 2023, www.aircanada.ca

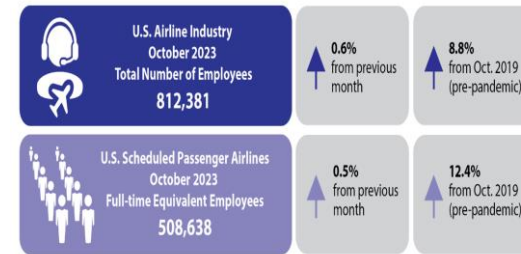
The Canadian Transportation Agency issues administrative monetary penalty to Air Canada for violations of the Accessible Transportation for Persons with Disabilities Regulations

On December 13, 2023, the Canadian Transportation Agency (CTA) has issued an administrative monetary penalty of \$52,500 against Air Canada for two violations of the Accessible Transportation for Persons with Disabilities Regulations (ATPDR) related to its obligations of providing services to persons with a disability. This penalty is for an incident that occurred in October 2023.

The Canadian Transportation Agency issues administrative monetary penalty to Air Canada for violations of the Accessible Transportation for Persons with Disabilities Regulations, December 13, 2023, www.cta-otc.gc.ca

US/WORLD

U.S. Cargo and Passenger Airlines Gained 4,516 Jobs in October 2023; Employment Remains 8.8% Above Pre-Pandemic October 2019

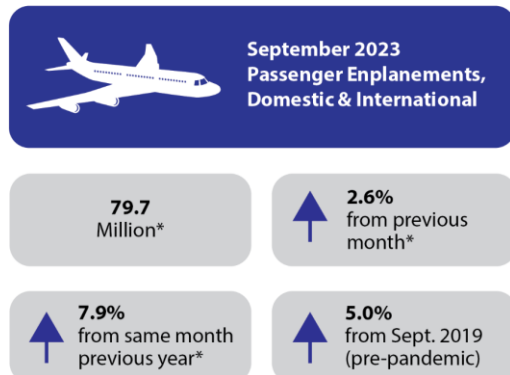


Source: BTS

U.S. airline industry (passenger and cargo airlines combined) employment increased to 812,381 workers in October 2023, 4,516 (0.56%) more workers than in September 2023 (807,865) and 65,835 (8.82%) more than in pre-pandemic October 2019 (746,546). U.S. scheduled-service passenger airlines employed 535,385 workers in October 2023 or 66% of the industry-wide total. Passenger airlines added 2,147 employees in October 2023 for a thirtieth consecutive month of job growth dating back to May 2021. United Air Lines led scheduled passenger carriers, adding 603 employees; Delta Airlines added 596, and Southwest added 488. U.S. cargo airlines employed 272,240 workers in October 2023, 34% of the industry total. Cargo carriers gained 2,370 employees in October 2023. FedEx, the leading air cargo employer, increased employment by 2,505 jobs.

U.S. Cargo and Passenger Airlines Gained 4,516 Jobs in October 2023; Employment Remains 8.8% Above Pre-Pandemic October 2019, December 11, 2023, www.bts.gov

September 2023 U.S. Airline Traffic Data Up 6.8% from the Same Month Last Year



*seasonally adjusted

Source: BTS

U.S. airlines carried 76.3 million systemwide (domestic and international) scheduled service passengers in September 2023, according to the Bureau of Transportation Statistics (BTS). When adjusted for seasonality, September enplanements are up 2.6% from August 2023 and down 1.4% from the all-time high reached in January 2020. BTS reported 66.9 million domestic passengers and 9.4 million international passengers on U.S. airlines flights in September 2023, 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 and complete data since 2000.

September 2023 U.S. Airline Traffic Data Up 6.8% from the Same Month Last Year, December 14, 2023, www.bts.gov



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CANADA

Government of Canada improves railway freight and passenger train brake inspection and safety rules

On December 8, 2023, the Minister of Transport, Pablo Rodriguez, announced changes to the *Railway Freight and Passenger Train Brake Inspection and Safety Rules* that will come into force on December 1, 2025. These rules specify safety requirements for the safe operation of train brakes on all freight and passenger trains. New changes will require railway companies to: 1. Strengthen air brake inspections by ensuring that heavy trains operating on a steep grade in cold weather undergo more robust air brake inspections; 2. Develop and submit procedures related to the inspection requirements to Transport Canada; and 3. Strengthen requirements for periodic maintenance of air brake cylinders. These new changes are the second part of a 2022 Ministerial Order to strengthen brake performance during cold weather, particularly on steep descending grades. Initial changes to strengthen regular air brake inspection requirements and to introduce requirements for a Train Brake Winter Operating Plan were approved in January 2023, and came into force on May 31, 2023.

Government of Canada improves railway freight and passenger train brake inspection and safety rules, December 8, 2023, www.tc.gc.ca

CPKC named to 2023 Dow Jones Sustainability World and North America Indices

Canadian Pacific Kansas City (CPKC) is proud to announce, that in its first year as a combined company, it has been named to the Dow Jones Sustainability World Index (DJSI World) and to the North America Index (DJSI North America) for 2023. “We are incredibly proud that CPKC’s efforts in sustainability and climate action have been recognized with our inclusion in the DJSI World and North America Indices,” said Keith Creel, CPKC President and Chief Executive Officer. “This has been a transformational year for our new, combined company and we remain committed to being an industry

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leader with our sustainability commitments as we grow our business for the future.”

CPKC named to 2023 Dow Jones Sustainability World and North America Indices, December 11, 2023, www.cpkc.ca

CN Acknowledges Historical Colonial Role as it Continues its Reconciliation Journey

On December 11, 2023, CN published a formal Acknowledgement of the historical role railways played as instruments of colonial policies, as well as the intergenerational economic, cultural, and social effects that these policies have had on Indigenous communities. CN is grateful for the privilege of operating within or adjacent to more than 220 reserve lands of nearly 130 First Nations and Métis Communities. CN accepted the resignation of the members of the Indigenous Advisory Council (IAC), an independent body that provided insight and advice to CN in its ongoing Reconciliation journey. Reconciliation is about establishing and maintaining mutually respectful relationships, which starts with awareness of the past.

CN Acknowledges Historical Colonial Role as it Continues its Reconciliation Journey, December 11, 2023, www.cn.ca

Viterra Weyburn and Elbow Lake Co-op Grain win CPKC 2022-2023 Elevator of the Year Award

Canadian Pacific Kansas City (CPKC) is proud to announce its winners for Elevator of the Year for the 2022-2023 crop year: Viterra Weyburn (Canada) and Elbow Lake Co-op Grain (U.S.). CPKC presents this award annually to grain elevators that achieve high volumes from a single loading point while consistently demonstrating efficient railcar loading and a strong commitment to safety.

Viterra Weyburn and Elbow Lake Co-op Grain win CPKC 2022-2023 Elevator of the Year Award, December 12, 2023, www.cpkc.ca

CN's Indigenous Advisory Board quits



Source: Inside Logistics

A 12-member advisory board set up by CN in 2021 has submitted their resignation as a group. The resignation of all 12 members of the CN Indigenous Advisory Council (IAC), was submitted to CN's Board of Directors and is effective December 31, 2023. Through engagement with Indigenous communities nationwide, the Council's mandate was to help the organization bridge understanding and build connections and was committed to transparently outlining future steps for CN's reconciliation efforts. In response, CN published a formal Acknowledgement of the historical role railways played as instruments of colonial policies, as well as the intergenerational economic, cultural, and social effects that these policies have had on Indigenous communities. CN operates within or adjacent to more than 220 reserve lands of nearly 130 First Nations and Métis Communities.

CN's Indigenous Advisory Board quits, December 13, 2023, www.insidelogistics.ca

CN Recognized for Sustainability Leadership and Listed on the Dow Jones Sustainability World Index for 12th Straight Year

CN is pleased to announce that it has again earned a place on the World and North American Dow Jones Sustainability Indices (DJSI World and DJSI North America), for the 12th and 15th consecutive year respectively.

CN Recognized for Sustainability Leadership and Listed on the Dow Jones Sustainability World Index for 12th Straight Year, December 13, 2023, www.cn.ca

The Canadian Transportation Agency issues an administrative monetary penalty to the Canadian

Pacific Railway Company for failure to comply with an Agency decision

On December 14, 2023, the Canadian Transportation Agency (CTA) has issued an administrative monetary penalty of \$75,000 against the Canadian Pacific Railway Company (CP) for failure to comply with CTA Decision n° 66-R-2014. This penalty is for incidents that occurred in May and November 2023.

The Canadian Transportation Agency issues an administrative monetary penalty to the Canadian Pacific *Railway Company for failure to comply with an Agency decision, December 14, 2023, www.cta-otc.gc.ca*

US/WORLD

Rail System Looking Good



Source: Railway Age

On Dec. 4, 2023 Railway Age highlighted the strong operational recovery that has taken hold at Union Pacific, and we're now in a position where most of the industry is running well. At this point, it's only Norfolk Southern that needs to rediscover its A-Game, but we believe the pieces are in place. The industry also just received the last of its four big operational accelerators during the year, in the form of the volume-light Thanksgiving week (the others are Memorial Day, Fourth of July and Labor Day). The reprieve in volume pressure and associated ability to reposition power and crews will typically slingshot network velocity higher again in the following week, and that's exactly what happened. In fact, it was this Thanksgiving slingshot effect last year that inflected UP's operation and put it on the recovery path it just completed.

Rail System Looking Good, December 12, 2023, www.railwayage.com

 **Union Pacific invests in alternative materials for railroad ties**



Source: AJOT

Rail ties are the backbone of the railroad, holding rail in place. As part of its work to strengthen its infrastructure and protect communities, Union Pacific Engineering employees have replaced over 3 million rail ties this year alone. Many of the ties being replaced will be used for decades, thanks to a recent investment in recyclable rail ties made from composite materials. Union Pacific is focused on improving sustainability efforts and reducing its climate impact. By partnering with composite tie manufacturers, Union Pacific will reduce CO2 and potential methane emissions, reduce landfill volumes, and improve infrastructure standards. One partner is Evertrak, a Missouri-based company that produces composite ties made from recycled plastic and glass fiber. These composite ties are being installed in areas where the average wood tie lifespan is eight to 15 years due to decay associated with heat, humidity and subgrade, compared to other areas of the railroad where wood tie life averages 25 years. Vendors manufacture composite ties to meet Union Pacific's specifications, which are designed to achieve a 50-year lifespan. "Unlike wood ties, composite ties have the option to be recycled or repurposed at the end of their lifespan," said Dave Bozarth, senior manager-Engineering Method & Research. "Next year, Union Pacific is looking to double the number of composite ties installations in 2023 and continue evaluating long-lasting products."

Union Pacific invests in alternative materials for railroad ties, December 12, 2023, www.ajot.com

 **North American Rail Volume Decline Continues Through Week 49: AAR**

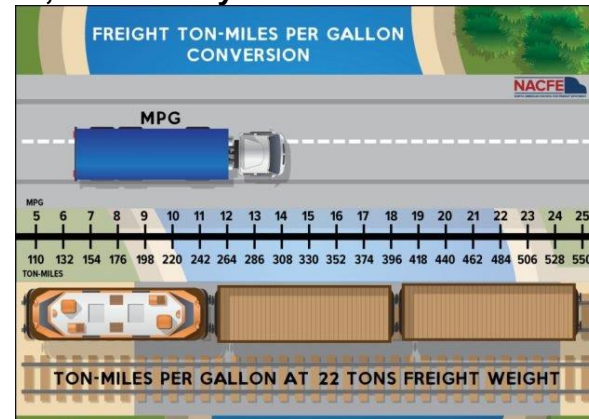


Source: Railway Age

Through the first 49 weeks of 2023 (ending Dec. 9), total North American carload and intermodal traffic fell 2.8% from the same period last year, the Association of American Railroads (AAR) reported Dec. 13, 2023. The U.S. and Canada saw declines, while Mexico experienced a gain. North American rail volume for the first 49 weeks of this year (ending Dec. 9) on 12 reporting U.S., Canadian and Mexican railroads came in at 32,202,281 carloads and intermodal containers and trailers. Cumulative volume in the U.S. was 23,009,059 carloads and intermodal units, down 3.0% from 2022; in Canada, 7,833,834 carloads and intermodal units, down 3.1%; and in Mexico, 1,359,388 carloads and intermodal units, up 2.6%. For the week ending Dec. 9, 2023, Canadian railroads reported 93,684 carloads, up 1.0%, and 70,668 intermodal units, down 1.3% compared with the same point last year.

North American Rail Volume Decline Continues Through Week 49: AAR, December 13, 2023, www.railwayage.com

 **Shippers should look to intermodal to reduce transport emissions, NACFE says**



Source: Inside Logistics

As new technologies enter production, such as battery electric and fuel cell electric powertrains, there is a significant potential to improve the environmental impact of both rail and truck transport, says NACFE (the North America Council for Freight Efficiency) in new research it released this week. NACFE has released a new Guidance Report, *Intermodal & Drayage: An Opportunity To Reduce Freight Emission*. It focuses on the need for a partnership between rail and truck to optimize freight movement and make use of zero-emission technology. Intermodal/drayage is an early market segment of electrification if the two modes work together. Interim energy solutions such as renewable natural gas, renewable diesel, and green hydrogen may also keep vehicles moving on internal combustion engines, while concurrently reducing the impact of their emissions as technologies and regulations evolve.

Shippers should look to intermodal to reduce transport emissions, NACFE says, December 14, 2023, www.insidelogistics.ca



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Marine Transport Updates

CANADA

Prince Rupert Port Authority Signs Global Memorandum of Understanding on Multi-Port Multi-Jurisdiction Green Shipping Corridors



Source PRPA

The Prince Rupert Port Authority (PRPA) signed the Global Memorandum of Understanding on Multi-Port Multi-Jurisdiction Green Shipping Corridors (MOU) to establish international green shipping corridors from Canada's west coast to Asia and the Middle East. Signed on December 6, 2023 in Dubai, United Arab Emirates, during the 28th Conference of the Parties to the UN Framework Convention on Climate Change (COP28), the MOU will support the establishment of a West Coast Green Shipping Corridor. It will connect Edmonton to Prince Rupert to ports in Asia and the Middle East, and build on PRPA's ongoing commitment to reduce greenhouse gas emissions from international shipping through the Port of Prince Rupert. "Together with our port industry, Indigenous, and local community partners, we are committed to realizing a shared vision of a thriving

and sustainable trade gateway that ensures a vibrant future for western Canada and we are taking concrete action to address climate change and reduce the impacts of port activity," said Shaun Stevenson, President and CEO, Prince Rupert Port Authority. "Today's MOU reinforces Prince Rupert's continued leadership role in helping Canada's marine transportation sector reduce its environmental impact and adapt to global climate priorities."

Prince Rupert Port Authority Signs Global Memorandum of Understanding on Multi-Port Multi-Jurisdiction Green Shipping Corridors, December 6, 2023, www.rupertport.com

Canadian shippers urge Ottawa to act as Montreal port talks hit impasse



Source: JOC

The potential for another port strike in Montreal has Canadian shippers pleading with Parliament to take a more active role in labor talks. Contract talks involving longshore workers at the Port of Montreal appear stalled after the union's chief negotiator said maritime employers have yet to make an offer on a new pay package. With a looming deadline before dockworkers could walk off the job, shippers are urging the federal government to act now to avoid yet another strike at Canada's second-busiest port. Michel Murray, the national

representative for Local 375 of the Canadian Union of Public Employees (CUPE), which represents Montreal's dockworkers, told a panel of Canadian Parliamentarians on December 7, 2023 that a negotiation period overseen by the government has ended without a new agreement.

Canadian shippers urge Ottawa to act as Montreal port talks hit impasse, December 8, 2023, www.ioc.com

CSL leads maritime industry in biofuel adoption, achieving milestones in decarbonization efforts

The CSL Group ("CSL"), a global leader in responsible marine transportation services, proudly announces a significant milestone in its Great Lakes biofuel program – one of the longest-running initiatives of its kind in the maritime industry. With a cumulative 75,000 running hours on B100 biofuel over the past four years, CSL ships have made significant strides in supporting decarbonization efforts by replacing 55,000 metric tonnes of fossil fuel with biodiesel and avoiding 156,000 metric tonnes of CO₂. "Unlike other shipping companies that are just getting started with their biofuel initiatives, we have moved past the testing phase and are running biodiesel as part of our business – just one of the many ways we are reducing carbon in our operations," said Louis Martel, CSL President and CEO. "In 2023, our biofuel fleet set a new record by using 16,400 metric tonnes of B100 biodiesel in a single season, marking our highest consumption to date. This translates into an 80% to 90% reduction in greenhouse gas (GHG) emissions, leading to the avoidance of 50,000 metric tonnes of CO₂ across our Great Lakes fleet."

CSL leads maritime industry in biofuel adoption, achieving milestones in decarbonization efforts, December 8, 2023, www.ajot.com

Saguenay Port Authority receives \$111.2 million to support conveyor planning

The governments of Canada and Quebec are providing \$111.2 million to the Saguenay Port Authority for constructing a Mechanized Multi-User Bulk Transport System. This conveyor, run entirely by electricity, will connect the Port to industrial storage spaces and rail yards located in Saguenay's industrial port zone (IP zone). It is anticipated to be in service in 2025. The Minister of Economy, Innovation and Energy and the Minister Responsible for the Metropolis and the Montréal Region, Pierre Fitzgibbon, made the announcement today, along with the Minister of Municipal Affairs and the Minister Responsible for the Saguenay–Lac-Saint-Jean Region, Andrée Laforest, and the member for Dubuc and Parliamentary Assistant to the Minister of Tourism, François Tremblay. The Government of Canada contributed \$55.2

million to the Saguenay Port Authority. The Government of Quebec, meanwhile, offered a loan, repayable through fees, of a maximum of \$36.8 million from the Department of Economy, Innovation and Energy, as well as \$19.2 million in financial aid from the Department of Transport and Sustainable Mobility.

Saguenay Port Authority receives \$111.2 million to support conveyor planning, December 12, 2023, www.tc.gc.ca

The Government of Canada invites Indigenous groups to apply for projects to address underwater vessel noise in British Columbia

On December 13, 2023, the Minister of Transport, Pablo Rodriguez, announced that up to \$2.3 million is now available through the Quiet Vessel Initiative to 29 Indigenous groups whose traditional territories are adjacent to the Trans Mountain Expansion project marine shipping route. This funding will support projects and activities that address the impacts of underwater vessel noise on the marine environment and vulnerable marine mammals, including the Southern Resident killer whale. The deadline for project proposals is April 10, 2024, and all projects are to be completed by March 31, 2026. Examples of eligible activities include Indigenous-led/Indigenous-participation in research or testing projects aimed at evaluating quiet vessel technologies; supporting capacity to monitor the marine environment for underwater noise in traditional territories; and supporting the development of territorial noise monitoring and management plans.

The Government of Canada invites Indigenous groups to apply for projects to address underwater vessel noise in British Columbia, December 13, 2023, www.tc.gc.ca

Billions Committed in Historic Decade of Investment Aimed at Growing the Economy, Creating Jobs, and Enhancing Shipping on the Great Lakes St. Lawrence Seaway System

On, December 13, 2023, the Great Lakes St. Lawrence Seaway Development Corporation (GLS) announced the release of an independent survey of public and private infrastructure investments to enhance marine shipping on the Great Lakes St. Lawrence Seaway System. These investments sustain 241,286 U.S. and Canadian jobs and help contribute to the safe, efficient, and sustainable movement of the 135.7 million metric tons of cargo that moves along the Great Lakes St. Lawrence Seaway. The survey conservatively estimates that \$8.4 billion has been or is committed to be spent on Great Lakes/Seaway infrastructure investments between 2018-2027.

Billions Committed in Historic Decade of Investment Aimed at Growing the Economy, Creating Jobs, and Enhancing Shipping on the Great Lakes St. Lawrence Seaway System, December 13, 2023, www.dot.gov

US/WORLD

Cold storage group to reassess temperature standards

THE DATA SAYS THIS FROZEN PRAWN CAN CUT ENERGY USE BY 5-7%



Source: Inside Logistics

New research suggests that cold chain participants can warm up storage without compromising food safety. Research backed by DP World shows that increasing the temperature of frozen food by three degrees, from -18°C to -15°C, could save the equivalent emissions of 3.8 million cars without affecting the food. Experts from the Paris-based International Institute of Refrigeration, the University of Birmingham and London South Bank University, among others, found that the small change could save 17.7 million metric tons of carbon dioxide per year, and create energy savings of around 25 terawatt-hours (TW/h), the equivalent to 8.63 percent of the UK's annual energy consumption. This could end up saving at least five percent in supply chain costs, and up to 12 percent in some areas.

Cold storage group to reassess temperature standards, December 12, 2023, www.insidelogistics.ca

Trade up at Port of Long Beach in November



Source: AJOT

Shippers continued to reposition cargo back to West Coast seaports in November 2023, lifting trade for a third consecutive month at the Port of Long Beach. Dockworkers and terminal operators moved 731,033 twenty-foot equivalent units (TEUs) last month, a 24.2% increase from November 2022. Imports rose 37% to 355,339 TEUs and exports declined 13% to 108,798 TEUs. Empty containers moved through the Port were up 30.6% to 266,896 TEUs. “We are recapturing market share, online shopping is on the rise and retailers are keeping the shelves stocked to meet rising consumer demand for the holidays,” said Port of Long Beach CEO Mario Cordero. “We remain optimistic as cargo returns to this critical gateway for trans-Pacific trade.” “We appreciate the outstanding work of our waterfront workforce and terminal operators who are moving goods to ensure consumers are able to purchase gifts during the holiday season,” said Long Beach Harbor Commission President Bobby Olvera Jr. “We plan to continue delivering top-notch customer service and building for a sustainable future into the new year.” The Port has moved 7,308,848 TEUs during the first 11 months of 2023, down 14.9% from the same period last year. Cargo flows this year have been approximately on pace with pre-pandemic levels, when the Port of Long Beach moved more than 6.96 million TEUs through November 2019.

Trade up at Port of Long Beach in November, December 14, 2023, www.ajot.com



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CANADA

Car carrier class action suit settled

A \$7 million settlement has been reached in class action lawsuits in Ontario, Quebec and British Columbia with four companies that offer Vehicle Carrier Services. The four companies, Mitsui O.S.K., Ltd., Mitsui O.S.K. Shipping (U.S.A.), Inc., Nissan Motor Carrier Co. Ltd. and World Logistics Service (USA) Inc. (together the “Settling Defendants”) allegedly conspired with other defendants to the class action to fix, raise, maintain or stabilize prices of Vehicle Carrier Services in Canada between February 1, 1997 and December 31, 2012. These allegations have not been proven in Court, and the four companies have not admitted to any wrongdoing.

Car carrier class action suit settled, December 8, 2023, www.insidelogistics.ca

Truckers Want More Training for Future Drivers: TT Survey



Source: Ontruck

Canadian truck drivers say they want to see new entrants to undergo substantially more training than they currently do, according to the monthly Pulse survey of *Today's Trucking readers*. Almost half expressed opinion that current mandatory entry-level training (MELT) requirements are not enough to improve the quality of entry-level truck

drivers. Provinces have agreed to set minimum standards at 103.5 hours of driver training, and 8.5 hours for air brake endorsements, although several jurisdictions have set higher benchmarks. Saskatchewan and Alberta, for example, require 121.5 hours of training, and B.C. requires 140 hours. About three in every four (74%) respondents said the activities of newly licensed tractor-trailer drivers should be restricted by a graduated licensing system, and 82% said newly licensed tractor-trailer drivers should need to complete formal apprenticeships.

Truckers Want More Training for Future Drivers: TT Survey, December 8, 2023, www.ontruck.ca

Minister of Transport and Quebec Minister of Transport and Sustainable Mobility announce a joint investment in Outaouais roads

On December 11, 2023, Canada's Transport Minister and Quebec Lieutenant, Pablo Rodriguez, along with Geneviève Guilbault, Deputy Premier and Minister of Transport and Sustainable Mobility; Mathieu Lacombe, Minister of Culture and Communications, Minister Responsible for Youth and Minister responsible for the Outaouais region; Whip and MP for Gatineau, Steven MacKinnon, MP for Chapleau and Deputy House Leader, Mathieu Lévesque, MP for Pontiac, Sophie Chatel; and Suzanne Tremblay, Member of the National Assembly for Hull, announced a joint investment of \$70.4 million to support road projects in the Outaouais region. This funding is provided under the Agreement between the Government of Quebec and the National Capital Commission on Highway Improvements in the Quebec Area of the National Capital Region (Agreement). It will support the widening of Pink Road and the preparation and completion of the widening of La Vérendrye Boulevard.

Minister of Transport and Quebec Minister of Transport and Sustainable Mobility announce a joint investment in Outaouais roads, December 11, 2023, www.tc.gc.ca

Urban public transit, October 2023



Source: Statcan

In October 2023, Canada's urban transit ridership reached 136.0 million trips (up 16.3% or +19.1 million rides from October 2022), the highest monthly level since before the COVID-19 pandemic. Total ridership in October 2023 was over four-fifths (80.4%) of the pre-pandemic level from October 2019. Despite little change in Canada's employment during October 2023, public transit ridership reached its highest monthly total since the pandemic, but the recovery rate appears to have slowed since reaching 82.3% in September 2023.

Urban public transit, October 2023, December 14, 2023, www.statcan.gc.ca

The Top 10 trucking innovations of 2023

Sluggish freight volumes, rising costs, ongoing parts shortages and supply chain disruptions, and falling rates resulting from excess capacity defined the trucking industry in 2023. But if you're looking for a more positive recap of the year that was, then you've come to the right place. Innovation was abundant in 2023. Technological advances are coming quickly, and many of them with the promise to address one of trucking's most pressing challenges – decarbonization. Here we review the Top 10 trucking technologies that caught our eye in 2023. 1. Mack's Truck-as-a-Service; 2. ZF's electric motor, minus the rare earth metals; 3. Affordable wireless charging for EVs; 4. A smarter fifth wheel; 5. A smarter kingpin; 6. Preventing wheel-end fires; 7. Simplifying wheel-end installations; 8. Intelligent Emergency Road Dispatch; 9. A truck guard that costs less. 10. Cooler thematic from Thermo King.

The Top 10 trucking innovations of 2023, December 14, 2023, www.todaystrucking.ca

More investment needed to meet electric truck charging requirements



Source: Inside Logistics

Canada's ambitious timelines to decarbonize the nation's medium- and heavy-duty trucks is achievable, but will require the fast deployment of charging infrastructure and much more investment than has been allocated to date. So says a report from the Pembina Institute, in a report titled *Zero-emission MHDVs in Canada and required charging infrastructure*. The report recognizes the need to decarbonize the goods transport sector, as medium- and heavy-duty trucks account for 37% of overall transportation-related GHG emissions. The segment is expected to surpass the GHG output of smaller vehicles by 2030. Yet, the federal government's investment in providing electric charging infrastructure for medium- and heavy-duty trucks lags what's needed. The Pembina Institute says that to date, the feds have committed only \$1 billion of the \$5 billion needed to support the anticipated number of electric trucks on the road by 2030.

More investment needed to meet electric truck charging requirements, December 12, 2023, www.insidelogistics.ca

Government of Canada issues call for proposals to support safer roads and highways

On December 14, 2023, the Minister of Transport, Pablo Rodriguez, announced a new call for proposals under the Enhanced Road Safety Transfer Payment Program. The call is open to private sector enterprises, academia, safety organizations, non-governmental organizations, or other orders of government in Canada. There are three priority focus areas: 1. projects that address the leading causes of road collisions and fatalities, including impaired, distracted, and

aggressive driving and excessive speed; 2. projects that provide opportunities to invest in initiatives that promote innovative design, testing, and integration of Connected and Automated Vehicles; and 3. projects that contribute to the education, training, testing, and enhancement of Advanced Driver Assistance Systems technologies.

Government of Canada issues call for proposals to support safer roads and highways, December 14, 2023, www.tc.gc.ca

US/WORLD

Biden-Harris Administration Announces \$645 million to Help Meet Rural Transportation and Mobility Needs

On December 12, 2023, the U.S. Department of Transportation announced that the Biden-Harris Administration has awarded \$645.3 million from the Rural Surface Transportation Grant Program (Rural) to help communities around the United States complete transportation projects that will increase mobility, improve safety, and generate regional economic growth in rural areas. Rural roads face a disproportionately high rate of fatalities, and a significant proportion of rural roads and bridges are in poor condition. Today's awards will improve the safety and reliability of movement of people and freight, as well as improve quality of life for rural residents, through investment in critical roads, bridges, and other transportation systems. The Rural Program represents a keystone of the Administration's commitment to repairing and improving rural transportation systems. President Biden's infrastructure law made more than \$44 billion available to help rural communities repair and improve their roads, bridges, airports, ports, and transit systems.

Biden-Harris Administration Announces \$645 million to Help Meet Rural Transportation and Mobility Needs, December 12, 2023, www.dot.gov

Electric drayage vehicles, terminal tractors can make intermodal cleaner shipping option

A new report from the North American Council for Freight Efficiency (NACFE) highlights opportunities to slash transportation emissions through the increased use of intermodal. Supplementing rail with zero-emission drayage vehicles and terminal tractors can make this mode even greener, the organization says. "Intermodal involves using a combination of transportation methods to get goods delivered," says Rick Mihelic, NACFE's director of emerging technologies and the lead author of the report. "However, a partnership between truck and rail is necessary to improve and optimize freight movement and to make use of zero-emission technology." "This is an early market segment for electrification," adds Mike Roeth, NACFE's executive director, "but it is more complicated and complex than it seems at first glance." The report suggests that rail and trucking are intertwined freight segments that compete with, and complement, each other. But together truck and rail can reduce freight emissions significantly compared to longhaul shipping by truck.

Source: Today's Trucking



Electric drayage vehicles, terminal tractors can make intermodal cleaner shipping option, December 12, 2023, www.todaystrucking.ca

U.S. Department of Transportation Announces New Rural Autonomous Vehicle Research Program

On December 13, 2023, the U.S. Department of Transportation (U.S. DOT or the Department) announced a \$25 million funding opportunity for its Rural Autonomous Vehicle research program. Accredited universities are eligible to apply for this competitive, six-year cooperative agreement program. Recipients will use RAV program funding to conduct research regarding the benefits and responsible application of automated vehicles and associated mobility technologies in rural and Tribal communities. One \$15 million award will focus on

passenger transportation, and a separate \$10 million award will focus on movement of freight to support and enable automated freight and delivery vehicles serving rural areas.

U.S. Department of Transportation Announces New Rural Autonomous Vehicle Research Program, December 13, 2023, www.dot.gov

Biden-Harris Administration Investing in Hundreds of American Communities to Improve Safety and Prevent Roadway Deaths

On December 13, 2023, the U.S. Department of Transportation announced \$817 million from President Biden's Bipartisan Infrastructure Law for 385 Safe Streets and Roads for All (SS4A) grants. The SS4A program grants go directly to regional, local, and Tribal communities for implementation, planning, and demonstration projects driven at the local level to improve safety and help prevent deaths and serious injuries on the nation's roadways. The funding helps communities address roadway safety through a comprehensive approach that uses all types of interventions, which aligns with DOT's National Roadway Safety Strategy. These funds will help tackle the preventable crisis of deaths on the nation's roads through safer people, roads, and vehicles, appropriate vehicle speeds, and improved post-crash care. This first-of-its-kind program was created by the President's infrastructure law and is a part of the more than \$14 billion in the law dedicated to roadway safety.

Biden-Harris Administration Investing in Hundreds of American Communities to Improve Safety and Prevent Roadway Deaths, December 13, 2023, www.dot.gov



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Transportation's Top Stories

Other Transport Updates

CANADA

 More than 10% of Quebec's labour could be on strike by next week



Source: Financial Post

Quebec public-sector workers rallied in Montreal on Nov. 23, 2023, on the third day of a short-term planned job action by the Front Commun. On Dec. 8, 2023 the alliance of public sector unions started a seven-day strike. As many as 600,000 public workers are in position to go on strike in Quebec, leading to school closures and service disruptions in hospitals across Canada's second-most populous province. An alliance of unions representing 420,000 public sector workers in education, health care and social services already walked off the job December 8, 2023 morning, beginning a planned seven-day strike. It will be the longest walkout of provincial government workers Quebec has seen in 50 years if no agreement is reached to end it early.

More than 10% of Quebec's labour could be on strike by next week, December 8, 2023, www.nationalpost.ca

 Leading indicator of international arrivals to Canada, November 2023



Source: Statcan

In November 2023, the number of international arrivals to Canada, including non-resident trips and Canadian-resident return trips, increased from November 2022. However, when compared with pre-COVID-19 pandemic levels, the recovery rates of some indicators were trending down. The number of non-resident arrivals at Canadian airports equipped with electronic sensors totalled 504,100 in November 2023, up 19.5% from November 2022. Meanwhile, the number of Canadian-resident return trips from abroad reached 1.4 million, a 12.9% increase from November 2022. In November 2023, US residents took 783,500 trips to Canada through land ports with electronic sensors, up 18.2% from the same month in 2022. Moreover, the number of Canadian-resident return trips from the United States via the same land ports rose 22.9% year over year to 1.7 million trips in November 2023.

Leading indicator of international arrivals to Canada, November 2023, December 11, 2023, www.statcan.gc.ca

US/WORLD

November 2023 U.S. Transportation Sector Unemployment (4.5%) Falls Below the November 2022 Level (4.6%) But Rises Above the Pre-Pandemic November 2019 Level (3.3%)

The unemployment rate in the U.S. transportation sector was 4.5% (not seasonally adjusted) in November 2023 according to Bureau of Labor Statistics (BLS). These data have been updated on the Bureau of Transportation Statistics' (BTS) [Unemployment in Transportation](#) dashboard. In November 2023, the transportation sector unemployment rate fell 0.1 percentage points from 4.6% in November 2022 but was above the pre-pandemic November 2019 level of 3.3%. Unemployment in the transportation sector reached its highest level during the COVID-19 pandemic (15.7%) in May 2020 and July 2020.

November 2023 U.S. Transportation Sector Unemployment (4.5%) Falls Below the November 2022 Level (4.6%) But Rises Above the Pre-Pandemic November 2019 Level (3.3%), December 8, 2023, www.bts.gov

Global trade to drop 5% this year amid geopolitical headwinds

Global trade will decline in 2023 by about 5% from last year's record as high borrowing costs weigh on economies, US-China tensions redirect supply chains and more policies restricting cross-border commerce emerge, a UN agency said. The value of goods and services trade will reach \$30.7 trillion compared with \$32.2 trillion in 2022, according to the Geneva-based United Nations Conference on Trade and Development. A \$2 trillion, or 8%, slump in merchandise trade is the main reason. Services trade this year will increase by \$500 billion, or about 7%, from a year ago, UNCTAD said in a report Monday. Lower costs for goods affected by high inflation a year ago is also a reason for the decline. "Even though the value of traded goods decreased in 2023, the slightly positive trend in the volume of international trade suggests a resilient global demand for imported products," the report said. UNCTAD noted how countries aligned geopolitically are trading more with each other while those in disagreement are trading less bilaterally. That divergence among several issues clouding the outlook for next year, the agency said.

Global trade to drop 5% this year amid geopolitical headwinds, December 12, 2023, www.ajot.com



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**North
America**

Transportation's Top Stories Other CILT News



Mobility Pricing Conversations

November 16 - December 19, 2023



To mark Transport Futures' 15th anniversary, international mobility pricing experts will discuss how road tolls, parking fees, gas taxes, transit fares and related policies help to manage traffic demand, reduce environmental impacts and generate revenue for infrastructure.

The interactive 1-hour conversations take place online so be sure to register today!



Gunnar Söderholm

The Evolution of Stockholm's Congestion Charge
NOV. 16 @ 1:00 PM ET



Germa Bakker

The Dutch Mobility Transition
NOV. 21 @ 1:00 PM ET



Randal Thomas

Forging a Path to US Road Usage Charging
DEC. 7 @ 1:00 PM ET



Harry Kitchen

Whither the Gas Tax?
NOV. 30 @ 1:00 PM ET



David King

Putting Parking in its Proper Place
DEC. 14 @ 1:00 PM ET



Brendon Hemily

Transit Fare Policy Challenges and Strategies
DEC. 19 @ 1:00 PM ET

For details, please visit:

transportfutures.ca/mpc

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Power to Move

Transport Futures (TF) is celebrating its 15th anniversary on November 13!! To mark this milestone and reflect on what they've learned at 34 successful events, they've invited six of our previous mobility pricing speakers to discuss challenges and accomplishments related to implementing road tolls, parking, gas taxes, transit fares and more. During each 1-hour conversation, TF founder Martin Collier will ask the experts to revisit what was happening when they first presented, how their work has progressed since then and what they see happening going forward – especially in a COVID-altered world. There will also be ample opportunity for you to weigh in with your questions both verbally and through the chat function. The six informative conversations will take place “online” between November 16 and December 19 so be sure to register today by using the following link: <https://transportfutures.ca/mpc/register/>

Job Postings

* **The University of Tennessee in partnership with UT-ORII, have two research faculty positions available: 1) ITS and 2) Traffic Safety**

The University of Tennessee and Oak Ridge National Laboratory founded UT-ORII in 2019 to help the US maintain prominence as a global leader in innovation and discovery, and to create a robust talent pipeline in areas of growing national need and demand. UT-ORII is funded by the Department of Energy and the State of Tennessee.

Details of the job descriptions are provided below.

Research Assistant Professor – Intelligent Transportation System
<http://apply.interfolio.com/136411>

Research Assistant Professor – Traffic Safety
<http://apply.interfolio.com/136412>

* **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/LHqtGV1mTip9XqFvzDdV9>

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