



LOGISTIC AND TRANSPORTATION
METROPOLITAN CLUSTER OF MONTRÉAL

ANNUAL REPORT 2021-2022



The year at a glance

70 members

1,800 hours
on volunteer work in 2021

650 publications
on social networks

2,500+
participants
at our events

8,500+
CargoM followers
on social media

110 events
with CargoM participation

“Camo-Route is privileged to be able to work in tandem with CargoM to support the freight industry in Greater Montreal. Our collaborative work makes it possible to foster workforce development and promote the range of jobs in the trucking industry so that we can face the labour shortage. We could not address the issues in our sector without the help of essential partners like CargoM.”

Chloé St-Amand

Executive Director
Camo-Route

“CargoM plays a key and unique role in promoting Montreal's transport and logistics sector. Whether by creating linkages between industry stakeholders to solve supply chain challenges or by creating exchanges on the latest advances in green technologies or by promoting the lesser-known occupations in the sector, the CargoM team contributes to the present and future success of the sector. This, in turn, ensures the economic growth of Montreal and Quebec.”

Guillaume W. Dubreuil

Director, Government and External Affairs
The CSL Group Inc.

“The value that CargoM brings not only to the transportation community, but also to the smooth economic flow of The City of Montreal and its surroundings, is really worth a lot. The collaboration between our members and our partners, with whom I am acquainted, is exemplary. I am also very proud to be a part of CargoM's varied initiatives. Organizations like this one are very important to the progress of our community and local economies.”

Domenico Costantino

Director Route Development Transpacific Canada
Kuehne + Nagel Ltd

Our mission

CargoM's mission is to bring together all Greater Montreal logistics and freight transport stakeholders whose activities promote Montreal as an industry hub around common goals and concerted actions to increase its cohesion, competitiveness, growth and influence.

Our vision

CargoM's vision is to make Greater Montreal a multimodal platform recognized and sought after for its operational and environmental performance as well as its contribution to the competitiveness of its business partners and to the economic development of Greater Montreal and of Quebec.

Launched in 2012 and as part of Greater Montreal's economic development strategy, CargoM, the Montreal Metropolitan Logistics and Transportation Cluster, is one of 10 metropolitan clusters deployed since 2006.

Our actions are structured around 4 working groups, within which its members work collaboratively to develop and implement tools, projects and initiatives that participate in economic development, improve the fluidity of the supply chain, attract new companies, enhance jobs and training, and promote the Greater Montreal hub internationally.

CargoM's activities are financially supported by the Montreal Metropolitan Community (MMC), the Ministry of Municipal Affairs and Housing (MAMH), the Ministry of the Economy and Innovation (MEI) and all its members.



Communauté métropolitaine
de Montréal

Québec 

A word from the Ministers

Transport logistics, a partner in the economic recovery

Despite the persistence of the pandemic, the year that just ended was nevertheless marked by a solid recovery in the Québec economy. This recovery was vigorous, even though trade was heavily affected by disruptions in international supply chains.

Short of being able to control the entire logistics process, all stakeholders can still do their part to improve the flow of goods.

For instance, the Québec government is making every effort to create favourable conditions, whether by investing in transportation infrastructure, supporting the trucking industry in its recruitment efforts, promoting skills development to ensure the availability of a qualified workforce, or helping the sector transition to renewable energy.

In keeping with the goal of building on our strengths, we have also implemented a new maritime vision: Advantage St. Lawrence. It features an action plan comprising twelve measures designed to develop the economic potential of the maritime sector, while fully respecting ecosystems and coastal communities.

With an envelope of \$927 million by 2025, this plan targets container terminals, short sea shipping, logistics hubs, industrial port areas, and the creation of a smart economic corridor using smart transport systems that integrate the latest technologies, among other things.

Under this plan and the Advantage St. Lawrence vision, the Québec government granted the Port of Montreal \$55 million in financial assistance to support the start-up phase of the Contrecoeur terminal project, a facility that will no doubt widely support intermodal transport.

We are also counting a lot on innovative technological solutions and synergies to make Québec a leader in logistics management. This is in part what CargoM and its partners in the different modes of transport are already doing. Over the years, they have created a number of links and taken various concerted actions to ensure better cohesiveness in supply chains.

Like its many collaborators, this is why the Québec government is very pleased to be able to count on CargoM to consolidate Greater Montreal's position as a hub for multimodal transportation of goods.



François Bonnardel
Minister of Transport and Minister
Responsible for the Estrie region



Chantal Rouleau
Minister for Transport and Minister
Responsible for the Metropolis
and the Montréal Region



Jean Boulet
Minister of Labour, Employment
and Social Solidarity and Minister
Responsible for the Mauricie Region

A word from the Mayor

Montréal, a leader in innovation and sustainable and intelligent mobility

The economic health of a city like Montréal depends largely on its capacity to ensure the transportation and delivery of goods.

The health crisis we are experiencing has certainly demonstrated the importance of having a fluid and efficient supply chain to deliver the essential goods needed by the population and businesses.

In this regard, we must highlight the dynamic energy and contribution of the freight transportation industry in Montréal. These qualities have been particularly evident in recent months, especially in light of the disruptions in global supply chains.

As the gateway to North America, the city must continue to exercise its role as a leader in innovation and cutting-edge expertise in sustainable and intelligent mobility.

In this perspective - and since the climate crisis is not taking a break - CargoM is certainly an essential partner.

I would like to salute its commitment to adopting the best technological and environmental practices, while ensuring optimal cohabitation between freight transportation activities and the population of Montréal.

I am also pleased to see that the organization's objectives and initiatives are in line with those of the city in terms of decarbonization and improving the fluidity of freight transportation.

CargoM launched the Lean & Green Canada certification pilot project in February 2021. The goal of this program is to improve the environmental performance of the logistics and transportation industry in Greater Montréal by supporting companies that want to reduce their CO₂ emissions.

The city is pleased to work with CargoM. I salute the remarkable efforts of its team to find innovative solutions to optimize the transportation of goods.



Valérie Plante
Mayor of Montréal

Montréal



Message from the Chair of the Board of Directors and the Executive Director

Dear CargoM members and partners,

We can certainly attest that the second year of the pandemic was turbulent. Our supply chain was impacted in many ways, including climate issues, labour disputes and workforce scarcity, not to mention the availability of empty containers. Despite all of this, our members and colleagues remained resilient and adaptable. This agility ensured that Greater Montreal maintained its status as a major hub in North America. Although busy with daunting challenges, they stayed focussed and continued to support our projects with great enthusiasm and interest.

We firmly anchored the initiatives put in place in 2020 to make them last. We were committed to ensuring that they continued to serve their purpose and meet the imperatives of the pandemic and beyond. We continued to identify available storage space for our members and partners and, as part of Transport Canada's National Trade Corridors Fund, we applied for funding to develop an automated tool to make this an ongoing service, because, as you know, it connects businesses that have spare indoor or outdoor space with those seeking such space.

The recipient of two awards in 2020 and developed in the middle of a pandemic in partnership with the Port of Montreal, the Cargo₂^{AI} tool that identifies containers with critical cargo and sends that information on a priority basis to the appropriate players in the supply chain, allows for rapid prioritization of pickups. To date, over 6,400 container units (12,100 TEUs) have been processed. This is how artificial intelligence is taking on a humanitarian vocation. We had several opportunities over the last year to showcase Cargo₂^{AI} locally, nationally and internationally. We are delighted to announce that

it has been shortlisted for the International Association of Ports and Harbors (IAPH) 2022 Sustainability Awards under its World Ports Sustainability Program.

Also related to fluidity, we mandated CGI to profile the fluidity tools used by the various stakeholders in the supply chain. Although necessary, several major roadworks undertaken this year are disrupting the movement of goods in Montreal. To help our community prepare and organize, we widely disseminated information on roadworks by The City of Montreal and the Ministère des Transports du Québec (MTQ).

To fully understand the needs, concerns and issues of our members and partners, and to get their feedback on our actions, we polled them. We are very pleased to report that 93% of the 104 respondents said they were satisfied with our work. Between 90% and 95% of respondents strongly agreed that we have a positive impact on the industry, that we are present and committed to our members and that our organization is dynamic and innovative. The Board of Directors and staff are elated with the results! Turning to the projects that our members wanted us to work on first, we found fluidity, innovation, economic development, both nationally and internationally, the workforce and sustainable mobility, which is now seen as a must. We took note of this, and this consultation will also serve as a foundation and inspiration for the drafting of our 2023-2025 strategic plan that we will be working on this year. Our members and partners will, of course, be invited to participate in its development.

Once again this year, we continued our efforts to promote careers and training in our sector, which is hard hit by the major issue of labour shortage. Last October,



we held the 6th edition of our Transportation and Logistics Career Day, a flagship event that our members and partners greatly appreciated. Thanks to a partnership with the firm L'Événement Carrières, we were able to offer exhibitors the opportunity to participate in different modes, namely on-site, virtual or hybrid. During these job fairs, a pavilion presented by CargoM was devoted to companies and training centres in our sector. In total, we brought together about 30 companies, and over 5,000 people visited the virtual and on-site pavilions. The event was made possible through the financial contribution of the Services Québec Montreal Regional Office. We thank them for the confidence they have placed in us since the first edition of the event in 2016.

As part of the Innovation Zone proposals, Propulsion Québec, together with CargoM, developed *La Cité de la mobilité durable*, the Cité for Sustainable Mobility project. The mandate was to create a one-stop shop, a collaborative space that would make it possible to link research, experimentation and commercialization around innovative projects that meet the need for innovation related to moving people and goods as well as mobility services. Funding has been granted by the Quebec Ministry of the Economy and Innovation (MEI) for two years to develop the Cité. We started the work by launching a Request for Interest (RFI) and assigning a project manager, Mr. Victor Poudelet, to the Cité. He is responsible for developing partnerships and evaluating the feasibility of the projects submitted.

To keep its members and partners informed, CargoM adopted new communication tools. We developed an Intermodal brand image, available in two versions: a daily media watch on transportation and logistics as well as a state overview, a biennial snapshot, covering the following topics: sector statistics (jobs, investments, infrastructures), major issues, trends and innovative projects developed by our members.

In this report, you will find details of all the other initiatives that engaged us this past year and will keep us engaged for years to come.

The directors and members of the working groups are as involved as ever. The number of volunteer hours rose last year, proving once again that our members and partners are committed to our mission of consultation. We hailed the arrival of new directors during the year. We welcome Mr. Martin Imbleau, President and Chief Executive Officer of the Montreal Port Authority, Mr. Robert Roy, President of the Maritime Employers Association, and Mr. Michel Sawaya, Corporate Manager, CMA CGM Canada Inc. New members were added throughout the year and CargoM now boasts 70 members. We welcome the following companies: Cascades, CANEST Transit, Supply Chain Canada, Transit Group, Marine International Dragage, and Wiptec.

The support of our backers has remained constant. We thank the Government of Quebec and the Montreal Metropolitan Community (MMC) for their commitment and great openness.

In closing, we would like to thank the full-time team who, after a second year of telecommuting, managed to stay cohesive, unfailingly flexible and focused on their objectives. We warmly thank Amy, Christian, Karine and Yves.

Enjoy your reading and see you next year,



Madeleine Paquin

Madeleine Paquin

Chair of the Board of Directors
CargoM
President and Chief Executive Officer
Logistec Corporation



Mathieu Charbonneau

Mathieu Charbonneau

Executive Director
CargoM



Executive Committee and Board of Directors

Executive Committee*

MADELEINE PAQUIN

CHAIR
President and Chief Executive Officer
Logistec Corporation

MICHAEL GRIER

CO-CHAIR
Senior Vice President of Operations
Dorel Industries Inc.

DARREN REYNOLDS

TREASURER
Director, Sales and Marketing
Business Development
Canadian National

MARC CADIEUX

DIRECTOR
President and Chief Executive Officer
Quebec Trucking Association

MARTIN IMBLEAU

President and Chief Executive Officer
Montreal Port Authority

VALÉRIE WELLS

SECRETARY AND OBSERVER
Director, Legal Affairs
Montreal Port Authority

Board of Directors

JASON BROOKS

Executive Leader in
Supply Chain & Logistics
*MSC Mediterranean Shipping
Company (Canada) Inc.*

THIAGO CAMPOS

(until October 2021)
General Manager
CMA CGM Canada Inc.

MICHEL SAWAYA

(since November 2021)
Corporate Manager
CMA CGM Canada Inc.

MATTHIEU CASEY

Director, Cargo Revenue Management
and Business Strategy
Air Canada Cargo

STÉPHANE CHEVIGNY

President
Intersand

DOMENICO COSTANTINO

Director Route Development
Transpacific Canada
Kuehne + Nagel Ltd.

NATHALIE DROUIN

Executive Director and Professor
*KHEOPS, ESG UQAM,
École des sciences de la gestion*

GUILLAUM W. DUBREUIL

Director, Government
and External Affairs
The CSL Group Inc.

JULIEN DUBREUIL

General Manager
Termont Montreal Inc.

MICHAEL FRATIANNI

President and Chief Executive Office
Montreal Gateway Terminals Partnership

JACQUES GRÉGOIRE

Directeur de portefeuille
Fonds de solidarité FTQ

JORDAN KAJFASZ

AVP Sales and Marketing,
International Intermodal and Automotive
Canadian Pacific

STÉPHANE LAPIERRE

Vice President, Air Operations
and Air Services Development
Aéroports de Montréal

JEAN-ROBERT LESSARD

Vice-President, Public Affairs
Groupe Robert

CHARLES RAYMOND

President and Chief Executive Officer
Ray-Mont Logistics

MARTIN TESSIER

(until September 2021)
President
Maritime Employers Association

ROBERT ROY

(since 2022)
President
Maritime Employers Association

LAURENT TOURIGNY

President
Trac-World Freight Services Inc.

MARTIN TRÉPANIÉ

Director
CIRRELT, Université de Montréal

PATRICK TURCOTTE

President
TYT Group

Observers

VALÉRIE LACASSE

Director of Operations and Partnerships,
Secretariat for the Metropolitan Region
Ministry of Municipal Affairs and Housing

RICHARD LARUE

Executive Regional Director
Transport Canada

STÉPHANE PIGEON

Director, Green Economy Directorate
and Head of Logistics
Ministry of the Economy and Innovation

MARIE-LOUP TREMBLAY

Research Advisor,
Economic Development
Montreal Metropolitan Community

Staff

MATHIEU CHARBONNEAU

Executive Director
CargoM

* The members of the Executive Committee are also members of the Board of Directors.

Team



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Members

AIR TRANSPORT



Aéroports de Montréal



Air Canada Cargo

RAIL TRANSPORT



Canadian National



Canadian Pacific

MARINE TRANSPORT AND TERMINALS



CMA CGM Canada Inc.



Empire Stevedoring



CANADA STEAMSHIP LINES

Groupe CSL Inc.



Groupe Desgagnés Inc.



Logistec Corporation



Marine International
Dragage



MSC Mediterranean Shipping
Company (Canada) Inc.



Montreal Gateway
Terminals Partnership



Norcan Petroleum Group



Ocean Group



Termont Montreal



Vittera

EXPORTERS — IMPORTERS



Cascades



Décathlon



Dorel Industries Inc.



Intersand



Société des alcools
du Québec

COMMITTEES AND ASSOCIATIONS



Camo-route



Comité sectoriel de main-d'œuvre
de l'industrie maritime



Green Marine



Maritime Employers
Association



Quebec Trucking
Association



Shipping Federation
of Canada



St. Lawrence Economic
Development Council
(SODES)



St. Lawrence
Shipoperators



Supply Chain
Canada

ROAD TRANSPORT AND LOGISTICS INTERMEDIARIES



ACS Logistics



AGD
Verchères Express



Bolloré Logistics



CanEst Transit



Cole International



Danaca Transport



Dômeplex



Emballages
4 coins



Express Mondor



GETPAQ Inc.



Greenfield
Global



Groupe
Courchesne Larose



Groupe Lafrance



Groupe Morneau



Groupe Robert



Groupe Transit



GT Group Inc.



Hunt Refrigeration
(Canada) Inc.



JF Hillebrand
Canada Inc.



Kuehne + Nagel Ltd.



Michel Rozon
Transport



PDI



Ray-Mont Logistics



Simard Transport



Synergie Canada



Trac-World Freight
Services Inc.



Transport DSquare



TSPM



TYT Group



Valdev Parc Industriel



Wiptec

ADMINISTRATIONS AND SHARED INFRASTRUCTURES



Fonds de
solidarité FTQ



Montreal
Port Authority



St. Lawrence Seaway
Management Corporation



Transports Québec

EDUCATIONAL AND RESEARCH INSTITUTIONS



CÉGEP
André-Laurendeau



CIRRELT,
University of Montreal



ESG UQAM, École
des sciences de la gestion



Executive Education,
HEC Montréal



InnovLOG - Institut d'innovation
en logistique du Québec

4 working groups



WORKING GROUP 1 **Sector development opportunities**

Increase our impact on the prosperity and economic development of the metropolitan area's logistics chain



WORKING GROUP 2 **Communication and outreach**

Promote Greater Montreal as an indispensable logistics infrastructure



WORKING GROUP 3 **Innovation and fluidity**

Optimize the hub's fluidity and leverage innovation to become the gateway to North America



WORKING GROUP 4 **Workforce**

Work collaboratively with the associations on projects aimed at training, attracting and retaining talent

Ad hoc committees

Air Freight Committee

Co-chaired by Matthieu Casey, Director, Cargo Revenue Management and Business Strategy, Air Canada Cargo, and Stéphane Lapierre, Vice President, Air Operations and Air Services Development, Aéroports de Montréal

Foreign Trade Zone Centre Advisory Committee

Coordinated by CargoM and made up of stakeholders who supported the launch of the Foreign Trade Zone Centre

External Committees

- Member of the Board of Directors of the Greater Montreal Climate Fund
- Member of the Mobility Montréal advisory committee
- Member of the Montreal Metropolitan Community's food security table and chairing the Supply Chain Optimization Action Committee
- Member of Conseil emploi métropole
- Member of the Quebec government follow-up committee for the Sustainable Mobility Policy — 2030
- Member of the Palais des Congrès de Montréal's multi-sector strategic taskforce
- Member of the Transportation Committee of the Chamber of Commerce of Metropolitan Montreal (CCMM)
- Member of the transportation committee of the South Shore Chamber of Commerce and Industry (CCIRS)
- Member of the industrial port zone (ZIP) committees



WG-1 Sector development opportunities

Committee Co-Chairs



Madeleine Paquin
President and Chief Executive Officer
Logistec Corporation



Laurent Tourigny
President
Trac-World Freight Services Inc.

Mandate

Propose development perspectives and opportunities

Provide Greater Montreal's freight transport and logistics sector with tools and measures to improve their competitiveness and increase their contribution to the region's economic development

Goals

Improve the efficiency of transportation and logistics in Greater Montreal

Identify the keys to success to attract new distribution centres and make Greater Montreal a recognized and sought-after hub for its competitiveness.

Achievements

Following the launch of the innovations zones, the next steps on the Cité for Sustainable Mobility project were:

- Funding obtained from the MEI to conduct a detailed study aimed at defining needs in order to build a strategic and financial vision, in addition to rolling out projects over a two-year period
- Designation of the project manager, Mr. Victor Poudelet, to head the Cité for Sustainable Mobility
- Submission of the file to the MEI in February 2021
- Tour of partners to present the project and identify needs:
 - 58 letters of support obtained
 - Identification of some 40 research, development and experimentation projects
 - Identification of about 10 infrastructure projects (laboratories or pooled equipment, on or off campus)
- Partnership with Ernest & Young (EY) for detailed planning of the Cité's rollout

CargoM chairs the action committee of the CCMM's round table on food security:

- Obtaining seat of Chair on Logistics Action Committee
- Recruiting members
- Establishing priorities, particularly in relation to the cold chain
- Targeting of projects and studies

Continuation of the activities of the Foreign Trade Zone Centre. Several actions were carried out. For more details, please refer to page 18 of this report

cité FOR SUSTAINABLE MOBILITY

propulsion Québec
Cluster for Electric and Smart Transportation

In collaboration with CargoM

Ongoing key projects

Cité for Sustainable Mobility:

- Completion of the detailed study to characterize the needs and financial framework
- Search for funding to create the showcase, for the promotion of resources, for the service offer and for projects
- Identification of partners interested in hosting and testing new solutions to integrate the experimentation network
- Identification of possible projects to be carried out, so as to accompany them in their development
- Rollout of the service offering

Preparation of a round table on food security detailed study by the logistics committee of the logistics committee of the Round on the capacity of Greater Montreal's cold chain

Collaboration on studies and position papers to raise awareness among elected officials on the issues of urban planning regulations at the municipal level

As a member of the CMM's Food Security Table Committee, participation in the work of the study conducted by SIAPARTNERS on the movement of goods in the metropolitan area



WG-2 Communication and outreach

Committee Co-Chairs



Marie-Chantal Savoy
Vice-President Strategy
and Communications
Logistec Corporation



Guillaume W. Dubreuil
Director, Government
and External Affairs
The CSL Group Inc.

Mandate

Build effective and dynamic communication between governments, the public and stakeholders on the positive impacts of the freight transport and logistics sector in Greater Montreal

Promote the Cluster's activities and ensure the industry's outreach to extend the freight transport and logistics community's outreach

Goals

Promote the advantages and economic benefits of the freight transport and logistics sector for Greater Montreal to governments, the general public and stakeholders

Actively participate in the international outreach of the Cluster and Montreal's transportation and logistics hub

Achievements

Strategic monitoring and promotion of the activities of CargoM, its members and partners on various social media (LinkedIn, Twitter, Facebook) and publication of monthly newsletters and newsletters dedicated to employment

Issuing press releases, notably on CargoM's 2020-2021 activities, on the new maritime vision Advantage St. Lawrence and on the results of the activities of CargoM's 6th Career Day

Virtual lab held at Wiptec organized with Investissement Québec (IQ) and the MEI

Promotion of the indoor and outdoor warehouse space survey initiative

Extensive promotional campaign in the sector as part of the 6th CargoM Transportation and Logistics Career Day (radio, newspapers, social media, etc.)

Preparation and mailing of a satisfaction survey on CargoM to members and partners by TACT Conseil

As part of Lean & Green Canada, collaboration with Econoler, a company specialized in energy efficiency and renewable energy, for the adaptation of European documents to the Canadian context as well as for the pilot project

CargO₂^{AI}:

- Presentation as part of two events: the International Intercluster Québec & Catalonia event and the Journée de valorisation de données (data valorization day held in French) organized by IVADO at the University of Sherbrooke
- Promotion of the CargO₂^{AI} *User Guide for Trucking Companies* to main users

Mailings of *Ambassador Guide* to Canadian delegation offices (consulates and embassies)

InterModal
YOUR TRANSPORTATION AND LOGISTICS
MEDIA MONITORING REPORT

InterModal
YOUR TRANSPORTATION AND LOGISTICS
STATE OVERVIEW

Ongoing key projects

Implementation of a new brand image for CargoM's communication tools:

- Intermodal – Your transportation and logistics media monitoring report (Daily media watch of the sectors represented by the Cluster in collaboration with SODES)
- Intermodal – Your transportation and logistics state overview (Current profile of the sector for elected officials presenting the Cluster, sector statistics, major issues and trends. The presentation of the state overview could be the subject of an event)

Writing of a political platform that sets out CargoM's key recommendations

Lean & Green Canada:

- Planning of visit to Belgium to meet with European companies that hold the certification
- Setting up the Lean & Green Canada pilot project with Econoler and our two partners InnovLOG and Green Marine
- Interest from Logistec, Groupe Robert and Express Mondor to participate in the pilot project

Participation in the Communications Committee of the St. Lawrence Economic Development Council (SODES).

Ongoing promotion of the CargO₂^{AI} *User Guide for Trucking Companies* with members and partners



WG-3 Innovation and fluidity

Committee Co-Chairs



Marc Cadieux
President and Chief Executive Officer
Quebec Trucking Association



Julien Dubreuil
General Manager
Termont Montreal Inc.

Mandate

Promote the development and implementation of projects that benefit as many supply chain users as possible in order to improve access and fluidity of truck transportation in Greater Montreal

Contribute to the implementation of advanced infrastructure and technology projects to optimize transport and logistics operations

Support best practices and promote the use of advanced technologies in the transportation and logistics industry to improve the competitiveness of companies in the sector

Goals

Actively participate in committees to promote our industry and, if necessary, create consensus-building committees

Undertake complementary studies to support those underway and conduct specific pilot projects and measure their impact on Greater Montreal

Adopt, share and integrate industry best practices and leading-edge technologies while meeting sustainable development objectives

Achievements

Submission of a funding request to the National Trade Corridors Fund (NTCF) to maintain the storage space survey tool implemented during the pandemic

Meeting on the issue of empty containers with CargoM members:

- Meetings and discussion table with a subgroup from Working Group 3
- Meeting of interest with the National Research Council Canada
- Meeting with SCALE AI and the Port of Montreal for a project related to empty container management

Online distribution and presentation to the MTQ of the study *Examen des potentialités d'utilisation des infrastructures de transport collectif à des fins de transport de marchandises en milieu urbain* (Examination of the potential for using public transit infrastructures for the transportation of goods in urban areas) conducted by CIRRELT

CargO₂^{AI} :

- Finalization of the user guide
- Implementation of promotion efforts for the guide
- Meeting with shipping terminals to monitor how the tool is being used

Follow-up meeting with the MTQ on the Louis-Hippolyte-La Fontaine Tunnel project work

COVID-19 Pandemic Committee

- Member and participation in meetings of the MTQ's maritime group committee
- Participation in Supply Chain Canada: COVID-19 Task Force Weekly Call

Conduct of a survey in collaboration with CGI on the Port of Montreal's fluidity

Participation in meetings and workshops of the Montreal Climate Partnership

Presentation of the executive summary of the WSP: Intermodal Cargo Efficiency Study and follow-up of actions related to the study



Ongoing key projects

Collaboration with MTQ, Navark, Jalon and other partners on the prospective delivery project by river shuttle

Following the CGI survey, implementation of actions to improve supply chain fluidity

Ongoing inventory of warehouse space in anticipation of the development of a permanent tool

Writing of success stories for the use of off-peak terminal hours at the Port of Montreal with Cluster members:

- Preparation of a survey
- Preparation of a promotional brochure
- Distribution of this brochure to partners

Steps taken to update the CargoMobile application



WG-4 Workforce

Committee Co-Chairs



Nathalie Drouin
Executive Director and Professor
KHEOPS, ESG UQÀM,
Écoles des sciences de la gestion



Chloé St-Amand
Executive Director
Camo-route

Mandate

Promote the sector to future workers by showcasing the opportunities this industry has to offer and accentuating training and employee retention policies in the industry's companies

Goals

Fill the urgent need for new talent in this sector by focusing on concrete actions to attract new talent

Promote the opportunities offered by the industry to young people and people looking for a new career

Achievements

Organization of the 6th edition of CargoM's Transportation and Logistics Career Day

Career days – On-site event held on October 27 and 28 at the Palais des congrès:

- Visits from Ms. Chantale Rouleau, Minister of Transport and Minister responsible for the Metropolis and the Montreal region, Mr. Martin Imbleau, President and Chief Executive Officer of the Montreal Port Authority and Mr. Marc Cadieux, President and Chief Executive Officer of the Quebec Trucking Association
- 22 businesses
- 650 job postings

Career days – virtual event from November 3 to 12 (online chat November 3 and 4):

- 16 businesses
- 650 job postings

Professional Trucking Career Immersion Program (TCIP):

- Steering committee meetings
- Completion of educational tools (presentation and checklist)
- Implementation of the communication plan (brochure, website, social media, etc.)
- Organization of the first visits

The TCIP was developed in collaboration with Camo-Route and the Centre de formation du transport routier de Saint-Jérôme (CFTR) and funded by Conseil emploi métropole

Presentations of the Cluster and jobs in the sector as part of the CCMM's *Passerelle sectorielle*

Participation in the Camo-route project — *Nouvelles technologies et professions du transport routier de marchandises*, New technologies and professions in road freight transport

Participation in the work of the Conseil emploi métropole job matching committee as a member of the board of directors

Promotion of jobs and training in transportation and logistics by sending out newsletters dedicated to employment



Ongoing key projects

Submitted funding application for the 7th Annual Career Day

Continued work on projects for the TCIP — ongoing promotion and organization of visits

Collaboration with the CCMM and Montréal Relève

Participation in the work of the Conseil emploi métropole (CEM) and in the work of the various workforce committees



Financial Statements



REVENUE	2021	2020
Contributions	\$390,000	\$410,000
Membership fees	\$290,783	\$246,608
Revenue from activities	\$300,252	\$166,861
Other	\$49,916	\$604,175
TOTAL	\$1,030,951	\$1,427,644
CHARGES		
Payroll	\$494,918	\$464,898
Administrative expenses	\$156,168	\$168,817
Workshop fees	\$346,163	\$766,785
TOTAL	\$997,249	\$1,400,500
Excess of revenue over Expenses for the year	\$33,702	\$27,144

The financial information summarized above is derived from financial statements audited by PricewaterhouseCoopers as at December 31, 2021. If you wish to view CargoM's detailed financial statements, please contact us.

Foreign Trade Zone Centre

CargoM received Foreign Trade Zone Designation for Greater Montreal. This recognition makes our Cluster the focal point for all local and foreign companies that want to learn about the various duty deferral programs. The activities of the Foreign Trade Zone Centre are guided by the advisory committee set up at the time of designation.

For more information, visit our website: zonefranchemontreal.ca.

Working Committee of the Foreign Trade Zone Centre

The Foreign Trade Zone Centre's actions flow from a committee that meets annually. The committee includes:

- MMC
- City of Montreal
- Port of Montreal
- Aéroports de Montréal
- Montreal International
- CCMM
- Chambre de commerce de l'Est de Montréal
- Développement économique de l'agglomération de Longueuil (ORPEX)
- City of Laval (ORPEX)
- Développement économique Contrecoeur
- Développement économique Vaudreuil-Soulanges
- PME MTL

The Foreign Trade Zone (FTZ) Centre enjoyed another year of strengthening its strategic positioning and gaining visibility beyond Greater Montreal.

Achievements

Project funding obtained for a calculator and the development of a brand image to promote the companies that use FTZ programs

Recruitment of an additional human resource to focus on the activities of Développement économique Longueuil and Développement économique Contrecoeur et Sorel-Tracy, which began working with the Montreal FTZ Centre to extend the reach of their programs to the South Shore

Publication of three articles about the FTZ Centre on the Laurentides International regional export promotion organization's website

Organization of three webinars for our local businesses (60 participants):

- Two webinars presented by CargoM (May 13 and August 24, 2021)
- One webinar in collaboration with the CCMM (November 17, 2021)

Rollout of two outreach activities with national and international partners:

- Meeting of Canadian Foreign Trade Zones hosted by CargoM and FTZ Vancouver Island (October 7, 2021)
- Event on Montreal as North American's e-commerce gateway organized in collaboration with Business France and PME Montréal (October 12, 2021)

Key figures for the FTZ Centre:

- 5 webinars in 2021
- 60 companies met
- 150 participants in the events



Ongoing key projects

Development of a calculator that measures the savings resulting from the use of duty deferral or duty waiver programs

Design of a strong brand image to recognize organizations participating in the programs

Creation of two directories, one of import and export service providers, and the other of customs bonded warehouses

Lean & Green Canada and TCIP

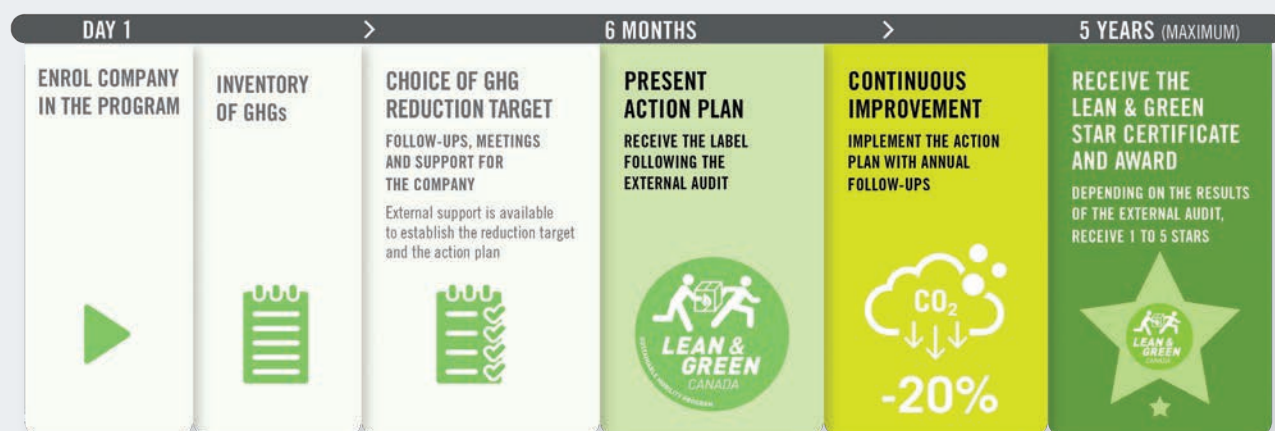
Lean & Green Canada

Founded in the Netherlands in 2008 by the Connekt Group, Lean & Green is an international, cross-sector certification program. The goal is to help participants in the logistics and transportation industry reduce their greenhouse gas (GHG) emissions to meet the climate objectives set out in the Paris Agreement at COP21. The program, already present in 13 European Union member states, was launched in 2021 in Canada, where it is administered by CargoM.

To achieve the targets, a simple methodology was developed to support participating companies. Once each of its five phases are completed, a star is awarded that corresponds to a cumulative percentage of GHG reduction.

To recognize efforts already underway prior to joining the program, companies can choose a reference year prior to the year they join. A crucial issue for the company is to have the necessary data to anchor the action plan in the reality of the activity. The final result will then be assessed from both an environmental and economic point of view.

Milestones for earning the first star of Lean & Green Canada certification



Trucking career immersion program (TCIP) – the fast track to becoming a truck driver

CargoM launched its Professional Trucking Career Immersion Program (TCIP). The objective of the TCIP is to introduce the various aspects of the truck driving profession through immersive activities.

The full day of activities includes:

- An information session
- Practical tests
- A visit to a company

Following a full day of activities, participants wishing to register for the DVS in Trucking will have access to the services of a guidance counsellor who will guide them, if needed, through their registration process.

For more information on the program, visit the website (in French only): votrevoierapide.com

CargoM is looking for trucking companies! If you are interested in hosting visitors for the TCIP, contact us!

The Trucking Career Immersion Program is made possible through the financial participation of Conseil emploi métropole.



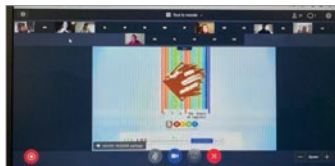
Ambassador and promoter of the Greater Montreal hub nationally and internationally



April 13, 2021
Mission to Savannah
*World Trade Center
Savannah and the
Quebec Delegation
to Atlanta*



September 22, 2021
Webinar: Partager les données, une clé pour la transformation du secteur de la logistique et du transport
CargoM and Supply Chain Canada



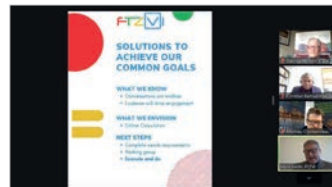
April 22, 2021
Mission to Italy
*ITL Institute for
Transport and
Logistics Foundation*



September 30, 2021
Intercluster Québec & Catalogne
*Quebec Ministry of
the Economy and
Innovation (MEI)*



May 28, 2021
Maritime conferences
*SODES, Green Marine,
CSMOIM, MTQ,
St. Lawrence
Shipoperators*



October 7, 2021
Canadian Foreign Trade Zones (FTZs)
*CargoM and FTZ
Vancouver Island*



June 14, 2021
Productivity innovation lab in transportation and logistics
*Investissement Québec,
CargoM and Wiptec*



October 12, 2021
Montréal : Porte d'entrée du e-commerce en Amérique du Nord
*CargoM, PME MTL
and Business France*



June 16, 2021
Forum stratégique sur le transport et la logistique : Des solutions aux enjeux de la logistique métropolitaine
Chamber of Commerce of Metropolitan Montreal Chambre (CCMM)



December 7, 2021
Comment assurer la sécurité alimentaire dans le Grand Montréal?
La table de sécurité alimentaire de la Communauté métropolitaine de Montréal (CMM)



September 21, 2021
Impulsion MTL 2021
Propulsion Québec

CARGOM in the media

Here are a few articles about CargoM and the transportation and logistics industry.
To browse the complete press review, visit our website.

May 12, 2021

L'intelligence artificielle monte à bord
La Presse



May 20, 2021

CargoM dépose
son rapport annuel
Transport Routier



Summer 2021

Journal - *Avantage Saint-Laurent*
maritime vision well received
Maritime Magazine

June 18, 2021

CargoM applauds Quebec's new maritime vision
Maritime Magazine



October 12, 2021

Entretien sur le transport et la logistique | Relançons MTL
(French only)
Chamber of Commerce of Metropolitan Montreal (CCMM)

October 27, 2021

Relançons MTL, un an plus tard : la Chambre dévoile une
série d'entrevues avec les grappes sectorielles (French only)
Chamber of Commerce of Metropolitan Montreal (CCMM)



October 28, 2021

Pénurie de main-d'œuvre :
encore 219 400 postes
vacants
Journal de Montréal

October 28, 2021

Foire de l'emploi et pénurie de main-d'œuvre
La Presse+



October 29, 2021

Pour une 6^e année CargoM
rassemble le secteur du transport
et de la logistique lors de sa
Journée carrières
Transport Magazine

October 29, 2021

Plus de 3 500 chercheurs d'emploi ont
participé à la Journée Carrière de CargoM
Transport Routier



November 16, 2021

Comment tirer
pleinement profit
du Centre zone
franche de Montréal ?
*Laurentides
International*

February 24, 2022

Deux grappes reçoivent un appui financier pour
favoriser la compétitivité des secteurs structurants
Communauté métropolitaine de Montréal (CMM)