



AGM 2010 – President’s Report (David Turnbull)

On behalf of the team at CCLA – Phil Cahley, Frances Reid and myself, I want to thank you for attending today and your support for the Association.

2009 was a difficult year for most businesses and had a direct impact on most of our industry. Savings implemented by companies during the downturn have changed how business may operate. Not only businesses have been impacted by the economic downturn, non-profit organizations have seen declining revenues and membership. Trade associations are no exception to this including CCLA.

Recognizing that member companies were facing financial constraints we eliminated the conference and golf tournament. These had always depended on generous sponsorship contributions. We could not expect sponsorship from companies reducing pay or laying off personnel. As a result of this restraint CCLA was still able to balance its budget during a very challenging year.

The primary purpose for a trade association is government relations. In other words – **Lobbying** is our reason to exist. This caused us to question the expenditure on annual conferences and reliance on sponsorships. Going forward we will focus on single issue seminars or webinars. These will be self funding from interested participants.

On the lobbying front we have had a useful year with several successes.

Some of the highlights:

Hand Held Communication Devices

In 2009 many provinces moved to ban using hand held communication devices while driving. CCLA has been actively involved in lobbying efforts to ensure recognition of the communications needs of the courier industry.

Ontario - CCLA has worked closely with MTO and legislators to determine appropriate exemptions’ for dispatch purposes for our industry. Regulations specifically recognize couriers and permit most types of equipment utilized by the courier industry.

Manitoba – CCLA lobbying efforts were reflected in the final bill as passed compared with the original wording developed.

British Columbia – CCLA submitted a brief to the Legislature and was consulted several times on the development of the Regulations.

Alberta – The County of Strathcona has passed a by-law. CCLA expressed concern to the Minister of Transportation that a patchwork of local municipal by-laws would impose hardship on the delivery industry; we have recommended a provincial standard.

Saskatchewan – Legislation come into force January 1, 2010.

Prince Edward Island – Passed December 9, 2009.

Labour Issues

Private members bills have been tabled by the Bloc and NDP MPs to amend the Canada labour Code to ban federally regulated companies in Canada from using replacement workers during a strike or lockout. This bill would extend a Quebec and British Columbia style ban on using replacement workers in a strike. Even courier companies not regulated by federal labour laws could be seriously impacted by the domino effects of closure of airports in a strike. Several previous attempts have been defeated.

However, minority Conservative government requires the support of a number of Liberal MPs to defeat such legislation. CCLA in conjunction with other trade associations have lobbied to gain the support of members of the official opposition to ensure defeat of these bills.

Infrastructure

Transportation Networks continue to be a priority. CCLA continues to push for government infrastructure funding for long overdue improvements. An important part of the economic stimulus plan for Canada, introduced by the federal government is several initiatives that will benefit our industry. They include a series of highway and bridge improvements, as well as plaza improvements for border crossing sites.

CCLA will continue to highlight the importance of continued investment in transportation infrastructure to governments at all levels.

Parking Tickets

A burning issue for many members is the rising cost of doing business in urban centers due to parking tickets. CCLA has successfully lobbied to defeat several moves by Toronto City Council to ban deliveries in the downtown core between peak traffic hours. But the same issue is repeatedly reintroduced.

We proactively commissioned a study by the Institute of Housing & Mobility – at Ryerson University, Ted Rogers School of Business, titled: Challenges Facing Express Delivery Services in Canada’s Urban Centres. The study is aimed at providing an understanding of the essential contribution of our industry to Canada’s economy. It also indicates the lack of provision for the modern courier vehicles and absence of planning to support deliveries in urban centres.

The report provides credibility and has proven to be useful in persuading the City of Toronto Audit Committee to delay a section of a report to council that could have had a severe financial impact on members. The section of the report involving courier vehicles has been referred back to the committee to allow CCLA and our member companies to present our perspective and recommend potential solutions.

CCLA Committee Activities

Urban Mobility Committee

The efforts of this committee have supported the Ryerson University report which is proving a valuable leaver in opening discussions with Toronto on parking tickets.

Promotions and staff changes require that you consider new members for this committee to help us tackle the renewed parking ticket challenge.

Security Committee

G8 and G20 Integrated Security Team and Summit Planning

The Security Committee is meeting on the security arrangements for:

The G8 Huntsville Summit – June 25 & 26, 2010 (Deerhurst Resort)

The G20 Toronto Summit – June 26 & 27, 2010 (Metro Toronto Convention Centre)

Discussions are on-going re the details of restricted areas, alternate routes and marine exclusion zoned. Attendance is recommended at these meetings, Phil Cahley will be sending out a News Flash with details.

Transport Canada Initiatives - Airport Apron Security Program

Consultations with Transport Canada on a recent airport apron security program proposal. Several recommendations were made and consultation is on-going.

All Cargo – Cargo Security

Plans are progressing to further strengthen air cargo security. Transport Canada is developing a program focus away from current voluntary regime towards an “all cargo carriers” legislated environment. Consultation is on-going.

Customs Committee

Courier LVS Review

Initiatives such as the Courier LVS review have created the right conditions to re-open dialog and collaboration amongst all the trade stakeholders to LVS, importers, brokers and carriers alike.

CCLA has formed a new committee: *The Courier Process Committee*

This is our first multi-lateral forum, comprised of participants (CSCB, AICBA and IE Canada). This group is providing stakeholders with a forum for input regarding the improvement and implementation of courier processes.

CBSA Initiatives

Ongoing committee projects involving CBSA: *defining decisive trade areas:*

- New management restructuring of CBSA – implications to business
- eManifest (electronic data shipment reporting – pre-arrival to CBSA to allow targeting.
- Suffrance warehouse review
- Customs Self Assessment (CSA) offshore
- Partners In Protection, Security Program (PIP) changes
- New Administrative Monetary Penalty System (AMPS) program
- Proposed changes to reporting of exports

Regulatory Committee

This is a very active committee that meets monthly to review legislative issues.

Environment Committee

After a highly successful effort to get green vehicle subsidies attendance at meetings has tailed off. We need new members to participate on this committee.

Environmental Regulation of industry will continue to challenge our industry. Some members are receiving some RFP's requiring data on emissions of Green House Gas Emissions. To respond we need as an industry agreement on methodology to respond to these RFP's. Additionally, energy costs will increasingly present opportunities for savings. Cross pollination of ideas can benefit your company's bottom line.

Procurement Committee

This is a new CCLA Committed. This year we aim to strengthening discount programs for member companies and employee affinity programs. The first of hopefully several new programs is a discount for uniform purchases that we have negotiated with Unisync our new Resource partner. Deci Rego will be outlining the program later.

Committee participation is a great opportunity for staff to gain a broader industry perspective that can translate into personal growth and better intelligence for your company. I encourage you to get your people involved.

Market Sizing Database

Some of you are aware that Statistics Canada will stop collecting and publishing courier industry data after 2010. To fill this gap CCLA has been in discussion with the major industry companies to create a market sizing database. The intent is to allow all association members to opt in after initial start up.

Detailed negotiations included:

- (a) Public or private sector partners to gather and process data
- (b) Protection of individual company data
- (c) Scope, frequency and granularity of data collection

After several months of negotiations I am disappointed to report that we could not arrive at an agreement and the project is currently discontinued. I hope that we will be able to revisit this decision as industry information is woefully inadequate.