



Andrew Boyle

Chairman, American Trucking Associations

Co-President, Boyle Transportation

U.S. Trucking Industry



Why Should You Care?

- \$1 trillion market
- 8 million American workers
- 80% of freight \$ spend
- 73% of tonnage
- 42% minorities
- \$14 billion safety investment/year

- Serve government/defense & life science clients
- Extensive quality, safety, and security expertise
- Visibility & digital chain of custody
- Company-owned fleet & employee associates – no subcontractors
- 92% of customers rated us “9” or “10” in 2023
- Zero losses



Award-Winning Work Environment

People Are Our Most Important Assets



2023 BEST Fleets
TO DRIVE FOR
HALL OF FAME



2023 TOP COMPANY
FOR WOMEN TO WORK FOR
IN TRANSPORTATION

WOMEN IN TRUCKING ASSOCIATION

We deliver security.

Launch App

Tracking # 371432

[Tracked Shipment Link](#)

En Route To Delivery

Knoxville, TN > Lockbourne, OH

CANCEL

VUE PDF

DRIVER PICTURE

DUPLICATE SHIPMENT

NEW SHIPMENT

DETAIL

TRACKING

HISTORY

DOCUMENTS

SCHEDULE ACTIVITY

INVOICING

Map

Satellite

Robert Murphy
 Jennifer Murphy

En Route	Tracking No. 371432
339 miles	Bill of Lading 24040050961
Services	Customer Reference
- Constant Surveillance Service - Trailer Tracking	- Service Level: DD - PO Number: 1008819962

Pickup

KNOXVILLE, TN

GlaxoSmithKline

GSKLKNO

1704 Midpark Road (DHL)
5415 Beard Dr Shipping & Recei
Knoxville, TN 37921
USA

Shipping number

(865)558-3405

Arrived

2024-03-07 04:25:49.350

Picked up

2024-03-07 10:19:32.0

Delivery

LOCKBOURNE, OH

AmerisourceBergen National DC

AMERLOC

6301 La Salle Dr
Lockbourne, OH 43137
USA

Planned email

NDCInbound@amerisourcebergen.com

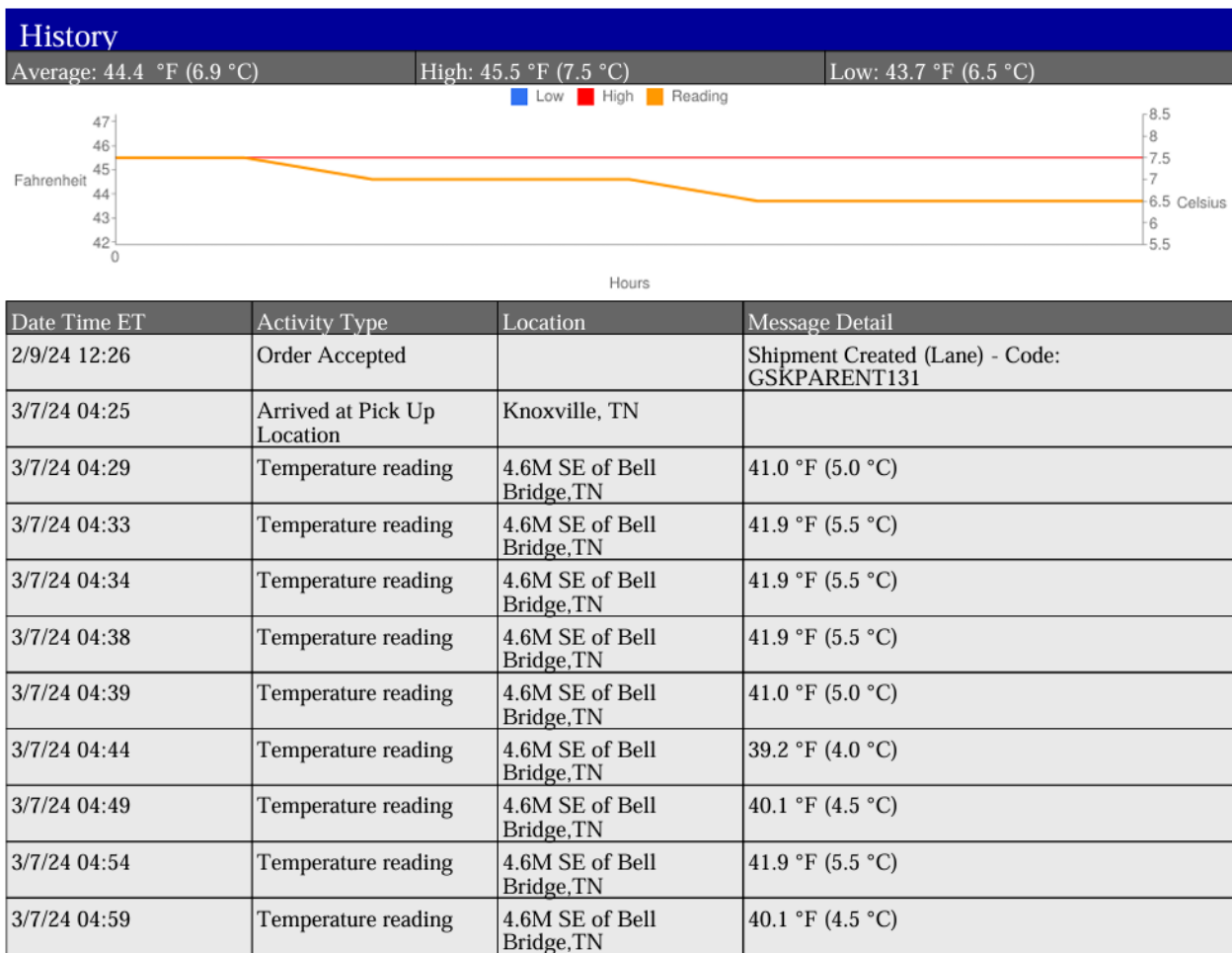
Planned

2024-03-07 22:00:00.0

ALERTS

Date/Time	Alert Type	Status	Ack by
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Temp and Location History, Documents



371432 Page 1

DATE: 03/07/2024

BILL OF LADING

Ship From:
Name: DHL Supply Chain
Address: 1704 MIDPARK RD
City/State/Zip: Knoxville, TN 37921

Bill of Lading Number: 24040050961
SID0482942

Ship To:
Name: Amerisourcebergen Drug Corp
Address: 6301 LASALLE DR
City/State/Zip: LOCKBOURNE, OH 43137

Carrier Name: BOYLE TRANSPORTATION

Seal number(s): 755795

Carrier to call for delivery appointment.
Pro Number: 2404005096

Book Number: B24040M05096

Freight Charge Terms: (freight charges are prepaid unless marked otherwise)
Prepaid ☒ Collect ☐ 3rd Party ☐

CARRIER INSTRUCTIONS:
DO NOT BREAK STRETCHWRAP. DO NOT SPLIT SHIPMENT
24 Hour Emergency Contact : GSK Healthcare() via Chemtrec 1-800-424-9300, International 01-703-527-3887

Customer Order Information

CUSTOMER PO NUMBER	# Cases	Loc #	PO Type	Dept.	Deliveries	Pallets	Cartons	Weight
0871032673	3973		3		2125391633	48	1	28074
	0							
	0							
	0							
	0							
GRAND TOTAL	3973							

Carrier Information

HANDLING UNIT		WEIGHT	H.M. (X)	COMMODITY DESCRIPTION Commodities requiring special or additional attention in handling or stowing must be so marked and packaged as to ensure safe transportation with ordinary care. See Section 2(a) of NMFC Item 380	LTL ONLY	
QTY	TYPE				NMFC #	CLASS
48	PALLETS	28072				
1	CARTONS	2				
49	PIECES	28074				
GRAND TOTAL						

NOTE: Liability Limitation for loss or damage in this shipment may be applicable. See 49 U.S.C. - 14706(c)(1)(A) and (B).

RECEIVED, subject to individually determined rates or contracts that have been agreed upon in writing between the carrier and shipper, if applicable, otherwise to the rates, classifications and rules that have been established by the carrier and are available to the shipper, on request, and to all applicable state and federal regulations.

SHIPPER SIGNATURE/DATE
This is to certify that the above named materials are properly classified, described, packaged, marked and labeled, and are in proper condition for transportation according to the applicable

Attention Carriers: In the event a GSK customer grants an appointment that is beyond the requested delivery date, or you have lost, damaged, or refused freight,

CARRIER SIGNATURE / PICKUP DATE
Jennifer Murphy
3/7/24

Trailer Number: 7352

Environmental Leadership



- “Top Tier Performer” in US EPA SmartWay
- ISO 14001:2015 Environmental Certification
- Low-emission fleet, solar-powered HQ
- “Top Green Fleet” 2022 & 2023



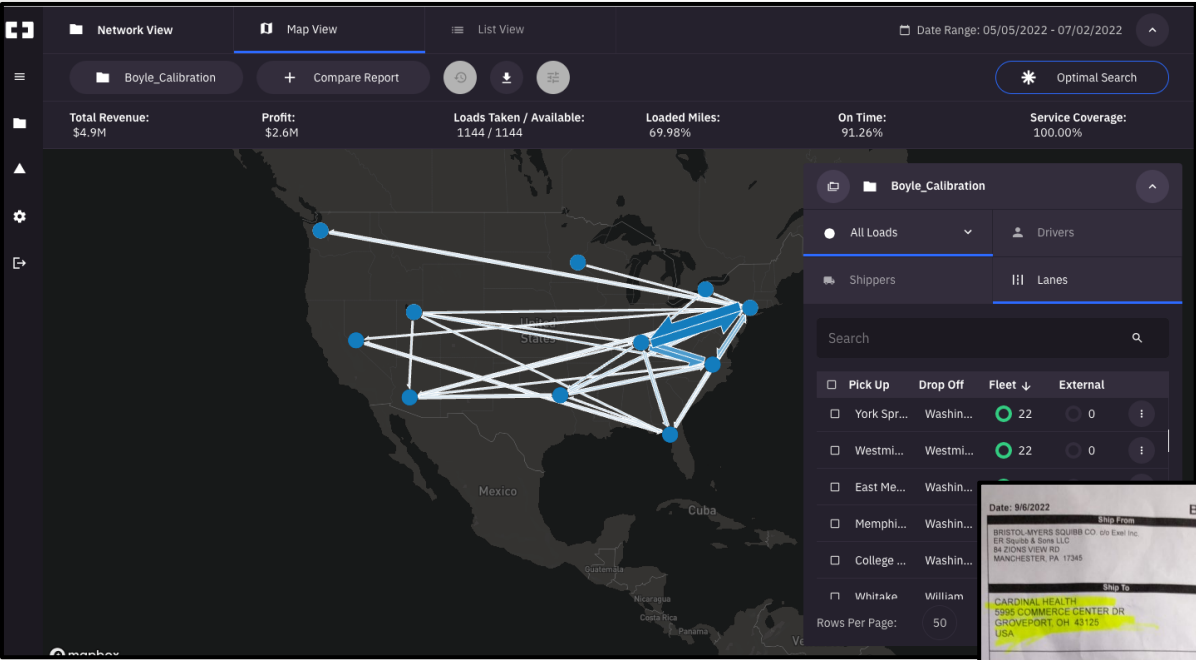
Andlauer Healthcare Group Offers Broad Range of Pharma Services in Canada/US

	 Logistics & Distribution	 Packaging Solutions	 Ground Transportation	 Air Freight Forwarding	 Dedicated and Last Mile Delivery
Description	Client & customer integration, managed transportation, inventory management, secured warehousing, distribution & fulfillment	Co-packing / re-packing, assembly / custom work, design & supply, secondary Rx packaging	Blend of owner-operated and employee drivers, pick-up and delivery, courier, LTL, preferred carrier	Guaranteed contracted space, airport to airport furtherance, dedicated staff	Last mile shipments to pharmacies and veterinarian clinics, pharmacy home-delivery service
Primary Clients	Pharmaceutical Manufacturers	Pharmaceutical Manufacturers	Third-Party Logistics Providers Wholesalers and Distributors Pharmaceutical Manufacturers	Third-Party Logistics Providers Wholesalers and Distributors Pharmaceutical Manufacturers	Wholesalers Distributors Pharmacies Canada-wide (Home delivery in Winnipeg only)
Geography	Canada-wide	Canada-wide	Canada-wide / U.S.	Canada-wide	
% of Q2 2022 Revenue ¹	22.9%	3.4%	58.1%	6.3%	9.3%
Brands	 	 	  		 



How does trucking apply AI?

Optimization, safety, maintenance, documents



DATE: 9/6/2022

BILL OF LADING Boyle 1350046 Page 1

BRISTOL MYERS SQUIBB CO. and Subs Inc.
ER Squibb & Sons LLC
84 ZIONS VIEW RD
MANCHESTER, PA 17345

Ship To
CARDINAL HEALTH
9995 COMMERCE CENTER DR
GROVEPORT, OH 43125
USA

Carrier Name: *Boyle*
SCAC: *FWC*
Trailer Number: 7309
Seal Number(s): 6732054
Pro Number: 350698

Freight Charge Terms: (freight charges are prepaid unless marked otherwise)
Prepaid ☒ Collect ☐ 3rd Party ☐

Trailer Doors: Closed
Trailer Temperature: 41° Opened

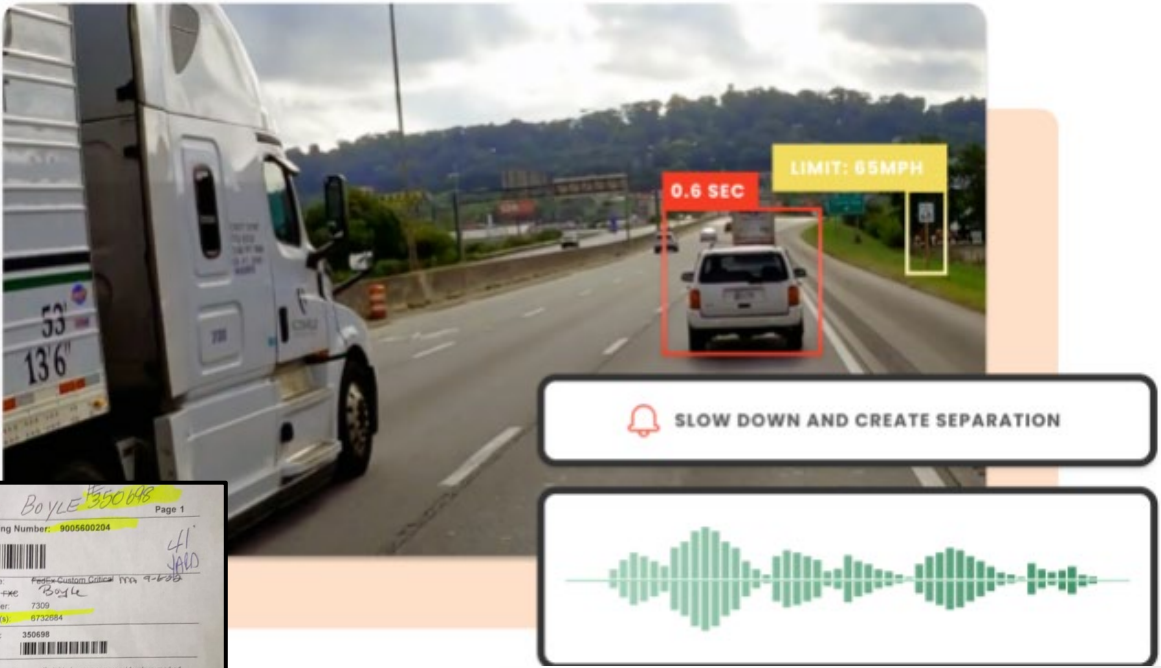
CARDINAL HEALTH RESERVES the right to notify the SUPPLIER of any CONCEALED DAMAGE

CUSTOMER PURCHASE ORDER				CUSTOMER ORDER INFORMATION			
QTY	TYPE	QTY	TYPE	WEIGHT	PALETTES	DISPENSE	ADDITIONAL SHIPPER INFO
2	Pallets	219	Cases	799.25	Y	N	Disposition of CONTENTS
0	0	0	0	70.00	0	0	0
0	0	0	0	0.00	0	0	0
0	0	0	0	0.00	0	0	0
0	0	0	0	0.00	0	0	0
0	0	0	0	0.00	0	0	0
2		219		869.25			

GRAND TOTAL

HANDLING UNIT	PACKAGE	WEIGHT	H.M. (LBS)	COMMODITY DESCRIPTION	LT/L ONLY
2	Pallets	219	Cases	799.25	DRUGS NOT NOT SUBJECT TO RELEASE: 58770 S2
0	0	0	0	70.00	05
0	0	0	0	0.00	05
0	0	0	0	0.00	05
0	0	0	0	0.00	05
0	0	0	0	0.00	05
2		219		869.25	

GRAND TOTAL

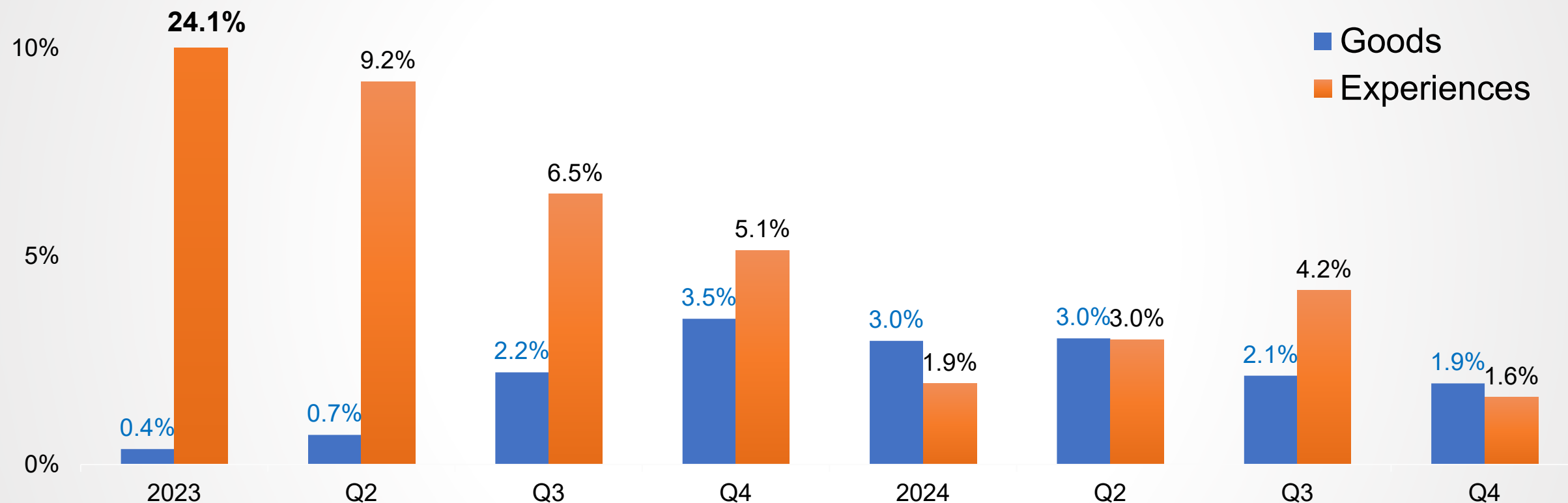


Source: Boyle Transportation

Economic Update

Return to Normalcy - Consumer Spending

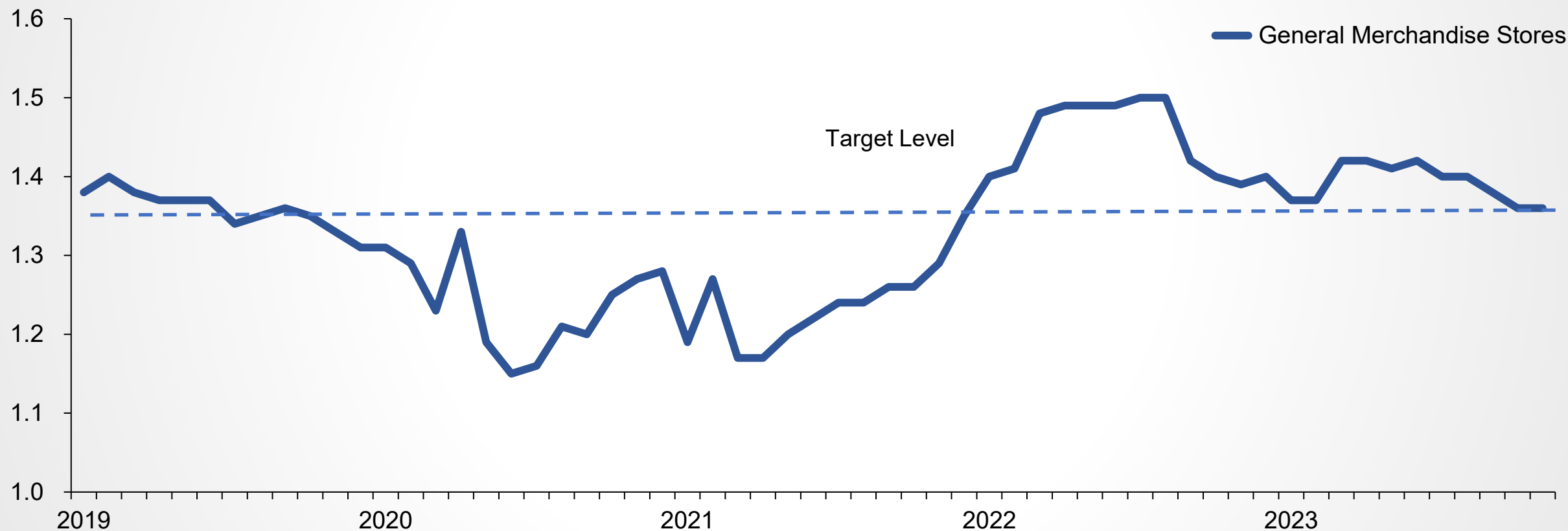
Year-over-Year Percent Change (Inflation Adjusted)



Bottom Line: Spending on Experiences is slowing significantly, while spending on goods is expected to be slightly higher than in 2023.

Return to Normalcy – Inventory-to-Sales Ratio

Retail I/S Ratio
Through December 2023

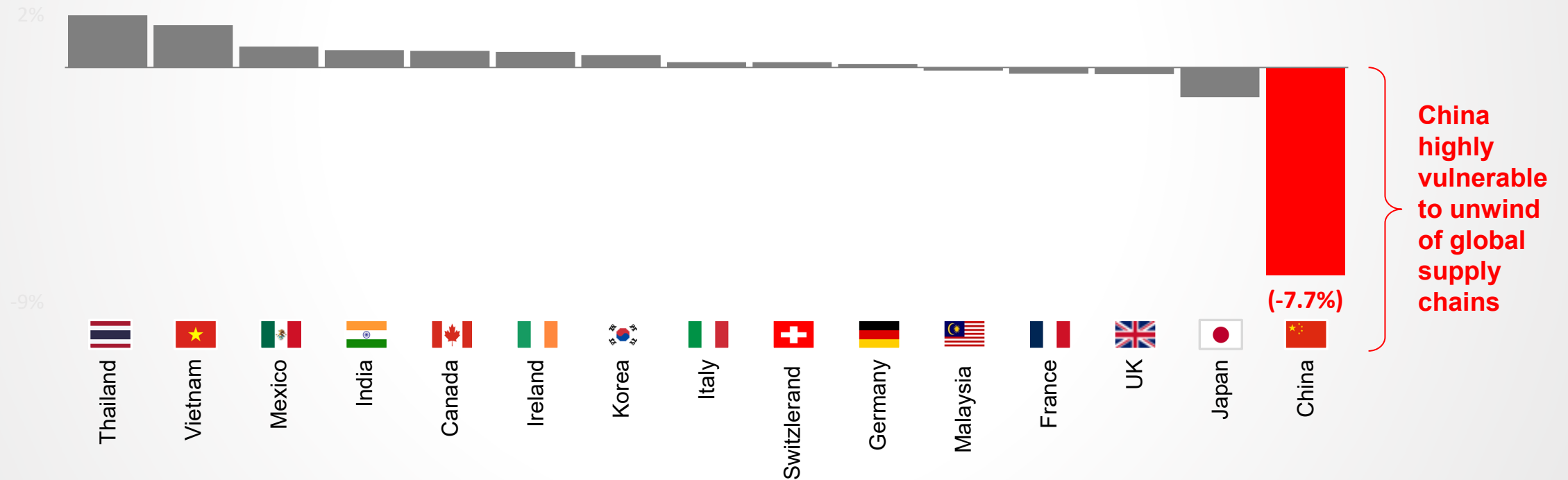


Restructuring of Global Supply Chains



Following the US-China trade wars in 2018 - 2019, China's share of US imports began a steady decline as US Government policy and the COVID crisis encouraged US companies to reallocate sourcing patterns across partner countries. While the total volume of Chinese imports into the US has increased over this period, China's market share has experienced a sharp 8% decline in just 6 years.

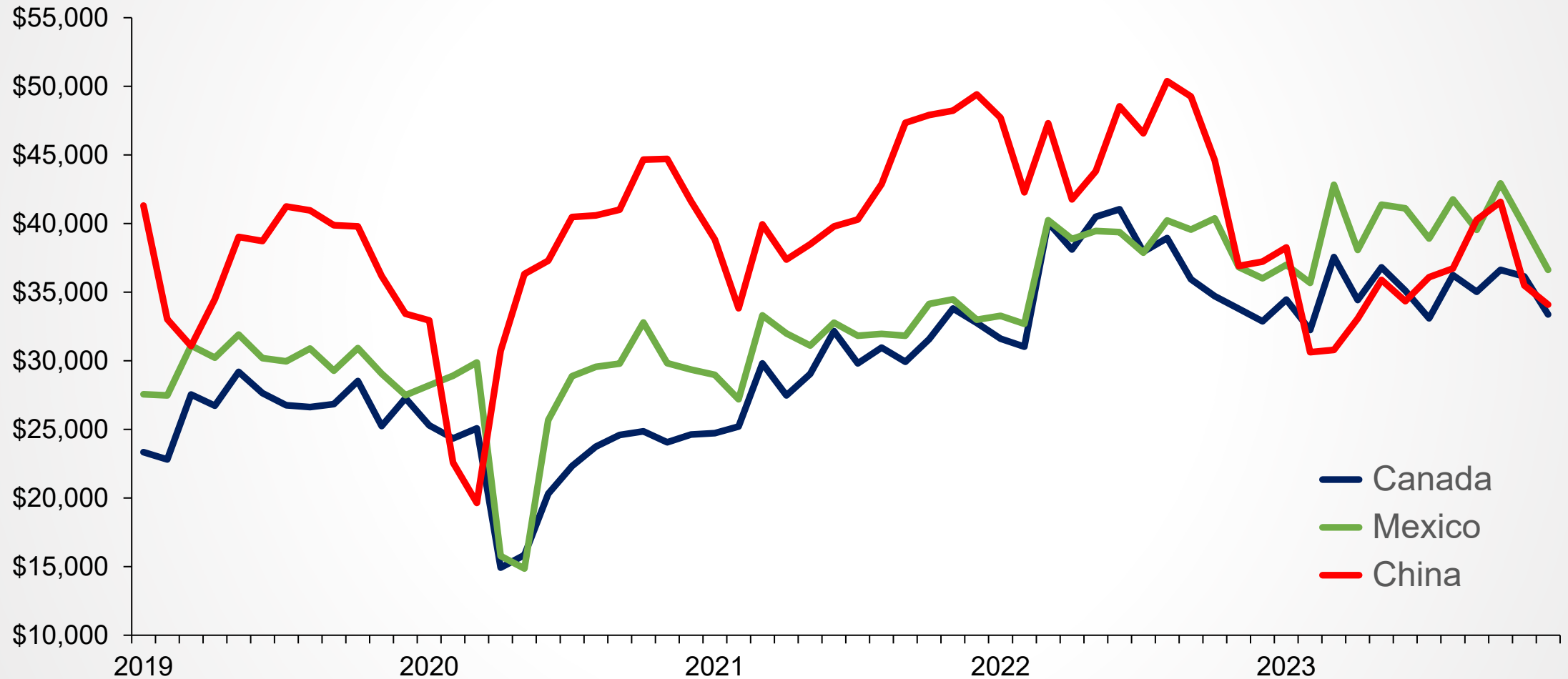
US import market share change (2017-2023)



Source: (1) "Global Supply Chains: The Looming Great Reallocation" (Alfaro, Chor). Prepared for the Jackson Hole Symposium, Aug 24-26, 2023 organized by the Federal Reserve Bank of Kansas City. UNComtrade. Data as of November 13, 2023. 2023 import data is through the end of September.

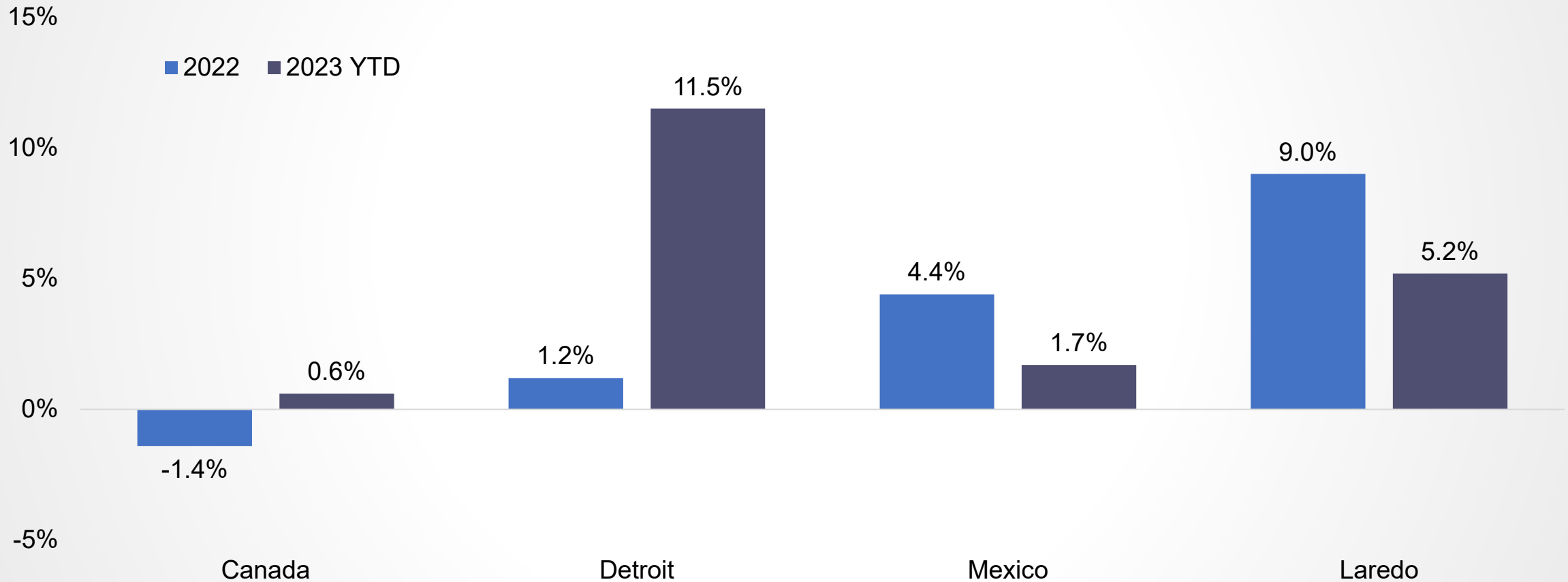
U.S. Goods Imports by Country

Millions of U.S. Dollars



Cross-Border Truck Volumes

Year-over-Year Percent Change in Number of Truck Crossings



Regulatory Update

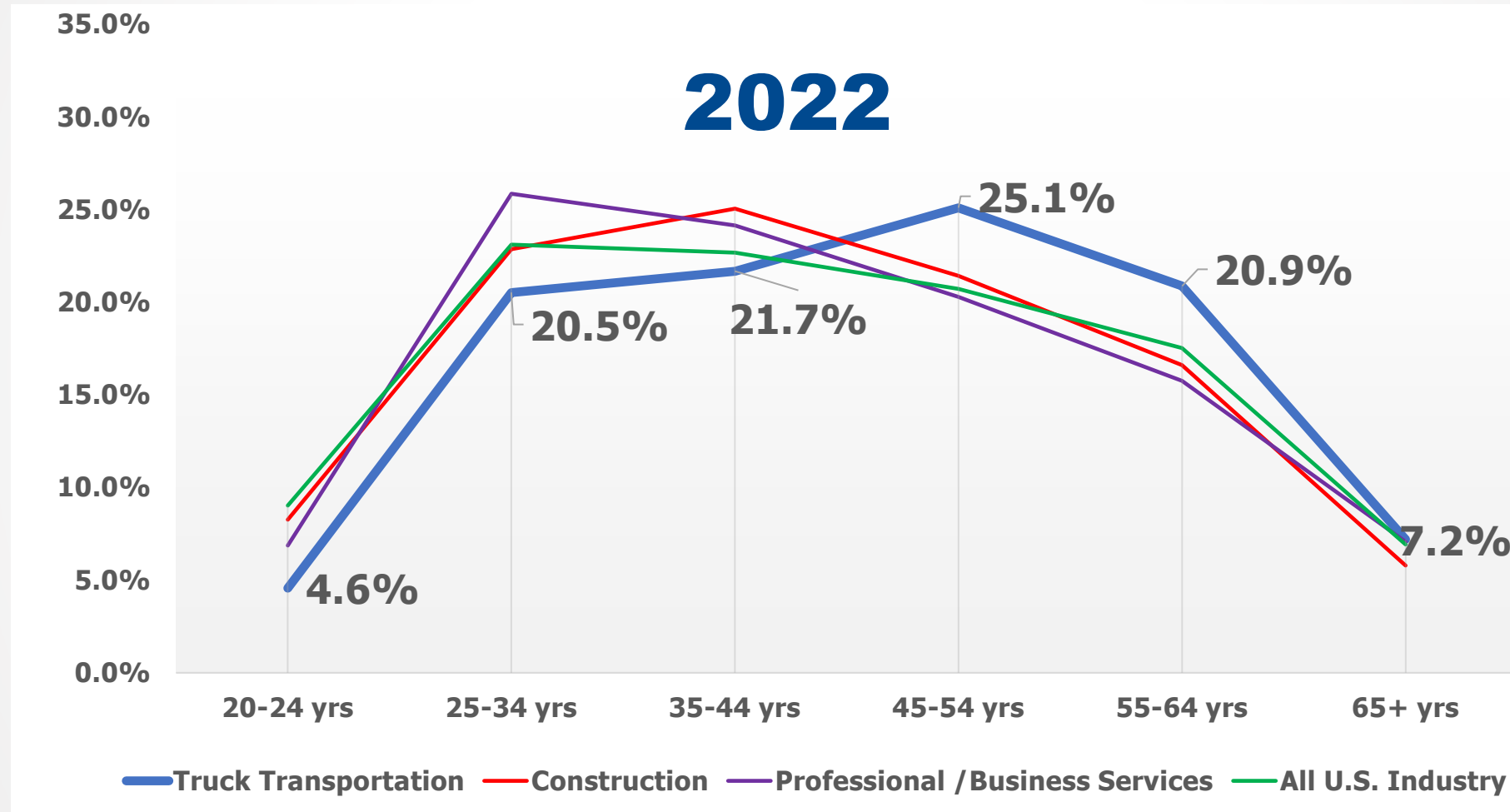
Labor: Independent Contractors

350,000 truck drivers are ICs

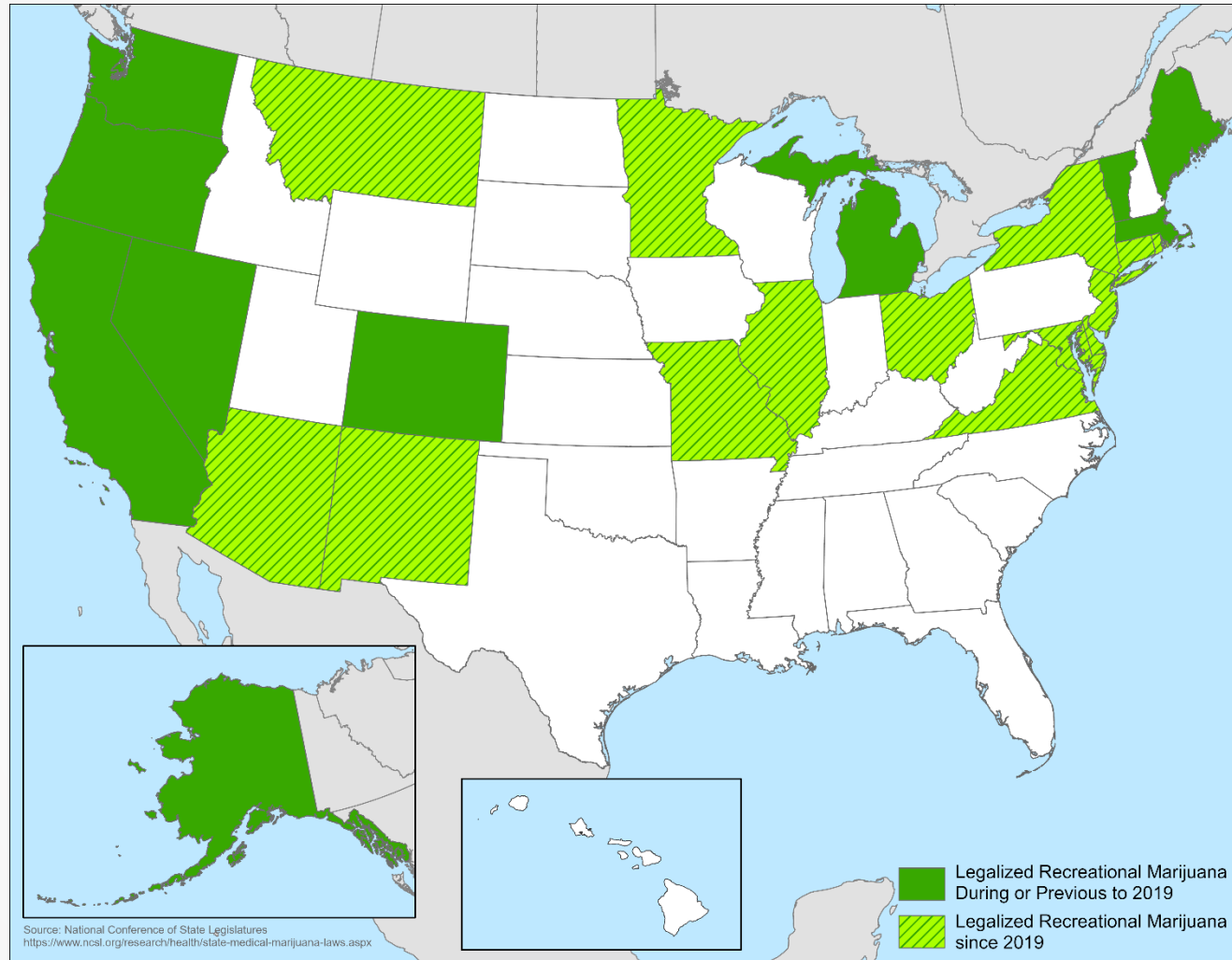
- Biden administration trying to implement very restrictive rule, backed by unions and trial lawyers, effective March 2024
- Congressional Review Act
- Modern Worker Empowerment Act
- Lawsuit filed in US Court by ATA, others
- Oppose Julie Su's nomination at DOL
- IC Ambassadors tell their rationale for choice



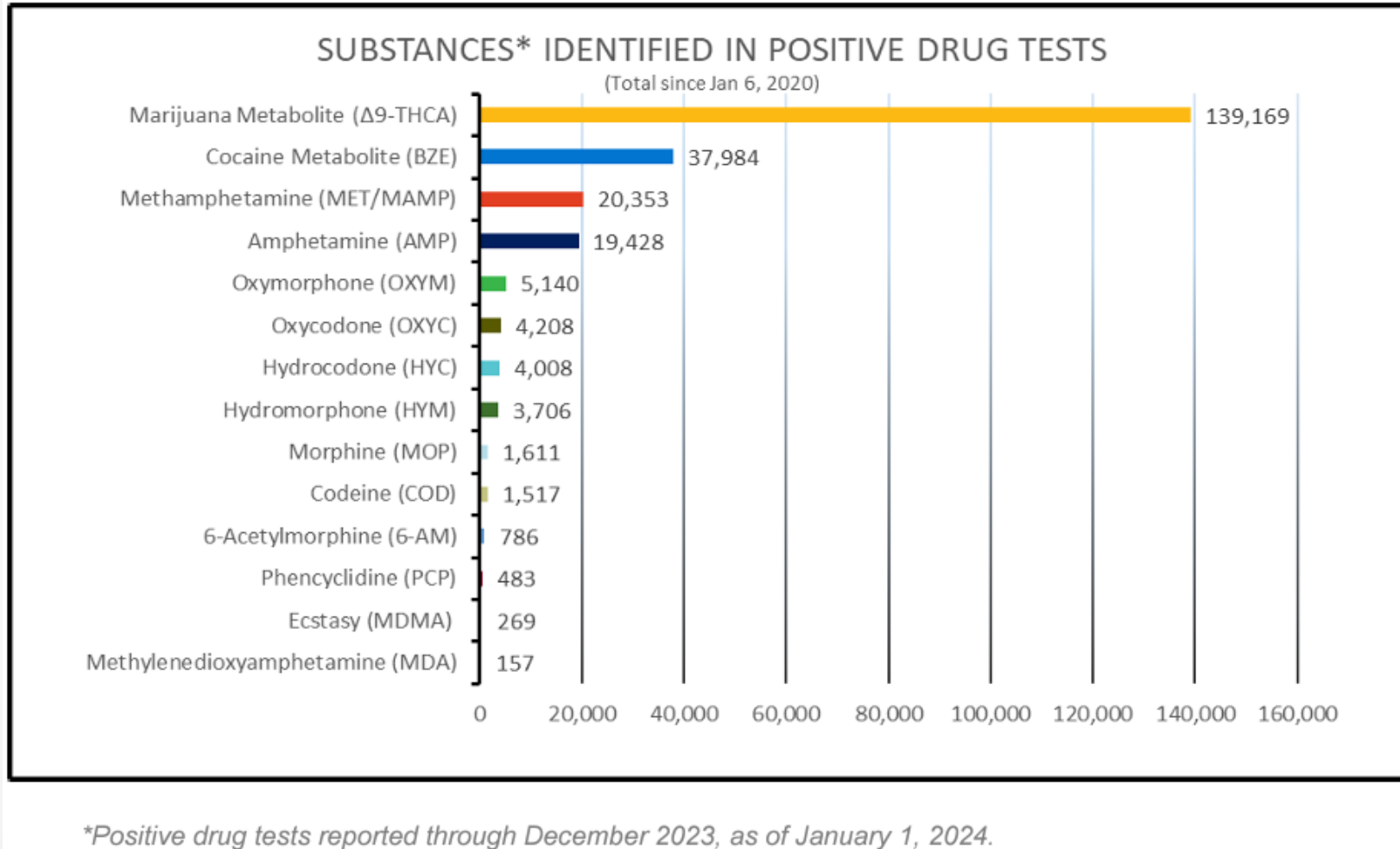
Truck Driver Age Demographics



Labor: America is Going Green



But Legalization Conflicts with DOT Regs



Trucking is a Target



Lawsuit Abuse

- US “Litigation Finance” has grown 745% since 2015
- Harvard dropouts started lit finance fund “Legalist” promising 25% returns
- In California, 97% of cases result in plaintiff verdicts
- Day before FL legislation was signed, “Morgan & Morgan” law firm filed 25,000 suits in FL
- Progress in several states



Energy & Environment – Federal



Congressional Testimony

Feb '23 before the House
Transportation and
Infrastructure Committee



Congressional Testimony

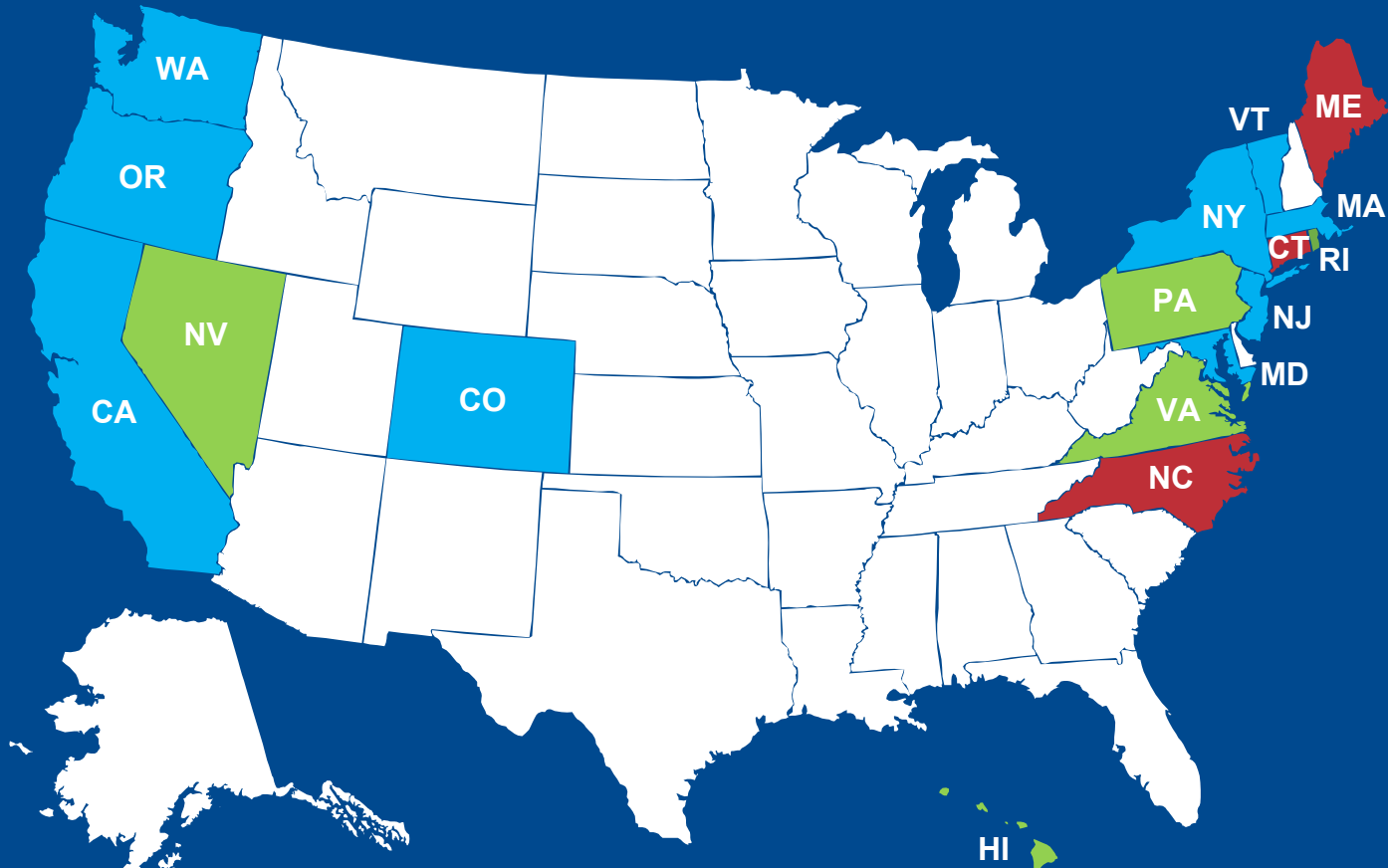
Feb, April '23 before the
Senate Environment and
Public Works Committee



Clean Freight Coalition

To address energy, emissions,
and environmental challenges

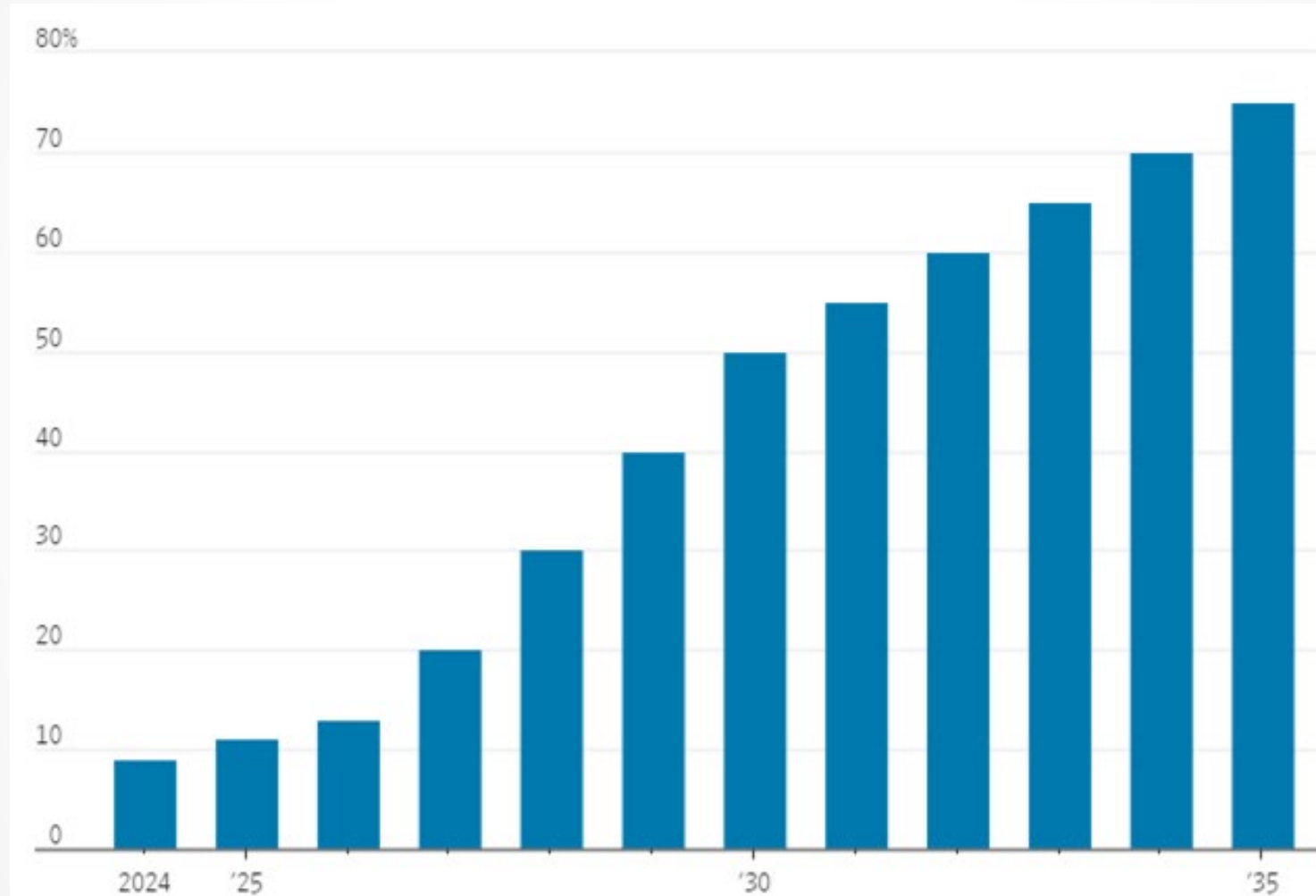
Advanced Clean Truck (ACT) Rule



● Rule Adopted ● Underway ● MOU

**California &
several other
states
planning to
adopt ACT
(forced EV
adoption)**

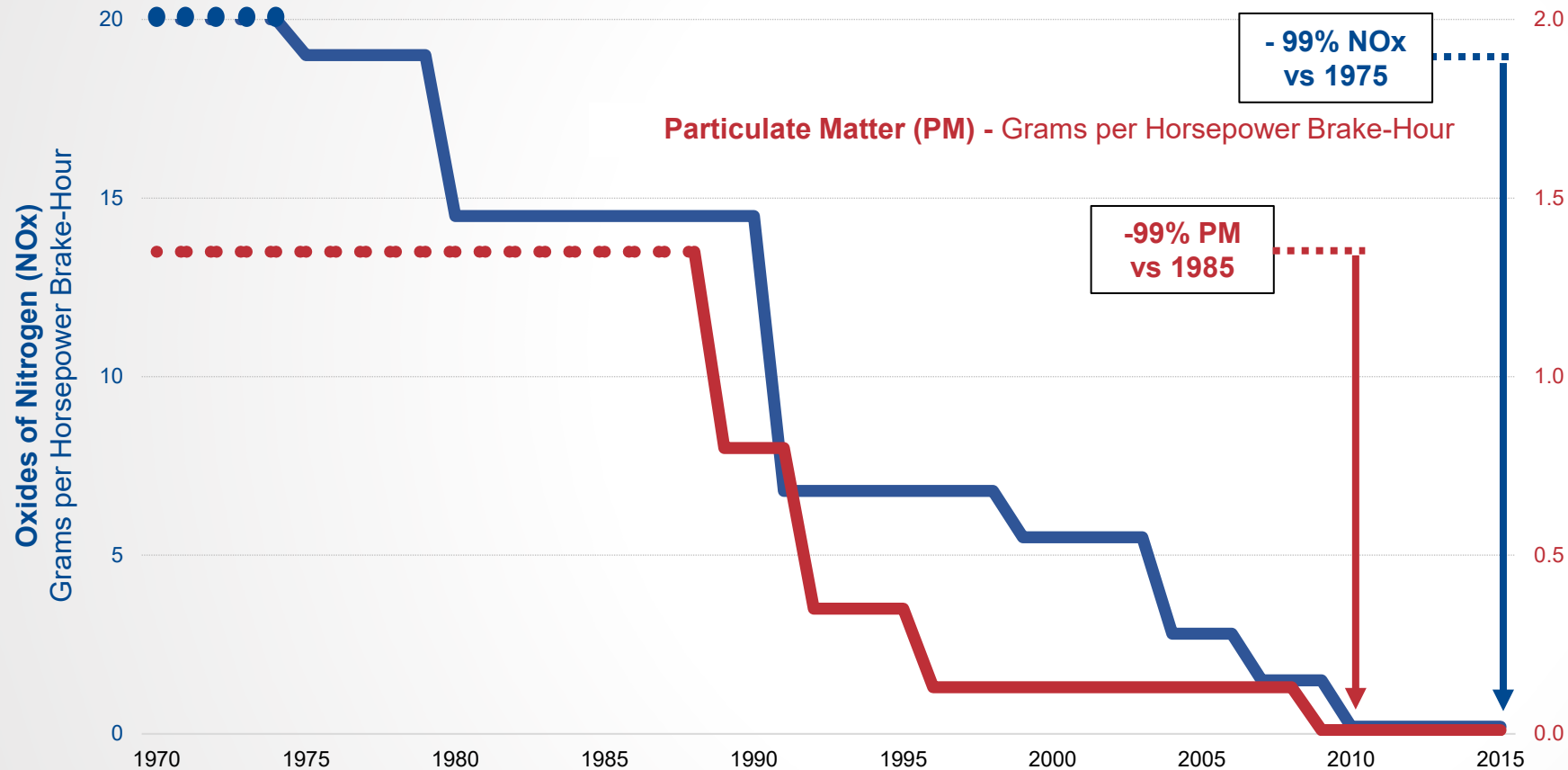
Mandatory Share of Zero Emission Trucks in California



Model years for medium and heavy-duty trucks. Source: CARB

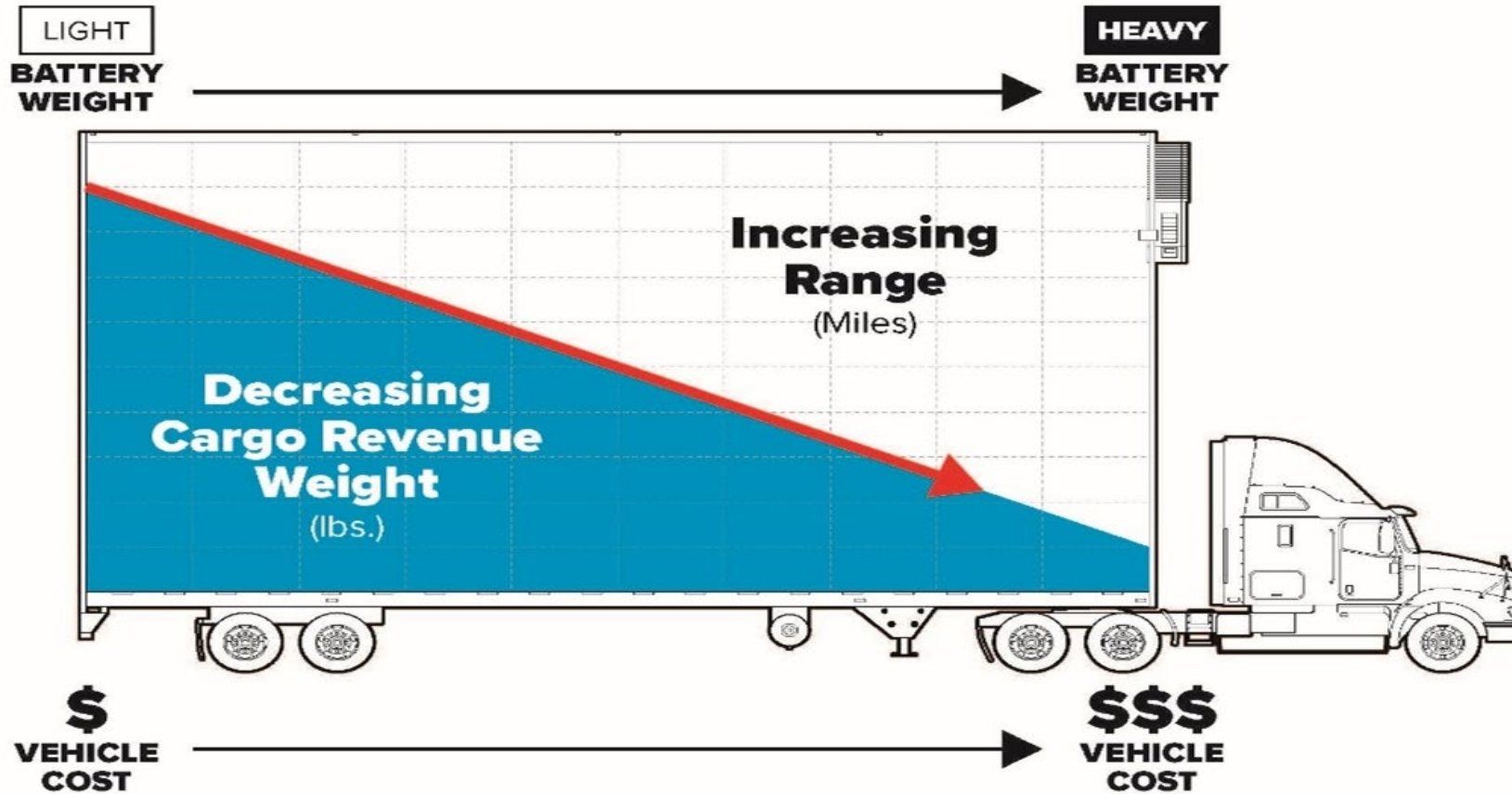
Truck Emissions Over Time

U.S. On-Highway Emissions Standards



- Emissions have been reduced 99%. We are dealing with the remaining 1%
- EPA's 2027 0.035 standard would account for a 75% reduction. OEMs say they can achieve this
- California's 2027 0.02 standard would reduce them a further 98% but OEMs say they cannot achieve it in that timeframe

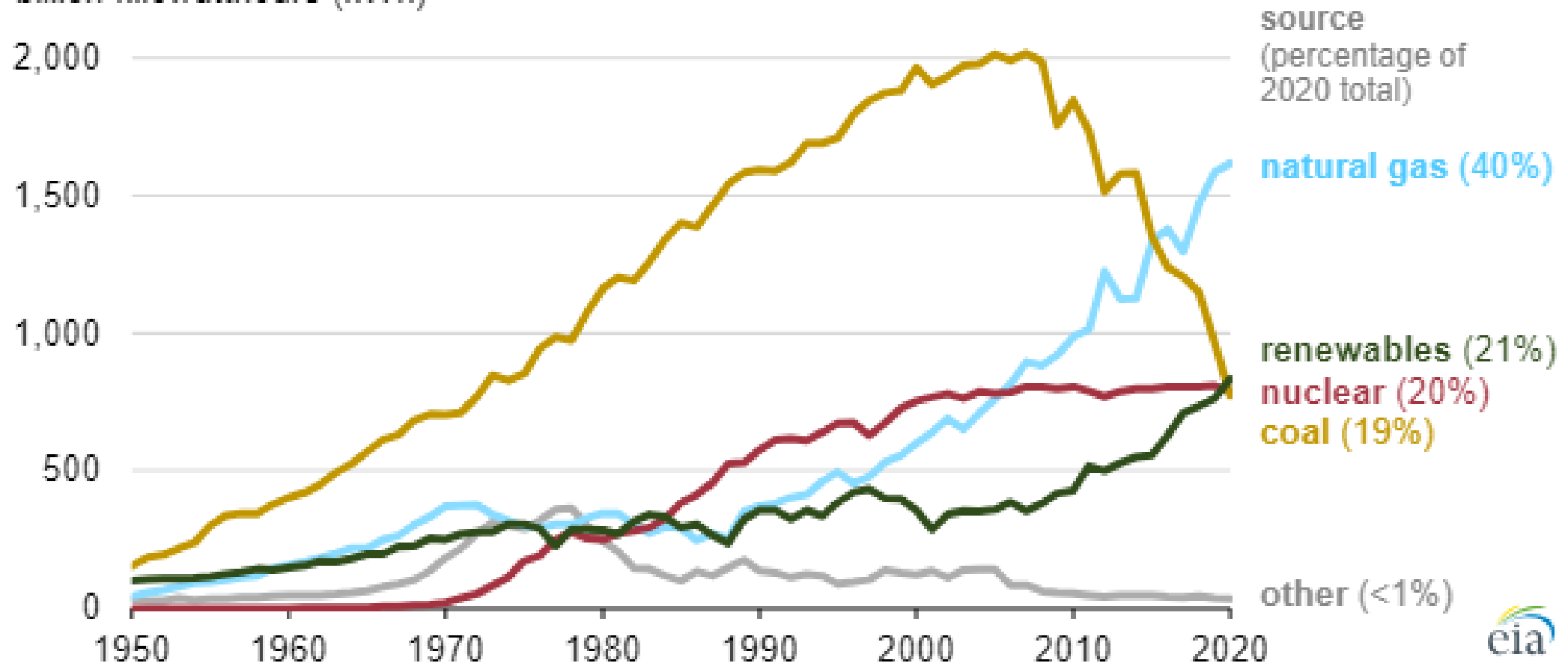
BEV Truck Conundrum



- There are some applications for BEVs but they are limited.
- WSJ Port of LA ride-along: a truck that normally hauls 6 containers/day was able to do 2 in a BEV

Where Does Electricity Come From?

Annual U.S. electricity generation from all sectors (1950–2020)
billion kilowatthours (kWh)



Tailpipe Emissions Are Only Part of EV Environmental Impact



70% of cobalt
from Dem.
Republic of
Congo

>50% of nickel
from Indonesian
strip mining



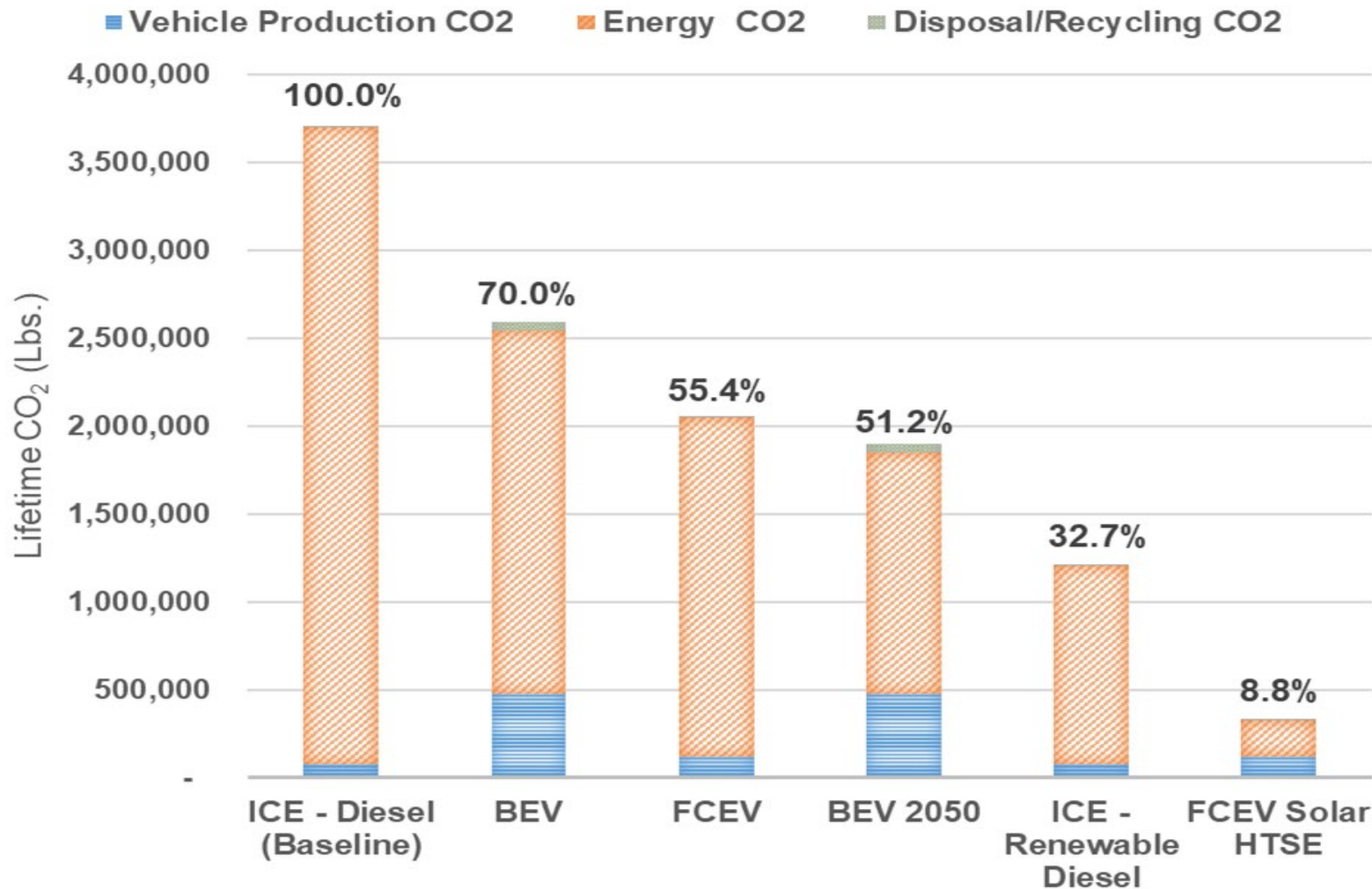
“Modern day slavery...in
toxic conditions”

- Harvard Prof. Kara

“One nickel-focused industrial
park located on Indonesia’s
Maluku islands will burn more
coal than Spain or Brazil.”

- Climate Rights International

Lifecycle Study Key Findings



BEV vs. ICE

- ~ 30% lifetime benefit on a vehicle to vehicle basis
- Productivity loss likely requires more BEVs than ICEs; in aggregate the net/net to environment may be worse
- Requires \$trillions in new infrastructure
- Some alternative fuels, hybrids should not be dismissed

Environmental Success Story

60 of today's trucks



would be needed to produce
the emissions of **1 truck** back
in 1988



New Trucks are Cleaner and Safer; Let's Lower Aggregate Emissions Efficiently

The Modern Clean and Safe Trucks Act of introduced in the U.S. House and Senate



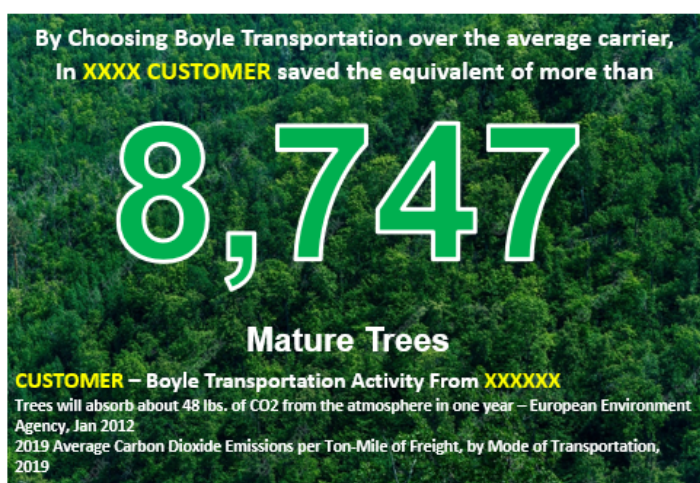
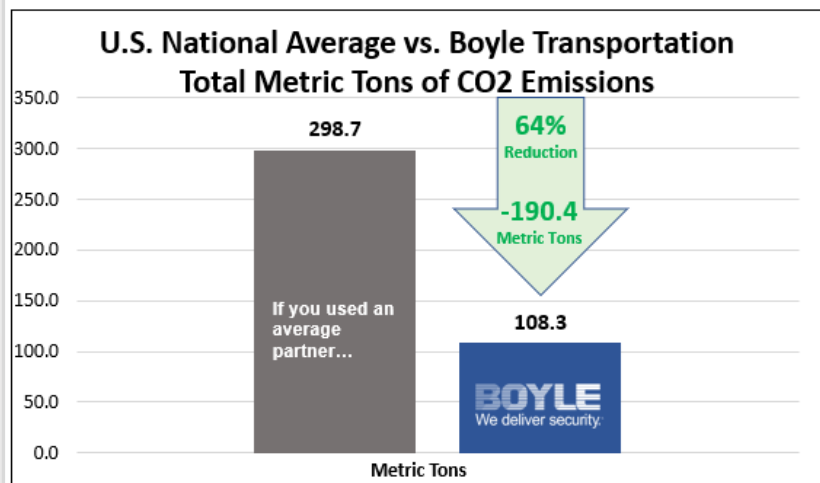
CURRENTLY:

- **12%** excise tax on trucks/trailers is the highest excise tax on a good that federal government levies.
- FET averages **\$25,000 per truck** purchased
- Remove impediments to trade pre-2010 trucks for newer, cleaner vehicles

How Shippers can Proceed with Environmental Improvement

2023 Emissions - Top 10 Lanes by Volume

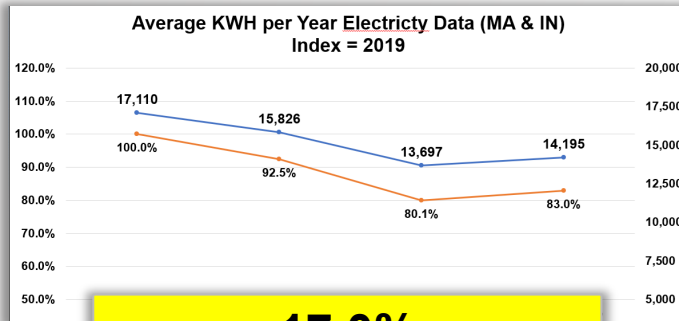
2023 Total	Shipment Total	Distance Total (Miles)	Total Payload (lbs.)	Total Emissions (kg of CO2)	Total Emissions (lbs of CO2)	Total Emissions (Metric Tons of CO2)	Average Metric Tons of CO2 Per Shipment
	393	223,719	5,951,153	108,264.1	238,681.6	108.3	0.28
Top 10 Lanes							
Lane ID	Shipment Total	Distance Total (Miles)	Total Payload (lbs.)	Total Emissions (kg of CO2)	Total Emissions (lbs of CO2)	Total Emissions (Metric Tons of CO2)	Average Metric Tons of CO2 Per Shipment
	135	77,355	1,637,426	30,849.5	68,011.5	30.8	0.23
	100	65,500	1,430,747	30,813.1	67,931.3	30.8	0.31
	100	46,803	2,229,079	34,303.0	75,625.2	34.3	0.34
	36	16,776	421,779	6,462.5	14,247.4	6.5	0.18
	3	1,737	68,000	1,294.6	2,854.0	1.3	0.43
	3	1,402	7,839	120.6	266.0	0.1	0.04
	2	2,070	38,355	1,305.0	2,877.1	1.3	0.65
	2	1,594	54,228	1,421.1	3,132.9	1.4	0.71
	2	1,316	15,981	345.7	762.2	0.3	0.17



**Carriers can
furnish you
environmental
impact reports
for your
shipping lanes**

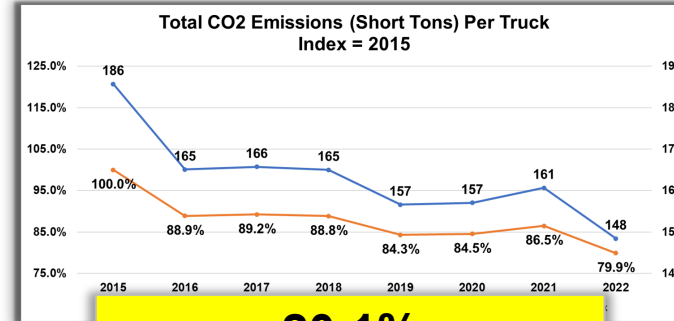
ISO 14001: Measure it & Manage it

Average KWH per Year Electricity Data (MA & IN)



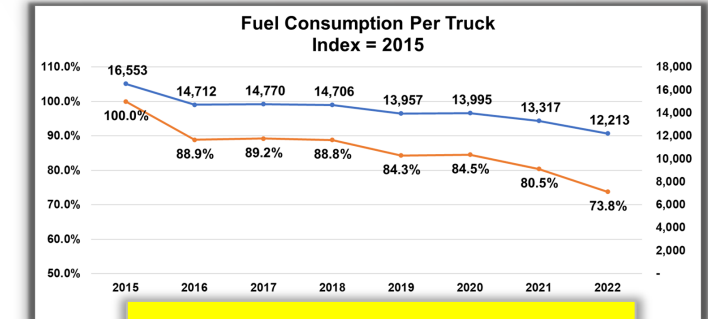
17.0%
Reduction Since 2019

Total CO2 Emissions (Short Tons) Per Truck



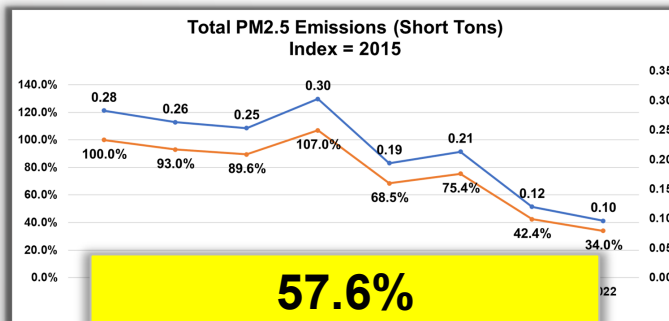
20.1%
Reduction Since 2015

Fuel Consumption Per Truck



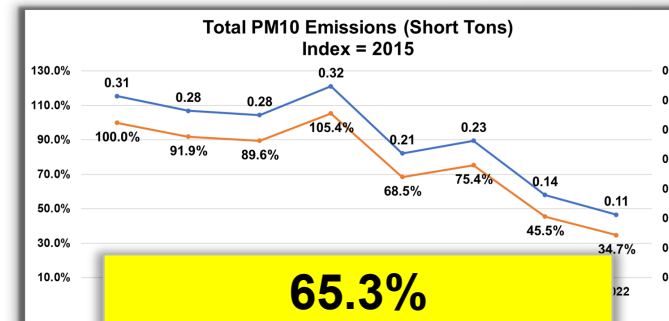
26.2%
Reduction Since 2015

Total PM2.5 Emissions (Short Tons)



57.6%
Reduction Since 2015

Total PM10 Emissions (Short Tons)



65.3%
Reduction Since 2015

What Can You Do as a Shipper or Forwarder Now?

- Weigh environmental performance in carrier selection (it costs money)
- Enroll in EPA Smartway
- Measure carrier environmental performance:
 - ISO 14001 Certification
 - EPA SmartWay Carrier Performance Rankings
 - Carrier-provided CO2 reporting for your shipments
 - Don't ship on trucks older than X years; new trucks are cleaner & safer
 - Avoid optics and window-dressing; EVs are not necessarily cleaner



Thank You