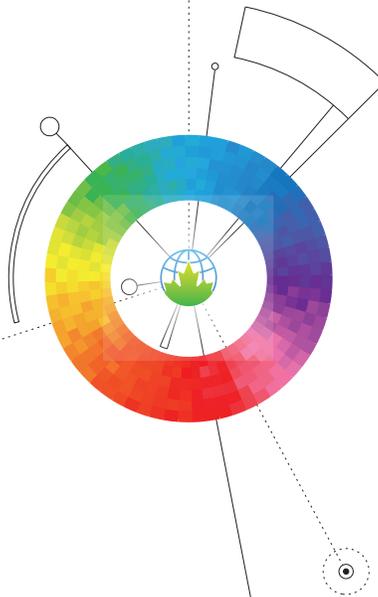


2017
CANADIAN
CLEAN TECHNOLOGY
INDUSTRY REPORT



GUEST EDITORIAL:
**WESTPORT
FUEL SYSTEMS**



Advancing Climate Regulations: The Role of Cleantech Solutions Providers

Karen Hamberg
Vice-President, Westport

The transportation sector is undergoing a profound transformation, with the industry expected to change more in the next ten years than it has in the past one hundred. The increasing availability of low-carbon fuels, the rise of a poly-fuel economy with natural gas, electric vehicles, biofuels, and hydrogen competing with diesel and gasoline, continued technological advancements in both incumbent and new powertrains, the participation of non-traditional industry players like Google and Apple with capital to invest in autonomous vehicles, and the emergence of new transportation companies like Uber have already begun to influence how people and freight are moved, and how and where we live.

Westport Fuel Systems engineers, manufactures, and supplies advanced clean-burning fuel systems and components for automotive, truck, industrial, and high-horsepower applications. Our technologies deliver the performance, fuel efficiency, and environmental benefits to address the challenges of global climate change and urban air quality.

Given our market leadership position in the alternative fuels space, we have been required to “punch above our weight” and actively engage with and support policymakers and regulators in critical markets in a manner similar to the largest truck original equipment manufacturers (“OEMs”) in the world.



Our work with the US Environmental Protection Agency (EPA) and the Department of Transportation's National Highway Traffic Safety Administration (NHTSA) on the Phase 2 GHG Emissions and Fuel Efficiency Standards for Medium-and Heavy-Duty Vehicles is an example of how innovators can effectively be included in the consultation process. For two years, we worked closely with both EPA and NHTSA staff to ensure the equitable treatment of natural gas engines and vehicles within the new rule.

Westport engineers met with key technical leads to compare analysis, modelling results, and performance data via a collaborative "show your work" philosophy. We were able to correct inaccurate information, quantify the benefits of next generation product enhancements, contribute data to the public record, gain insight into potential concerns, and build relationships with key regulators.

Cleantech innovators should engage on policy and regulation specific to their solutions. A more difficult role for business is to support and empower policymakers to introduce climate legislation, insist that trade groups prioritize climate policy activism, and if needed, withdraw from organizations that refuse to do so.¹ Businesses that claim to be green but don't make their voices heard on the need for government action on climate change are dodging the critical challenge of sustainability.

¹<http://hbswk.hbs.edu/item/corporate-leaders-need-to-step-up-on-climate-change>



analytica advisors

Analytica Advisors
111 Russell Avenue
Ottawa, Ontario
K1N 7X2 CANADA
T +1 (613) 866-9157
E info@analytica-advisors.com
www.analytica-advisors.com

© 2017 Analytica Advisors Inc.

As a certified B Corporation, Analytica Advisors has a triple bottom line. It is a Canadian owned and operated small to medium-sized company dedicated to research and advisory services for a growing and sustainable Canadian and global economy.

For more information on how to license the contents of the *2017 Canadian Clean Technology Industry Report*, please contact Céline Bak at: celine.bak@analytica-advisors.com or +1 (613) 866-9157.

