

Transcript for #83. Parkland Corporation's Electric Vehicle Charging Transition
Guest Scott Sharabura, Vice President, Electric Vehicle Charging, Parkland Corporation
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Introduction ([00:01](#)):

You are listening to Fueling the Future of Transport hosted by Tammy Klein, the Founder and CEO of Transport Energy Strategies. We'll talk all about the fuels and energy it takes to keep the world moving forward.

Tammy Klein ([00:17](#)):

Welcome to the show everyone. I am super excited to have with me today, Scott Sharabura, who is the Vice President of Electric Vehicle charging for Parkland Corporation. I'm really excited too. We've been focusing a lot this year on the show, on U.S.-centric electric vehicle charging, and now it's time to look at how it's beginning to operate in other countries. So, I'm super excited to have Scott with us today to talk to us a little bit about what's happening in Canada and what Parkland Corporation is doing. Scott, welcome to the show.

Scott Sharabura ([00:56](#)):

Thank you very much, Tammy. Really excited to be here.

Tammy Klein ([00:59](#)):

So, for the listeners who may not be familiar - they should be familiar, at least in Canada - but for those who are not familiar, can you talk a little bit more about what Parkland does and a little bit more about your role as VP of EV Charging?

Scott Sharabura ([01:15](#)):

Yeah, sure. Thanks. So, I'll give you just a little brief history of Parkland. So, we are a leading fuel marketer and convenience store operator. We've been around since the late 1960s. We were founded in western Canada, in rural Alberta. We got our start in a town called Red Deer, which is about halfway between Calgary and Edmonton. One of the interesting tidbits about Parkland is we actually didn't start as a fuel retailer. We started as a cattle feedlot, believe it or not.

Tammy Klein ([01:40](#)):

I did not know that.

Scott Sharabura ([01:42](#)):

And the founders of the company eventually diversified into fuel retail in the seventies. So, we opened our first gas station and grew like crazy in western Canada. So, throughout Alberta, throughout Saskatchewan and eventually grew to be the company that we are today. So, in particular in the last 10 years, we've been on a bit of an acquisition terrace. So we've done somewhere in the neighborhood of 50 acquisitions over the course of the last 10 years and we've grown to the point now where we've got about between us and our dealers, we have about 3,500 sites stretching all the way across Canada, from coast to coast a large and growing presence in the US where we have about 600 sites. And, we're the leading fuel marketer in the Caribbean as well. So, we do actually have a presence in 25 countries which for a small company that started in Red Deer, Alberta is quite a phenomenal growth story.

Tammy Klein ([02:34](#)):

So, I had no idea you guys were in the Caribbean as well, but I did know you guys were in other countries. So why did Parkland decide to embark into the EV charging space? What was the decision process like for you all? And what kind of factors did you consider? How did you all assess the opportunity?

Scott Sharabura ([02:57](#)):

So, in a lot of ways it's a natural transition, and in a lot of ways it's a very different business. I mean, we like to think that we've been serving the needs of travelers for 50 years at this point. Travelers are still going from point A to point B, and this is just a different way to do it. That being said you know, getting into EV charging has definitely been a bit of a transition. It's something that I think everybody at Parkland has been going through their own personal journey. I myself have been going through a personal journey about EVs all the way from skepticism through to a big believer that EVs are really coming on quickly. So, I'd say we went through stages. The first stage that we went through, the best way I could describe it is we were a little bit bewildered. We actually got approached by a couple of companies, including Tesla to say, "hey, look, you got to have some really great gas stations and some really great retail sites. We'd love to put chargers in your parking lots." And we kind of didn't know what to make of this because it was still a few years ago. It was maybe five years or so ago and we were thinking, "gee, this is kind of strange that these strange EVs are going to be coming to refuel at our sites, but sure, why not?" We were hoping to get a little bit of the additional coffee sales and snack sales and that kind of thing out of it and so we said, okay. So, we took two sites and signed them up with the Tesla network both in kind of remote locations where Tesla was in need of a space on the network, a dot on the map. And so that's kind of how we got started. It was not running our own business, but essentially being a site host for a larger network.

Tammy Klein ([04:28](#)):

So, what was it like to...two questions: What was it like to work with Tesla? And then I also wanted to ask you about your own personal journey. What, what tipped it for you? When did you go from, "eh, not really sure about this," to, "whoa." And I see your post on LinkedIn, and they are, very, very, very supportive. So, what tipped it for you?

Scott Sharabura ([04:55](#)):

I guess a little bit of history on me. So, I come from an oil and gas background. I'm a chemical engineer by training. I used to work for Imperial Oil, which is the Canadian branch of Exxon. I came up as a consultant through oil and gas. did a lot of work all up and down the value chain. I was very much an oil and gas guy through and through and I think like a lot of people who come from that background, I viewed electric vehicles and zero-emission transportation with a fair bit of skepticism, not because I was opposed to it, but just because there were so many promises that people had made for so long, and there were targets that were set that were pushed out and pushed out again, and pushed out again. It just felt like the idea that was never going to arrive, as they say, the technology of the future. And it will always be the technology of the future and it's where it started a change for me. I can actually pinpoint it to a date, which was January 12th, 2021.

Tammy Klein ([05:47](#)):

That's very specific <laugh>.

Scott Sharabura ([05:50](#)):

And that was the date that Mary Barra from GM went to the CES Show and came up with the announcement saying GM is going all electric. And that was that. That sent shockwaves to the industry. To say this wasn't absolutely Tesla. This wasn't a startup. This was one of the largest and most storied companies in the world making a real bet that they were focusing on electric, taking the entire company that way. That was astounding to me and then started to dig into, gee, we're seeing EV sales are really starting to take off. We saw it in California. We've seen it in pockets of Canada as well. We started to see the numbers taking off in Europe. We started to see the numbers taking off in China. So, for me that was the moment at which I really started to wake up and say this is real. This is coming. It's coming quickly. Automakers are really putting real money into this. Consumers are really starting to adopt it and I think that, for me personally, that was the trigger point. But it's funny to think that was less than two years ago.

Tammy Klein ([06:53](#)):

I know. I mean, it is warp speed what we're seeing here like five years ago. I mean, it was a Tesla sideshow, so to speak. And, you know, now we have an industry in the US and Canada, charging is expanding the policies, the automakers, other automakers follow GM. It is an incredible evolution in just five years. So, what was it like for you all when Tesla came to you and said, "oh, you know, you've got some great properties, interested in partnering?" So, what was that process like? And then how did you guys go from Tesla to, "hey, I think we want to do something more on this and maybe have some of our own stations here?"

Scott Sharabura ([07:46](#)):

So, when we got approached by Tesla, that was the point at which we started thinking through, look, there might be an opportunity here. At the time, so before...now I run Parkland's EV charging business...but at the time, I was running Parkland's strategy team. So, we were taking a look at what are the different technologies that are coming through. What are the different changes in policy and changes in the industry that are going to be affecting Parkland long term? And yes, electrification was definitely one of the trends that we were taking a look at. But now that it became real and there were, chargers that were potentially going to be at our sites we started to take a look at it a lot more closely, So, the next step that we took is to say, look, rather than just being a site host for somebody else you know, it kind of clicked for us that it's actually not that expensive for us to try this ourselves.

([08:33](#)):

And so, what we did is we took one of our sites in a town called Cologne in British Columbia, which is the best way I can describe it. It's kinda like the Napa Valley of Canada - very pretty area, wine country, lots of tourist traffic from Vancouver, which is one of the biggest EV adoption cities within Canada and we have a great presence there. And so, we took one of our sites, one of our nicer sites that has a QSR there; it has a relatively good convenience store. It's right on the main highway going through town. And we bought a couple of chargers, and we installed them. That was our pilot. And that opened in October of 2021. So that was again, not that long ago, it was just a little bit more than a year ago right now. But that was our first pilot location that rather than just being a site host, that was the first kind of Parkland paying for it, owning it, operating it and getting a real sense of what it's like to be an EV network operator.

Tammy Klein ([09:29](#)):

So, I want to ask you about your partnership with FreeWire. Can you tell us a little bit about that because I've seen some of the pictures and it's kind of funny to see, like the snow and everything. Well, no, that's where you are - but the units are beautiful. FreeWire is really out there and everywhere, but that solution looks so elegant to me. So, can you talk a little bit about that?

Scott Sharabura ([10:00](#)):

This was part of our evolving understanding of the business. So, the site that we put up in Cologne was not using FreeWire units. It was not. So, for those of you who don't know, FreeWire has quite an innovative solution that has a battery integrated into the charger. So, it actually draws from the grid at a lower speed and then discharges to the vehicle at a higher speed. We had more of a conventional charger for our first deployment and a couple things that we ran into there. So, first of all, that deployment took 18 months to get from beginning to end. Part of that you could attribute to I, but a lot of that was actually waiting around for the utility. A very, very painful process. So that was something that as a company that likes to move quickly, you know, that was a definite downside having to rely on the utility like that. And then we also had noticed with our deployment - and we had heard from others from their deployments - that they were getting killed with something called peak demand charges. Those of you who may or may not be aware of this peak demand charges, there's a rate that the utility will charge per kilowatt hour. But there's also a fixed rate that they will charge in most jurisdictions based on the peak power that you use. And if you have an electric vehicle charger that draws at 150 kilowatts just once in a month you get slapped with a very, very large peak demand charge and that's part of the rationale for a battery integrated charge with FreeWire is that you actually shave that down, so you're never drawing from the greater peak power. So, for us, especially with EV adoption still being in its early stages, it felt like a really good option for us to be deploying this. And, we've seen that since then, we've seen that it's helped us to deploy a lot more quickly and it's helped us to keep those operating costs down at our site. So, the economics are a lot different than it might be for traditional chargers.

Tammy Klein ([11:50](#)):

So, I want to talk a little bit more about some of the things you're seeing out there. What kinds of trends are you seeing out there when it comes to EV charging - everything from the design, the installation, the site selection, so forth, so on and so forth. And then, you talked the utility, you've talked about demand charges being challenges, you know, can you talk a little bit more about those and what are some of the other big challenges that you've seen to getting chargers installed? And, are there pitfalls that should be avoided, especially for fuel retailers? What's been important for you all to learn in this process for...welcome to my three-part question.

Scott Sharabura ([12:34](#)):

Exactly. I'll try to unpack those. So, I'd say that for us we try to keep a very, very clear focus on our end customers. What are our drivers looking for? What are they going through? And I think that's where I see the biggest changes. And that's where I see the biggest trends. One of the things that we've noticed as the EVs are going from a very early adopter phase into more of mainstream use and mainstream adoption, early adopters will put up with an awful lot and they now, they're great I mean, early adopters have actually been phenomenal for giving feedback to us about our sites and what they like and what they don't like. They've actually helped out on our designs. EV drivers are very vocal, especially the early adopters which is something we don't see on the fuel side of our business. I mean, fuel is such a mature technology that you don't get that level of engagement. You don't get that level of dialogue. You get complaints a lot of the time, but that's kind of it. But actually, there's been a really good constructive

dialogue with people who were early adopters and a community that is that they have a vested interest in making sure that we're developing them in the right way, and they're actually engaging us quite well. But they're also willing to put up with a fair bit in the early days. And I think as we're starting to see more and more people that aren't those early adopters start to drive EVs, their expectations are changing. So, it used to be that EV drivers were just thankful to have anything. They were thankful as long as there was a plug available, it didn't matter where it was, it could be 10 minutes off the highway, it could be an empty parking lot, it could be an abandoned area, no signs. So, you had to kind of dig around, but as long as you found the plug, at the end of the day, it was okay. And we're seeing that change very, very rapidly and this is where companies like Parkland who have such a long history in serving the needs of the traveling public, we know this stuff. We know what people are expecting because we see that on the fuel side, it's a bit different, mind you, because drivers are going to be at a site for longer. Just because it takes four or five minutes to refuel a vehicle, but it might take 20 or 30 minutes to recharge a vehicle. But, you know, a lot of the needs are kind of the same. Could you imagine, just as an example, I mean, could you imagine a refueling stop that didn't have a bathroom?

Tammy Klein ([14:50](#)):

No.

Scott Sharabura ([14:51](#)):

What percentage of recharging sites actually have access to a bathroom? It's actually very low. Could you imagine a refueling stop? It didn't have a canopy. Could you imagine a refueling stop, it didn't have somebody there to clear the snow away again, the city...

Tammy Klein ([15:02](#)):

Or lighting.

Scott Sharabura ([15:03](#)):

Exactly.

Tammy Klein ([15:04](#)):

If it doesn't have lighting and it doesn't have a bathroom I'm not stopping.

Scott Sharabura ([15:10](#)):

These are things that travelers take for granted on the fuel side because it's, again, it's a mature industry and it's a model that's been honed for so long and those kind of basics are missing when it comes to EVs. And so, this is one of the things for us. Our mantra at Parkland around EV charging has been it's more than just a plug. We have to think about the entire experience of a driver and so we're doing things like installing canopies over chargers, which is not something that you commonly see. We've got sites that have vacuums in place so that when people are there, they can actually take advantage of the 20-minute downtime that they have to just quickly zip through and clean their car because they've got the downtime available.

([15:50](#)):

We're training our staff. We're, investing quite a bit in training our staff, some of whom don't really know EVs that much to explain, okay, this is what EV is like. Get them to actually charge the vehicle themselves. This is the questions that come up. Here's how to help folks. It's a fair bit to be training,

dozens and dozens of employees getting into the hundreds pretty soon for us. But it's an investment that we need to make.

Tammy Klein ([16:16](#)):

Is the design and planning process a little bit different when it comes to considering women? Because I think that the thing that comes up is, no woman wants to be charging at the back of a facility next to the trash cans and things like that. But I mean ...and people laugh like, oh, that doesn't really happen. And it's like, oh my god, yes. That they can be charging. It's changing a lot but back in the day, which was the case.

Scott Sharabura ([16:51](#)):

Yeah. definitely a huge deal. One of the things that we hear from women in particular is around personal safety and what that looks like. And it's, again, it's something that because you're at a site for a lot longer, the risk exposure changes or the perceived risk and the actual risk exposure changes, so you can put up with an awful lot for four minutes. For 20 or 30 minutes you're a lot more vulnerable. And so, it does affect our design considerations, absolutely. So, we're taking a close look at making sure that we're putting chargers in places where there's a direct site line from the store employee. We're putting lighting in place to make sure that people have that in place. We've even... there's some sites that we were looking at putting charging in place and we've elected not to because they were, quite frankly, they were a bit of a sketchy neighborhood, and you couldn't really guarantee the safety of travelers coming in. So, it absolutely does affect how we think about things. You know, not every gas station is a great place to spend 20 or 30 minutes, let's be honest, right? A lot are right. And we've we have chosen within Parkland, we've chosen some of our best sites that have the best amenities and the safest locations and most convenient access to the highway and that kind of thing. Those are the sites that we're focusing on putting EV charging at. But there's a lot of sites that just don't meet those criteria. It's not a good experience, it's not a safe experience to be there for 20 to 30 minutes. And so, we don't,

Tammy Klein ([18:17](#)):

So, what is the permitting process? You know, one of the...I've been working on these issues for a number of years now, and one of the things that has come up is permitting and the need to expedite and streamline permitting. And that requirements can be different, even within a single...in the US. It would be a metropolitan statistical area where there are different communities around a big city, and they might be different in different areas. Does that situation occur in Canada? And if so, how are you all managing through that process?

Scott Sharabura ([18:59](#)):

So, for 50 locations, which is what we're building in BC and Alberta - we're not quite at 50 different jurisdictions, but we're pretty darn close to 50 - it might be 40. They're all different. And again, I think this is just because there's so many different local bylaws and there's so many different local traffic patterns and that. And again, this is something where, where people who own and operate gas stations, we're accustomed to that because that's how we live. I mean, it's a very local business, and so we're quite accustomed to dealing with all these different local planning commissions and that kind of thing. But yeah, there are some differences. And so, you see there are some communities where it's very easy and very straightforward to get charging put in place. There are others where there's some challenges that crop up. So, I mean, a couple of the things that crop up for us would be around layout of the site. So, there's a couple of jurisdictions where we don't have a lot of space at the site. This is, I mean, this is

one of the downsides of the convenience store business and, and the gas station business is that we're already pretty good at maximizing the use of the real estate that we have.

[\(20:02\)](#):

So, there isn't necessarily a ton of extra space. We've been able to, to be quite creative to find it. But in some cases, we've had to work with a city to say, look, can we actually get can we build into landscaping areas where the landscaping might have been, might have been a local bylaw. We've been working with them on signage actually knowing that there's a charger in place. It's kind of funny when you think about how many gas station, how many gas signs you pass on your daily commute. When's the last time you passed an EV charging sign? Like you just don't. There's no investment that happens in, in charging signs which actually is a big problem. And people don't realize how many chargers are out there. But you know, every municipality has, or a lot of municipalities have, restrictions in terms of how much signage you have in place and so we've had to work with municipalities on that.

Tammy Klein [\(20:51\)](#):

So how you talked about the local and situation and permitting and so on and so forth. But how is the Federal legislative and regulatory environment, and actually even maybe provincial low carbon fuel standard in British Columbia, for example. The federal government has EV sales targets that it wants to meet. There are incentives as well. There's now a clean fuels regulation in which electric vehicles will be able to participate. So how is that sort of affecting the planning and implementation for Parkland as well?

Scott Sharabura [\(21:34\)](#):

So, it's policy support varies a lot from jurisdiction to jurisdiction. And as a company that operates in 25 different countries and a bunch of different provinces, in a bunch of different states, we recognize that actually the energy transition and the shift toward electric is going to be very different, faster in some areas, much slower than others. In Canada, what you'll see is that there are a couple of provinces where climate change has been very, very high on the agenda. That's got tremendous political support across multiple parties. They have tended to be at the forefront of EV adoption. So British Columbia would be one example, and Quebec would be the other que example. BC...a lot of people don't know this, but actually BC is ahead of California in terms of EV adoption. Which everybody thinks California is kind of the gold standard.

Tammy Klein [\(22:22\)](#):

I did not know that. Wow.

Scott Sharabura [\(22:24\)](#):

BC's actually just a little notch ahead of them. And so up to 20% of new cars sold now are electric in BC and Quebec is just a little bit behind California. So, we do have two very early-adopting areas that use a combination of carrots in sticks to drive the transition to electric. Other provinces, it's not really on the agenda so there's some places where it's still like 1% of new cars sold, maybe 2% of new cars sold. What we are seeing in Canada is a shift toward much more federal focus. and federal standards, a federal ban on internal combustion engine vehicles, federal support for charging infrastructure. There's a \$5,000 federal rebate for buying an EV. So, there is a little bit more consistency now it's being driven across the country, but you still see, again, I think we would still expect it to be a little bit more region by region, province by province in the US, state by state. I think we're still going to see a fair bit of that over the course of the next 10 years.

Tammy Klein ([23:23](#)):

So, to tag off of that, how do you see the EV market and EV charging evolving over the next 10 years? You know, not just in Canada, but in North America and considering that you all operate in 25 countries do you see Parkland beginning to say, okay, Canada's sort of the big space, do you see similar programs rolling out in the other countries in which you operate and what are the opportunities and challenges there?

Scott Sharabura ([23:59](#)):

So, what I'd say is a couple things I'd expect over the course of the next five to 10 years. So, one is I mentioned earlier the pace is going to vary quite a bit by jurisdiction. And, we will see that across Canada, across the US. These are big complex countries and big complex policy mixes of policy in place. So, we are going to see that continue to be differential speeds, if you will, across North America. I would say there's going to be a big process I think of EVs getting demystified in the minds of consumers. So again, the shift from early adopters to I think now we're at the point where a lot of people are aware of EVs. Some are curious, some are still quite skeptical, but it's on the radar screen of most people. They at least have...people have an opinion one way or the other now. But there is still a bit of a process of demystification that will only happen when you get a chance to either drive an EV yourself or ride in one.

Tammy Klein ([25:02](#)):

I call that de-inertia-izing.

Scott Sharabura ([25:05](#)):

Yeah. And the first time I had a chance to drive an EV it was a Tesla Model 3 and it was like, it just, it does bust a lot of myths in terms of what is it like to drive how different, or the same is it from a regular vehicle, what exactly is range anxiety. I've felt it myself on a number of occasions. I've also felt when I didn't feel it, I guess is the best way to put it. Like it, it wasn't as big of a deal. I, I have charged my car in my driveway and had just like the extension cord going into my house and that kind of thing. So, you do get when you get a chance to drive one yourself and take care of one yourself for a little while, it does give you a much better sense of what it's like. And some pieces are different. A lot of things are quite frankly, very similar to what you'd see.

Tammy Klein ([25:56](#)):

So, you see more EV scale-up in Canada and do you see a sort of a robust one of the big priorities in the US for the federal government here is putting in this cross-country charging network at major highways and thoroughfares around the country. Do you see Canada going in the same direction?

Scott Sharabura ([26:24](#)):

Yes, with a couple of caveats there. So, Canada is the same size or even bigger than the US. Not quite as many highways, but also 1/10th of the population size. So, we have a lot of remote highways. It'll take a little while for the infrastructure to really get built out across the full highway network. But yeah, there's absolutely a good amount of investment that we're going that we're that, that we're going to be seeing to build that out. The federal government in Canada has been very supportive of that. Provincial governments have been very supportive of that. So, I do think that's going to be a continuing trend. I think you're also going to move, I think in both Canada and the US, you're going to move from a mindset of just barely cover the highways enough to get by into actually building chargers where people are

going to be needing them and using them, and that are going to be kind of more popular. So, if you think about, if you thought about, just as, take an example, you thought about the interstate highway system in the US and you thought about, look, top down, how many gas stations do I "need"? Yeah. it wouldn't be that many.

Tammy Klein ([27:25](#)):

It's not 150,000.

Scott Sharabura ([27:27](#)):

Exactly. It's like if you, if you applied the same logic and said, hey, look, I we need to have this every 50 miles and we need to have this many pumps, and that kind of thing. Well, there's a lot more gas stations than not across the US for sure. And it's because there's demand for it and so, once you get past that hurdle of the bare minimum to be able to drive from point A to point B that's where you're going to start to see a lot more interesting investment. There's a lot more questions around what are going to be the winning locations, what's going to be the winning set of amenities, what's going to be the winning offer, and that's where we see a lot of excitement.

Tammy Klein ([27:59](#)):

So, you mentioned the federal government's intention to phase out the internal combustion engine. This is probably going to be a dumb question, but not my first, won't be my last, how concerned is Parkland about that, and do you really think that that's achievable?

Scott Sharabura ([28:19](#)):

I'll take the second question first. So, is it achievable? I'd say yes. Personally, I've got no question on that. I think what we've seen for a long, long time, every target that was set around zero emission vehicles was always kind of pushed out into the future. Now, what we're seeing in the last three or four years, every target that has been set has been met early. And so, you're starting to see targets getting raised. You're starting to see targets getting pulled in instead of getting pushed back. So, I have no doubt that we'll get there. The support is there, the economics are starting to be there, the models are available, the charging infrastructure is there. So, I've got no doubt that it's coming.

([28:57](#)):

For Parkland what does it mean for Parkland? It's a big curve ball for us for sure. I would say that we've treated this as more opportunity than threat for us. We see there's a lot of new opportunities that are opening lots of ways to participate, lots of ways to make money, lots of ways to evolve our existing need. We actually have quite a good starting place. and we're discovering that more and more that the knowledge of our customers and the asset base that we have the property that we have, the relationships that we have, all of those are super important to be able to serve customers in the new world. So, we're not worried about this. We're getting after it. And I think that's getting over the hump of, you know, call it denial if you will, and getting into looking

Tammy Klein ([29:41](#)):

At de-inertia-izing

Scott Sharabura ([29:43](#)):

Exactly. I mean getting after it, and this has been the big switch for us. And I would say in Parkland we've benefited from really, really strong support from our leadership team and our board of directors. But yeah, there's a real opportunity in here and we're, I think as a company, we're great about getting after it. We're great about finding ways to move and to maneuver. And I think what I like to say is that a company like Parkland that tends to be quite entrepreneurial and tends to be quite fast moving I like an unsettled environment for us because it is an unsettled environment actually plays to our favor, I think so, to me, I see a ton of opportunity here. I don't know exactly how it's going to pan out, but you know, some people take a look at that, and they get scared, and some people take a look at that, and they get energized. And I think that's, that's kind of the way Parkland is looking at it.

Tammy Klein ([30:36](#)):

So fun, and last question. What is exciting you most about this space and why? I mean, when I read your LinkedIn posts or when you were talking about... we were on a podcast together and you were talking about the contest that Parkland had the designing the fueling station for the future, and the winner that was really beautiful. I was like, oh, I'd like to go there. That's really nice, give me my Snickers and a Diet Coke and I'm good. Go. I'm kidding.

Scott Sharabura ([31:12](#)):

We're still pushing forward with that. When we do open it, we'll, we'll invite you to come up.

Tammy Klein ([31:17](#)):

God, that would be perfect. That would be so fun. so, what excites you? I see the enthusiasm. I read the enthusiasm. I hear the enthusiasm. So, what's exciting you about the space and why?

Scott Sharabura ([31:33](#)):

I'd say I try to step back and take a look at the bigger picture. And I've always been a bit of a history buff, and I like to think about the kind of major things that have driven history in the world. And when you start to think about it, transportation and transportation networks have actually played a really big role in history. And you go back all the way, all the way to the Roman Empire and the network of roads all across Europe and across the Mediterranean and the Middle East. And you think about the Silk Road, and you think about the Transcontinental Railway, you think about the Pony Express. You think about the interstate highway system in the US, I mean, all these are major transportation networks that have played a really, really critical role in the development of society and the development of countries.

([32:17](#)):

And I don't know, I like to think that in our own small way, like we're part of that next chapter. We're building out the energy infrastructure and the transportation infrastructure the same way that engineers and governments and other organizations would've been doing that back in the 1950s and back in the late 1800s. Like, it's kind of that next chapter, right? So being part of that and helping to make it happen, I mean, to me I find that really, really exciting.

Tammy Klein ([32:44](#)):

Well, Scott, thank you so much for being on the show today and sharing your insights and views on behalf of Parkland. I mean, it's an exciting space. It's an exciting time. And yeah, I'd love to... I can't wait for my invitation to come up to Canada.

Scott Sharabura ([33:03](#)):

Sounds good. We're, we're looking forward to. Thanks a lot, Tammy. Really, really appreciate it.

Tammy Klein ([33:07](#)):

My pleasure. Great to have you. Thanks.

Closing ([33:13](#)):

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