

REPORT ON Transportation

► PRESENTED BY TRAILCON LEASING INC. ►

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IN THIS EDITION

Customer Connection

Flanagan Foodservice: fast food delivery

Travel Tips

Hiking and biking in the Netherlands

Boys & Their Toys

Riding and cruising in style

AND MUCH MORE

FILLING *their* SHOES

As the massive cohort of baby-boomers enters or nears retirement, the trucking industry is grappling with the question once asked musically by the late George Jones: *"Who's gonna fill their shoes?"*

Enter several industry initiatives designed to recruit and train the workforce of the future.

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Newcom Business Media Inc.

Copywriting:
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Trailcon Leasing Inc.
15 Spar Drive
Brampton, ON
L6S 6E1
Tel: 905.670.9061
Fax: 905.670.9066
Service: 855.ROAD.RPR (855-762-3777)
Web: www.trailcon.com
Email: sales@trailcon.com

Cover

FILLING *their* SHOES

....continued from the cover

The Ontario Trucking Association's (OTA) *Next Generation Certificate Program* is now graduating its third cohort of future leaders. The Program began as a chance meeting between Trailcon Leasing's account manager John Foss and Brenda Allen, then with leadership communications firm The Humphrey Group, at the wedding of a mutual friend. Noting that younger people rising through the ranks had intelligence and knowledge but few leadership skills, Foss and Allen took their case to Stephen Laskowski, senior vice-president at the OTA. He immediately recognized the benefits of such a program for OTA's members and the industry at large. A steering committee, including Foss and Allen, set about developing the Program, which consists of four half-day modules that The Humphrey Group delivers over the period of a year. OTA also offered two additional workshops on leadership development at its Spring Board Retreat. The British Columbia Trucking Association has since adopted the NextGen Program for its members.



In response to requests by NextGen graduates for even more specific trucking industry leadership training, OTA announced a joint certificate program with the Schulich Executive Education Centre (SEEC) based on two modules: *The Business Race Program* and *Critical Thinking for Leaders*. A third component, *Entrepreneurial Skills for Leaders*, will be added in 2016.

The Private Motor Truck Council of Canada (PMTCC) has also started *Young Leaders Group*, a committee comprising industry professionals between the ages of 21 and 35 who help the board of directors create events of interest to a younger demographic. Beginning in 2016, the PMTCC will award a bursary to two of its Young Leaders to cover the costs of two of the four courses required to complete the *PMTCC Logistics Management Graduate Program*.

Meanwhile, women represent a huge untapped labour pool. Last year, Trucking HR Canada (THRC) launched the organization *Supporting Women in Freight Transportation*, with the goal to educate women about careers in trucking, identify challenges and barriers to career paths, and promote the recruiting andcontinued on page 13

Leaders building leaders at OTA Convention

Up-and-coming managers and executives have a chance to hear from those who have made it to the top in the trucking industry at a workshop to be held during the **OTA 89th Annual Executive Conference** at the Ritz Carlton, Toronto.

The November 5 session, designed in partnership with the Schulich Executive Education Centre, allows senior leaders to impart their leadership lessons to the Next Generation of managers and executives.

The workshop will begin with a keynote address, followed by a panel discussion with several of trucking's most successful executives: Dan Einwechter, chairman and CEO, *Challenger Motor Freight*; Murray Mullen, chairman, CEO and president, *Mullen Group*; Rob Penner, president and COO, *Bison Transport*; Mark Seymour, president/CEO, *Kriska Transportation*; and Scott Tilley, OTA chair and co-president, *Tandet Group*. Detailed discussions and leadership-building activities will follow.

TRUMPING VOTER APATHY



By Alan Boughton, President, Trailcon Leasing Inc.

Many years ago, Winston Churchill said, “*The best argument against democracy is a five-minute conversation with the average voter.*”

I always liked this quotation, but never more so than with the results of the last few elections and the recent federal election. The reasons for the results are more about the ignorance and apathy of Canadian voters than about the politicians we elect. This became abundantly clear to me after our management meeting on September 29 when I asked my 15 senior managers who join me every Tuesday morning about the leaders’ debate the night before in which Harper, Trudeau, and Mulcair focused on foreign affairs. Disappointing, but not surprising, was the response that none of them had watched that debate or any of the others that had taken place in August and September.

Discussing or debating different points of view on our federal election ended, but amazingly enough, many of the folks at Trailcon, as well as many other friends and colleagues, had watched the Republican debates starring Donald Trump. In fact, one of our federal debates had drawn fewer than one million Canadian viewers on the same night that almost four million of us had tuned in to watch “The Donald” (as we refer to him at Trailcon). Trump has now become a political superstar to match his status in the entertainment and development fields.

This phenomenon is not new in politics in North America; in fact, the first political superstar who rode that wave into office was probably John F. Kennedy in the U.S. in 1960, followed by Ronald Reagan, Bill Clinton, and Barack Obama. In Canada, we had Trudeau Mania, the Mulroney wave, followed by Chrétien, then Harper with huge western support, and now, in the U.S., The Donald. The funny thing is, the departure of many of these politicians is not quite as glorious. Little was left of the Mulroney Conservatives when they were swept out of office in the largest defeat in Canadian history, and most Canadians were thrilled to see the end of Pierre Trudeau and Jean Chrétien, as were the Americans to see the last of George W. Bush, Bill Clinton, and others.

So now back to The Donald, and, as silly as it may seem, I would be punching out the chad next to his name for President of the United States so fast it would make your head spin. Why? Because he says things that most Americans only think, and his call to action on “fair trade,” jobs, and taxes is both

simple and brilliant. Trump was interviewed on “60 Minutes” on September 27, and here are some of his ideas:

- No income tax on low-income Americans;
- Stop the loopholes that see American millionaires and billionaires paying no income tax;
- Reduce taxes on the middle class;
- Grow the economy by taking back jobs that were lost to China, Japan, Mexico, and many other countries;
- Stop countries like China from devaluing their currency to keep jobs there while hurting Americans;
- Impose a tax on China’s imported products if it doesn’t come to the table wanting not a trade war or free trade, but “fair trade”;
- If Ford moves a \$2.5-billion plant to Mexico, impose an import tax on every new car built in Mexico being imported into the U.S.

The entire interview is available on line at <http://www.cbsnews.com/news/donald-trump-60-minutes-scott-pelley/> and is well worth the read or the 17 minutes it will take you to watch the excerpt. The Donald’s controversial views on illegal immigrants, the wall between the U.S. and Mexico, as well as ObamaCare and ISIS are also part of the program.

It is probably a long shot that Trump becomes the 45th President of the United States, but think about how refreshing our political scene would be in Canada with a character like him in the mix. The 300,000 manufacturing jobs lost recently in Ontario and replaced by 300,000 of Wynne’s civil servants could return to Canada, and new immigrants would be encouraged to stop buying a Toyota, Honda, KIA, or Volkswagen so they would understand that the new job created may be for them or a family member if they bought a Ford made in Oakville, a Chrysler made in Brampton or Windsor, or a GM made in Oshawa. Canadians would stand tall with other countries when it comes to ISIS and other world threats. We would have a fairer tax system, more jobs and maybe not always be so nice, but as anyone knows when raising children or dealing with employees, nice doesn’t always equal success.

And a few years from now, when a Canadian is asked about watching a political debate, or knowing about fair trade, or the difference between ignorance and apathy, we wouldn’t answer, “I don’t know and I don’t care.”

A beYOUtiful Cause

Twenty-four-year-old **Stephanie Pacitto** is the founder of “**Be Your Own Kind of Be-YOU-tiful**,” a foundation to help people with eating disorders.

Upon meeting Stephanie, who has been billing coordinator at **Trailcon Leasing** since 2012, you would probably view her as a successful, confident person whose cheerful personality gives no hint of the turmoil she has suffered.

Stephanie was once an elite gymnast. While competing at an international competition in Brazil, she sustained an injury that put an abrupt stop to her gymnastics career. Faced with having to give up on her dream after 14 years of hard work and extreme physical conditioning at a time when society celebrated thinness, Stephanie fell into a trap and began to suffer from both anorexia and bulimia. When her doctor told her she had to get help or she could die, Stephanie knew she had to use all the strength and find all the determination she had to overcome this mental illness.

Eating disorders are devastating conditions that have a very harmful effect on an individual's health, and take a terrible toll on loved ones. For years, eating disorders were kept hidden. It is time to face the reality that millions of people suffer from this debilitating disease. Research indicates that, sadly, about 25 million women and 15 million men have battled significant eating disorders at some time in their life.

“Be Your Own Kind of Be-YOU-tiful” is a non-profit corporation whose mission is to raise money to bring awareness of eating disorders, and offer help and support to victims. All proceeds go towards other associations and clinical facilities that help treat sufferers of the illness, such as: The N.E.D.A. (National Eating Disorder Association); The N.E.D.I.C (National Eating Disorder Information Centre); and hospitals throughout Ontario. In addition to organizing fundraising events, Stephanie volunteers and does public speaking at high schools and universities across Ontario. She truly believes in the importance of bringing support for this disease and generating research into its cause. We know people have died from eating disorders, so we must work to save as many lives as possible.

Thanks to this cause, Stephanie no longer fights that inner turmoil, and hopes that her foundation will do the same for others. After all, as Stephanie's slogan proclaims, “beauty is not measured in lbs.!”

Website:
www.beyourownkindofbeYOUtiful.com

Stephanie
Pacitto *Bottom Left*
with some of the girls who have
been helped by her foundation
to fight eating disorders.





FAST FOOD DELIVERY

As the largest Canadian-owned independent foodservice distributor in the country, Kitchener-based **Flanagan Foodservice** supplies more than 6,000 bakeries, restaurants, and foodservice operations across Ontario.

For customers, that means one-stop shopping from the more than 10,000 products in Flanagan's extensive and diverse inventory – everything from cleaning supplies and disposables to beverages, meats, and produce, to name just a few of the myriad categories. Flanagan's procurement teams, supported by category-specific experts, source products from all over North America and beyond to meet the needs of its growing customer base.

The ability to make all these deliveries – quickly, safely, and accurately – calls for a complex logistics operation using 100 drivers working on multiple shifts, seven days a week, out of the company's warehouses in Kitchener, Owen Sound, and Sudbury, Ont. And because Flanagan's offers frozen and chilled foods, it must maintain proper temperatures during transportation. "We make use of industry-leading equipment in our fleet, such as tri-temperature zone and dual-temperature tractor trailers and pup trucks that are not only fuel-efficient, but that also allow us to protect the integrity of our cold chain and ensure that food safety is paramount," says Trevor Austin, director of operations at Flanagan Foodservice.

While the company's focus has always been to be a dominant regional player within Ontario, it continues to expand its customer base. "There has been a more recent push to increase our service offering in the GTA, especially with the consolidation in the foodservice distribution industry in Canada," says Austin.

Flanagan Foodservice was founded as a food wholesaler in 1977

by Joe Flanagan, who passed away in 2000 at age 57. Fortunately, his four sons – Rick, Dan, Murray, and Jeff – have carried on his legacy. Most recently, Dan has taken on a more significant ownership role, along with being president of the company.

As a family-owned business, Flanagan's can offer its customers the best of both worlds, says Austin. "There exists a unique blend of a familial approach with the strong service-oriented relationships at every touch point that one might expect from a small family-owned business, and yet the breadth of service, product offerings and strength in the market that one would expect to see from a leader in the industry."

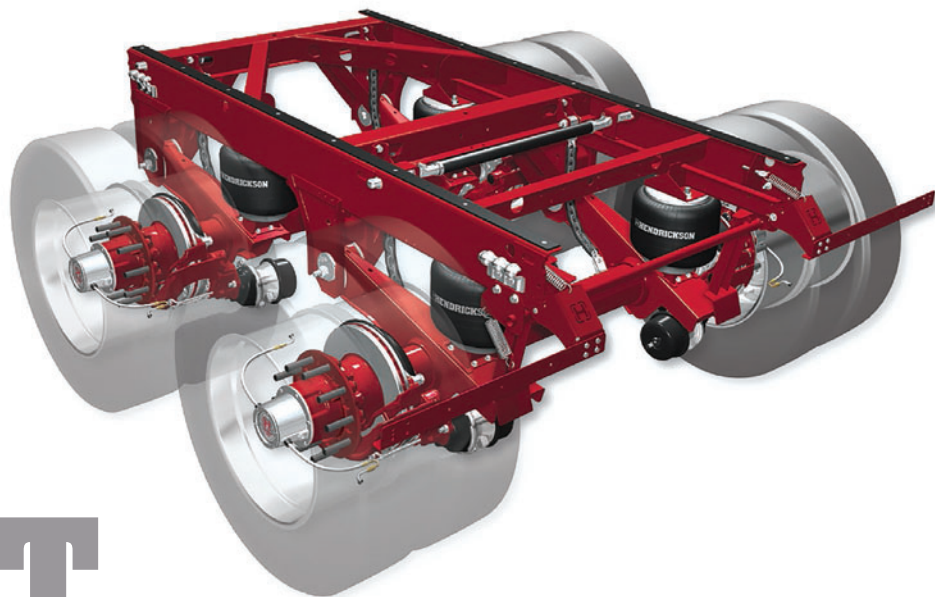
While there are many challenges associated with delivering such a wide variety of food products to such a broad customer base, Austin says the greatest obstacle is finding a steady stream of new drivers to keep pace with the company's growth. Although driver shortage is a problem that has plagued the transportation world in general, it is even more acute in the foodservice industry, says Austin, "where the physical and

high service demands placed on drivers has made this even more of a challenge to recruit and train candidates worthy of servicing our customers."

When it comes to suppliers, Flanagan's has high praise for **Trailcon Leasing**. The company became a customer of Trailcon this past August. It currently leases multi-temperature trailers – three leads and two pups – from Trailcon, and is in the process of adding another six leads and six pups in January 2016. "We chose to work with Trailcon because of its competitive pricing and solid reputation throughout the industry," says Austin. "Trailcon's service has met and often exceeded our expectations, with fast reaction and solutions to our problems."

“ We make use of industry-leading equipment in our fleet. ”

— Trevor Austin



FIRST

“SHOCKLESS”

air ride suspension technology



Hendrickson Trailer Commercial Vehicle Systems takes low-maintenance suspension systems to the next level with its ZMD® Zero Maintenance Damping® ride technology, available exclusively through the company.

“Our ZMD Zero Maintenance Damping air springs take the hassles of a common suspension wear item – the shock absorber – out of the maintenance equation entirely,” remarks Perry Bahr, vice president at Hendrickson Trailer Commercial Vehicle Systems. “We are excited and proud to unveil this one-of-a-kind technology that makes ‘shockless’ air suspension systems a reality.”

Available as standard equipment on ULTRA-A-K® air slider systems, and as an option on select VANTRAAX® integrated air slider models, ZMD technology reduces maintenance by eliminating the shock absorbers. Robust chain down-stops replace the rebound limiter function traditionally performed by the shock absorber.

In addition to reducing the risks associated with roadside inspections and CSA violations, these heavy-duty down-stops provide maximum durability, which translates to maintenance savings over the life of the trailer. Moreover, the robust down-stops provide reliable protection for trailers being loaded onto rail freight cars.

An additional benefit of ZMD air springs is enhanced ride quality; the patent-pending air springs integrate the damping function traditionally performed by the shock within the air spring itself, by exchanging pressurized air through channels interconnecting the bellows and piston. Unlike a shock absorber, whose damping capacity is finite and deteriorates with age, ZMD air springs provide continuous damping at a consistent rate over the life of the air spring, extending trailer component life.

Hendrickson’s state-of-the-art research and development testing, combined with real-world road conditions, has shown that ZMD achieves superior suspension damping, which translates to unmatched ride quality, driver comfort, and cargo protection.

For additional information on Zero Maintenance Damping air springs, contact Hendrickson Trailer Commercial Vehicle Systems in Canton, Ohio, toll free at 866-RIDEAIR (743-3247).

PMV container traffic keeps on growing



PHOTO CREDIT:
Port Metro Vancouver

Port Metro Vancouver (PMV) continues to ride the wave, as 2015 mid-year statistics show healthy growth in trade through the Pacific Gateway. Container traffic recorded substantial growth; an eight-per-cent jump in the number of 20-foot-equivalent units (TEUs) – and 11 per cent for import consumer products – outpaced the overall cargo increase of 1.5 per cent over the same period in 2014.

This larger-than-expected increase is likely due to the impact of U.S. cargo diverted to Vancouver earlier this year in response to labour unrest at U.S. west coast ports, and deflated results last year caused by the 28-day Vancouver trucking dispute in March 2014. Nonetheless, PMV expects steady growth in containers over the next decade and into the 2030s.

Big ships come calling in Halifax

“The Port of Halifax is emerging as a key player in the east coast–Asia trade,” said J.J. Ruest, CN’s executive vice-president and chief marketing officer, and the keynote speaker at Halifax Port Days 2015. This year, the Port was added to two routes via the Suez Canal, connecting eastern Canada to the Mediterranean, Middle East, and Southeast Asia.

The Port has gained new life with the recent arrival of several post-Panamax container ships (vessels that are too wide to go through the Panama Canal). In August, French container carrier CMA CGM’s Vivaldi became the largest container vessel to berth at the Port and on Canada’s east coast, with 8,478 TEUs (20-foot-equivalent units) of containers from China, Malaysia, and Vietnam (the Port’s largest carriers previously were in the 7,500-TEU range). Shortly thereafter, Hapag-Lloyd’s 8,750-TEU Budapest Express came calling, while September saw the arrival of the OOCL Southampton, an 8,063-TEU vessel.

The new ships come as welcome news to the struggling Port, whose volume of containerized cargo plummeted 10 per cent in 2014, and nine per cent during the first half of this year, causing it to operate significantly under capacity.

Meanwhile, an expansion to the Suez Canal this year doubles the current transit capacity and dramatically shortens waiting times for vessels, making the Suez-to-Halifax route even more competitive with services going via Panama or the West Coast.

CN recognized again for sustainability leadership

For the fourth consecutive year, CN has earned a place on the Dow Jones Sustainability Index (DJSI).

The DJSI surveys sustainability leaders from each industry on a global and regional level, assessing such issues as corporate governance, risk management, climate-change mitigation, supply-chain standards, stakeholder engagement, and labour practices.

“CN leads the North American rail industry in fuel efficiency, consuming 15 per cent less fuel per gross-ton-mile overall than our peers,” says Jim Vena, CN executive vice-president and chief operating officer. “This important recognition highlights our ongoing commitment to operating a safe and environmentally responsible railroad.”

Intermodal units: slow but steady

For the first eight months of this year, Canadian intermodal units totalled 2,073,176. That’s an average of 60,976 per week, for a total increase of 6.4 per cent over the same period in 2014, according to the Association of American Railroads.

The pace slowed later in the year, as volume on intermodal containers and trailers for the first 36 weeks of 2015 (to the week ending September 12) was up only 0.6 per cent from the same point last year.



Hiking AND Biking IN THE Netherlands

By Sarah Boughton and Joshua Schoenmakers

If you're planning a trip "over the pond," consider spending a few days or more in the land of tulips, windmills and canals. The Netherlands is a beautiful country, with so much to see and do. Direct flights from Toronto to Amsterdam's Schiphol Airport make it an easy destination to reach, and the country's reliable public transportation system can get you anywhere in a short period of time.

At the end of May 2015, we spent the last five days of our European backpacking adventure in the Netherlands to attend a family reunion. While the weather during this time was certainly enjoyable, if you want to visit during the Tulip Festival when it's peak blooming period, it's best to go earlier in the season, between April 25 and May 5. The tulips in bloom cover over 16,000 acres. If this isn't enough to really understand why the Netherlands is known as the "flower shop of the world," just outside of Amsterdam in Aalsmeer, you can spend a morning at the world's biggest flower auction. FloraHolland (www.floraholland.com/en/) is the auction company where over 20 million flowers and plants are sold every single day!

We spent two full days in the capital city of Amsterdam. A few days there is enough time to see most attractions and to get a taste for the city. Since Amsterdam is relatively small, we recommend exploring by foot, as you will be sure to stumble upon many interesting things. Since we are cheese lovers, we spent a whole afternoon visiting Dutch cheese stores and enjoying unlimited samples. Visiting a cheese and wooden-shoes factory is also a great experience. You can see how Gouda cheese is produced, and learn about the process of making wooden shoes as well. Cheese wheels and wooden shoes make for great take-home gifts (just make sure the cheese is pasteurized).

A trip to Amsterdam is not complete without a visit to the Anne Frank House. This historic house and museum is where Anne Frank and her family hid from Nazi persecution during World War II. The house has preserved the hiding place of Anne Frank, and has original objects, photos and films. The Anne Frank House is a very popular tourist spot, so we recommend going early in the day to avoid long lineups (we also suggest reading *The Diary of Anne Frank* to truly appreciate the museum).

In the evening, strolling through the Red Light District is a must! While some might think it's best to stay away from there, it is actually one of the oldest and most beautiful parts of Amsterdam, with cobblestone streets, narrow canals, and very interesting architecture. In Amsterdam, window prostitutes have been legal since 2000, and due to government regulations, the safety of the area and conditions of workers have improved immensely. We are not suggesting that you spend all of your time there, but seeing the red-lit windows is a once-in-a-lifetime experience.

To understand how the locals live, renting a bicycle to explore the city would be a fun – but perhaps dangerous – adventure! We chose to stay on our feet instead, because there are over 800,000 bikes in Amsterdam – more bikes than people! Watching cyclists from the safety of a café patio is a great way to spend the afternoon – thousands of them pass by carrying groceries, schoolbooks, and even their children. We realized that biking is probably the reason why so many Dutch people are in great shape. If you do stop at a café patio to take in the sights, be careful what kind of café or “coffee shop” you go to. Unlike the menu we are used to at Tim Hortons, most coffee shops in Amsterdam can legally sell marijuana along with their coffee, tea, and snacks!

Since Amsterdam is a bustling city with live music and entertainment available until the wee hours of the morning, we recommend choosing accommodations outside of the city centre to ensure a good night's rest.



Josh and Sarah biking in Megen.

dating back to the early 1700s. We were fortunate enough to be visiting during the one day a year when the monasteries are open to the public. We explored the beautiful gardens, purchased local honey, and got to see inside the gates, which are normally closed. Another highlight was a morning making friends with Dutch horses and watching horse-vaulting practice. Horse vaulting originated in the neighbouring country of Germany, and has become a popular sport in the Netherlands too. We really enjoyed a quiet few days in Megen, visiting with family and unwinding after our whirlwind trip.

The Netherlands not only has the most beautiful scenery, but also the friendliest people a tourist could ever ask for. You are guaranteed to feel at home in this country, and you'll never want to leave!

The Netherlands or Holland: what's the difference?

The country of the Netherlands consists of twelve provinces. Two of them, North and South Holland, are the provinces that together form Holland. Due to the maritime and economic power of these provinces in the 17th century (North Holland is home to Amsterdam, and South Holland, to The Hague and Rotterdam), the Netherlands became known worldwide as Holland.

The tradition has continued. Many tourism websites refer to the country as “Holland” because, as one puts it, “Holland sounds more hospitable than the rather official ‘the Netherlands’.”

We rented an apartment (through www.airbnb.com) that was just a 10-minute tram ride to the city's centre. Apartment living is a great way to experience true Dutch culture while also saving money, as the downtown hotels are much more expensive.

It's not just Amsterdam that provides a good reason for visiting The Netherlands. In fact, exploring the countryside is even better! With endless canals, fields of grazing cattle, windmills and small villages, there are so many picturesque sites to see. For four days, we stayed with family in the small town of Megen. With a population of just over 1,600, Megen is beautiful and quaint, not a typical tourist destination. Being close to the river Maas, it is surrounded by a dike that not only protects the city from flooding, but also makes for a perfect biking path. We spent a lot of our time cruising around on our bikes.

In Megen, there are two monasteries,



The Red Light District in Amsterdam.

Sarah Boughton is the daughter of Trailcon Leasing president Al Boughton. Her fiancé and travelling companion Josh Schoenmakers has roots in the Netherlands.



TRAILCON

awards 2015 scholarship

David Boekee of Orono is the recipient of the 2015 Trailcon Leasing Trailer Service Technician Scholarship.

Boekee, a student at Waterloo's Conestoga College, was chosen for excelling in the Truck Trailer Service module of the College's Motive Power Fundamentals program, using criteria established by Trailcon Leasing, the Ontario Trucking Association Education Foundation, and Conestoga College. Trish Brisson, Trailcon's operations manager, presented the award to him at the College's 6th Annual Trades & Apprenticeship Awards ceremony.

"Skilled workers are very much in demand in Ontario, and we are pleased to award this scholarship each year to a deserving individual whose skills will one day benefit the trucking industry," says Al Boughton, president of Trailcon Leasing.

Conestoga College selects the winner using academic performance criteria along with established criteria to assess financial need. The Trailcon Leasing scholarship is funded by an endowment that the company established, and is administered by the OTA Education Foundation.

Cargo thieves hunger for food and drink

When it comes to cargo thefts in the U.S., one category is seeing more interest by thieves: food and drink is the most stolen type of freight since 2008, according to logistics security services provider FreightWatch International.

This product type is also experiencing a similar trend to what's being seen in the pharmaceutical category, in that its overall volume of thefts is dropping, but the aver-

age loss value is steadily climbing, based on FreightWatch data from the third quarter of 2013 through the second quarter of this year.

"As the availability of low-security and high-value loads diminishes, organized cargo criminals must broaden their efforts, targeting a wider variety of low-risk, high-reward shipments," says the FreightWatch report.

The most popular subtype in the food and drink category is sodas, juice, tea and water, with 16% of the total food and drink heists. Seafood and nuts, however, accounted for

◀ At the awards ceremony (from l to r): Stephen Speers, Chair, Trades & Apprenticeship (Motive Power Trades), Conestoga College; scholarship recipient David Boekee; and Trish Brisson, Trailcon's operations manager.

only 8% and 6% of the total, respectively, but recorded the two highest average loss values, at \$178,488 and \$160,491 each.

Meats, another cost-dense food, is a subtype that lies at the intersection of the high value and frequently stolen categories. With 12% of the total, it is the third most stolen subtype after canned and dry goods, and has the fourth highest average loss value, at \$78,397. Seafood accounts for 50% of thefts over \$250,000, with nuts accounting for another 25%.

Although the value of reported food and drinks cargo theft incidents is relatively low, ranking eighth out of 12 in the second quarter of the year, it is on the rise. "This product type is showing that trends seen in other high-value areas are not isolated to electronics or pharmaceuticals, but in fact, organized cargo criminals are actively and aggressively targeting food and drinks, and will continue to do so," says the report. "With no unique serialization to hinder the reselling of these products, criminals will continue to weigh the pros of easy obtainability and liquidation against the cons of perishability and medium-value density as they determine where to focus their efforts."

Outlook positive for Canada truck transportation: report

This year has proven to be a much better one for the Canadian trucking industry, according to GE Capital's Industry Research Monitor Q2 report. Demand for heavy-duty trucks continues, with double-digit growth of 15 per cent in 2Q15 versus last year, thanks to increased retail and freight activity. Low diesel prices, and a focus on reducing costs and improving efficiencies contributed to maintaining strong profitability.

"The freight environment during the second quarter of 2015 was aligned with the expected tailwinds of improved weather and retail activity," says the report. "Freight

trends for the third quarter should continue to show improvement, given recent positive employment trends coupled with expectations of a modest acceleration in GDP growth for the third and fourth quarter of 2015.”

The outlook is not without potential challenges, however, notes the report; the likelihood of vulnerable oil prices could keep the truck tonnage constrained for Western Canada, where freight and truckload (LTL) revenue decreased 50 per cent in the first half of the year.

Shippers voice concerns in CTA review submission

In its second submission to the Canadian Transportation Act review, the Freight Management Association of Canada (FMA) has expressed alarm over the inconsistency that exists in the oversight of inter-provincial trucking, reports the Ontario Trucking Association.

The submission deals with trucking issues and infrastructure, drawing attention as well to shippers’ concerns over the shortage of drivers; urban freight transportation; service disruptions at the Port of Vancouver; and the fact that Canada does not have a national highway policy.

FMA echoes trucking industry concerns related to the driver shortage and ensuring there is necessary capacity to meet future demand for freight services. It cites the Canadian Trucking Alliance’s submission stating that the driver shortage “will reach up to 33,000 across the country by 2020 in the for-hire sector alone, which represents a gap of at least 17 per cent of the driving force.”

The Association calls for all stakeholders to play a role in addressing this shortage. “The compensation and working conditions supplied by the trucking companies, the treatment of drivers by shippers, the oversight of training and qualification by provincial authorities, the consideration by federal authorities of the skill level of commercial drivers, and the implications for immigration law as it relates to foreign recruitment of drivers will all need to be addressed to ensure that trucking capacity will be available to meet the needs of Canadian society and the economy.”

PMTC enhances its partnership with TTSAO

The **Private Motor Truck Council (PMTC)**, which earlier this year announced a partnership with the **Truck Training Schools Association of Ontario (TTSAO)**, is now offering TTSAO’s SmartDriver for Highway Trucking course to PMTC

members. The course, which TTSAO has been offering to students entering the transportation industry, targets entry-level drivers, fleet drivers, and owner-operators, and focuses on the fuel-efficient operation of heavy-duty transport trucks.

“Knowing about fuel efficiency is important for all drivers,” says Mike Millian, president of the PMTC. “It helps our fleets save money, making our industry stronger.”

The two associations plan to explore further opportunities to meet the ever-growing challenge of driver shortage.

The TTSAO also recently announced its first annual conference, to be held February 23-24, 2016, at the Sandman Signature Hotel in Mississauga.

TRAILCON

appoints manager for new West Coast branch

With plans for expansion in the Vancouver, B.C., market, **Brian Jones** has joined our Trailcon group in the position of branch manager on the West Coast. Jones brings to the company an extensive 24-year career in the transportation industry. Working within the areas of Western Canada and the U.S., he has held the positions of vice-president of sales & marketing, logistics manager, and western regional manager responsible for sales, operations, and administration, in both the LTL and truckload side of the industry. He also recently served as general manager of a tire recycling company, where he was responsible for the day-to-day operations in Western Canada of the shredding, granulating, and mulch rubber divisions.

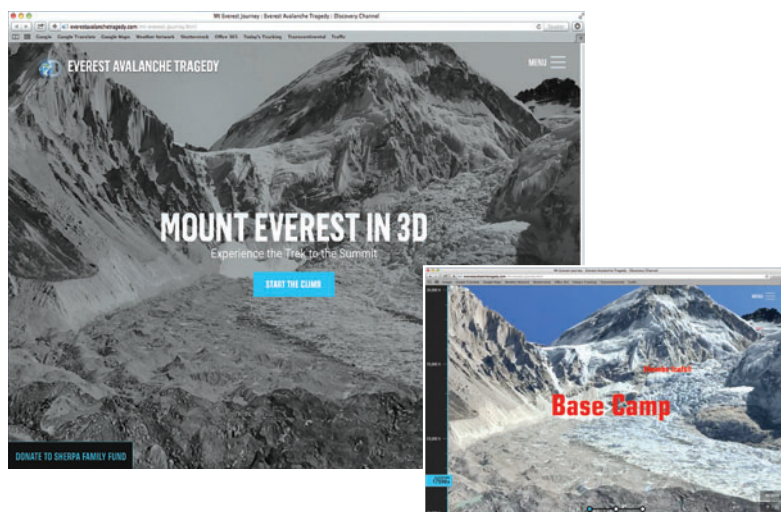


Brian Jones

“I’m truly excited and feel fortunate to have this opportunity to develop and service additional clients on the West Coast as we look to grow and open a branch in the Lower Mainland,” says Jones. “We already have a great base of national clients with trailers in B.C., and, with the branches in Edmonton and Calgary and mobile mechanics already in place, the potential for us in the West is very promising!”

Jones holds an Honors Degree in Business Administration from the Northern Alberta Institute of Technology in Edmonton, where he grew up and started his transportation career. He is married (Janice) with three children (Ashley, age 27; Matt, 25; and Kianna, 14), and has turned his hockey and fast-pitch playing days into being an avid spectator (and training/warm-up catcher for his teenage pitcher!).

Site-seeing



www.everestavalanchetragedy.com/mt-everest-journey.html

Have you ever wondered what it would be like to scale the heights of Mount Everest?

Well, with this website, you can take a virtual 3D trek from Base Camp to the summit in just a few minutes, tracing the route that the climbers take. Along the way, you'll pass through the Khumbu Icefall, where 16 Sherpa tragically perished in an ice avalanche in April 2014, and camps one to four.

A scale at the side of the page measures your ascent until you reach the summit at 29,035 feet. Once there, you can move your mouse to explore different views. Awe-inspiring and chilling.

Yuks from Yogi

Some of the famous fractured phrases of the inimitable **Yogi Berra**, the former Yankee catcher, manager, and coach, who passed away in September:

- *On travel directions:* "When you come to a fork in the road, take it."
- *On a spring training drill:* "Pair off in threes."
- *On his approach to playing baseball:* "Baseball is 90 per cent mental. The other half is physical."
- *On selecting a restaurant:* "Nobody goes there anymore. It's too crowded."
- *On how events sometimes seem to repeat themselves:* "It's déjà vu all over again."
- *On baseball attendance:* "If people don't come to the ballpark, how are you gonna stop them?"
- *On learning:* "You can observe a lot by watching."
- *On death:* "Always go to other people's funerals. Otherwise they won't go to yours."
- *On the fractured syntax attributed to him:* "I really didn't say everything I said."
- *And perhaps his most famous, on his team's diminishing pennant chances:* "It ain't over 'til it's over."

Source: *The Associated Press*

WORDWATCH

Read the Riot Act

When someone "**reads you the riot act**," it usually means they're chastising you for bad behaviour, and maybe giving you a final warning. The phrase actually originates from a real Riot Act designed to quell discord. And in order to take effect, it had to be read – out loud.

The original Riot Act was passed by British Parliament in 1714, aimed at "preventing tumults and riotous assemblies."

If a group of a dozen or more people showed signs of becoming unruly, the Riot Act enabled an officer of the law to approach the crowd and tell them to disperse, by literally reading them the Act, word for word, as follows: "Our Sovereign Lord the King chargeth and commandeth all persons, being assembled, immediately to disperse themselves, and peaceably to depart to their habitations, or to their lawful business, upon the pains contained in the act made in the first year of King George, for preventing tumults and riotous assemblies. God Save the King!"

Once the officer finished reading the sentence aloud, the group had a grace period of one hour to disperse. Those who remained after that time had committed a felony punishable by death. But all bets were off if the situation was spiraling out of control; the officer could recruit any bystanders to help subdue the rabble, without waiting the required one hour.

Apparently, the last attempted reading of the Riot Act was in Glasgow, Scotland, in 1919. It was finally repealed in the Criminal Act of 1967, but the term lives on, to the chagrin of anyone on the receiving end.

Source: www.slate.com



FILLING their SHOES

....continued from page 2

retention practices that support women in the workforce. “Only three per cent of Canada’s truck drivers, mechanics, technicians, and cargo workers are women,” notes Angela Splinter, CEO of THRC. Women also account for just 11 per cent of managers, 13 per cent of parts technicians, 18 per cent of dispatchers, and 25 per cent of freight claims/safety and loss-prevention specialists. “Any solution to the trucking industry’s intensifying shortage of personnel will clearly involve reaching out to this largely underrepresented group,” she adds.

In March, THRC held its inaugural *Women with Drive Leadership Summit*, which attracted sponsorship support from industry leaders, including Trailcon Leasing. Another Summit is scheduled for March 3, 2016, in Toronto.

For its part, the Toronto Transportation Club (TTC) has held three extremely successful annual “*Women in Transportation – Lunch & Learn*” sessions featuring influential female executives.

“What our lunch and learn tries to do is show women that there are lots of opportunities, and that this really should be an industry of choice for them because there’s so much great business to be done,” says Allen, who has moderated two of the events and now runs her own leadership development business, Peak Talent Development. “I think the Toronto Transportation Club is really setting the bar for other industries when it comes to promoting women in their business.”

With Foss instrumental in both the TTC and NextGen initiatives, Allen lauds the commitment that Trailcon has made. “It’s an investment that [president] Al Boughton is making in the development of people,” she says. “He wants to create opportunities for people to grow, and in a way that will benefit not only his business, but the industry in general. So I give high compliments to Al and particularly John Foss for what they’ve done to get this going.”



FRANK SAYS

Frank and I got together just before the federal election to make our predictions and to compare the overwhelming amount of polling information that was available for the 78 days leading up to October 19.

We also conducted our own poll of friends, family and colleagues, and it was during this review that Frank dropped the bomb on what he had discovered from his staff, not only on the federal election, but Frank had also done a sidebar survey on his staff’s knowledge and understanding of Kathleen Wynne’s new ORPP (Ontario Retirement Pension Plan) that will start being phased in as early as January 2017. Unknown to Frank, I had done the same thing at Trailcon, with identical results. One hundred per cent of my staff, including senior managers, had no knowledge of what ORPP was “really” about, the costs to them or to Trailcon, and the benefits that they would be entitled to upon their retirement.

The “Coles Notes” summary is as follows, with a comparison to a viable alternative, the federal TFSA (Tax Free Savings Account). This comparison is based on 40 years of contributions at \$1,710 per year, at an annual income of \$45,000.

	Liberal ORPP	Self-directed TFSA
Annual contribution	\$ 1,710	\$ 1,710
Assumed rate of return	2.8%	6.0%
Investment value after 40 years	\$ 54,800	\$ 263,700
Annual payout, for 30 years	\$ 6,410	\$ 19,157
Taxable amount	\$ 6,410	\$ 0.00

Realizing that my staff had almost no understanding of the ORPP, rather than send an e-mail, I drafted a memo on August 25, and included two editorials and articles from Toronto newspapers that detailed the Wynne deception. Worse than what this plan will cost all Ontarians every year is the annual rate of return (2.8%) over 40 years, as well as the fact that when you die, the Ontario government grabs your contributions and modest growth, with NOTHING going to your estate. On the other hand, a TFSA will perform better, and all of your contributions and growth over your life will be part of your estate. This new super pool of cash will be used by the Liberals to fund projects of their choice for vote-buying in future elections funded by ignorant Ontarians who have no idea of the warped deception designed by Premier Wynne and her band of Liberal MPPs.

As Frank says:

“This plan shouldn’t be called ‘ORPP’ but ‘WARPED’...
Wynne’s Automatic Retirement Plan – Everyone’s Deceived!”





Al Boughton's 2011
ZR1 Corvette.

RIDING AND CRUISING IN STYLE

Some came by motorcycle; others arrived in classic cars, drool-worthy sports cars, and restored vehicles of all types. The occasion was the **Ontario Trucking Association's** (OTA) third annual **Big Wheels Bike & Car Rally**. More than 60 OTA members and guests, comprising three geographic groups, made their way in the spectacular September sun to the final destination – the popular Hockley Valley Resort (www.hockley.com).

This year, Al Boughton of **Trailcon Leasing**, and Adam Horodnyk of TFX International Specialized Vehicle Transport captained the GTA & Surrounding group; Shawn Mackie of Mackie Transportation Inc. headed up the Eastern Ontario team; and Dave Einwechter of Challenger Motor Freight led the Southwestern Ontario group.

A mouthwatering lunch was provided for the GTA & Surrounding and Southwestern participants courtesy of Boughton, at his private residence in Caledon. Maple Lodge Farms was on hand with its special event trailer, serving up delicious chicken burgers, hot dogs and salads to fortify the hungry guests for the final one-hour scenic cruise to Hockley Valley.

Upon arrival, we were quickly greeted by friendly OTA and Hockley staff and served a variety of refreshments. Tailgating, ogling the variety of cars and bikes, and, of course, many laughs were all part of the afternoon, before everyone headed down to the garden for a fabulous BBQ dinner and live music. Many members spent the night at the resort, enjoying a great night's sleep in one of Hockley's modern and comfortable rooms.

If you would like to join in next year, watch for the date on the OTA website (ontruck.org). Should you wish to become involved in this event, or have any questions, please contact Joanne Benac, Events Coordinator, at telephone (416) 249-7405, or e-mail Joanne.Benac@ontruck.org.



OTA Big Wheels participants – GTA & Surrounding, and Southwestern groups



Al Boughton with Maple Lodge Farm special event staff.



Trailcon's Mick Crowe arrives on his 2005 Harley Fat Boy.



Some of the **COOL** and **CLASSIC** vehicles that made the scene at the OTA Big Wheels Bike & Car Rally.

Calendar of Events

2015

November 4-5

OTA Annual Convention

Ritz Carlton Hotel, Toronto

Contact: Ontario Trucking Association

Telephone: 416-249-7401, ext. 231

E-mail: yvonne.macauley@ontruck.org

Web: www.ontruck.org

December 3

TTC Annual Dinner

Royal York Hotel, Toronto

Contact: Toronto Transportation Club

Telephone: 416-886-5450

E-mail: membership@torontotransportationclub.com

Web: www.torontotransportationclub.com

2016

January 25-29

2016 COHMED Conference (Co-operative Hazardous Materials Enforcement Development)

Hilton Palacio del Rio Hotel, San Antonio, Texas

Contact: Commercial Vehicle Safety Alliance

Telephone: 301-830-6143

E-mail: cvsahq@cvsahq.org

Web: www.cvsahq.org

January 29

Supply Chain Leadership Forum

Schulich Executive Education Centre,
York University, Toronto

Contact: Schulich School of Business, York University

Telephone: 416-736-5079; 1-800-667-9380

E-mail: excedinfo@schulich.yorku.ca

Web: www.seec.schulich.yorku.ca

February 17-18

Cargo Logistics Canada Expo and Conference

Palais des congrès, Montreal

Contact: International Warehouse

Logistics Association

Telephone: 1-877-739-2112, ext. 62058

E-mail: info@cargologisticscanada.com

Web: www.cargologisticscanada.com

February 28 - March 2

Retail Supply Chain Conference 2016

Gaylord Texan Resort & Convention Center,
Dallas, Texas

Contact: Retail Industry Leaders Association

Telephone: 703-841-2300

E-mail: suzie.squier@rila.org

Web: www.rila.org

March 4-5

Distribution Centre Planning and Transportation Management

Schulich Executive Education Centre,
York University, Toronto

Contact: Schulich School of Business,
York University

Telephone: 416-736-5079; 1-800-667-9380

E-mail: excedinfo@schulich.yorku.ca

Web: www.seec.schulich.yorku.ca

March 6-9

Annual Convention of Truckload Carriers Association

Wynn Las Vegas Resort

Contact: Truckload Carriers Association

Telephone: 703-838-1950

E-mail: tcameetings@truckload.org

Web: www.truckload.org

March 13-15

2016 IWLA Convention & Expo

Omni Orlando Resort at ChampionsGate, Orlando, Fla.

Contact: International Warehouse
Logistics Association

Telephone: 847-813-0114

E-mail: convention@iwla.com

Web: www.iwla.com

April 12-14

SAE 2016 World Congress and Exhibition

Cobo Center, Detroit, Mich.

Contact: Society of Automotive Engineers

Telephone: 1-877-606-7323

E-mail: CustomerService@sae.org

Web: www.sae.org/congress

April 14-16

Truck World

Toronto International Centre

Contact: Joan Wilson, Show Manager

Telephone: 416-614-5817;

1-877-682-7469, ext. 247

E-mail: joanw@newcom.ca

Web: www.truckworld.ca

April 24-27

NASSTRAC Shippers Conference & Transportation Expo

Rosen Shingle Creek, Orlando, Fla.

Contact: National Shippers Strategic
Transportation Council

Telephone: 202-367-1174

E-mail: info@nasstrac.org

Web: www.nasstrac.org

April 25-28

2016 CVSA Workshop

Sheraton Chicago Hotel & Towers

Contact: Commercial Vehicle Safety Alliance

Telephone: 301-830-6143

E-mail: cvsahq@cvsahq.org

Web: www.cvsahq.org

April 29-30

AMTA Annual Conference

Rimrock Resort Hotel, Banff

Contact: Alberta Motor Transport Association

Telephone: 1-800-267-1003

E-mail: amtamsc@amta.ca

Web: www.amta.ca

May 1-3

CTRF 51st Annual Conference

DoubleTree by Hilton, Toronto

Contact: Canadian Transportation Research Forum

Telephone: 519-421-9701

E-mail: cawoudsma@ctrf.ca

(Carole Ann Woudsma)

Web: www.ctrf.ca

May 13-14

Truxpo 2016

Abbotsford, B.C.

Contact: Mark Cusack, Show Manager

Telephone: 506-658-0018; 1-888-454-7469

E-mail: mcusack@mpltd.ca

Web: www.masterpromotions.ca

May 15-18

WERC 2016 Annual Conference

Providence, Rhode Island

Contact: Warehousing Education and
Research Council

Telephone: 630-990-0001

E-mail: wercoffice@werc.org

Web: www.werc.org

June 15-17

SCMA 2016 National Conference

Niagara Falls, Ont.

Contact: Supply Chain Management Association

Telephone: 416-977-7111; 1-888-799-0877

E-mail: info@scmanational.ca

Web: www.scmanational.ca

June 19-22

2016 CCMTA Annual Meeting

Halifax Marriott Harbourfront

Contact: Canadian Council of Motor
Transport Administrators

Telephone: 613-736-1003

E-mail: ccmta-secretariat@ccmta.ca

Web: www.ccmta.ca