

REPORT ON Transportation

► PRESENTED BY TRAILCON LEASING INC. ►

FALL 2016 ► VOLUME NO. 60

NEW
LOCATION
Surrey, B.C.

Trailcon drives further west

After expanding westward to Edmonton and Calgary, Brampton, Ont.-based **Trailcon Leasing Inc.** has extended its reach even further with the opening of a new facility in Surrey, B.C.

Trailcon's purchase of **Stewart Trailers**, one of the largest welding, mobile service, and trailer repair facilities in the Greater Vancouver area, ...continued on page 2

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Celebrating the official transfer (from l to r): David Szlerek, mobile mechanic, Trailcon Leasing Surrey; Alan Boughton, president, Trailcon Leasing Inc.; Brian Jones, branch manager, Trailcon Leasing Surrey; Randy Drake, former president, Stewart Trailers; and Allan Cannon, mobile mechanic, Trailcon Leasing Surrey.

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Cover



Randy Drake (l), former president of Stewart Trailers, and Alan Boughton, president of Trailcon Leasing, in the ceremonial transfer of the company.

Trailcon drives further west

....continued from the cover

marks the beginning of a new era in trailer leasing and servicing on Canada's west coast. Stewart Trailers began operating as Trailcon Leasing on September 1.

"Adding more talented people to our team, along with an impressive facility in an accessible location, strengthens our operation in western Canada in such a concrete way," says Trailcon founder and president Alan Boughton. "I couldn't be happier about continuing our expansion because it means we are serving more and more customers at the highest level."

A new maintenance manager, and a lease and rental coordinator have joined the Trailcon team, and the company plans to expand its call centre to meet the needs of the west coast customers.

Former Stewart Trailers president Randy Drake will continue to work with Trailcon's Surrey team through the transition and beyond as operations manager. "The legacy of Stewart Trailers is in good hands and will continue to flourish," says Drake.

Trailcon's Surrey branch manager, Brian Jones, led the team responsible for bringing the Stewart Trailers operation into the Trailcon family in what Boughton describes as "a perfect fit."

The Surrey facility features 18,500 square feet of shop space, a 4,000-square-foot office building, and 15 bays on three acres of land, with five more acres available for future expansion.

This latest purchase follows that of Calgary-based Hubs Trailer Service two years previously, a move that Boughton says began to change the landscape of fleet leasing and support services in Canada's western provinces. "Our mission was to fully integrate Hubs into the Trailcon business model while retaining all the Hubs customers and employees," he says. "Once we accomplished this, we proceeded with a new acquisition that fit well with Trailcon's long-term progression. A friend once said to me: 'You can do it fast or you can do it right.' Trailcon believes in always doing it right, and the time was right for the Stewart Trailers acquisition."

After all, timing is everything.

Something for Nothing

In July this year, John Foss and I from **Trailcon Leasing**, along with David Bradley and Stephen Laskowski of the Ontario Trucking Association (OTA), had a very nice three-hour meeting and lunch with Patrick Brown, the leader of Ontario's Progressive Conservative Party, and the soon-to-be Premier of Ontario in 2018. The people of the province of Ontario can't get rid of Kathleen Wynne and her band of wasteful MPPs and bureaucrats soon enough. Just after our luncheon with Mr. Brown, details were released on monies spent by Wynne on the Ontario Retirement Pension Plan (ORPP) and what this cancelled plan has cost Ontario taxpayers. By the Liberals' own admission, the cost of this stillborn project was in excess of \$70 million. For less than six months of work, the Ontario Liberals paid the following people for doing almost nothing:

Neala Barton, *VP Communications*

Anne Slivinkas, *General Counsel*

Brian Gill, *CTO*

Jennifer Brown, *Sr. VP Operations*

Mary Anne Palangio, *CFO*

90 days of work

\$316,819

21 days of work

\$341,418

60 days of work

\$414,050

70 days of work

\$445,019

90 days of work

\$465,938

All of these payouts for people who basically did nothing was topped by the hiring of Saud Rafi, who has never worked in the investment field before, and for a couple of months of doing nothing, he was paid \$827,925. While all this was happening on Wynne's watch, Ontarians were losing 36,100 jobs in the month of July. I'm sure the readers of the "Report on Transportation" who didn't know the cost of ORPP and what payments were made to bureaucrats for doing nothing will think I made up these figures, but these are a matter of public record.

While meeting with Patrick Brown, we discussed many topics and, of course, any politician that you are supporting financially asks, "What can I do for you?" That, unfortunately, is the way the political system works in Canada and the rest of the free world. My answer to Patrick was simple and I'm sure quite different to what he is accustomed. I told him I want something, but the cost will be nothing – nothing to him and nothing to Ontarians, other than a little common sense and the proper direction and management of these changes by civil servants who are already on the Government of Ontario's payroll.

The first thing I want Mr. Brown to do as the Premier of Ontario is to direct the OPP to stop the needless closures of our highways for hour after hour for accidents that don't require this action. These senseless closures where there are no safety issues for those involved in the accident, surrounding residents or businesses, the

OPP, and the poor schmucks lined up on a divided highway for miles with no alternative route and no opportunity to exit must stop now.

The second thing I would ask Premier Brown to do is start enforcing the MTO standards for truck and trailer inspections and, in particular, the mandatory annual safety inspection. Ever since Ontario adopted these standards in 1989, there hasn't been a single charge or conviction for what is referred to as "lick 'em and stick 'em safeties." For years, transport companies and their service providers, including our competitors both large and small, have disregarded the regulatory standards set by the MTO. Never a week goes by where we don't have a report from one of our technicians of these infractions. In many cases, the sticker was not only

affixed to the trailer in a non-licensed yard, but the "mechanic" applying the sticker was neither licensed nor did he inspect the trailer. He simply put on a new annual sticker and the trailer was on its way. A reporting mechanism and/or structure needs to be established immediately to report these shoddy and illegal practices.

David Bradley and Stephen Laskowski of the OTA also had some great ideas to improve our industry, with each of those

improvements costing us nothing.

In every aspect of life in Ontario, we can find opportunities to improve processes and efficiencies that cost us nothing and, in most cases, save the province millions of dollars. These savings can be found in the healthcare system (just ask your doctor), the education system (think Toronto District School Board), and every department of the Ontario government.

Making suggestions to the current government in Ontario, Alberta and other provinces today is probably a waste of your time and money, but as Bob Dylan said, "the times they are a changing," and those who are in the running to replace those now in power are open and receptive to our ideas. The reason is simple: in Ontario, we're broke – actually, worse than broke, as we're \$308 billion in debt.

So now may not be the hour, but the changing of the guard is coming, so get out your cheque book, support the candidate who can replace the deadbeat MPP you have now, and include a letter with one good idea that will help our newly elected governments improve services without increasing costs or our taxes. And after the election, be sure to follow up with a visit, e-mail or phone call.

Your ideas will be welcome, and since all the cupboards are bare, your something will be better than doing nothing.

— **By Alan Boughton**, President, Trailcon Leasing Inc.



WINNERS OF THE
TEAM CATEGORY:
Canada Cartage
drivers (from l to r)
Richard Wills,
Marc Lefebvre,
Stephen Hughes,
and Kevin Bradshaw.



Photos: Bruce Leonard

Teaming up with Toronto Regional Truck Driving Championships

Excellence comes in many forms, and this past May, **Trailcon Leasing Inc.** joined forces with the 2016 **Toronto Regional Truck Driving Championships** by providing one of its new 53' trailers for the five categories of competition.

Nearly 50 of Toronto's top professional drivers, along with some 200 spectators, congregated at The Powerade Centre in Brampton, Ont., to take part in the Championships. Judges rated competitors on their knowledge regarding rules of the road, safety, courtesy and efficiency, and also measured their skills in handling the types of vehicles used in the competition – skills that move our nation's commerce and can potentially save lives.

— By Steven G. Duffy, safety and compliance supervisor, Canada Cartage

Trailcon provides aid to Fort McMurray

During the devastating wildfires in Fort McMurray, **Trailcon Leasing** provided three tridem vans to our valued customer, Pepsi, to transport its donated supplies of water and Gatorade to first responders. Pepsi was given special clearance to join the police-escorted convoy of more than 400 vehicles carrying much-needed supplies.

Trailcon also worked with the Northern Alberta Transportation Club, Ecco Transport Services, and Edmonton radio station 100.3FM The Bear to provide tandem vans at specific drop locations to help the Edmonton Food Bank collect food supplies for the thousands of displaced people.



Triple Eight Transport Inc.

HOMEGROWN SUCCESS

It's not all that often that we hear of trucking companies operating as a home business. But that's exactly what Pardeep Arora did when he founded **Triple Eight Transport** as a single truck operating out of the garage of his house in Abbotsford, B.C. Fifteen years later, he has parlayed that humble beginning into a thriving business employing 185 people and operating out of spacious new headquarters in Abbotsford.

But he would be the first to admit he couldn't have done it without the support of his close-knit family and trusted team. Upon emigrating from India with his wife Deepati and their two sons in the mid-1990s, Arora began team driving with his brother, Jaswinder, in 1999.

But when his father, Hem Raj, passed away, Arora knew he had to step up to help the family. That was the catalyst for starting Triple Eight, dedicated to his late father.

Arora called the company Triple Eight in honour of the day he met Deepati – November 8 – and the day they were married – December 8. The third eight is a tribute to their eldest son, who was born in August – the eighth month – on the 26th day. Added together, 2 plus 6 equals 8 – yet another auspicious sign.

Since its establishment in 2001, Triple Eight has offered end-to-end service, by employing multiple transportation methods to cover all parts of the supply chain, from origin to destination.

"As a driver, I learned from the ground level, so when I started Triple Eight, I could project what our customers were looking for," says Arora.



Pardeep Arora

Triple Eight Transport now provides service from British Columbia to Toronto and all points in between, as well as to 48 U.S. states. And Arora doesn't intend to stop there; plans are to expand east of Toronto, growing organically to service major suppliers and retailers throughout Canada and the U.S.

The operation now boasts 100 company drivers and 50 owner-operators, and a fleet of reefers, dry vans, and semi-trailer trucks. It is equipped to transport everything from fresh and frozen foods, to dry goods and specialty products like electronics.

While the downturn in the western economy has taken its toll, Triple Eight is meeting the challenge by "keeping tight relationships with our existing customers, adding new, busy lanes, and adding dry-van business," says Arora.

Triple Eight became the first B.C.-based customer among **Trailcon Leasing's** western region clients when it began leasing trailers in April from the company's new Surrey branch. Arora says Triple Eight chose Trailcon primarily for its flexible leasing option.

Pardeep Arora's success is proof of the power of perseverance and hard work. Ever humble, he is grateful for the opportunities his adopted country has given him, and for his team. "This is the Canadian dream, to come to Canada and live this wonderful life, and run this business," he says. "I have a hardworking family and very dedicated staff, and without them, Triple Eight wouldn't be possible."



“Equipment you can count on.
People you can trust.”

— Triple Eight motto

CPAP devices today are much lighter, quieter, and more convenient.

Photos: Philips Respironics. Used with permission.



diagnose and treat. Baker notes that there is no impact on a driver's livelihood if he is diagnosed with OSA, as long as he receives treatment for it. Treatment is "Continuous Positive Airway Pressure," or "CPAP" therapy. Testing can be done with portable equipment even as the driver is sleeping in the truck or at home, while the treatment can be set up within an hour, using equipment that is now much lighter, quieter, and more convenient.

According to a 2006 pilot study of commercial truck drivers, participants slept 73 per cent longer as a result of implementing CPAP therapy.

Unfortunately, many drivers are reluctant to be tested because they know that if they are diagnosed with OSA, they will have to treat it and demonstrate compliance to the treatment to maintain their commercial operators license. Consequently, long-haul business operators and companies with large fleets, or perhaps insurance companies, may need to mandate testing.

"We believe there is significant benefit to OSA testing, not only to commercial truck drivers and their families, but also to their employers, their clients, their insurance carriers, and the public," says Baker.

Treating SLEEP APNEA helps everyone breathe easier

Obstructive Sleep Apnea (OSA), a potentially serious sleep disorder, has profound implications for the commercial trucking industry – and the public at large.

The condition occurs when throat muscles intermittently relax and block the airway, causing breathing to repeatedly stop and start during sleep.

It's more common than you might think: one in four men over 40 has OSA, and that figure is even higher in the long-haul truck-driver cohort, says Scott Baker, managing partner, InspiAIR, a respiratory healthcare company situated in the Greater Toronto Area.

"The sad truth is that approximately 90 per cent of the male demographic don't know that they have OSA, or they know it but don't treat it," he says. "Untreated OSA is a significant industry and public-health issue."

OSA can increase the likelihood of stroke, as well as cause stress on the heart, mood disturbance, diabetes, weight gain, and other health problems. The lack of sleep results in reduced alertness, slower

reaction time, and a six-fold increased risk of car accidents.

The trucking industry is encouraging drivers to be tested for OSA. With current technology, the disorder is easy to

Clearing trailer rooftops when snow season hits

As we gear up for another season of winter weather, carriers will have to wrestle with the perennial problem of snow and ice accumulating on the roof of their trailers, posing a safety risk.

Enter **SnowEdge**, a patented new device that can quickly and easily solve the problem. SnowEdge, by **WINIX Developments**, attaches to a telehandler, forklift or wheel loader, and acts like a blade to remove the snow and ice from the trailer rooftop, clearing it within minutes.

Because SnowEdge is compatible with several styles of machinery and is fully mobile, it can easily be moved from one site to another. Its 12-foot reach also gives it the ability to scoop the snow away from under the front of the trailer in seconds, so tractors can gain access.

For more information, visit www.winix.ca/snowedge.



INTERMODAL RESULTS FLAT

for Canadian railroads



Photos: Canadian Pacific

For the week ended September 10 of this year, Canadian intermodal units totalled 56,374, up just 1.1 per cent compared with the same week in 2015, according to the Association of American Railroads.

For the first 35 weeks of the year, Canadian railroads reported total intermodal units of 2,072,204, down 2.9 per cent year to date versus 2015. Total rail traffic was down 6.9 per cent as most sectors reported declines.

Melford container terminal gets investment boost

A proposed global container terminal in Nova Scotia is that much closer to becoming a reality following the announcement of a joint venture among Melford International Terminal, Cyrus Capital Partners LP, and SSA Marine, the world's largest independent privately-held marine terminal operator.

The 315-acre \$350-million marine container terminal, to be constructed on the Strait of Canso in Cape Breton, would become the closest North American port

on the Great Circle Route to Europe and Asia via the Suez Canal.

"We believe Melford, with its 20 metres of draft, the ability to reduce delivery time to U.S. and Canadian markets by two to six days via a local rail connection to the CN network, excellent workforce, and private ownership combines all the beneficial attributes to quickly establish itself as the preeminent first port of call for North America," says Mark Knudson, president of SSA.

The project is waiting for a commitment from a cargo carrier to call at the port before construction begins.

Traffic slows at Port of Vancouver

A softened global economy, the weakened Canadian dollar, and some containerized cargo shifting back to U.S. ports following a labour disruption on the U.S. west coast last year have contributed to lighter-than-usual traffic through the Port of Vancouver, according to the port authority's 2016 mid-year statistics report.

Between January and June, 1.4 million TEUs (20-foot-equivalent units) moved through the Port, a decrease of 6.5 per cent from the same period in the record-breaking 2015 year. However, a report by U.K.-based Ocean Shipping Consultants forecasts container traffic through the west coast of Canada to grow at four per cent annually from 2016 to 2030, requiring additional terminal capacity by the mid-2020s.

New leadership at helm of CN and CP

Canada's two major railways have appointed new leaders.

Luc Jobin became president and CEO of CN on July 1, replacing Claude Mongeau, who stepped down after 22 years with the company. Jobin joined CN as executive vice-president and chief financial officer in 2009.

Meanwhile, at CP, Kevin Creel, currently president and chief operating officer, will assume the role of president and CEO on July 1, 2017. He takes over from

E. Hunter Harrison, who will continue to consult for the company. Creel and Harrison both worked at CN previously.

Both railways reported lower net income in the second quarter of this year compared with the same period the previous year. CN posted net income of \$858 million compared with \$886 million in Q2 2015, while CP's net income fell 16 per cent to \$328 million. Jobin said international intermodal volumes, down four per cent, were expected to remain "challenging."



Luc Jobin

The 60-foot Cruise Craft II houseboat that the Krell family rented.



Mike and his son Evan having fun on the Seadoo.



Holidaying by Houseboat in B.C.

— By Mike Krell

Every year, our family books a vacation during the summer. I was planning a business trip to visit our Trailcon branches in western Canada, and I thought it would be a great opportunity to tie in our family vacay. While on a call with one of our suppliers in the west, I thought I would tap into him for suggestions on something new for us to do while on our western adventure. The first suggestion that came to his mind was a houseboat vacation. He had experienced the houseboat holiday with his family, and had a great time. So our conversation ended with the name and number of a company called Twin Anchors Houseboat Vacations. In the past, some of our vacations had included renting a pop-up camper, RV touring, cottages, boats, cruises, etc., so the next logical move surely would be to roll it all into one and rent a houseboat!

My initial image of a houseboat was of a barge with indoor/outdoor carpeting glued to the floor, a 1970s-type aluminum camper bolted to it, all powered by a 9.9-horsepower outboard motor, rocking back and forth down a choppy body of water. However, as soon as I pulled up the Twin Anchors website, I realized that my image of a houseboat was very distorted.

When I called to inquire, Twin Anchors suggested that we would be pretty comfortable on its entry- to mid-level Cruise Craft II. This little vessel is 14'6" wide x 60' long, approximately 1,700 square feet, sleeps 15 people, with two staterooms, one bunk room, 1-½ baths, full kitchen, dish washer, dryer, fireplace, TV, sound system, and BBQ all on the main floor, and a loft with two double beds, hot tub, water slide, and wet bar on the bridge deck – should be big enough for the four of us!

At the top of the beautiful Okanagan Valley in British Columbia is Shuswap Lake. This is where our houseboat vacation would take place. After flying into Calgary, we



"Captain" Mike Krell at the helm of the houseboat.

drove a five-hour route, with numerous picturesque stops, to Sicamous, B.C. Upon arrival at the Twin Anchors dock, we attended the orientation on how to captain our ship. As we walked onto the boat, we were instantly impressed with the size, layout, and amenities. We couldn't wait for the orientation to be over and get her out on the water. After the orientation, we hit the local grocery store and, of course, liquor store, and quickly returned with our rental car bursting with the good food and drink that would see us through our four-day excursion. The porter service greeted us, and quickly and efficiently loaded all of our gear onto our boat. We were loaded up and ready to set sail.

Twin Anchors has over 100 houseboats in its fleet, which are tightly lined in the harbour. In order to get you going, one of the staff takes the boat out to the main channel, then gives you the wheel and hops off as he is picked up by another small boat. At this moment, you are in control of your own vessel and destiny!

Shuswap Lake is in the shape of a letter "H," with over 1,000 kilometres of shoreline, and reaching depths of 530 feet. Our initial plan was to explore one of the four "arms" each day in order to see the whole lake and get as much out of the trip as possible. Well, the boat travels at a maximum speed of 13 kilometres per hour, and to get from the marina to the top of one of the arms in the "H" would take five-plus hours. Seeing as this was to be a vacation and not one constant voyage, we quickly regrouped and decided that the whole lake was just too much to travel in one trip.

Cruising down the lake, you can't help but take notice of the glide of the boat through the water. It is a very smooth ride, not requiring you to seek out your sea legs. Each day, we cruised the lake looking for a new beach to not only play on, but to "beach" on. Each night, the houseboats must be beached by dusk, and this is a prime time to break out the marshmallows and enjoy a campfire on the beach. So whether you "beach" your houseboat in one spot for the duration of your holiday, or explore a new beach each night, that part is entirely up to you.

For additional fun and recreation, we rented a kayak, as well as a two-seater Seadoo, that we towed along behind us. This was a great way to explore, burn off some energy, and tow the kids on the tube. The Seadoo became a valuable tool for us in seeking out our next beach destination, as it's a little quicker than the houseboat's maximum speed.

Shuswap Lake has a floating barge at the centre of the "H" called The Sea Store. There you can rent various water crafts, and buy fuel, groceries, souvenirs, clothing, firewood, and fishing supplies – just about any item you can think of. Also floating in the centre of the "H" is a restaurant and bar called The Shark Shack. Offering dine-in and takeout, The Shark Shack can give you a break from the kitchen. You can cruise over and tie off to both amenities on the lake.

The scenery is truly amazing, and you often feel like you're the only ones on the lake. There is no better way to enjoy the views than sitting in the rooftop hot tub, which we enjoyed day and night. In the evening, the sunsets led to glass-like water and a sky full of stars. Stargazing on the lake, in the hot tub, with a glass of wine, seemed like the perfect way to end each night. One evening, we were greeted by the moon rising over the mountain, lighting up the sky and sending a moonbeam across the lake.

Houseboating was a different way to travel to experience remote beaches, the towns, hiking trails, waterfalls, and all that a lake can offer. So whether you travel with a family of four, or a group of 15 family and friends, there is fun and beauty to be enjoyed on Shuswap Lake from your very well-appointed houseboat.

— Mike Krell is vice president, sales & marketing, at Trailcon Leasing Inc.

The clouds reflected in the glass-like surface of Lake Shuswap.



Daughter Chloe and son Evan in the kayak the Krells rented along with the houseboat.



Shuswap facts and figures

Shuswap Lake, located in south-central British Columbia, consists of four arms – Salmon Arm, Anstey Arm, Seymour Arm, and the main lake – that form a shape similar to the letter "H." The 120-square-mile lake is the source of the South Thompson River, a branch of the Thompson River, which is a tributary of the Fraser River. The name "Shuswap" is derived from the Shuswap, or Secwepemc, First Nations people.



Industry welcomes MANDATORY TRAINING for new drivers

Hailing it as a “game changer,” David Bradley, CEO of the Ontario Trucking Association, welcomed the announcement by provincial transportation minister Stephen Del Duca to implement **mandatory entry-level training** (MELT) for any new drivers wishing to take the Ontario tractor-trailer (Class A) road test.

The rule will take effect July 1, 2017, to provide a one-year phase-in.

“We believe MELT is an important safety measure,” said Bradley in an editorial following the June 28 announcement. “It will also help ensure carriers will have an adequate supply of consistently trained, quality new drivers in the future.” He added that, while it may seem counter-intuitive to raise the bar on driver training and licensing at a time when carriers are grappling with a long-term, chronic driver shortage, “MELT will, in our view, eventually help the industry to attract more, better-qualified people to the occupation.”

It will take approximately four to six weeks for candidates to complete the required training, both in-class and practical. Only those schools or organizations approved by the province will be permitted to deliver the Commercial Truck Driver Training Standard (A) course.

Ontario is the first jurisdiction in Canada to take this step. “We are hopeful others will follow,” said Bradley.

Western transport sectors face critical worker shortage

More than 177,375 jobs will need to be filled in four transportation sectors across the four Western Canadian provinces in the next 10 years, according to findings from the “Asia Pacific Gateway Corridor Labour Market Information Project,” an initiative of the Asia Pacific Gateway Skills Table.

The Project examined future labour-supply needs in 34 occupations in the air, logistics, rail, and trucking sectors within the Asia Pacific Gateway Corridor consisting of British Columbia, Alberta, Saskatchewan, and Manitoba.

The data indicated that employers in these four provinces would face hiring challenges as early as 2017, largely because many experienced workers are retiring and others are moving to other provinces.

The Project predicts that Alberta’s economic recovery will begin in 2017, at which time it will begin to experience some challenges sourcing workers, with increased difficulty fulfilling labour-supply needs in 2018. Since Alberta will account for nearly half the job growth in the Asia Pacific Gateway Corridor, it will also create challenges across the other three provinces.

Meanwhile, on a national basis, the shortage of professional truck drivers in the for-hire trucking industry is escalating more rapidly than industry analysts previously thought, according to a new study prepared for the Canadian Trucking Alliance (CTA). Titled “Understanding the Truck Driver Supply and Demand Gap,” the latest study updates the association’s 2011 version of the same name, which predicted a driver gap of up to 33,000 drivers by 2020. The new study’s forecast calls for a shortage of 34,000 drivers by 2024, reflecting an increase in demand of 25,000 and a decrease in supply of 9,000. The demand for drivers is expected to grow the most in Ontario, followed by British Columbia, while the expected gap between driver demand and supply is forecast to be highest in Ontario and Quebec.

David Bradley, CEO of the CTA, says the study “should be a wake-up call and reminder to everyone – carriers, shippers, and governments – that while the current

lacklustre economic activity may be taking some of the edge off the driver shortage in the immediate term, the underlying trend points to a long-term chronic shortage of truck drivers.”

Transport Canada analysis favours ELD mandate

Momentum is building for the federal government’s proposal to mandate the use of Electronic Logging Devices (ELDs) by federally regulated motor carriers and commercial vehicle drivers, to demonstrate compliance with the Commercial Vehicle Drivers Hours of Service regulations.

In August, Transport Canada released a Cost-Benefit Analysis (CBA) showing that benefits are expected to exceed the costs associated with a Canadian ELD mandate by a 2:1 ratio. According to the CBA, “ELDs are an effective compliance tool to reduce the potential for driver fatigue and the likelihood of a driver reporting incorrect data on a paper log book.” The CBA showed that, in total, drivers will save about 20.08 hours per year currently spent administering paper logs.

The Canadian Trucking Alliance (CTA) has been championing ELDs for more than a decade. “Now that the federal government has made its path clear, we call on all provinces to get on board and extend the mandate to provincially regulated vehicles as well,” says David Bradley, CEO of the CTA.

Transport Canada is expected to kick off the formal regulatory process with a Canada Gazette Pt. 1 notice as early as Spring 2017. The U.S. has a compliance date of December 2017 for its ELD mandate, with grandfathering provided for qualifying technology until December 2019. Transport Canada says it wishes to align with the U.S. to the extent possible.

New resources for women in trucking

Trucking HR Canada has released three new resources as part of its “Women with Drive,” a national initiative focused on supporting and increasing women’s participation in the trucking workforce.

“My Toolbox for Mentoring Women”

will help trucking employers, association groups, female drivers, and others learn effective and practical approaches to mentorship. The accompanying “Inventory of Resources” includes information on organizations, programs, and networks dedicated to supporting women.

The mentorship toolbox offers three different models that can accommodate various occupations, from drivers to office workers.

“Mentorship is a proven retention tool, and we know that women in the industry are looking for more mentorship opportunities,” says Angela Splinter, CEO, Trucking HR Canada.

A “Women in Trucking” video was also produced to promote the career opportunities that exist in the industry. While women comprise 48 per cent of the labour force, they represent just three per cent of drivers, mechanics, transport trailer technicians, and cargo workers; 11 per cent of managerial staff; 13 per cent of parts technicians; and 18 per cent of dispatchers.

All materials are available as free downloads at www.TruckingHR.com.

The organization is also hosting “Driver Connect and Share,” a networking event targeted at truck drivers, on November 12, as part of its “Women with Drive” initiative.

Mercedes-Benz Trucks prints 3D parts on demand



Copyright Daimler.

In a move that transforms the supply chain, Daimler’s Mercedes-Benz Trucks is using three-dimensional (3D) printing to make plastic spare parts on a just-in-time basis.

Rather than stocking and shipping vehicle parts across the globe from Germany, Daimler can now send a digital blueprint of a spare part to a printer that can convert special inks into hardened plastics.

As of September, the manufacturer was offering some 30 3D-printed replacement parts for its Actros line of semi-trucks, for such parts as spring caps, air and cable ducts, clamps, mountings and control elements.

The “printed” spare parts are created with 3D printers based on the Selective Laser Sintering (SLS) printing process and ordered using the special spare part number, even for parts on models that are several decades old.

Trailcon awards 2016 scholarship

Alexander Leech is the recipient of the **2016 Trailcon Leasing Trailer Service Technician Scholarship.**

Leech, 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 (OTAEF), and Conestoga College.

“I just started my apprenticeship this past May, and the award helped me out substantially,” said Leech in a letter of appreciation to the OTAEF. “The award money that was put towards my tuition allowed me to put more of my savings towards tool purchases. . . I really appreciate the time and resources you spent to make this award possible, and would like to thank your organization and Trailcon Leasing for how much you helped me out.”

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 OTAEF.

Change in the air – will drones deliver?

There may be a new mode of delivery, if the CEO of Drone Delivery Canada (DDC) has his way. “Our business is to build Canada’s first ‘railway in the sky’ on our depot-to-depot model,” says Tony Di Benedetto. Depot-to-depot delivery focuses on rural areas, and provides services from warehouse to warehouse, while the depot-to-consumer model offers logistics services from a retailer/warehouse direct to a consumer’s home or business location.



DDC, headquartered in Vaughan, Ont., has been testing drone – also known as unmanned aerial vehicle (UAV) – delivery in Waterloo, Ont., where it partners with University of Waterloo in developing the technology. Recently, the company announced an agreement with Canadian e-commerce retailer Shop.ca to provide next-generation UAV logistics services to its Canadian customers. “This effort not only provides recognition of our technology, but also moves us closer to commercial operations,” says Di Benedetto. The

drone delivery service will be commercially available to customers of Shop.ca once all necessary government approvals have been obtained – by 2018, he hopes.

Transport Canada is to roll out new regulations for drones late next year. Di Benedetto plans to first use the technology to deliver supplies to rural and remote parts of Canada, where there are not as many restrictions surrounding drones as in urban areas.

Some other countries are more advanced in the regulatory process. Japan, for example, has already begun to test drones for home delivery of such products as medical supplies and bottles of wine in the coastal city of Chiba, while the U.S. Federal Aviation Authority recently released a new set of rules to pave the way for the commercial drone industry.

Shipping company Maersk is also experimenting with the use of drones to replace small boats in the delivery of spare parts and other items to container ships.

Flipped flop

What do you get when you flip a 1999 Chevy Camaro and fuse it with an old Ford Festiva? The Upside Down Camaro Race Car. The brainchild of Jeff Bloch, known for creating wacky vehicles, this monstrous mashup has a horsepower of 60, and can reach 90 mph on a straight road.



WORDWATCH

The whole kit and caboodle

You may have heard of someone packing up their **“whole kit and caboodle”** – in other words, all their worldly possessions.

“Kit” was an 18th century English slang term for “collection of objects,” as in a soldier’s “kit bag” containing supplies.

“Caboodle” was originally “boodle,” perhaps derived from the Old English word “bottel,” for a bunch or a bundle (the “ca” was added later for alliteration). It first appeared in the U.S. around 1833 to describe a crowd or pack of people or things, but later in the 19th century was used to mean “money,” especially stolen or acquired through illegal activity. While “boodle” in that sense has faded from use, “kit and caboodle” lives on, albeit not exactly in the common vernacular.



Sources: www.word-detective.com; The Phrase Finder, www.phrases.org.uk



FRANK SAYS

Frank's unexpected arrival at my office recently wasn't unusual, but the look on his face as he parked himself on the couch told me that he had something more serious than humorous on his mind. Frank had a file full of newspaper clippings from both the local and national newspapers, and the magazines *Foreign Policy* and *The Economist*. Say what you want about Frank, but you can't say he isn't well read.

Frank asked me to read the highlighted sections of over a dozen clipped stories; each one was about political movements that are forming around the world in direct response to terrorist attacks in the U.S., Belgium, France, and Germany, as well as hundreds in the Middle East and Africa. Maybe liberal-minded folks don't want to admit it, but all of these attacks were by Muslims with connections to Daesh, ISIS, ISIL, Taliban, El Qaeda, and other radical Islamic groups.

The articles that Frank had me read included such topics as Denmark's resurgent right wing that wants to ban all Muslims; France's banning of burkinis for not being compatible with French values; Germany's concern over the high levels of Muslim immigration and whether dual citizenships should be prohibited; and, of course, Donald Trump's platform of halting all Muslim entry into the U.S.

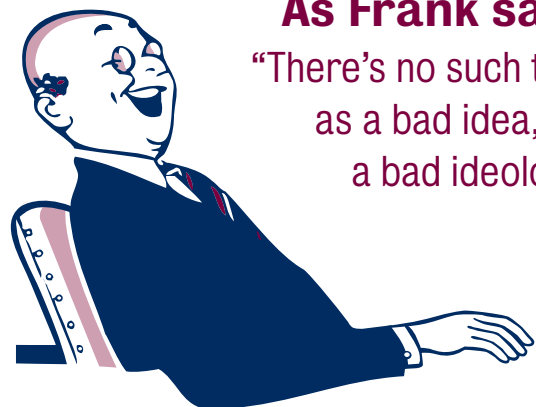
When I finished the pile, I didn't have much to offer, and neither did Frank until he handed me the last article, from *The Toronto Star* in September. It was a real eye opener, about a political party in Australia called "One Nation." The new party, headed by Pauline Hanson, won four per cent of the popular vote in this year's election, and four seats. That isn't many, but One Nation now holds the balance of power between the governing Liberals, and the Labour and Green parties that oppose much of the Liberal agenda.

Ideology:
a body of ideas
used in support
of an economic,
political or
social theory.

Religion:
man's expression
of his acknowl-
edgement of
the divine.

The platform of One Nation relative to Muslims in Australia and Muslim immigration is simple and disturbing – not to those who use Islam and translate the Koran to justify terrorist acts, atrocities, limiting women's rights, and generally medieval thinking, but to the rest of the 1.5 per cent of Australia's Muslim population who are peaceful, and who respect the freedom of religion that has been granted to them and others.

One Nation's platform advocates a complete ban on Muslim immigration, security cameras in mosques, a withdrawal from the United Nations refugee convention, a ban on the burqa in public, no new mosques, and the end of Halal food certification. One Nation wants to go one step further than Denmark, France, Great Britain, Germany, Finland, the U.S., or any of the other countries that are pushing back on Muslim immigration. One Nation wants an inquiry to examine whether Islam is a religion or an ideology. The ramifications of such an inquiry, if Australians deem Islam an ideology, will be far reaching, and will soon gain traction and momentum in other countries around the world, including Canada. I asked Frank if he thought that an inquiry like this was a good idea.



As Frank says:
"There's no such thing
as a bad idea, just
a bad ideology."



Howie Poulter at work on his 1970 GTO.

His rare – and super powerful – 2015 Dodge Challenger Hellcat.



A DRIVING FORCE

Howie Poulter has a passion for classic cars. He doesn't just collect them – he builds them too.

And up until recently, he raced many of them as well. Poulter, who is president and CEO of **Pomar Hardware**, a supplier to the national transportation industry, currently owns nine classic cars. Among his prized collection are a 1965 Pontiac GTO convertible, a 1970 GTO, a 1967 Corvette, a 2012 Callaway Corvette, a 1966 El Camino, and a rare, 707-hp 2015 Dodge Challenger Hellcat, said to be the most powerful factory muscle car on the planet.

A lifelong car enthusiast, Poulter has been a drag racer since the age of 16. "Lately, I've tried to stay away from the track, as I have a lot of family commitments with grandkids," he says. However, he hasn't parted ways with one cherished race car – a '64 GTO that he's owned since 1983. "It's a street car," he says, "but it runs 10.5 seconds in the quarter mile."

From time to time, he takes all his cars out for a spin – all, that is, except his 1941 Willys, which he takes on the show circuit.

It takes Poulter an average of four to five years to build a car, and he does everything but the paint job.

"I have a passion primarily for GM products and Mopars," he says. Right now, he's building another hot rod. "It's a 1937 Ford Coupe, all Corvette-powered, with a tube chassis."

You might say it's a classic beauty.

His prized 1941 Willys.



2016

November 9-10

OTA Convention & Executive Conference

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 1

BCTA Christmas Party

Sheraton Vancouver Guildford Hotel, Surrey, B.C.

Contact: British Columbia Trucking Association

Telephone: 604-888-5319

E-mail: bcta@bcctrucking.com

Web: www.bcctrucking.com

December 8

TTC Annual Dinner

Metro Toronto Convention Centre

Telephone: 416-886-5450

E-mail: membership@torontotransportationclub.com

Web: www.torontotransportationclub.com

2017

January 23-27, 2017

2017 COHMED Conference (Co-operative

Hazardous Materials Enforcement Development)

Marriott Savannah Riverfront, Savannah, Georgia

Contact: Commercial Vehicle Safety Alliance

Telephone: 301-830-6143

E-mail: cvsahq@cvsahq.org

Web: www.cvsahq.org

February 8-9, 2017

Cargo Logistics Canada Expo and Conference

Vancouver Convention Centre West

Contact: Informa/Cargo Logistics Canada

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

E-mail: info@cargologisticscanada.com

Web: www.cargologisticscanada.com

February 11-18, 2017

TTA Convention

Riu Palace Antillas, Aruba

Contact: Toronto Transportation Association

Telephone: 416-248-6211

E-mail: info@torontotrucking.org

Web: www.torontotrucking.org

February 12-15, 2017

Retail Supply Chain Conference 2017

Gaylord Palms Resort & Convention Center, Orlando, Fla.

Contact: Retail Industry Leaders Association

Telephone: 703-841-2300

E-mail: suzie.squier@rila.org

Web: www.rila.org

March 24-25, 2017

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 26-29, 2017

Annual Convention of Truckload Carriers Association

Gaylord Opryland, Nashville, Tenn.

Contact: Truckload Carriers Association

Telephone: 703-838-1950

E-mail: tcameetings@truckload.org

Web: www.truckload.org

April 3-6, 2017

ProMat 2017

McCormick Place, Chicago

Contact: MHI

Telephone: 704-676-1190

E-mail: customerservice@promatshow.com

Web: www.promatshow.com

April 4-6, 2017

SAE 2017 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 9-12, 2017

NASSTRAC Shippers Conference & Transportation Expo

Hilton Orlando, Orlando, Fla.

Contact: National Shippers Strategic

Transportation Council

Telephone: 202-367-1174

E-mail: info@nasstrac.org

Web: www.nasstrac.org

April 23-27, 2017

2017 CVSA Workshop

Hyatt Regency Atlanta, Atlanta, Ga.

Contact: Commercial Vehicle Safety Alliance

Telephone: 301-830-6143

E-mail: cvsahq@cvsahq.org

Web: www.cvsahq.org

April 28-29, 2017

AMTA Annual Conference

Rim Rock Hotel, Banff, Alta.

Contact: Alberta Motor Transport Association

Telephone: 1-800-267-1003

E-mail: amtamsc@amta.ca

Web: www.amta.ca

April 30-May 3

WERC 2017 Annual Conference

Fort Worth, Texas

Contact: Warehousing Education and

Research Council

Telephone: 630-990-0001

Free: 888-454-7469

E-mail: wercoffice@werc.org

Web: www.werc.org

May 2-4, 2017

IANA Operations &

Maintenance Business Meeting

Westin Lombard Yorktown Center, Lombard, Ill.

Contact: Intermodal Association of North America

Telephone: 301-982-3400

E-mail: info@intermodal.org

Web: www.intermodal.org

May 26-27, 2017

Supply Chain Integration

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

May 28-31

CTRF 52nd Annual Conference

Radisson Hotel Winnipeg Downtown,

Winnipeg, Man.

Contact: Canadian Transportation

Research Forum

Telephone: 519-421-9701

E-mail: cawoudsma@ctrf.ca

(Carole Ann Woudsma)

Web: www.ctrf.ca



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The obvious choice