

Report on Transportation

Presented By Trailcon Leasing Inc.

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IT'S SHOW TIME!

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Trailer skirts are here to stay

and much more!

Thousands will converge on
Toronto's International Centre for
Truck World 2010, April 15-17

Truck World 2010 comes at a crucial moment, maybe even the *perfect* moment. As our industry slowly but very surely pulls itself out of the worst recession most of us have ever seen, the country's biggest truck trade show is ready to provide a catalyst for renewal, the forward-looking exuberance that only such a spectacle can provide. The timing couldn't be better.

It seems everyone is looking forward to a spirited show.

Truck World 2010 is owned and managed by Newcom Business Media, publishers of *Today's Trucking*, *Truck & Trailer*, *highwaySTAR*, *Transport Routier*, and *Logistics* magazines. Newcom also owns the Expocam show in Montreal and CamExpo in Quebec City.

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What our readers think of *Report on Transportation* is important to our sanity. If you have any comments, please take a moment to send us a note. Information contained in this publication has been compiled from sources believed to be reliable. While every effort has been made to ensure accuracy and completeness, these are not guaranteed. No liability shall be incurred by Trailcon Leasing Inc. or by any contributor. Readers are urged to consult their professional advisors prior to acting on the basis of material in this newsletter.

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Designed and produced by:
Newcom Business Media Inc.

Copywriting:
Praskey Communications Inc.

Published by:
Trailcon Leasing Inc.
6950 Kenderry Gate
Mississauga, ON L5T 2S7
Tel: 905.670.9061
Toll Free: 866.939.9061
Fax: 905.670.9066
Parts & Warranty: 905.670.7003
Service: 905.670.1500
Web: www.trailcon.com
Email: sales@trailcon.com



IT'S SHOW TIME!

....continued from the cover



All the industry's best, both people and equipment, will be at the International Centre near Toronto's airport in mid-April to demonstrate that nobody has been sitting still in the last couple of years. Amongst the 300-plus exhibitors spread over the huge, 300,000-sq-ft show floor, some 20,000 visitors will see the latest fuel-saving devices and strategies, from trailer aerodynamics to engine lubes, plus the new crop of EPA-compliant 2010 diesels. And enough chrome to demand that you bring your sunglasses. There will be many products introduced to Canadian truck, trailer and equipment buyers for the very first time.

Truck World 2010 is endorsed by both the Ontario Trucking Association and Canadian Trucking Alliance.

An exciting new feature at this year's version of Truck World will be a show within the show, the *Vocational Truck & Equipment Expo*, which will have a dedicated section in Hall 3A. This new display will feature all classes of vehicles, with a special focus on medium-duty work trucks, bodies, and equipment. The exhibition is endorsed by the Canadian Transportation Equipment Association (CTEA).

"The CTEA brings an exciting new flavour to the event, since our members truly shine when it comes to specialized truck and trailer equipment," says Don Moore, executive director of the Association.

"It's obvious that Canada was missing a vocational truck and equipment exposition," adds Joe Glionna, director of Newcom Shows. "This arrangement allows exhibitors and visitors to maximize their savings and time."

Another new feature at Truck World 2010 is the *Exhibitor Presentation Theatre* located in Hall 3, where manufacturers will demonstrate their products and services in short presentations away from the noise of the crowd.

And then there's the *Green Route*, which highlights companies and products that make a difference in environmental terms. The industry is coming to realize that "going green" is a money-maker because it really just means running an efficient operation. Here's a chance to check out what you can do for

the environment — and your bottom line.

A robust seminar program at the show offers something for everyone, starting with a session produced by the CTEA on Thursday, April 15th at 2:00 p.m. — "Meeting the Modern Challenge of the Vocational Truck."

Then on Friday morning, April 16th, from 10:00 a.m. to noon, there's the Fleet Forum session called "Sleep Issues: the Coming Regulatory Regime." Drivers will soon be tested for sleep disorders in much the same way they're now tested for drug and alcohol abuse, and this is not yet well understood in Canada. Leading the four-member panel is Don Osterberg, vice president of safety at Schneider National, who manages the continent's best sleep program. This is a must-attend event for those who manage trucking operations of any size.

Back by popular demand is the seminar "How to Calculate Your Cost per Mile" on Saturday, April 17th at 10:30 a.m. Jim Park's interactive presentation is a survival guide for owner-operators at a time when cost control has never been more important.

"The Road Ahead: Not Your Grandfather's Driving Job" is another must-attend seminar conducted by Jim Park, at 2:00 p.m. on Saturday afternoon. He will look at the many ways in which the role is changing, from regulation to technology.

All in all, Truck World 2010 promises to make us smile and make us smarter too. Besides, after the challenges of the last couple of years, maybe it's just plain time to let loose a little with 20,000 friends. There's nothing like a truck show.

DATES & TIMES:

Thursday, April 15th • 10:00 a.m. - 6:00 p.m.

Friday, April 16th • 10:00 a.m. - 6:00 p.m.

Saturday, April 17th • 9:00 a.m. - 5:00 p.m.

LOCATION:

The International Centre, 6900 Airport Road, Mississauga, near Pearson International Airport.

Free parking for 5,000 vehicles.

See www.truckworld.ca for more information.

AMERICAN DREAM

Editorial

By Alan Boughton, President, Trailcon Leasing Inc.

Over the past few years, I have looked at the United States as a place where I would like to own a vacation property. During many trips for business, conventions, car shows, etc., I have checked out the local housing market while in Florida, California, Nevada, and Arizona. Owning a house in the U.S. has had great appeal for me ever since I took my first vacation there in 1975. The drawback, however, had always been the cost of ownership. The housing prices reached during the last economic boom may never again be matched in my lifetime. The question now is whether or not the market has hit bottom.

I am a true believer in forming an opinion based on the facts and with input from as many knowledgeable sources as possible, so I try to get a “feel” for what is happening in the U.S. every chance I get. My conversation in late February with Rick Gaetz, the CEO of Vitran, about the American economy led me to further consider my options. After talking with others and looking at the facts, I am truly troubled by what is going on with the U.S. economy – its deficit, its debt, and its housing crisis. Here are some of the “hard” facts about the economic situation south of the border in comparison with Canada.

	USA	Canada
Population	308,759,491	33,873,400
Labour Force	153,762,222 (est.)	16,881,000 (49.8%)
Unemployment	10% (15,376,222)	8.4% (1,418,004)
Annual Deficit	\$1.6 trillion	\$56.4 billion
Gross Federal Debt	\$13 trillion	\$594 billion

Sources: Statistics Canada, U.S. Census Bureau, U.S. Bureau of Labor Statistics, *The Globe and Mail* (latest as of press time)

I feel a little ill every time I see our federal debt at almost \$600 billion and growing, but this figure pales in comparison to the U.S. debt. I know that the U.S. has nine times the population of Canada. Therefore, if the U.S. had a debt equal to that of Canada, based on \$600 billion multiplied by nine, it would owe \$5.4 trillion. That seems almost manageable compared with its current debt, which will hit \$16 trillion by 2011. That's a whopping

\$50,000 for every man, woman, and child in the country!

In addition to these ugly facts is the grim reality that the real unemployment rate is much worse than the official 10%. By all accounts, it is closer to 15%, with very little improvement on the horizon.

So what the hell does this have to do with my longed-for vacation home in the U.S.? Actually, it has everything to do with my pending purchase because the unemployment rate, government debt, taxes, and the institutional meltdown, in harmony with the outsourcing of much of America's manufacturing to Asia and an insatiable thirst for foreign oil, have caused the perfect storm in America. That has resulted in a real-estate collapse on a scale of unparalleled proportions.

If you think that it really can't be that bad in the U.S., I suggest that you log onto just one site in the Florida real-estate market and see what is available. This site was mentioned to me by a great friend of mine, Dr. John Tracey, who has the same dream as I do and would like a vacation property for a little relaxation and golf. Dr. Tracey suggested I check out www.sarasota-foreclosures.com.

I did, and discovered that, in just that area of Florida and on just that particular site, there are 3,978 pages of residential properties that are in foreclosure and have been released to the market by the financial institutions. These pages list 19,787 homes in the Sarasota area alone that have been subject to foreclosure; they *do not* include the homes not yet released by the banks, nor do they include properties listed on the MLS or private sales. On this site, there are houses starting at under \$8,000, as well as 15,000-square-foot monsters. There are really nice places priced at under \$100 per square foot, which is less than half of what it would cost to build a new home. And that doesn't take into consideration the



cost of the property, landscaping, furniture, etc. These homes, along with those in the vacation markets in the rest of Florida and the other traditional sunshine states where the world has gobbled up properties for the last 50 years, are in a pricing freefall, and I don't think anybody can predict the bottom.

To really put the housing situation in perspective, there are over nine months of U.S. inventory available for purchase at the rate of 350,000 sales per month. The availability of these homes has resulted in a new-home sales slump that is at a 47-year low. This means fewer new-construction starts, more unemployment in that sector, no economic spinoff effect from housing construction, less tax revenue, a higher deficit – the dismal list goes on.

To all that, add the following: an aging U.S. population with no universal health care, pensions that have declined or disappeared totally, the possibility of oil reaching the \$200-per-barrel level by 2012, involvement in no-win wars in the Middle East, and hostile relationships with North Korea and Iran that could erupt at any time.

So I think I should wait a while longer before I buy that vacation home. The real question for me, though, is: when the market bottoms out, will I still be in a purchasing state of mind, and will America still have the appeal it does today? Unfortunately, I fear it may not.

PITCHING^{IN}

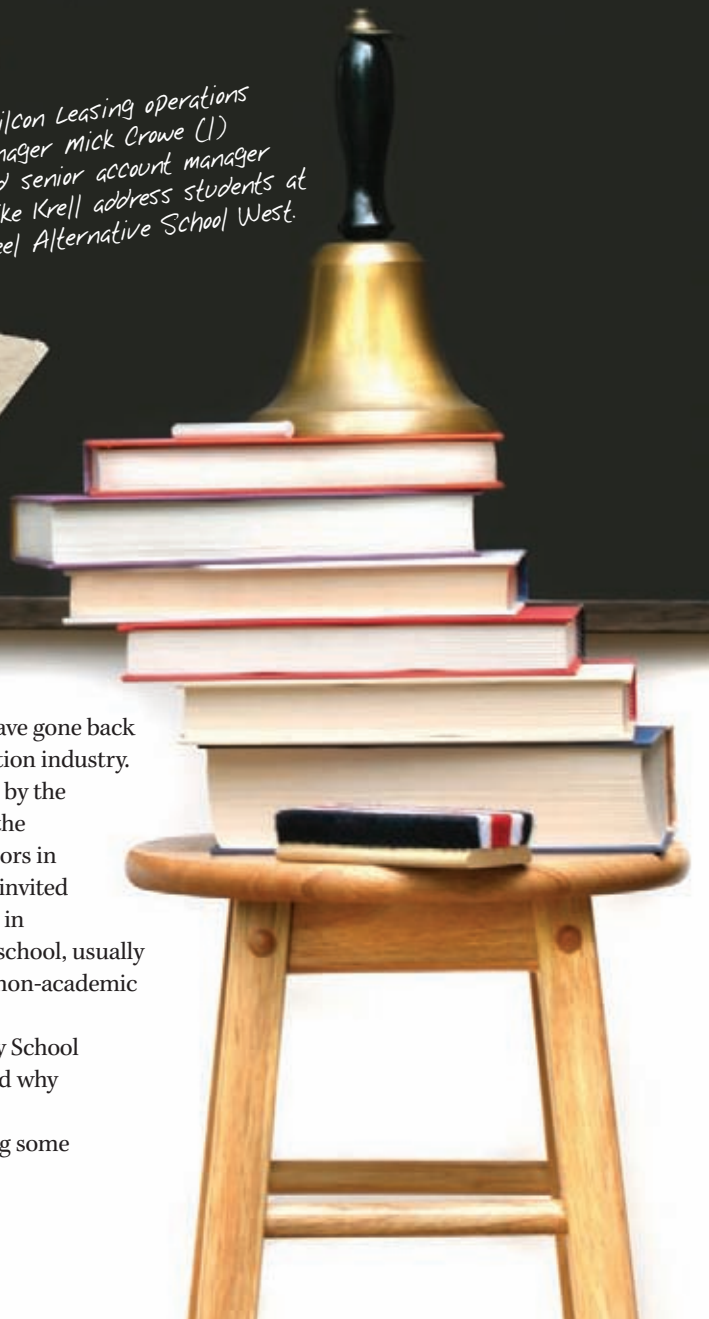
Trailcon hits the road for “hire” education



Back to School



Trailcon Leasing operations manager Mick Crowe (l) and senior account manager Mike Krell address students at Peel Alternative School West.



Trailcon Leasing president Al Boughton and some of his staff have gone back to school, in an effort to pique students' interest in the transportation industry.

After Al had distributed some recruitment brochures produced by the Canadian Trucking Human Resources Council and supported by the Ontario Trucking Association's Allied Trades to guidance counsellors in the Peel Region, some of them – primarily at vocational schools – invited him to speak to their students about careers in trucking. Students in vocational schools have had difficulty succeeding in regular high school, usually due to poor attendance, but are prime candidates for a variety of non-academic pursuits in the transportation industry.

Al also addressed the family studies class at Mayfield Secondary School about the transportation aspect of food production, and discussed why transportation and logistics is an excellent career choice.

In another initiative, Al is looking into the possibility of teaching some business courses at the University of Guelph next year.

RETAIL CONNECTION



Walmart Canada: adding jobs, cutting costs



Walmart Canada's new LCV trailers, currently being piloted in Ontario, are provided by Trailcon Leasing.

Retailing behemoth **Walmart Canada** is about to get even bigger as it embarks on an expansion program that will generate approximately 6,500 store and construction jobs. The company is planning to open 35 to 40 supercentres this year, for a combined investment of almost half a billion dollars in Canadian communities. The new projects are expected to bring the company's store count to 325 by the end of this year, including 124 supercentres and 201 discount stores.

As it grows, Walmart Canada focuses on cutting costs by reducing its carbon footprint. Its new stores, for example, are 30% more energy-efficient than previous prototypes. "As we design and build new stores, our goal is to be the greenest business on the block," says president and CEO David Cheesewright.

That goal extends into all aspects of the retailer's operations. This fall, Walmart Canada will open its first sustainable refrigerated distribution centre, in Balzac, Alta. Touted as one of the most energy-efficient distribution facilities of its kind in North America, the centre is predicted to use 60% less energy than its traditional counterparts. The company is also installing a rooftop solar system and a wind turbine at two separate Walmart Canada locations in Ontario, and is currently testing geothermal technology at its Burlington, Ont., environmental demonstration centre.

In February, the retailer launched *www.ShareGreen.ca*, a website to share sustainable business practices across the Canadian business community. It also invites consumers to voice concerns about specific products with excessive or inappropriate packaging at its sustainability website,



www.forthegreengood.ca, where they will be registered by the company and provided directly to suppliers. Cheesewright says the company plans to reduce product packaging in its stores by five per cent by 2013, and has introduced a packaging scorecard to assess suppliers based on their packaging, including the quantity and qualities of materials used. Most recently, the company announced plans to launch a Sustainable

Product Index to help customers evaluate the sustainability of the products they purchase, from raw materials to disposal.

All these initiatives not only help protect the environment, but they also make good business sense. A reduction in the carbon footprint also means reductions in waste and cost. For example, by redesigning packaging on just 277 SKUs in its private-brand toy lines, Walmart was able to eliminate 727 container shipments. By redesigning the milk jugs at its Sam's Club stores in the U.S. to be taller and squarer, Walmart improved cube utilization of refrigerated trucks by 50 percent, resulting in 11,000 fewer trucks moving each year.

Walmart Canada is one of the companies selected to participate in Ontario's Long Combination Vehicles (LCVs) Pilot Program, which allows 100 LCVs on designated highways in order to reduce distribution costs and greenhouse gas (GHG) emissions. Each LCV uses about one-third less fuel than two tractor-trailers that would carry the same amount of freight. Once in wider use, LCVs could save up to \$320 million a year, reducing fuel consumption by 70 million litres and GHG emissions by 200,000 tonnes a year.

And that adds up to major savings, not only for environmentally responsible retailers like Walmart Canada, but also for their customers and suppliers.



Weak Q4 caps off tough year for CN

For CN, as for many other companies, 2009 was a year fraught with trials and tribulations. The railroad's net income slipped 2% to \$1,854 million compared with 2008, while revenues dropped by 13% to \$7,367 million and operating ratio increased by 1.4 points to 67.3%. Intermodal revenue mirrored the downward trend, plunging 15%.

The fourth quarter in particular took a toll, as revenues slumped 14% from a year earlier to \$1,882 million, and operating ratio deteriorated to 65.3%, compared with 62.7% for the same quarter of 2008. Intermodal revenue for the quarter declined 13%.

"CN overcame a number of challenges during the fourth quarter, ranging from weather and operational disruptions in Western Canada to a five-day strike by locomotive engineers in Canada," says Claude Mongeau, president and CEO. "In addition, the stronger Canadian dollar adversely affected our earnings." He anticipates "gradual economic recovery in 2010. A number of our markets appear to be improving," he adds, "and we expect to take advantage of a number of opportunities this year."

The company recently announced plans to establish a \$100-million logistics park in Calgary, scheduled to open in 2013. It will include a state-of-the-art intermodal terminal with room for customers to co-locate with CN and custom-build their facility in place.

Upward trend continues at Prince Rupert Port

The Fairview Container Terminal at Prince Rupert Port Authority managed to handle 265,259 TEUs (20-foot equivalent units) in 2009, a healthy 45.9% increase over 2008, despite the global economic downturn that has plagued container traffic through other North American west coast ports.

The Port is well into the planning stage of Phase 2, which will boost the Terminal's capacity from 500,000 to 2,000,000 TEUs. It expects to have environmental permits late this year.

Port of Vancouver records lacklustre results for 2009

Port Metro Vancouver reported a modest 1% increase in export laden container volume for 2009, thanks to stable demand for containerized exports of forest products and specialty crops. However, that was not nearly enough to offset an almost 19%



decline in laden container exports caused by a downturn in the economy and the erosion of consumer confidence. Overall, container volume plummeted nearly 14% from 2008, to 2.2 million TEUs (20-foot equivalent units). But even though the Port's laden container business finished the year down 10%, that was still a marked improvement over the 17% decline reported at mid-year.

In anticipation of better times, the Port officially opened a \$400-million third berth at Deltaport Container Terminal earlier this year. In the works since 2007, the additional berth will increase the Terminal's capacity by up to 50%, from 1.2 million to 1.8 million TEUs.

"Over the next 10 years, container traffic through the west coast is expected to double," says Robin Silvester, president and CEO, Port Metro Vancouver. "The new berth at Deltaport is part of a long-term plan to strengthen Canada's Pacific Gateway and ensure our ability to accommodate the growth in container trade, in particular with Pacific Rim economies like China."

The largest container terminal in Canada, Deltaport handles about 45% of the containerized cargo that moves through Canada's west coast.

UAE adopts cats conceived in NDP fast ferry fiasco

In yet another shocking example of government wastage, three British Columbia PacifiCat fast ferries, commissioned by the former NDP provincial government at a cost of \$466 million – double the projected budget – have been sold at a fraction of that cost to the United Arab Emirates for use in the Persian Gulf.

Only two of the catamarans saw fitful service by B.C. Ferries from 1999-2000 on the crossing between the Mainland and Vancouver Island before all three were laid up and offered for sale. The third one was delivered just as the ill-fated Fast Cat operation was abandoned. The ferries were plagued by high fuel consumption, longer loading time due to balance issues, a powerful wake that damaged wharves and properties near the two terminals, and flotsam being sucked into the impellers of the engines and causing breakdowns.



The Washington Marine Group of North Vancouver bought the ferries at auction in 2003 for a paltry \$20 million, selling them to the UAE in 2009.

Apparently, B.C. Ferries had recommended that a comparable ferry be leased for trial first. However, the Government, in its wisdom, decided otherwise, and pulled a \$446-million fast one on taxpayers.

Slow boats to China

Financially strapped ocean carriers are discovering that faster is not always better. As a result, many of them are putting on the brakes to cut fuel costs. The trend, called "slow steaming," began with a few carriers in the Far East – Europe, driven by skyrocketing oil prices in 2008 and the global economic downturn. The practice has since spread to many other long-distance shipping routes.

By reducing vessel speeds from 25 knots to 20 or even as low as 12 – known as "super slow steaming" – carriers have been



able to cut energy consumption and carbon emissions by 30%. Travelling at lower speeds reduces drag and friction as ships plough through the water.

Last year, Danish shipping giant Maersk won the Sustainable Shipping Operator of the Year award for its environmental efforts. In 2007, the company initiated a study on 110 vessels that demonstrated that, contrary to popular belief, slow speeds would not damage ship engines, making it possible for containerships to sail at half speed. "We have challenged the myths in the industry and with research documented that the savings potential of slow steaming is a lot bigger than previously thought," says Soren Stig Nielsen, senior director and head of sustainability at Maersk Line.

Not all shippers are pleased with the "slow is better" mantra. However, some carriers, including Maersk, are considering charging customers variable rates depending on speed.

It also remains to be seen whether carriers will maintain the practice once the economy picks up, despite the environmental benefits. After all, when ships sail at slower speeds, more of them are required to maintain service. That's an advantage with all the excess capacity carriers are currently experiencing, but when cargo demand recovers, it will be expensive to expand fleets. But at least until then – and perhaps beyond – it's slow steam ahead!

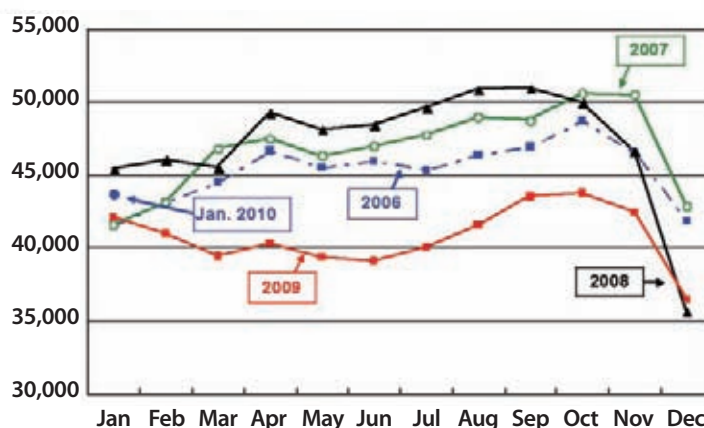
Canadian railroads on slow track to recovery

It's shaping up to be a gradual recovery for intermodal traffic on Canadian railroads. According to the Association of American Railroads' "Rail Time Indicators," intermodal traffic was up 3.7% in January of this year over January 2009, but down 9.2% from the same month in 2008.

For all of 2009, intermodal traffic was down 14% – 343,745 fewer trailers and containers compared with 2008. That represents a drop in trailers of 17.2% in 2009 over 2008, and a whopping 30.6% decline over 2007. It was a less dramatic decrease for containers, which lost 13.8% in 2009 versus 2008, and 12.2% compared with 2007 as railroads continue to shift from intermodal truck trailers in favour of containers.

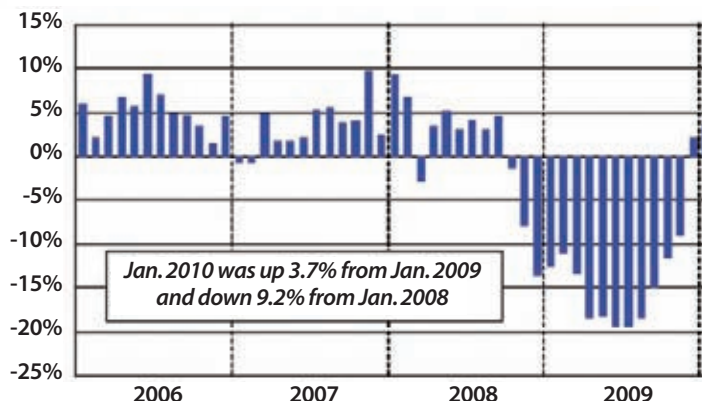


Average Weekly Canadian Rail Intermodal Traffic



Data are based on originations, are not seasonally adjusted, include CN and CP (including their U.S. operations), and reflect revisions to original reporting. Source: AAR Weekly Railroad Traffic

% Change in Total Canadian Intermodal Traffic From Same Month Previous Year: Jan. 2006 – Jan. 2010



Data are based on originations, are not seasonally adjusted, include CN and CP (including their U.S. operations), and reflect revisions to original reporting. Source: AAR Weekly Railroad Traffic

SOURCE: Rail Time Indicators, published by the Policy and Economics Department of the Association of American Railroads. Reproduced with permission.



TRAVEL TIPS

Beautiful BRAZIL *By Stuart Innes, I.T. Manager, Trailcon Leasing Inc.*

Last March, some friends and I took off on a 10-hour flight bound for Sao Paulo, Brazil, to attend a wedding in a city south of there. As the plane made its descent, we marvelled at the size of Sao Paulo, its vast skyline dwarfing that of New York City. We arrived at 9:40 a.m. local time, and the temperature was already 28 degrees and rising.

But we still had one more flight and two bus rides to reach our final destination of Blumenau, a city of 300,000 located in the state of Santa Catarina in southern Brazil. After arriving via chartered bus at the Airport De Congonhas, we decided to have a meal before check-in. We found what we thought was an expensive restaurant, judging from the appearance of the wait staff and table arrangements. The food was delectable beyond anything we could have imagined! I think we may have looked like half-starved savages for the amount of food we ate. The vegetables were so fresh I ate two servings before my pasta arrived. When the bill arrived, we found it very affordable, and knew that we would be adding to our waistlines if this was what we could expect at Blumenau.

After a one-hour flight aboard a Gol airlines jet, we arrived at Navegantes, Santa Catarina. During our descent, we saw kilometre upon kilometre of beaches and coastal cities that then gave way to jungle and farmland.

The Aeroporto de Navegantes is very small, with only one runway but very modern facilities inside the terminal. Within half an hour, we had all our bags and were on the bus headed for Blumenau. We arrived at the Hotel Gloria around 10:00 p.m., and with some English to Portuguese translations, were soon tucked away in our spacious modern rooms.

After exploring the hotel, we ventured out in the city that evening in hopes of finding some dinner. Any fears we had of being kidnapped or mugged soon vanished once we were on the streets of Blumenau. Founded by German immigrants in 1850,



An example of the German-inspired architecture in downtown Blumenau.

Forty-seven cable cars interconnect three stations along the coast.

the city was very clean, had no graffiti, and was free of any noticeable vandalism. The people we passed on the street all smiled pleasantly. We eventually stumbled upon a patio/bar called Tunga's. With my limited Portuguese and the waiter's broken English, we managed to order a few beers and a chicken and rice dish. The food was not as good as what we had enjoyed earlier in Sao Paulo, but it hit the spot and we relaxed, sat back and enjoyed the band that was playing classic rock and singing in English. We learned from the garçons that only men waited tables, and that they had to attend garçon school and apprentice under a head

garçon. They gave a percentage of their tips to the head garçon, who also received commission for everything sold. We found this out accidentally when the head garçon came to our table to inquire about the tip we had just left. Apparently, it was equal to about a week's worth of earnings for an apprentice, and being honourable, he wanted to make sure it was okay. (That would never happen in Canada!)

The following day was spent walking through the city and taking in the German-inspired architecture and sites. We had lunch in the local shopping mall in a food fair, where we learned that, as in many Central and

South American countries, beer is cheaper than water. Our hosts decided to introduce us to a "little" beer. Yes, the four of us did finish the whole three litres of ice-cold Eisenbahn!

That evening, we headed to a dinner party to meet the bride and groom before their wedding day. We were introduced to Brazilian barbeque, which included chicken hearts and the national drink of Caipirinha, which consists of cachaca distilled liquor, sugar, limes, and ice. It tasted stronger than



Sand dunes at the island capital of Florianópolis, where many go sand-boarding.

my friend Maria and I, along with our other two travelling companions, managed to finish off this giant three-litre serving of ice-cold Eisenbahn beer!

moonshine! At the all-you-can-eat restaurants (which is all of them!), the waiters hover with a skewered side of beef at the ready to slice for you.

On the third day, we attended Ana and Fabio's wedding, which was held at the Capela Santo Antonio in the centre of Blumenau. The ceremony took place in the evening, when it was cooler for wearing a suit. Unfortunately, it was in Portuguese, but we knew they were married somehow! The

reception was held at the Castelo Suiço, which was out of this world, with all the food, the dancing, and the Carnival theme party. Like Carnival, the party went on until almost dawn, at which time we all proceeded to the club Blu Lanches for some more music and partying. Needless to say, day four was spent recouping!

Day five included a tour of our host's local textile plant, Dirce Decorações Têxteis, which supplies the clothing industry with screen prints and intricate bead designs. Some of the items we viewed were the actual prints for competing teams in Brazil's famous Carnival celebrations. A visit to Blumenau's beer museum proved to be very enlightening, as we learned all about brewing beer and Blumenau's annual Oktoberfest, the only one held in South America. That evening, we dined at the Blu Pizza, a most memorable place to visit if you like pizza (60 different types). The place is so busy that they supply free – yes, free – cachaca while you wait. They say it helps prepare the stomach for the meal! There are three rules when attending Blu Pizza: come hungry, never eat the crust (leaves more room for more pizza), and never eat the same flavour twice! One of the other benefits that totally amazed me was the presence of a nanny right in the restaurant who would take care of your children while you ate! We found this at many restaurants we visited in Brazil – how great is that!

On day six, our hosts took us to the coastal city of Balneário Camboriú, one of many coastal towns just north of the capital city of Florianópolis. We first went to Estacao Laranjeiras, a small beach that connects to Balneário Camboriú by way of 47 cable cars that interconnect the three stations between the southern shore of Balneário Camboriú, going up to Morro da Aguada (Aguada Hill), and down to Laranjeiras Beach. Morro da Aguada is home to the PARQUE UNIPRAIAS CAMBORIÚ, set on the top of the cliff overlooking the beaches of Balneário and Laranjeiras. The park is a perfect side attraction on your way to either beach. You can walk above the canopy on a series of suspension walks, take a ride on the YOUHOO roller coaster, or take a leisurely stroll on the nature trail.



Ana and Fabio, whose wedding was the reason for my trip.

Estacao Laranjeiras is a popular tourist stop, with gift shops and a place to refresh with a drink of coco da bahia, a native fruit to Brazil and very good for rehydrating. I was told. The cable car ride down to Balneário Camboriú was quite scenic, with the skyline and beach stretching a long way. We walked the length of the beach, and then proceeded to the tourist alley to shop until we came across Rico Sauvê's, where our curiosity got the better of us. It turned out to be a tasty Mexican restaurant that served chilled beer at 4.5 degrees

Celsius – just the right temperature!

We were up early on day seven for our journey south to the island capital of Florianópolis, known by the locals as Floripa. Elected in 2009 by *The New York Times* as the best destination holiday of the year, the island boasts many tourist attractions, from sand-board surfing, to lookout points in the central hills, and small tourist villages located on many of the coastal roads. We stopped for lunch near the dunes, and enjoyed some great seafood before our drive to Forte De Sao Jose Da Ponta Grossa on the northwest tip of the island. The Fort was built in 1740 to defend the northern bay from Spanish attack, but ironically, it was never used when the Spanish did attack in 1777. Just a short way down a dirt path, we came upon another beach. Since it was the beginning of fall in Brazil, it was practically empty, but we found the water still warmer than our lakes in the summer.

The next day, we took a trip to Ribeirao Da Ilha, one of the oldest Portuguese fishing villages on the island. The village has preserved its historical colonial-style architecture in many of its buildings, and is known for its oyster farming and restaurants. Our drive back into Blumenau for our last night was a quiet one, as we knew this was the beginning of our long journey back to Canada.

All in all, this was a vacation of a lifetime, and it changed my perception of Brazil, from that of an unsafe and poor country, as the media has led us believe, to that of a friendly and beautiful place that I plan on visiting again.

INDUSTRY

Notes

CTA partners with govt. to research renewable diesel

The Canadian Trucking Alliance (CTA) has partnered with the Government of Canada and several energy and transportation organizations to advance research on the storage and use of heating and transportation fuel containing biodiesel. The study is intended to gain a greater understanding of the technical issues related to renewable diesel use.



Funded by the Government of Canada's National Renewable Diesel Demonstration Initiative and industry partners, the study formulated guidelines to help assure biodiesel product quality and reliability, including: up to 10% biodiesel content in heating oil should not cause furnace and performance issues; limiting the level of saturated monoglycerides in biodiesel helps maintain adequate fuel flow, important for low-temperature storage and operation of both furnaces and motor vehicles; and the use of antioxidants when storing biodiesel over the long term can be used to assure product stability.

The research studied appropriate applications for renewable diesel, developed guidelines for regional and/or seasonal blends, and provided information for standard-setting bodies to set specifications that will ensure fuel products are fit for service. Of particular importance to the trucking industry is the fact that renewable diesel is compatible with truck engines and does not hinder engine performance during harsh winter weather.

CTA continues to be involved in the study of renewable diesel and its potential impact on the trucking industry. For a copy of the report, visit www.cppi.ca.

Report reaffirms benefits of CTA's enviroTruck

A joint study by major U.S. public- and private-sector policy and research organizations has found that huge and quick greenhouse gas (GHG) savings are to be gained from long-haul trucks, if governments are willing to promote the incorporation of environmentally friendly devices.

The comprehensive modelling study found that fuel consumption for new tractor-trailers could be lowered by 20% starting in 2012, and as much as 50% beginning in 2017 with the introduction of all of the devices featured in the Canadian Trucking Alliance (CTA) enviroTruck: speed limiters, fuel-efficient tires, aerodynamic devices, and increased use of longer combination vehicles (LCVs). Beyond the enviroTruck technologies, the report also examined advanced technologies, such as hybrid electric devices.



The major impediment to these devices finding widespread use, says the report, is that, due to "the short payback period demanded by the trucking industry, most of these technologies will not be adopted into the fleet absent regulation or incentives."

"Time and time again we read studies that highlight the GHG savings enviroTruck technologies create," says CTA senior vice-president Stephen Laskowski. "It is clear that a federally administered rebate program could make these estimated savings a reality. Furthermore, without provincial government involvement to allow boat-tails and single tires at full weights, the industry will not be able to deliver the GHG savings it otherwise could," he adds.

For more information or a copy of the

report, titled "Reducing Heavy-Duty Long Haul Combination Truck Fuel Consumption and CO₂ Emissions," e-mail publicaffairs@cantruck.ca.

Latest stats a mixed bag

The news was not all bad in Statistics Canada's annual Motor Carriers of Freight Survey. The recently released 2008 data revealed that 3,600 for-hire motor carriers of freight in Canada with annual earnings of at least \$1 million had operating revenue totalling \$29.8 billion and operating expenses totalling \$28.4 billion. The net profit of these trucking companies was down 3.6% from the previous year, but a return on equity of 14.5% indicated a positive financial leverage, as it was greater than the 12.8% return on capital employed. In addition, both short- and long-term liquidity improved. The working capital ratio (a measure of short-term liquidity) rose from 1.20 in 2007 to 1.22 in 2008, while the long-term debt-to-equity ratio (a measure of long-term liquidity) improved from 0.47 to 0.42.

On a less positive note, StatsCan also released its annual Trucking Commodity Origin and Destination Survey for 2008. It showed that for-hire trucking companies in Canada with annual revenue of \$1.3 million or more transported 5.6% fewer shipments and 1.9% less weight compared with 2007. Eighty-five percent of these shipments stayed within Canada, which meant lower revenue. In total, there were over 51.2 million domestic shipments, which generated \$20.7 billion in revenue for an average weight per shipment of 9,900 kilograms, and average revenue of \$403. By comparison, international shipments, while representing only 15% of the shipments, generated one-third of the revenue – average revenue of \$1,150 and average weight of 9,544 kilograms. Gravel, miscellaneous transported goods, and prepared food were the top three commodities shipped by weight in Canada, representing about one-third of the total weight shipped.

Meanwhile, in StatsCan's most recent Quarterly Trucking Survey, trucking companies earned operating revenue of \$8.9 billion in the second quarter of 2009. After deducting operating expenses of \$8 billion, these businesses realized an operating profit of \$914 million, resulting in an operating ratio of 0.898 (a ratio greater than 1.000 represents an operating loss). The 32,000 incorporated businesses in the trucking industry accounted for 83% of revenue and 85% of expenses. These firms reported, on average, revenue of \$234,000, compared with \$75,000 for the 20,000 unincorporated businesses.

2009 an "Annus Horribilis" for former income trusts

As Queen Elizabeth II once so famously opined, 2009 has been an "Annus Horribilis" for former income trusts – and just about everybody else – in the transportation industry.

TransForce Inc., for example, reported 2009 annual revenue of \$1.8 billion, down 18% from \$2.3 billion in 2008. On the brighter side, the company reduced its operating expenses and fixed costs by the same percentage. However, net income for 2009 was \$10.9 million, compared with \$79.7 million a year earlier. The decline was due in large part to a non-recurring charge in the oilfield services group in the fourth quarter of the year.

Still in acquisition mode, TransForce completed its previously announced agreement to purchase the Retail Solutions Division of ATS Andlauer Transportation Services Lim-

ited Partnership in November. Most recently, it completed the acquisition of the 50% of Lafleche Environmental Inc.'s landfill and environmental complex in Moose Creek, Ont., not already owned by Matrec, the company's waste-management subsidiary.

Alain Bédard, chairman, president, and CEO, expects little improvement in 2010. "We have seen some signs of renewed activity, but, overall, we expect the operating environment in 2010 to be only slightly better than 2009, with increases in the latter months," he says.

Meanwhile, Woodstock, Ont.-based Contrans Group Inc., which completed its conversion into a corporation in December of last year, reported 2009 revenue of \$373.6 million, down from \$488.8 million in 2008. Stan G. Dunford, chairman and CEO, didn't mince words in discussing the results, noting: "The 2009 business environment was as difficult as any that we have ever encountered. It has been reported that economic conditions in 2009 were the worst that they have been since the Great Depression."

For its part, Okotoks, Alta.-based Mullen Group Ltd., which converted to a corporation in May 2009, reported revenue of \$978 million for the year, a decrease of \$336.2 million, or 25.6% from the \$1.3 billion generated in 2008, as both the Trucking/Logistics and the Oilfield Services segments suffered declines. Late last year, Mullen made a bid for Toronto-based Livingston International Income Fund, but lost out to the CPP Investment Board and Sterling Partners, which completed the acquisition in January.

Trucking bankruptcies continue to climb

The filing of L.E. Walker for creditor protection in January, following its acquisition by MacKinnon Transport, brought into sharp focus the toll that the recession has taken on trucking companies.

It is a trend that has been a few years in the making. Between 2006 and 2007, for example, trucking bankruptcies increased



7.3%, while those in Ontario skyrocketed by almost 19%, according to the Office of the Superintendent of Bankruptcy Canada (OSBC).

For 2007, the OSBC reported 507 Business Insolvencies (which include both Bankruptcies and "Proposals" under the Bankruptcy and Insolvency Act) and 424 Business Bankruptcies in its Truck Transportation section. In 2008, the figure climbed to 574 Insolvencies and 476 Bankruptcies. From January to October of 2009, the latest data available, the figure declined, at least to that point in the year, to 363 Insolvencies and 294 Bankruptcies, perhaps indicating that those who have survived are in for the long haul.

Or maybe not. *The Winnipeg Free Press*, reporting on the "Future of Trucking Symposium," held recently in that city, noted that industry officials fear that overcapacity in the trucking industry, combined with low freight rates and ongoing economic uncertainty, are setting the stage for more bankruptcies in years to come, with banks possibly waiting for asset values to increase before loans are called.

Ironically, the *Journal of Commerce* reports that some truckers in the U.S. are finding renewed life through Chapter 11. Some are emerging from bankruptcy smaller and leaner, and are being snapped up by companies who often retain the previous ownership.

Trucks gain on other modes of transportation

Although the recession has dampened activity across all modes of freight transit, the **Canadian Trucking Alliance** notes that recent statistics on the modal share for Canada's trade reveal gains for the road mode, compared with decreases in rail and marine.

For the period January to September 2009, statistics on Canada's international trade show that the share of exports moving by road to international trading partners increased 3.95%, while imports increased 1.94% over the same period in 2008. Conversely, the share of exports moving by rail decreased 1.46%, while imports declined 0.83%. For the marine mode, the share of exports fell 0.03% and imports decreased 1.21%.

Statistics on Canada's trade with the U.S. in the same period show that the value of exports and imports moving by road increased 6.55% and 2.41%, respectively, compared with a decrease of 1.09% in exports moving by rail, and a decline in imports of 1.44%. For the marine mode, the share of exports decreased 0.84%, while imports were down 1.07%.

The report does not explain why the share of road freight increased relative to rail and marine, but CTA speculates that it may be because the trucking industry continues to score higher in the area of service.



FOR YOUR INFO



Title contenders

Read any good books lately? We have a few suggestions for you, courtesy of *The Bookseller*. Each year, the British trade magazine selects the winner of the Diagram Prize for Oddest Book Title of the Year.

While there were 90 worthy contenders for the 2009 honour, including *The Origin of Faeces*, *Bacon: A Love Story*, and *Peek-a-poo: What's in Your Diaper?*, the judges eventually narrowed down the list to the following six finalists:

- *The Changing World of Inflammatory Bowel Disease* (warning: some sections are hard to digest)
- *Collectible Spoons of the Third Reich* (answers the stirring question: What did the dessert spoons on the Kriegsmarine's U-47 look like?)
- *Crocheting Adventures with Hyperbolic Planes* (a gripping yarn that will keep you hooked to the final chapter)
- *Governing Lethal Behavior in Autonomous Robots* (when good robots go bad)
- *What Kind of Bean is this Chihuahua?* (we always thought it was a dog)
- *Afterthoughts of a Worm Hunter* (this book crawls to its conclusion).

Last year's winner was *The 2009-2014 World Outlook for 60-milligram Containers of Fromage Frais*, which we thought was pretty cheesy.



Double winners top Darwin awards

The 2009 Darwin awards saw the first female finalist and a rare "Double Darwin" winner. Named in honour of Charles Darwin, the father of evolution, the awards commemorate those who improve our gene pool by removing themselves from it.

Herewith, the top three:

Second runner up: *Double dipping* – The first woman to be nominated for the award (proving that women can, on rare occasions, be just as stupid as men), was a 50-year-old Greensboro, N.C., resident who drove her moped through a police roadblock and into a flooded river. She was rescued by police, only to die after jumping back into the river in a futile effort to recover the moped.

Runner up: *Look before you leak* – A Florida man was stuck in traffic when nature called. He got out of the car and jumped over a concrete wall to find a more secluded spot. Unfortunately, he didn't realize he was on a bridge, and fell 65 feet to his death.

The winner: *Crushing debt* – In the exceptional "Double Darwin," two bank robbers in the city of Dinant, Belgium, attempted to make a sizeable withdrawal from an ATM machine. They really blew it when they overestimated the quantity of dynamite needed for the explosion. The blast demolished the entire building in which the bank was housed (luckily, it was empty at the time), killing both of them. Although investigators initially thought the second bungler had escaped, his body was excavated from the debris 12 hours later.

Word Watch



"Over the top"

Whether or not you're a fan of her music, you have to agree that Lady GaGa is **"over the top"** – exaggerated, outrageous, and beyond reasonable limits. Much like credit-card rates.

But the original meaning of this phrase was very different. It dates back to World War I, when British soldiers used it to describe the infantry emerging from the safety of their trenches to attack the enemy across open ground. The most dreaded order soldiers could receive was to go "over the top" – in other words, climb up the side of their trenches, over the parapet, and charge the enemy's position.

For the first few years after WWI, the phrase was used only in reference to the war itself, or for acts of great courage. In the mid-1930s, however, "over the top" started to appear to describe foolhardy actions, in the sense of "going too far, until the point of ruin," as in a business that overextended its borrowing and collapsed into bankruptcy.

Starting in the 1980s, "over the top" dropped the connotation of a disastrous outcome and came to mean simply "extravagantly excessive" – à la Lady Gaga.

Sources: word-detective.com, Wikipedia.com, phrases.org.uk

Oil sands developers seek to dispel environmental myths

John Foss, Trailcon Leasing account manager, and Dave Ambrock, branch manager of Trailcon's Edmonton branch, recently toured the vast **Alberta oil sands** in a visit organized by the Alberta Motor Transport Association in conjunction with the Canadian Trucking Alliance.

The one-day tour included a presentation by Don Thompson, president of The Oil Sands Developers Group, in which he set out to dispel eight environmental myths about the oil sands.

He noted, for example, that the oil sands account for only 4.6% of Canada's greenhouse gas emissions, and currently use only 1% of the annual flow of the Athabasca River. More than 80% of the oil



press time oil giant Syncrude was on trial in the deaths of 1,600 ducks in a northern Alberta tailings pond in 2008.

Currently, 65 square kilometres of oil sands land is under active reclamation.

sands will be developed using in-situ technology that does not have mines or tailings ponds, and does not take water from the river. No tailings water can be released directly back into the river, although at

Site-seeing

Financial Consumer Agency of Canada

This federal government agency's website recently updated its credit-card selector tool to help you compare the costs, advantages, and rewards of more than 250 credit cards from 28 issuers. The tool sorts the different products into categories and compares their conditions, options, rewards, and other features in a handy side-by-side format.

The site also provides interactive tools to help you determine which chequing and savings accounts are right for you, how to shop for a mortgage, and other helpful tips, such as "Before you sign any contract: 10 things you need to know."



>> www.moneytools.ca

CardSwap

Don't want that gift card to Leisure Suits Unlimited that your Aunt Jane gave you for Christmas? Convert it to cash by selling or swapping it at CardSwap, a Canadian online marketplace for the exchange of gift cards. Buyers can save a minimum of 10% up to 40% by purchasing discounted gift cards. All gift cards are verified before they are listed. Payment is via INTERAC online through your financial institution – no credit cards.

Whether you're buying or selling, you need only register on the site to participate; there is no charge. You can also create a Wish List of favourite retailers and be notified by e-mail when gift cards from those retailers become available.



>> www.cardswap.ca

Baby, you can drive my car

You're driving to work. Just after you merge onto the highway, you meet up with several other cars that inch up to each other, travelling at normal speed in a close-formation convoy. After a few minutes, you let go of the steering wheel and read the morning paper while the car drives itself.

This appealing scenario could become a reality in the next few years, thanks to a new EU project called **SARTRE** (*Safe Road Trains for the Environment*) that will improve traffic flow, reduce accidents, and cut fuel consumption by about 20% due to lower air drag.

Known as autonomous driving, this technology means that the vehicle can take over acceleration, braking, and steering, and can be used as part of a road train of six to eight similarly controlled vehicles. The vehicles will be equipped with a navigation system and a transmitter/receiver unit that communicates with a lead vehicle. That vehicle is driven by someone who is thoroughly familiar with the route, such as a truck or bus driver. A driver approaching



his destination takes over control of his own vehicle, and leaves the convoy by exiting the highway. The other vehicles in the platoon close the gap and continue on their way until the convoy splits up.

Since the system is built into the cars, there is no need to extend the infrastructure along the existing road network.

"I do appreciate that many people feel this sounds like Utopia," says Erik Coelingh, technical director of Active Safety Functions at Volvo Cars. "However, this type of autonomous driving actually doesn't require any hocus-pocus technology and no investment in infrastructure. Instead, the emphasis is on development and on adapting technology that is already in existence."

Researchers see road trains primarily as a major benefit to commuters who cover long distances by highway every day, but they will also be of potential benefit to trucks, buses, coaches, vans and other commercial vehicle types.

The SARTRE project formally started in September 2009, and will run for three years. The first cars equipped with this technology will roll on test tracks as early as 2011.

Trailer skirts are here to stay

by Marc Bolduc, General Manager, Transtex Composite Inc.



We all know that a 53-foot shoe box traveling 100 kilometres per hour isn't exactly aerodynamic. That's where trailer side skirts, or fairings, come in – by streamlining the air flow and reducing the undercarriage drag, they cut fuel costs by four to seven percent, for an estimated payback period of seven to 18 months, according to Natural Resources Canada's FleetSmart data.

Trailer side skirts made their appearance in the Canadian landscape in a significant way when Transport Canada awarded grants totalling \$ 1.4 million in May 2008 to four Canadian operators: Bison Transport, Group Robert, Logistics TransWest, and Cascades Transport. This initiative, combined with high fuel prices in the summer of 2008, prompted many Canadian operators to investigate solutions to lower their operating costs.

The recession that hit in the fall of 2008 brought everything to a standstill. However, California introduced legislation in December of that year, enacted in October 2009, that made trailer side skirts (or other EPA-verified aerodynamic technologies) mandatory by 2010 on all new trailers traveling to that state. The legislation also mandated that, by July of this year, all operators with more than 20 units going to California submit a retrofit over five years showing what units would be converted from 2010 to 2016.

Clearly, trailer side skirts are here to stay; they are now an option on all new trailers, and, in many cases, will be retrofitted by fleet operators on trailers running 50,000 km or more per year. A trailer running 100,000 km per year will reduce greenhouse gas emissions by many tons, but most will

save from \$1600 to \$2400 a year in fuel at today's prices (*see table*).

The trick is to find a product that will be long-lasting and maintenance-free. Three companies – Freight Wing, Laydon Composite, and Transtex Composite – have been in the forefront of this technology since Canadian testing began, and continue to seek ways to help their customers. Some solutions initially introduced showed certain weaknesses in the design or in the choice of material. While these problems are being addressed, we at Transtex understood this before we launched our solutions. Our design criteria stipulate that our side skirts must:

- generate fuel savings of more than 7% at 98 kph or 60 mph – SAE Type II test – J1321;
- be made of flexible, high-impact-resistant material;
- be adaptable to all kinds of situations – ramps, tire racks, turn signals, steps, lift pads, intermodal, tandems, tridems, reefers, drop decks, split axles;
- be easy to install – around four man-hours;
- weigh less than 175 pounds;
- not change mechanically under extreme heat or cold – neutral coefficient of expansion;
- not allow snow and ice build-up;
- last the lifetime of the trailer;
- be UV protected for a minimum of five years under severe exposure;
- be guaranteed for five years;
- be capable of receiving standard decals for marketing use;
- not require maintenance;
- be of the highest safety standards for installers and operators.

Any product you purchase should meet all of these criteria. Most recently, an American Trucking Associations Technology & Maintenance Council trailer task force has been examining aerodynamic solutions, and will publish guidelines for them this year.

Trailer skirts are a win-win proposition. Your company will need them to be both competitive and environmentally responsible.

TRAILER SIDE SKIRTS—FUEL SAVINGS

FUEL SAVINGS	FUEL COST PER LITER	ANNUAL KM	LITERS PER 100 KM	SAVINGS PER YEAR
4%	\$1.00	50,000	40	\$800
4%	\$1.00	75,000	40	\$1,200
4%	\$1.00	100,000	40	\$1,600
4%	\$1.00	150,000	40	\$2,400
5%	\$1.00	50,000	40	\$1,000
5%	\$1.00	75,000	40	\$1,500
5%	\$1.00	100,000	40	\$2,000
5%	\$1.00	150,000	40	\$3,000
6%	\$1.00	50,000	40	\$1,200
6%	\$1.00	75,000	40	\$1,800
6%	\$1.00	100,000	40	\$2,400
6%	\$1.00	150,000	40	\$3,600

BOYS AND THEIR TOYS

If you're looking for some family fun this fall, you might want to join the 80,000 or so classic-car enthusiasts heading to Frankenmuth, known as "**Michigan's Little Bavaria**," for the 2010 Frankenmuth Auto Fest. The show, to be held September 10-12, features some 2300 classic cars and street rods, as well as entertainment, food, vendors, crafts, and activities for the kids.

Trailcon Leasing president Al Boughton, who made the trip last year, reports that there are plenty of hotels in the area, although most of them have waiting lists. However, once you get into a hotel, you automatically receive a reservation for the next year. Al and his friends stayed in the village of Birch Run, just a 10-minute drive from the show grounds at Heritage Park.

For those who want to get a jump start on the holiday season, Frankenmuth is also the home of Bronner's Christmas Wonderland, the world's largest Christmas store. Open 361 days a year, it boasts more than 50,000 items in a building the size of 5-1/2 football fields!



▲ The "staging" of the cars on Main Street for the pre-Fest block party. Cars are staged on side streets, and pull out in turn to park along Main Street – all in less than 15 minutes.



▲ A small sampling of the thousands of cars on display.



▲ The renowned Bavarian Inn in downtown Frankenmuth.



▲ Two colourful Mopars at the show.

FRANK SAYS...

I ran into Frank at an industry meeting the other day, or rather, he ran into me – literally. "I've been looking for you," he said, with a mischievous smirk. "There's something I have to discuss with you."

"Oh, really?" I said guardedly, steeling myself for yet another of Frank's rants.

He wasn't about to disappoint. "Have you heard of the latest case of terminal stupidity in the name of religion?" he asked. Not waiting for me to respond, he launched into his tirade.

"An Islamic group called the Fiqh Council of North America – whatever *that* is – is telling Muslims to ask to be patted down by airport security rather than go through airport body scanners. They say it is a violation of Islamic teachings that men or women can be seen naked by other men and women," he snorted scornfully. "What, do they think airport security are auditioning people for that TV show 'How to look good naked'? Or maybe doing secret photo shoots for *Playboy*?"

"First of all, the person viewing the image doesn't even see the traveller – they're in another room. Secondly, how is it OK to be patted down by a stranger, but not OK for an anonymous person in

another room to see the outline of another anonymous person's body that looks pretty much the same as the bodies of all the other anonymous people?"

Frank was becoming apoplectic. "Airport security is not intended as some kind of who looks the best naked contest; it's meant to track down terrorists carrying weapons. If it's a choice between going through a body scanner and being blown to smithereens in the air, I'll take the scanner, thank you very much. And so should everybody else, Muslims included."

I agree wholeheartedly with this logic, and told Frank that, if you want to fly in North America, we need everyone to understand that security procedures are not the call of the passengers but, rather, the airport personnel, and any refusal by any passenger means you don't fly that day or maybe ever again. I asked Frank how we should convey this message to the travelling public, and he told me it was easy.

"Just state at security that scanning is not optional."



As Frank Says:
"It's Allah or nothing"



CALENDAR OF EVENTS

April 8

Toronto Transportation Club Transportation Night

Mississauga Convention Centre,
Mississauga, Ont.

Contact: Andr  e Baillargeon,
Toronto Transportation Club
Telephone: 1-416-886-5450

E-mail: sec_treasurer@
torontotransportationclub.com

Web:
www.torontotransportationclub.com

April 13-15

SAE 2010 World Congress

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 15-17

Truck World 2010

International Centre, Toronto

Contact: Newcom Business Media Inc.
Telephone: 416-614-2200
Web: www.truckworld.ca

April 25-28

NASSTRAC Logistics Conference & Expo

Buena Vista Palace at Walt Disney
World, Orlando, Fla.

Contact: National Shippers Strategic
Transportation Council
Telephone: 952-442-8850, ext. 208
Web: www.nasstrac.org/conference

April 26-29

NA10

I-X Center, Cleveland, Ohio

Contact: Material Handling
Industry of America
Telephone: 1-800-345-1815;
704-676-1190

E-mail: cmiller@mhia.org
Web: www.nashow.com

April 30-May 1

59th Annual Convention of Quebec Trucking Association

Centre des Congr  s du Hilton
Lac-Leamy, Que.

Contact: Quebec Trucking Association
Telephone: 514-932-0377
E-mail: info@carrefour-acq.org
Web: www.carrefour-acq.org

May 4-5

43rd Annual Supply Chain and Logistics Conference (featuring TRANSPO 2010 Trade Show)

Paramount Conference and Event
Venue, Vaughan, Ont.

Contact: Supply Chain & Logistics
Association Canada

Telephone: 905-513-7300;
1-866-456-1231

E-mail: info@scicanada.org
Web: www.scicanada.org

May 5-6

Intermodal Operations & Maintenance Seminar

Oak Brook Hills Marriott Resort,
Oak Brook, Ill.

Contact: Intermodal Association
of North America

Telephone: 301-982-3400
E-mail: info@intermodal.org
Web: www.intermodal.org

May 10-12

47th Canadian Fleet Maintenance Seminar

Hilton Suites, Markham, Ont.

Contact: David Ongaro
Telephone: 905-957-7265
E-mail: manager@cfmsonline.com
Web: www.cfmsonline.com

May 14

Toronto Transportation Club Golf Day

Lionhead Golf Club, Brampton, Ont.

Contact: Andr  e Baillargeon, Toronto
Transportation Club

Telephone: 1-416-886-5450
E-mail: sec_treasurer@
torontotransportationclub.com
Web:
www.torontotransportationclub.com

May 16-19

2010 WERC Conference

Anaheim Marriott Hotel, Anaheim, Calif.

Contact: Warehousing Education and
Research Council

Telephone: 630-990-0001
E-mail: wercoffice@werc.org
Web: www.werc.org

May 16-20

CCMTA Annual Meeting

Delta Fredericton, Fredericton, N.B.

Contact: Canadian Council of Motor
Transport Administrators

Telephone: 613-736-1003

E-mail: ccmta-secretariat@ccmta.ca
Web: www.ccmta.ca

May 19

OTA Allied Trades Annual Spring Golf Tournament

Glen Eagle Golf Club, Bolton, Ont.

Contact: Melanie Kowdrysh, Ontario
Trucking Association

Telephone: 416-249-7401, ext. 231
E-mail: melanie.kowdrysh@ontruck.org
Web: www.ontruck.org

May 26

Toronto Trucking Association Spring Social

Woodbine Racetrack

Contact: Toronto Trucking Association
Telephone: 416-248-6211

E-mail: info@tta.on.ca
Web: www.torontotrucking.org

June 7

PMTC Toronto Spring Golf Tournament

Contact: Private Motor Truck
Council of Canada

Telephone: 905-827-0587;
1-877-501-PMTC

E-mail: info@pmtc.ca
Web: www.pmtc.ca

June 10

Toronto Trucking Association Annual Golf Tournament

Lionhead Golf Club, Brampton, Ont.

Contact: Toronto Trucking Association
Telephone: 416-248-6211

E-mail: info@tta.on.ca
Web: www.torontotrucking.org

June 18

PMTC Annual General Meeting and Conference

King City, Ont.

Contact: Private Motor Truck Council
of Canada

Telephone: 905-827-0587;
1-877-501-PMTC

E-mail: info@pmtc.ca
Web: www.pmtc.ca

June 18-20

The Stirling Truck Show

Stirling Fairgrounds, Stirling, Ont.

Contact: Stirling and District
Lions Club

Telephone: 613-395-0055

E-mail: info@truckshowandshine.com
Web: www.truckshowandshine.com

July 22-25

25th Annual Fergus Truck Show

Centre Wellington Sportsplex,
Fergus, Ont.

Telephone: 519-843-3412;
1-866-526-7379

E-mail: info@fergustruckshow.com
Web: www.fergustruckshow.com

August 23

PMTC Toronto Summer Golf Tournament

Contact: Private Motor Truck
Council of Canada

Telephone: 905-827-0587;
1-877-501-PMTC

E-mail: info@pmtc.ca
Web: www.pmtc.ca

August 26-28

Great American Trucking Show

Dallas Convention Centre, Texas

Telephone: 1-888-349-4287

E-mail: crice@rrpub.com
Web: www.gatsonline.com

September 15

OTA Allied Trades Annual Fall Golf Tournament

Glen Eagle Golf Club, Bolton, Ont.

Contact: Melanie Kowdrysh, Ontario
Trucking Association

Telephone: 416-249-7401, ext. 231
E-mail: melanie.kowdrysh@ontruck.org

Web: www.ontruck.org

September 22

Toronto Transportation Club Race Night

Woodbine Race Track

Contact: Andr  e Baillargeon, Toronto
Transportation Club

Telephone: 1-416-886-5450
E-mail: sec_treasurer@

torontotransportationclub.com
Web:
www.torontotransportationclub.com
