

Report on Transportation

Presented By Trailcon Leasing Inc.

SPRING 2011 • VOLUME NO. 48

IN THIS EDITION

PITCHING IN
Walking for kids with cancer

CUSTOMER CONNECTION
A cool way to transport pharmaceuticals

INTERMODAL INSIGHTS
CN continues on track for improved results

TRAVEL TIPS
Discovering the charms of China

INDUSTRY NOTES
Trucking companies enjoy higher profits in 2010

TECH TALK
Reap big savings by preventing
insulation "bleed out"

and much more!

Carriers find new efficiencies by teaming up with old rivals

Intermodal is on a roll. The statistics tell the story: Canadian railroads originated 185,053 intermodal trailers and containers in February 2011, according to the Association of American Railroads. That's an average of 46,263 per week, up 7% over February 2010 and 13% over the same period in 2009.

But these figures represent more than a recovery from the recession; they also indicate a shift, not just by shippers but by truckload carriers themselves, to their old nemeses, the railroads.

Faced with rising fuel prices and a chronic driver shortage, many carriers are looking to increase their intermodal business, turning to long haul on rail and short haul on trucks, a trend that is likely to prevail. After all, it is easier to find drivers to do short-haul trips that enable them to return home in the evenings.

....continued on page 2

what's INSIDE

Editorial	3-4
Customer Connection	5
Industry Notes	6-7
Travel Tips	8-9
Pitching In	10
Tech Talk	11
FYI	12
Boys & Their Toys	13
Intermodal Insights	14-15
Frank Says	15
Calendar of Events	16

©2011, Trailcon Leasing Inc. All rights reserved. This work – covered by the publisher's copyright – may be reproduced or copied in any form or by any means (graphic, electronic or mechanical, including photocopying, recording, through bulletin boards, CD ROM or any information retrieval systems) with attribution given to the *Report on Transportation*.

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.

REPORT on TRANSPORTATION

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



CARRIERS FIND NEW EFFICIENCIES BY TEAMING UP WITH OLD RIVALS

....continued from the cover

For example, at U.S.-based J.B. Hunt Transport Services, Inc., a pioneer in intermodal services, more than 40% of jobs are local, a significant transformation from the days when it was primarily an over-the-road carrier. The company notes that more than 60% of its intermodal driving positions are local, so drivers are generally home daily with weekly time off.

J.B. Hunt specializes in converting freight from the highway to the railroad, using special arrangements with railroads throughout North America, including CN. The company currently operates nearly 43,000 53-foot containers, the largest fleet of its kind in the industry. J.B. Hunt began intermodal operations in 1989 with a unique partnership with what is now BNSF, the first time that a major railroad and truck-load transportation company had formalized an agreement to offer joint services.

In 2010, the carrier achieved a milestone when it transported more than one million intermodal loads in a calendar year. For the last quarter of 2010, it recorded a 20% increase in intermodal division revenue to US\$588 million. By contrast, truck division revenue increased by only one-tenth of one percent in the wake of a 10% *reduction* in capacity from the fourth quarter of 2009.

Although intermodal transportation is gathering steam in Canada, it has traditionally lagged behind the U.S. A 2010 report by Transport Canada says: "Contrary to the U.S., which has as early as 1991 started to formally encourage and promote the development of intermodal transportation through the 1991 U.S. 'Intermodal Surface Transportation Efficiency Act,' Canada has for a long time adopted a 'laissez-faire'

approach based on the belief that the market would naturally find the niches where intermodal transportation would meet legitimate shippers' needs based on their willingness to pay." Fortunately, this approach, it adds, has



Photo Credit: CN

not prevented intermodal transportation from prospering in Canada as the private sector pursued multi-modal transportation based on expected returns.

There is not only a solid business case for intermodal transportation, but also a powerful environmental one. According to the U.S. Environmental Protection Agency, for shipments over 1,000 miles, using intermodal transport cuts fuel use and greenhouse gas emissions by 65% relative to truck transport alone. As J.B. Hunt notes, one million loads converted to intermodal saved 150 million gallons of diesel fuel from being consumed, prevented 1,550,000 metric tons of carbon-dioxide emissions from being generated, and equated to taking 305,000 cars off the road for an entire year.

While carriers may once have, well, railed against their long-time arch-rivals, many today are embracing intermodal transportation as a promising option for recruiting and retaining drivers, conserving fuel, and speeding shipments.

REQUIRED READING

Editorial

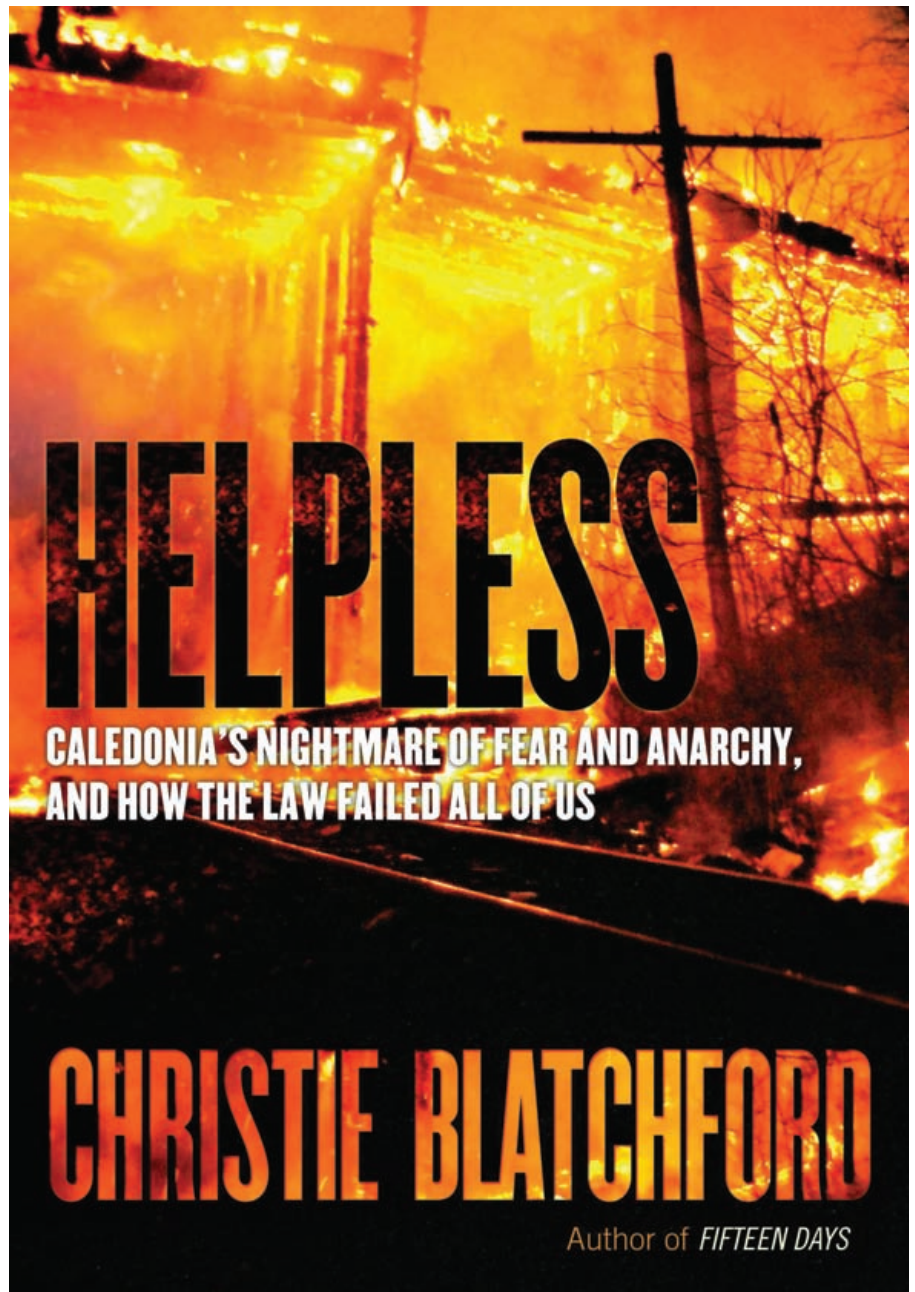
By Alan Boughton, President, Trailcon Leasing Inc.

In the 19 years since I opened the doors of Trailcon, this is my first book review. Like most of you, I find that time is always at a premium, and so it seems that reading a complete book is a real luxury. My youngest daughter gave me Christie Blatchford's new book *Helpless* for Christmas, and on January 7, my great friend John Snobelen sent me the first draft of his book *Causing Courage*, which I read right after finishing *Helpless*. Although John's book has yet to hit the stores, I will start with some thoughts on it, and finish with *Helpless* and the common thread that runs between these two gems.

For the benefit of those of you who were incarcerated or out of the country during the 1990s, John Snobelen was the MPP for Mississauga North during the Mike Harris era, and served as both Minister of Education and Minister of Natural Resources. Prior to embarking on his political career, John worked at his family's trucking business, hauling groceries for Miracle Mart. He later pioneered the move of Ontario trash to the U.S. John is best known these days as a columnist for *The Toronto Sun*, but still shows up at the Ontario Trucking Association (OTA) Convention and hangs out with George Ledson at his barn, as his love of horses spans more than a couple of decades. John and I have known each other since the 1970s, and we may have enjoyed the odd beverage together along the way.

It was at John's insistence that I attended a small breakfast in the early 1990s and met Mike Harris. I returned home that day and told my wife that I had just met the next premier of Ontario. In fact, my decision to leave my position as president of P.T.R. and start Trailcon was due in large part to my belief that all would be well with the world once the Conservatives, under the direction of Mike Harris, implemented the Common Sense Revolution (CSR) and righted the ship we call Ontario, which had been sinking fast under the direction of Bob Rae and the NDP.

I don't want to give away all the good parts of John's book, but it is the life story of one of the most interesting men I have ever



met. It touches on his experiences with horses through the National Reining Horse Association (NRHA), his time in Africa monitoring the election in Zambia with former U.S. president Carter, strategic planning in Senegal, working with the United Nations (UN) on child poverty, eliminating grade 13 in Ontario, repairing a broken education

system, and, perhaps his greatest accomplishment, Ontario's Living Legacy, which created 378 new parks and protected areas, a \$30-million research fund, and over six million acres of additional protected land.

John's style of writing makes his book an easy read, and every page is entertaining as well as educational. As he states, "I do not

REQUIRED READING

....continued from page 3

intend this writing to be a defence of the record of the government or my role in it. My intention is to be as candid as possible about my own successes and failures as a member of the Harris government. I suspect the failures will be more entertaining than the successes; they certainly are more numerous."

This statement is typical of John's style and personality, and is an accurate account of the book's content. Besides revealing the inside story of the tumultuous time when John was education minister, it opens the reader's eyes to the tactics of the government unions and the methods they employed to protect the status quo at the expense of the taxpayer and the students of the Ontario public education system.

Causing Courage is enriched by real-life examples from John's life, as well as a candid, insider's perspective, not only of well-known people, such as Mike Harris and Jimmy Carter, but also characters like Richard Buckminster "Bucky" Fuller. Fuller was thrown out of Harvard for excessive socializing and missing his mid-term exams. Depressed, drunk, broke, and unemployed, he contemplated suicide at the age of 32. But by the time he died, Fuller had written 28 books, held 28 U.S. patents, received 47 honorary degrees, and was presented with the Presidential Medal of Freedom by Ronald Reagan in 1983. So how did he achieve such personal success? Well, this is the heart and soul of *Causing Courage*.

In a nutshell, John tells of his and others' successes and failures, recognizing that most people and business managers simply work on already proven theories and methods, and seek to improve their company, themselves, their marriage, and other relationships and business situations by managing, rather than *changing*, who they are or what they do.

Causing Courage inspires the reader to make real change in his or her personal life

or business. As we all know, radical change is painful, and so we generally try to avoid it. Instead, we make minor changes that are less painful, and just hope that things will improve. John's book shows why they seldom do, and that if one can find the courage to make a significant change in one's self, career, or personal direction, the results can be amazing.

One of the early parts of John's book that caught my attention was the statement: "It is failure to challenge from within that has



"My intention is to be as candid as possible about my own successes and failures as a member of the Harris government. I suspect the failures will be more entertaining than the successes; they certainly are more numerous."

— John Snobelen, *Causing Courage*

many leaders of Canada's first nations focused on protecting and sustaining a system that has clearly failed their people." At that point, I had just finished reading *Helpless*, the story of Caledonia's ordeal when protestors from the Six Nations reserve walked onto Douglas Creek Estates and seized the residential subdivision. Therefore, John's statement really brought into focus what should have happened when the stand-off in Caledonia started in February 2006.

A precautionary note: if you suffer from high blood pressure and are at all familiar with the lack of effort and diligence that was displayed by all levels of government during this crisis, don't read this book. I have to admit that I was greatly affected while reading it, and for weeks afterwards, I couldn't stop talking about the failure of the McGuinty Liberals and the O.P.P. throughout this crisis. The provincial government

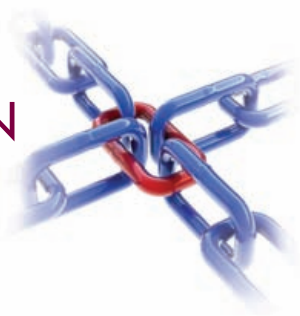
abandoned the residents of Caledonia, and the O.P.P. didn't enforce the laws of the land against native Canadians, allowing them to destroy a subdivision, bridges, roads, personal property and Ontario Hydro utilities with absolutely no consequences for any of the protestors, including those that joined this insanity from the U.S.

It is difficult to single out the worst performers among all those detailed in Blatchford's account, but Dalton McGuinty and Julian Fantino, who was the Commissioner of the O.P.P., would be my choices as 1(a) and 1(b) for their incompetence. If either man had had the courage to meet this challenge head on and do the right thing, rather than what was deemed politically correct, the nightmare in Caledonia would have lasted only a couple of days, and the first nations protestors would have realized that the law applies to *all* Canadians, including them. The O.P.P. were so gutless throughout this ordeal that they wouldn't enforce provincial court orders, and allowed the occupiers to drive cars throughout the area with-

out license plates, insurance, and, in some cases, while under the influence of drugs and alcohol. If they were native people, they were allowed to do whatever they wanted, while tax-paying, employed residents of the area were subject to road blocks, native-enforced curfews, and barricades on roads that weren't on Six Nations land or Douglas Creek Estates.

Perhaps Dalton and Julian and all those who are in a position to govern and effect positive change in the lives of Canadians should read *Helpless* first to understand what happens when you employ the "do nothing option," and then *Causing Courage* to comprehend what can be accomplished when one finds the courage to stand up and do what is right – not necessarily popular, but right. If they did, Canada would be a better place for all of us, including the native Canadians.

CUSTOMER CONNECTION



ATS Healthcare

A cool way to transport pharmaceuticals

When you're hauling a multi-million-dollar load of pharmaceuticals that must be kept at a specific temperature, you don't want to take any chances on your reefer unit breaking down.

That's why **ATS Healthcare** worked with **Trailcon Leasing** to develop a state-of-the-art trailer that features a separate back-up reefer, along with other unique features.

ATS was split into two distinct entities in 2009, when the retail side of the business was sold to TransForce Inc. The remaining company, ATS Healthcare, is the largest provider in Canada's temperature-controlled healthcare transportation industry. "Our trailers are almost exclusively temperature controlled," notes Bob Brogan, chief operating officer of ATS Healthcare. "Trailcon has worked with us for many years to create the right specs for our equipment, and to ensure that we measure up to the high standards of the healthcare industry, and pharmaceutical in particular."

The innovative double-deck trailer has a logistics track system that allows ATS Healthcare to double-stack pallets, "which is very new for a reefer trailer," says Brogan. Normally, reefer trailers do not have logistics tracks because of the tendency for frost to form where the track is inset into the wall of the trailer, lowering the insulation value. The new system is installed *over top of the*



The trailer features the host refrigeration unit on the nose, and a back-up reefer mounted on the underside (see inset).

insulation, removing the potential for frost build-up along the track. The trailers are designed and qualified for either of two temperature ranges: 2-8°C (cold chain) and 15-25°C (ambient), with temperature sensors throughout for continuous monitoring.

The track system also provides total flexibility in loading because it can be adjusted to different heights to accommodate every skid position throughout the trailer. "You can make much better use of space, as you are not tied to a specific skid pattern," says Brogan. "The pharmaceutical companies don't build their freight to a pure LTL size of 48 by 40 by 48 inches. So this gives you that flexibility to adjust the track system."

But the new trailer's key design feature is its back-

up reefer unit. "Pharmaceutical companies have a very high level of quality standards, and they go to extremes to protect their product," explains Brogan. "So they really like to see reefers that have redundancy or back-up systems." In this trailer, one refrigeration unit – the host – is situated on the nose of the trailer, and the back-up reefer is mounted on the underside. The back-up reefer is completely separate from the host unit, with its own fuel tanks and battery systems, so the two units do not rely on one another to operate. ATS Healthcare has specific standard operating procedures to ensure that both units are properly maintained and functional at all times.

Currently, ATS Healthcare has four of these dual-reefer trailers, but plans to add more as demand grows.

"Trailcon and ATS Healthcare have enjoyed a long and mutually rewarding partnership," says Brogan. "Trailcon understands our business, and works with us to meet the unique needs of our customers."



The horizontal "lift-a-deck" system bars clip into the tracks on the sidewall, and can be raised or lowered according to the pallet sizes. This allows pallets to be stacked on two levels, making much better use of space.

INDUSTRY



TransForce reports strong year, another acquisition

TransForce Inc.'s 2010 results reflect the improving economy. The company posted total revenue for the year of \$2 billion, compared with \$1.8 billion in 2009. Net income was \$104.6 million, a dramatic increase from the \$10.9 million recorded a year earlier. EBITDA increased 18.3% to \$268 million, or 13.4% of total revenue, up from \$226.5 million, or 12.3% of total revenue, the previous year.

"A discipline of comprehensive cost management throughout our organization, increased geographic reach, and additional value-added solutions to our growing customer base combined to generate a solid performance for TransForce in 2010," says Alain Bédard, chairman, president, and CEO. "This was achieved despite a still-recovering economy, which has not yet returned to pre-recession levels. Our strong financial situation allowed us to further grow our market leadership through acquisitions, culminating with the purchase announcement of Dynamex late in the fourth quarter." Headquartered in Dallas, Dynamex is a leading provider of same-day delivery and logistics services in the U.S. and Canada.

Income fund conversions to corporations continue

Two more income funds in the transportation industry have completed their conversion to a corporation.

Calgary-based Trimac Income Fund is now Trimac Transportation Ltd. Trimac is Canada's largest provider of bulk trucking services, with operations from coast to coast. For 2010, its consolidated revenue increased by 10.7% to \$291.1 million from the \$262.9 million reported for 2009. EBITDA increased \$4.2 million, or 14%, to \$34.3 million for the current year, and operating earnings nearly doubled to \$17.7 million from \$9.3 million in the previous year.

Meanwhile, Red Deer, Alta.-based Park-

Trucking companies enjoy higher profits in 2010

The operating profit of trucking companies (+\$356 million) continued to improve in the third quarter of 2010, according to Statistics Canada. Year-over-year growth of 15.9% in operating revenue exceeded that of operating expenses, at 13.6%.

These companies earned operating revenue of \$10.7 billion, which, after deducting expenses of \$9.3 billion, resulted in an operating profit of almost \$1.4 billion. That corresponds to an improved operating ratio of .870, compared with .885 in the second quarter (a ratio greater than 1.000 represents an operating loss).

The improvement was widespread, as all provinces except New Brunswick, and all segments – general and specialized freight, both local and long-distance – recorded an increase in operating profits.

StatsCan also reported that the For-Hire Motor Carrier Freight Services Price Index crept up 0.8% from the third to the fourth quarter of 2010. The specialized freight trucking component was up 0.6%, while the general freight trucking component rose 1.0%. On a year-over-year basis, the increase was 1.6% in the fourth quarter compared with the same period in 2009.



land Income Fund has completed its previously announced reorganization to Parkland Fuel Corporation. Parkland is Canada's largest independent fuel distributor and marketer.

In a related development, Mullen Group Ltd., Okotoks, Alta., another former income fund that converted to a corporation in 2009, reported strong results for the 12-month period ended December 31, 2010. The Group generated revenue of \$1,039.8 million, an increase of 6.3% from the \$978 million earned in 2009. It attributes the increase to higher revenues generated by both the Oilfield Services segment and the Trucking/Logistics segment.

However, net income for the year declined by \$11.7 million to \$79.1 million compared to \$90.8 million in 2009. More encouraging were fourth-quarter profits of \$33.2 million, a whopping a 199% gain from the \$11.1 million for the same period in 2009.

CTA: costs of biodiesel outweigh the benefits

The Canadian Trucking Alliance (CTA) says the Government of Canada needs to rethink its approach to a national biodiesel mandate set to kick in on July 1, and should introduce measures to protect consumers of biodiesel from higher fuel prices, a loss of fuel efficiency, and engine and warranty problems from sub-standard fuel. The mandate will eventually require that all diesel fuel sold to on-road customers over a calendar year contain an average of two percent biofuel content.

Truckers have reason to be concerned; a Regulatory Impact Analysis Statement (RIAS) on the mandate confirms the CTA's contention that consumers and taxpayers will pay the price for a massive subsidization of big agribusiness and alternative fuel producers for very little return in terms of reduced greenhouse gas (GHG) emissions.

The RIAS concedes that the costs of the biodiesel mandate outweigh the benefits by \$2.4 billion over 25 years. It will contribute to only a marginal reduction in GHG, and will cost consumers through higher pump prices and reduced fuel efficiency.

“The biofuel producers are getting literally everything they want – regulatory certainty, a captive market, and massive subsidies – all of which they can take to the bank, whereas the consumer, mainly truckers, will get even higher fuel prices than we currently have at a time when trucking companies are just finding their financial legs after being ravaged by the recession, higher maintenance costs, and the potential for their engine warranties to be voided,” says David Bradley, CEO of the CTA. While he insists the CTA is not opposed to the introduction of alternative fuels into the trucking industry, the organization needs to be sure the fuel works, is in plentiful supply, and does not cost more than regular diesel. The biodiesel mandate fails on all three counts.

The CTA continues to talk to the federal government, and has tabled proposals that it says would provide a level of comfort to the truckers, if the government agrees to adopt them.

Meanwhile, the Canadian Natural Gas Vehicle Alliance welcomed the release of a

roundtable report on natural-gas use in the transportation sector, sponsored by Natural Resources Canada. It notes that trucking fleets that operate along regional corridors and in urban areas can improve their competitiveness and reduce their environmental impacts by using natural gas, a clean-burning and less-carbon-intensive fuel. The industry is investing in natural gas incrementally, but urges the government to help lower the barriers to wider adoption. “Operating natural gas trucks helps reduce one of our largest costs (fuel), and reduces our carbon footprint,” says Claude Robert, president and CEO of Robert Transport, which recently purchased 180 natural-gas trucks. “This is a win-win for both the environment and for fleets who adopt natural gas.”

Study proves benefits of enviroTruck technologies

A recent study for the Canadian Trucking Alliance (CTA) revealed significant reductions in greenhouse gases (GHG) through trailer technologies.

The “real-world” study measured three enviroTruck technologies – low rolling resistance dual and single wide-base tires, trailer side skirts, and the activation of speed limiters – in projects with LTL carrier

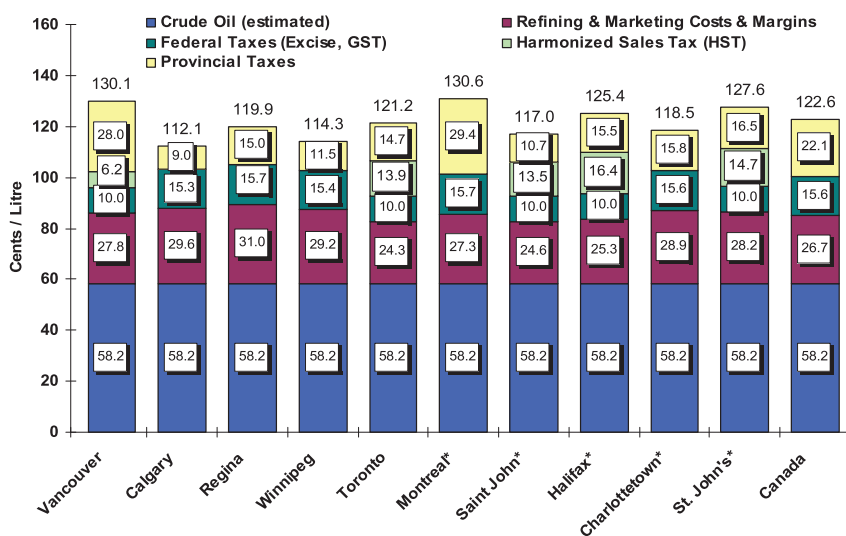
Clark Freightways, of Coquitlam, B.C., and bulk hauler Excel Transportation, of Prince George, B.C.

Clark Freightways realized a combined fuel efficiency gain of 6.3%, while Excel Transportation reported a 5.1% fuel efficiency improvement. The study estimates that, if 50% of the class 8 tractor-trailer combinations in Canada were equipped with these technologies, the combined impact would be an annual GHG reduction of almost a million tonnes. This represents the combined equivalent of removing about 12,000 trucks or 200,000 cars per year from the roads. (It notes that the vehicles used in the study had EPA 2004-compliant engines; the impact would be lower with the introduction of EPA 2010-compliant engines, since they are virtually smog-free.)

“This technology is not smoke and mirrors like some of the so-called plans for reducing GHG,” says David Bradley, CEO of the CTA. “It is a serious and practical way to accelerate the penetration of more fuel-efficient and less polluting technology into the marketplace.” These technologies will not be included in Environment Canada’s upcoming heavy-duty diesel GHG regulation, but the CTA believes they should be introduced through a private-public government investment strategy.

Focus on fuel costs

Regular Gasoline Pump Prices in Selected Cities Four-Week Average (March 1 to 22, 2011)



Source: Natural Resources Canada, Fuel Focus, Volume 6, Issue 5, March 25, 2011

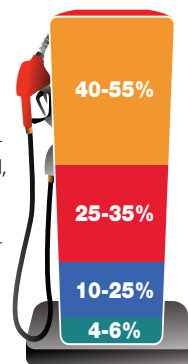
What makes up the price of a litre of gas?

40 - 55 per cent is crude oil costs (the raw material for making gasoline and diesel fuel).

25 - 35 per cent is federal, provincial and municipal taxes, and the GST.

10 - 25 per cent is the refiner's margin (the difference between what it costs to buy crude oil and the price refined gasoline sells for in the wholesale market, which, in turn, is influenced by supply and demand).

4 - 6 per cent is the marketing (or retail) margin that covers retail stations' expenses and profits.



Source: Natural Resources Canada Fuel Focus Reports/Shell Canada



TRAVEL TIPS

Discovering the charms of China Part 1 of 2

By Alan Boughton,
President, Trailcon Leasing Inc.

Last October 21 at 3:00 p.m., my wife Wendy and I, Doug Tozer of Wheels International and his wife Kathy, and Domenic Gesualdi of The Valecon Group and his wife Debbie departed for China to explore business opportunities both for future Trailcon equipment purchases and for Doug's international trucking company, Synaps International, which has grown out of the transportation supply-chain business. The direct flight to Beijing is just under 14 hours, and you arrive at 5:00 p.m. the following day. Sleeping on the way over is a bonus, and it takes a few days to adapt to the 12-hour time difference. The good thing is there is no need to reset your watch, other than to move the date ahead one day.

We stayed at the Regent Hotel in Beijing, which was excellent. It had all the modern Western conveniences and an outstanding breakfast buffet that catered to visitors from around the world.

Much of what you have heard and seen about Beijing on television is true, at least when it comes to the traffic jams and smog; in fact, we didn't see the sun or blue sky until we left five days later. There is much to see and do in and around Beijing, with the best sights, in my opinion, being the Forbidden City, which is the former Chinese imperial palace, and the Great Wall, a 90-minute drive from the city centre.

Doug had arranged through his agent James Kao for a guide and a small bus to take us to our destinations, including stops at the local silk factory and jade outlet in the city along the way. We were always comfortable in Beijing, and English is spoken at almost all restaurants and tourist spots. The Chinese food is varied and quite delicious, particularly the Peking duck, which is a specialty at many local restaurants. If you are not proficient with chopsticks, forks are readily available



at most restaurants. I packed all dark-coloured shirts and entertained everyone within eyesight with my lack of skill with the chopsticks, but I improved daily.

On Monday, October 25, we headed to Shanghai via China Eastern Airlines. If Beijing is impressive, then Shanghai can only be described as overwhelming.

The city of Shanghai has an official population of over 19 million, but local estimates

peg the "real" number at between 25 and 30 million. Looking out the window as we landed at the Shanghai Hongqiao International Airport, one of two international airports in Shanghai, we observed an endless sea of high-rise buildings that made New York City look like Toronto. The trip to our downtown hotel was painless, considering that the traffic is not dissimilar to Beijing. We stayed at the J.W. Marriott — Tomorrow

Square for a substantial discount, as my daughter is an employee at Marriott's Red Leaves resort in Muskoka. Good thing, because a standard room normally costs 3,300RMB per night, or \$500CDN.

This is probably the only hotel in the world where the lobby is on the 38th floor and the rooms start on the 41st floor, with the concierge floor on the 59th. The views, service, room quality, restaurants, and all other aspects of the hotel were superb, and its high world ranking is well deserved. The first night,

Great Britain, and Saudi Arabia, extend to 10 hours during peak periods. Although "only" 250,000 people were at Expo the day we visited, the lineup for the Saudi Arabia pavilion was over five hours long. The Chinese people are so well-mannered and polite that this is never an issue for them, and in fact, complaints are limited to foreigners such as us. Fortunately, we enjoyed VIP treatment, thanks to Doug's son Phil from Synaps, who lives in Shanghai and arranged for us to bypass the lineups at the best exhibits.

ging and planting for what purpose God only knows. The gift shop for Canadian products was lined up at least 200 people long, and the restaurant featured our national dish of poutine and Carlsberg beers. I did write to my MP and Prime Minister Stephen Harper expressing my dismay at the rudeness, content, and service at our national pavilion. Every other country we visited received us as VIPs, with the most impressive being the U.S. The content of that pavilion was good, but the reception was excellent. The message of



The China pavilion at the 2010 World Fair in Shanghai.

From l to r: Al Boughton, Doug Tozer of The Wheels Group, Debbie and Domenic Gesualdi of The Valecon Group, Wendy Boughton, Kathy Tozer, and tour guide James Kao at the Forbidden City in Beijing.

we had dinner overlooking the Bund, an area of historical buildings stretching along the Huangpu River. The buildings and the ships entering and exiting the harbor lit up in a stunning display of colour and motion.

Our first full day in Shanghai took us to the World Fair, which has recorded over 75 million visitors, including 840,000 on the Saturday of our arrival in Shanghai. Lineups for the most popular pavilions, such as China,

I wasn't overly impressed with Expo 2010, although the Saudi Arabia and Italy pavilions were my favourites. The biggest disappointment was the Canada pavilion, which our group unanimously described as "embarrassing." We had no idea what the theme was; the movie was predominantly Quebec-based with the only Toronto pictures on the screen backwards. Furthermore, there was a scene of people in a cemetery in Calgary dig-

friendship, openness, and the desire to have all who visited the pavilion come to their country was refreshing compared to the lack of theme or message at the Canadian display.

...to be continued

Watch for the next issue of "Report on Transportation" to read more about our visit to Shanghai, as well as our excursions to Hong Kong and Shenzhen.

PITCHING IN

Walking for kids with cancer



Since its inception in 2001, Meagan's Walk has raised over \$2 million for paediatric brain tumour research.

Trailcon Leasing, as well as some individual staff members, donated to a cause that is near and dear to the heart of Jackie Roberts, executive assistant to Paul Waite, vice-president, intermodal, at CN.

This is the second year that Roberts has participated in **Meagan's Walk**, in support of children with brain cancer. The Walk commemorates little Meagan Bebenek, who

tragically passed away from brain stem glioma in 2001 at the age of five. Her courage and spirit inspired her Mom, Denise, with the help of the GTA community, to found the fundraising event 10 years ago.

Roberts became involved with Meagan's Walk when young family member Nicholas was diagnosed with a brain tumour in early 2009. "When I read about Meagan and the

tireless work the Bebeneks do, I just knew it was something I had to participate in," she says. "I had just under four weeks to collect sponsorships. My goal was \$5K, and I raised just under \$6,100."

This year, Roberts captained the team "Lightning McQueen," named for Nicholas's favourite character from the movie "Cars." Her team included her partner Mike, her two sons, and CN co-workers and friends. Mercifully, Nicholas won his battle with a cancerous brain tumour, but the quest for a cure continues. "Our walk is for all the survivors, the little ones who are still so bravely fighting, and those who are with us in spirit only," says Roberts.

The 5K Walk is held on Mother's Day each year in downtown Toronto, and kicks off with a dinner/dance gala in February. For more information, visit www.meaganswalk.com.

Since its inception in 2001, Meagan's Walk has raised over \$2 million for paediatric brain tumour research, supporting Sick Kids Hospital.

Website matches volunteers with opportunities

Want to volunteer, but not sure where and how your skills can best be used? Try www.Getvolunteering.ca, an interactive website that matches volunteers with organizations in need.

Launched by Volunteer Canada and Manulife Financial, the site allows volunteers to browse an ever-expanding bank of more than 2,200 volunteer opportunities available at more than 1,000 organizations from across Canada. The site matches up your interests, skills, and location with a variety of opportunities. Some opportunities are "virtual," permitting you to volunteer from anywhere in the country.



TECH TALK

Reap big savings by preventing insulation “bleed out”

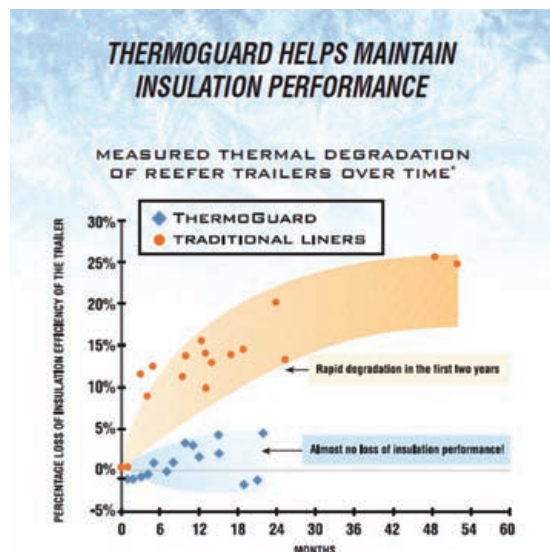
By George Cobham Jr., Vice-President, Sales and Marketing,
Glasvan Great Dane Sales Inc.

Ask a fleet manager these days about the mileage his company is getting from its tractors, and he'll give you an earful about the spec, science, and statistics behind his efforts to squeeze every last mile out of a tank of diesel fuel. But what about the fuel consumed by the diesel-powered temperature-control unit on reefer trailers? This engine, too, burns thousands of litres of diesel each year, but many fleet managers are unaware of the money being wasted due to inefficient, aged equipment struggling to keep up to temperature-control requirements. With each passing year, the reefer cooling unit seems to run more often, burning more diesel fuel and even labouring to maintain the set point required for critical freight integrity. Why does this occur?

First, let's dispel a myth that one trailer manufacturer has better and more efficient insulation than another. The Environmental Protection Agency dictates the chemicals that can be used in the wet foam insulation

for reefer trailer walls, so manufacturers get very similar insulation value. Over time, however, the nitrogen molecules in this insulation “bleed out” of the trailer's side walls. Referred to as “outgassing,” this molecular bleed causes the trailer to lose its temperature-control efficiency, forcing the reefer unit to run more often. The molecules do not bleed out through the aluminum side wall trailer exterior, but rather, via the trailer interior wall liner, which is impermeable to water but not to the nitrogen molecules.

Over the first five years of a reefer trailer's life, outgassing can cause the insulation to lose from 20 to 30% of its insulating properties. Great Dane Trailers recognized this problem back in 2003, and engineered a product called “Thermoguard” to prevent it. This advanced interior wall liner is available exclusively on Great Dane Classic,



ThermoGuard's revolutionary construction combats the loss in insulation performance as the trailer ages. Testing shows traditional liners allow rapid thermal degradation. By contrast, trailers originally equipped with ThermoGuard show significantly improved insulation performance and longevity.

* Thermal degradation measured in refrigerated trailers per TTMA Rip No. 38 test procedures.

Super Seal, and CTL model reefer trailers.

It can reap impressive savings. Take, for example, a fleet of 100 reefer trailers with a conventional wall liner. Let's say operational requirements dictate that, in the first year of the trailer's life, the diesel temperature-control units will run for 2,500 hours. With each year that passes, the trailer loses a conservative 5% of its insulating properties. Consequently, by year seven, the cooling unit must run more than 3,300 hours to do the same amount of work as in year one. That adds up to more than 20,300 hours over the seven years. If this same equipment was lined with Thermoguard, the engine-run hours over the seven years would be closer to 17,500 hours in total – 2,800 hours less than the traditionally lined trailer. That equates to diesel savings of 8,500 litres, or \$9,700 at current prices, and 1,000 fewer kg of CO₂, NO_x, and hydrocarbon entering our atmosphere.

Consider also the cost per hour to maintain a temperature-control unit. If the unit is running less to do the same job, you are spending less on oil changes, filters, compressors, solenoids, etc. In this example, there would be potential maintenance savings of \$2,600 over the seven years. As diesel prices rise, Thermoguard becomes even more attractive. Now multiply the above by 100 trailers to achieve seven-figure savings. Ask your Trailcon account manager about the possible savings that Thermoguard can offer your fleet.



FOR YOUR INFO

Devious Dalton and his tax hikes

"Read my lips: no new taxes."

Ontario premier Dalton McGuinty has taken a leaf from the book of George H.W. Bush, who uttered that now-famous promise at the 1988 Republican National Convention and then promptly reneged on it after becoming president.

After campaigning on a "no-tax-increase" platform, Deceitful Dalton has done just the opposite. Here are just a few examples of taxes and fees he has increased or added over his seven years as premier:

- Licensing fees, from cars to boats to hunting and fishing
- Disposal tax on all electronics
- Tire recycling
- Healthcare "premium"
- Hydro tax
- Tax on beer, liquor, and wine
- Corporate and personal income tax
- Eye exams and physiotherapy services
- Commercial vehicle operators registration (CVOR) license

And on and on it goes. Where it stops, no one knows – but we fervently hope at the next election.

Read our lips, Dalton: **Take a hike!**

OMG, it's a word!

It's official: Social media has infiltrated the venerable *Oxford English Dictionary*; **OMG** (short for "Oh my God" for those who have been living in a virtual vacuum) is now a recognized word in that esteemed tome. LOL (and that's now a word too!).

The latest edition of the *OED* revises more than 1,900 entries and adds nearly 200 words. These literary pearls join previously included abbreviations "IMHO" (in my humble opinion) and "BFF" (best friends forever).

Other new words include muffin top, the unfortunate protuberance of flesh above the waistband of tight pants; dot-bomb; and the ever popular "wassup?" It's a slippery slope to illiteracy, IMHO.

Site-seeing

Time's 50 Worst Inventions



>> <http://tinyurl.com/37f5dkp>

Crinolines. New Coke. Bumpit "hair-volumizing insert" (for those refugees of the '50s seeking a back-combed skull à la Sarah Palin). And let's not forget "Clippy," that annoying "office assistant" that debuted in Microsoft Office 97 as an acrobatic virtual paper clip ready to provide help with any task, whether you wanted it or not. Alas, Clippy never knew when to shut up. As soon as the word "Dear" hit the screen, he sprang into letter-writing mode, ready to help you organize your innermost thoughts. These and 46 others are worthy entries on Time.com's list of "The 50 Worst Inventions," though a few might surprise you. Some are old (honegar anyone?), some are new (Foursquare), but all are bad. And fun to peruse.

Word Watch



"Quack"

Used since the 16th century to imitate the sound of a duck (in literary terms, that's called "onomatopoeia"), the word "**quack**" has also come to mean an unscrupulous or unqualified physician.

That wasn't its original meaning, however. Around the same time that people started using the word to imitate the sound that ducks make, they also began using it to describe the sound itinerant patent medicine salesmen made as they hawked their wares. These charlatans became known as "quacksalvers," a Dutch word meaning "boaster who applies a salve." In other words, they "quacked" about their "salves." That term was then shortened to "quack," and eventually morphed into a synonym for fraudulent doctors.

Sources: www.word-detective.com, www.wikipedia.org, www.word-origins.com

BOYS AND THEIR TOYS

Gentlemen...start your engines!

By Alan Boughton, President, Trailcon Leasing Inc.

I recently had the opportunity to attend the **Ron Fellows ZR1 Performance Driving School** at Spring Mountain Motorsports Ranch in Pahrump, Nev., with three friends. Ron Fellows is a professional driver from Mississauga with a long list of accomplishments.

Spring Mountain is about a 45-minute drive west of Las Vegas. We flew into Las Vegas on a Saturday and stayed there overnight, enjoying some of the sights before heading to Spring Mountain the following afternoon. Upon arriving at the Ranch, we checked in to our accommodations, a fully-equipped loft-style condominium unit with its own private garage.

There are three levels offered in the Ron Fellows Performance Driving School. The three-day Level 1 is held most Mondays through Wednesdays, and the two-day Level 2 and 3 programs each take place on various Thursdays and Fridays throughout the year. There is also a one-day Private Instruction program, as well as other two-day programs, such as the Radical Driving School, Lotus Performance Driving School, the Sports Car Club of America School, and the Road & Track Driving Experience.

We enrolled in the ZR1 Corvette Performance Driving School. This was the third driving school for me; I have previously been to the Bondurant School of High Performance Driving and the Richard Petty Driving Experience, but this one was by far the best school I have attended. I noticed incredible progress in my driving skills while I was there, more so than at any other school.

Spring Mountain was unbelievably exciting. I had the chance to take a ZR1, Z06, and Grand Sport Corvette around the track. You perform a variety of exercises on a skid pad, both wet and dry, to develop your skills. All cars are equipped with a two-way radio, and you are critiqued by the instructor after each session.

You can also do ride-arounds with the instructor, both as a passenger and a driver. The instructor teaches you techniques that will assist you with your high-performance vehicle both on and off the track.

Next time you're planning a trip to Las Vegas, it is worth taking a side trip to Spring Mountain Motorsports Ranch. Visit their website at www.springmountainmotorsports.com.



▲ Instructor and friend Ron Fellows waiting for me in the morning against the backdrop of the mountains and garages.



The luxurious interior of the clubhouse.

INTERMODAL INSIGHTS



Container traffic through Canadian west coast ports reaches all-time high

As marine transportation gathers steam in the Pacific Gateway, Canada's two west coast ports are reaping the rewards. In 2010, Port Metro Vancouver (PMV) achieved a total tonnage increase of 16%, delivering 118.4 million tonnes overall on the year. Container traffic set an all-time record of 2.5 million TEUs (20-foot equivalent unit containers), up 17% as demand for imported consumer goods continued.

Similarly, the Port of Prince Rupert recorded its strongest cargo volumes ever in 2010, up 35% over 2009 to more than 16 million tonnes, but still well below the level of PMV. Fairview Container Terminal handled 343,366 TEUs in 2010, a 29.5% increase over 2009. Import container volumes grew 24.2%, while export volumes soared 37%.

Recently, PMV launched a Container Capacity Improvement Program, a long-term strategy to increase container-handling

capacity in the Lower Mainland to meet future growth and demand in Canadian international trade. Container traffic through Canada's Pacific Gateway is expected to double over the next 10 to 15 years and nearly triple by 2030. The Program will identify opportunities to increase operational efficiencies at the Port's existing container facilities. The Port has signed collaboration agreements with both CN and Canadian Pacific that focus on reciprocal accountability to improve productivity and performance.

Plans solidify for new N.S. container terminal

Despite the fact that the Port of Halifax is not operating at capacity, it's full steam ahead for a new container terminal in the Strait of Canso, the channel dividing the Nova Scotia peninsula from Cape Breton Island.

Last year, Maher Terminals signed an agreement to become a shareholder in and provide services to the new operation, which

will be called Maher Melford Terminal. New Jersey-based Maher Terminals operates the Fairview container terminal at the Prince Rupert Port, as well as Port Elizabeth, N.J. "This terminal will, in many ways, be an East Coast version of Prince Rupert," says Paul Martin, president of MIT, the Nova Scotia company that is developing the 315-acre container terminal, an intermodal on-dock rail facility, and a 1500-acre logistics park.

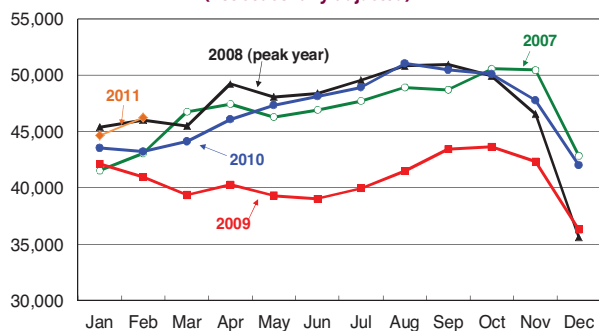
The Maher Melford Terminal will feature deep water berths of 60 feet at mean low water, an ice-free 100-foot-deep channel, and no air draft restrictions. It will connect to key interior North American markets through intermodal rail service provided by CN, which serves Nova Scotia via its East Coast Mainline. The route is fully cleared in order to provide competitive double stack service. "CN has proven to be an excellent

Canadian railways record steady climb in intermodal loadings

Canadian intermodal freight loadings, comprising containers and trailers on flat cars, continue their steady climb from the doldrums of 2009. According to the Association of American Railroads, Canadian railroads originated 185,053 intermodal trailers and containers in February 2011. That's an average of 46,263 per week, up 7% over February 2010 and 13% over the same period in 2009. Seasonally adjusted intermodal volumes rose 1.7% in February 2011 from the previous year.

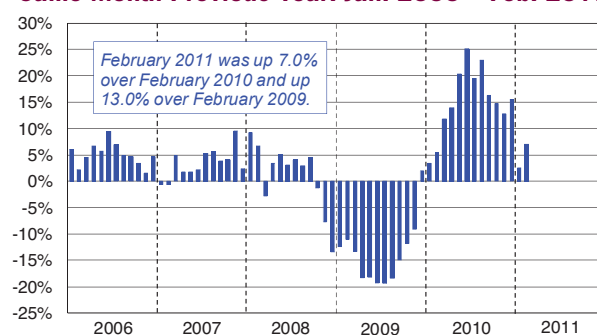
The shift from intermodal truck trailers to containers is ongoing. For February 2011, railways loaded 6,028 trailers, up only 0.5% from 2010 and down by the same percentage from 2009. By contrast, they loaded 179,025 containers for the same period, an increase of 7.3% over 2010 and a hefty 13.5% over 2009. In fact, an increase of 8.9% in intermodal freight loadings in December 2010 was solely the result of a rise in containerized cargo shipments, according to Statistics Canada.

Average Weekly Canadian Rail Intermodal Traffic
(not seasonally adjusted)



Data are based on originations, 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 – Feb. 2011



Data are weekly average originations for each month, 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.

partner with Maher at the Port of Prince Rupert in British Columbia,” says John Buckley, president and CEO of Maher. “We look forward to building upon that crucial relationship on Canada’s East Coast.”

When phase 1 of the project is completed, the US\$350-million terminal will comprise two berths with initial projected capacity of 1.5 million 20-foot equivalent units (TEUs) per year. The parties intend to commence commercial operations by 2013, or as required by market demand.

According to Allan MacMaster, MLA for Cape Breton’s Inverness County, Maher Melford differs from the Port of Halifax in that it is a “greenfield site,” with enough space to build logistics terminals. He notes that it has the deepest ice-free port in North America, has no bridges to restrict height of ships like Halifax does, and is the closest point of entry for ships destined for the eastern seaboard of North America.

CN continues on track for improved results

CN continues to ride the rails to higher profit. For 2010, the railway recorded net income of \$2,104 million, compared with \$1,854 million

Port of Halifax handles more containerized cargo

Thanks to improved global economic conditions, containerized cargo through the Atlantic Gateway is showing steady growth.

At the Port of Halifax, volume was robust in 2010, with total throughput of 435,461 TEUs (20-foot equivalent units), compared with 344,811 TEUs in 2009, an increase of 26.3%. Even when measured against pre-recession 2008, the Port’s containerized cargo was up 12.4%. Nonetheless, it is still trying to catch up to the boom year of 2006, when it moved 530,722 TEUs.

The Port attributes the 2010 growth to new shipping lines, more frequent port calls and more cargo with existing lines, and expanded trade routes. Asia has become the Port’s largest trading region within the past five years.



for 2009. Revenue for intermodal grew 18% over 2009, while operating ratio improved 3.1 points, to 63.6% from 66.7% in 2009.

For the fourth quarter of the year, net income increased to \$503 million, 19% over comparable adjusted 2009 net income of \$424 million. Operating ratio improved further, to 63.4% from 65.3% for Q4 2009, and revenues increased 12% to \$2,117 million on strong volume growth.

Noting that CN’s “strong fourth quarter capped an impressive year,” president and CEO Claude Mongeau said: “We believe the North American economy will continue to

recover in 2011, but at a slower pace than in 2010, and that global economic conditions will continue to improve.”

In an effort to increase efficiencies, the company is launching EcoRide this year, a new container chassis expected to reduce fuel consumption in CN’s trucking to and from its intermodal terminals by eight to 10%. The chassis is equipped with a series of features that reduce fuel consumption (see “Report on Transportation,” Fall 2010, page 14). CN is also testing hybrid container cranes, in-terminal hybrid trucks, and energy-efficient generators.

FRANK SAYS...

Frank dropped by the house last week, and after kicking Dalton McGuinty, Jack Layton, Michael Ignatieff, and other political scoundrels, we moved on to our next favourite topic: **Air Canada**. For once, it was Frank’s turn to listen while I related the horror story of the month as experienced by my own daughter, Sarah.

Sarah had been on a two-month assignment for her employer in Halifax, and was returning with two suitcases, the second of which had been booked and paid for in advance. When Sarah checked in, she put the first suitcase on the scale. The attendant tagged the bag, which was well under the 50-pound-per-bag limit, and sent it down the conveyor belt. Sarah then put the second bag on the scale, and was told that it would cost an extra \$75, as it was two pounds overweight. My daughter stated the obvious – that the first bag was well under 50 pounds, but of course, that meant nothing to the miserable old bag manning

the counter. When my daughter said she would remove two pounds of luggage from this suitcase and place it in the lighter case, the agent responded: “That’s not possible, as the lighter suitcase has already gone.” Sarah refused to pay the \$75, so the agent told her she had to remove two pounds from the suitcase or pay the \$75. She opened the suitcase and, as other passengers waited in line behind her, removed a couple of items. Cruella de Vil weighed the suitcase again, and it was still one pound overweight. Finally, she said, “What the hell...close enough,” and completed the check-in.

As usual, what transpired is beyond belief, unless, of course, you have ever flown Air Canada. Adding insult to injury, as the plane pushed away from the gate, the flight attendant announced that “Air Canada has been voted the number one airline in North America.” Really?? I wonder how that happened, because I fly many different airlines, and nobody has ever asked me to vote.



As Frank Says:
“Air Canada may be Number One – not on service, but on the number of unhappy customers.”

CALENDAR OF EVENTS

May 9-11

48th Canadian Fleet Maintenance Seminar (CFMS)

Hilton Suites, Markham, Ont.

Contact: CFMS

Telephone: 905-957-7265

E-mail: manager@cfmsonline.com

Web: www.cfmsonline.com

May 10-11

44th Annual Conference and Trade Show – Supply Chain Canada

The International Centre, Mississauga, Ont.

Contact: Supply Chain & Logistics Association Canada

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

E-mail: info@sclcanada.org

Web: www.sclcanada.org

May 15-18

2011 WERC Conference

Walt Disney World Swan and Dolphin Resort, Lake Buena Vista, Fla.

Contact: Warehousing Education and Research Council

Telephone: 630-990-0001

E-mail: wercoffice@werc.org

Web: www.werc.org

May 15-19

CCMTA Annual Meeting

Delta Ocean Pointe Resort & Spa, Victoria, B.C.

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 Spring Golf Tournament

Blue Springs, Acton, Ont.

Contact: Ontario Trucking Association

Telephone: 416-249-7401

E-mail: events@ontruck.org

Web: www.ontruck.org

May 25

TTA Annual Spring Social

Woodbine Racetrack

Contact: Toronto Trucking Association

Telephone: 416-248-6211

E-mail: info@tta.on.ca

Web: www.torontotrucking.org

June 6

PMTC Ontario Golf Tournament

Etobicoke, 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 10

TTA 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 10-11

Atlantic Truck Show

Moncton Coliseum Complex, Moncton, N.B.

Contact: Master Promotions Ltd.

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

E-mail: info@mpltd.ca

Web: www.atlantictruckshow.com

June 18-19

The Stirling Truck Show

Stirling Fairgrounds, Stirling, Ont.

Contact: Stirling and District Lions Club

Telephone: 613-395-3119

E-mail: info@truckshowandshine.com

Web: www.truckshowandshine.com

June 23-24

PMTC Annual Conference & General Meeting

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 24

Hamilton Transportation Club Rock Lobster Fest

Liuna Gardens, Winona, Ont.

Contact: Hamilton Transportation Club

Telephone: 905-549-3777

E-mail: hamtransportation@cogeco.ca

Web:

www.hamiltontransportationclub.com

July 22-24

26th Annual Fergus Truck Show

Centre Wellington Community

Sportsplex, Fergus, Ont.

Telephone: 519-843-3412;

1-866-526-7379

E-mail: info@fergustruckshow.com

Web: www.fergustruckshow.com

August 8-13

NAIC 2011

Orlando, Fla.

Contact: Commercial Vehicle

Safety Alliance

Telephone: 301-830-6143

E-mail: cvsahq@cvsahq.org

Web: www.cvsahq.org

August 22

PMTC Ontario Golf Tournament

Etobicoke, 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

August 25-27

Great American Trucking Show

Dallas Convention Center, Texas

Telephone: 1-888-349-4287

E-mail: info@truckshow.com

Web: www.gatsonline.com

September 11-14

TAC Annual Conference and Exhibition

Edmonton, Alta.

Contact: Transportation Association of Canada

Telephone: 613-736-1350

E-mail: conference@tac-atc.ca

Web: www.tac-atc.ca

September 21

Toronto Transportation Club Race Night

Woodbine Racetrack

Contact: Toronto Transportation Club

Telephone: 416-886-5450

E-mail: sec_treasurer@torontotransportationclub.com

Web:

www.torontotransportationclub.com

September 22

Hamilton Transportation Club Golf Tournament

Heron Point Golf Links, Ancaster, Ont.

Contact: Hamilton Transportation Club

Telephone: 905-549-3777

E-mail: hamtransportation@cogeco.ca

Web: hamiltontransportationclub.com

September 26-29

CVSA Annual Conference

Hilton Austin, Austin, Texas

Contact: Commercial Vehicle Safety Alliance

Telephone: 512-482-8000

E-mail: cvsahq@cvsahq.org

Web: www.cvsahq.org/events

October 2-5

CSCMP Annual Global Conference

Philadelphia Convention Center, Philadelphia, Penn.

Contact: Council of Supply Chain Management Professionals

Telephone: 630-574-0985

E-mail: cscmpadmin@cscmp.org

Web: www.cscmp.org

October 15-18

ATA Management Conference & Exhibition

Gaylord Texan Resort & Convention Center, Grapevine, Texas

Contact: American Trucking Associations

Telephone: 703-838-1700

E-mail: meetingsteam@trucking.org

Web: www.truckline.com

October 24-26

CTEA 48th Manufacturers' Technical Conference

Delta Beausejour, Moncton, N.B.

Contact: Canadian Transportation Equipment Association

Telephone: 519-631-0414

E-mail: transportation@ctea.on.ca

Web: www.ctea.ca

October 25-26

CCMTA Fall Meetings

Ottawa Marriott

Contact: Canadian Council of Motor Transport Administrators

Telephone: 613-736-1003

E-mail: ccmta-secretariat@ccmta.ca

Web: www.ccmta.ca

October 26-28

CITT's Reposition 2011: National Symposium for Supply Chain and Logistics Professionals

Montreal, Que.

Contact: Canadian Institute of Traffic and Transportation

Telephone: 416-363-5696

E-mail: info@citt.ca

Web: www.citt.ca/reposition