

Report **Transportation**

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and much more!

Since last fall, **Trailcon Leasing** has been busy training its mechanics on the new safety inspection requirements that the Ontario Ministry of Transportation (MTO) has adopted for commercial motor vehicles. Called National Safety Code Standard 11, Part B, "Periodic Commercial Motor Vehicle Inspections" (PCMVI), the Standard was originally developed in 2006 by the Canadian Council of Motor Transport Administrators, a non-profit organization comprising representatives of the provincial, territorial, and federal governments. While Ontario already had its own regulations, the National Standard encompasses all the provinces and territories, making inspection criteria the same across the country.

Although the National Standard took effect in Ontario on July 1, 2011, the deadline for adoption is July 1 of this year. As of that date – or sooner, in the case of Trailcon – the yellow inspection sticker that appears on the front left side of the trailer certifies that the vehicle has met the new requirements in the National Standard.

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MEETING THE STANDARD

....continued from the cover

The Ontario Trucking Association (OTA) has published a manual titled “Practical Safety Inspection Technician Handbook – Truck and Trailer,” to help technicians perform inspections consistently and in accordance with the regulations. The Handbook provides detailed instructions for each item that must be inspected, as well as reference charts, measurements, and other information. It also describes and illustrates how each component is to be inspected, and what constitutes a “pass” or “reject” condition. The instructions follow the same order as the checklist on the inspection reports.

To give its mechanics a thorough tune-up on the new Standard, Trailcon enlisted the services of Vic Wintjes, owner of VW Transcon Services and a longtime expert in fleet maintenance. Under the supervision of Mick Crowe, Trailcon's service & operations manager, Wintjes has been training small groups of the company's technicians at its Mississauga headquarters and Cornwall branch, using the OTA book as a template.

“Because we're electronic and each mechanic has a tablet computer that downloads all the information automatically, we've had to recreate the wheel a little bit with our process and training, but I think we're farther ahead than a lot of people,” says Crowe.

“Trailcon gives the technicians a lot of support, which enables the company to be very effective with maintenance,” adds Wintjes.

While not all the requirements have changed, “the documentation now includes an actual inspection form, and on the inspection form are items that would normally be visually inspected for whether or not it's acceptable,” says Wintjes. “Now, it's required to have an actual recording of measurement, so that's different.” Under the new Standard, he adds, there is an acceptable and a non-acceptable condition.

“There is no grey area.”

In general, the PCMV provides greater detail and specific inspection and pass/fail criteria, and reflects recent technological enhancements found in today's vehicles. For trailers, there are nearly 20 changes to items in the nine major categories that technicians must check.

“The mandated inspection requires it to be done with an authorized Motor Vehicle Inspection Station (MVIS) Standard, which is a regulation that the Ontario Government has,” says Wintjes. He says the mechanics



Vic Wintjes (standing), owner of VW Transcon Services, trains some Trailcon Leasing mechanics on the National Safety Code Standard. Seated, from l to r: Mick Crowe, service & operations manager; John DeJong, fleet manager; Jason Duck, mobile mechanic; Aleksander Mitrovic, mobile mechanic.

are basically doing a “compliance inspection,” checking that the trailer complies with the requirements of the MVIS Standard. One copy of the inspection report goes to the owner/operator of the vehicle, and one to the MVIS.

“Trailcon has been very proactive” in ensuring that its mechanics are up to speed on the new National Standard well in advance of the deadline, says Wintjes. “Anybody who would be leasing a trailer from Trailcon would be able to feel comfortable with the fact that the company is staying abreast of the requirements.”

For more information on the MTO (Commercial Motor Vehicle Inspection Station) adoptions of the NSC-11B Standard, visit the website at www.mto.gov.on.ca/english/trucks/regulations/annual.shtml.

THERE'S NO FREE LUNCH – OR UNIVERSITY

Editorial

By Alan Boughton, President, Trailcon Leasing Inc.

When Parti Québécois leader Pauline Marois was elected Premier of Quebec last September, she rode a wave of student discontent over former Premier Jean Charest's intention to hike higher-education fees in the province by \$1,625 over the next five years. Upon taking office, Marois promptly scrapped that proposal, opting instead for a moderate increase in tuition indexed to the cost of living.

But that's not good enough for some of the radical student groups, who believe their university education should be free.

"[The provincial government] already funds close to 80 per cent of an undergraduate degree," Jérémie Bedard-Wein, a spokesman for the left-wing group l'Association pour une Solidarité Syndicale Étudiante (ASSÉ), told *The Toronto Star*. "Funding 20 per cent more would not require significant investment – less than one per cent of the total budget of the province." ASSÉ estimates that the annual cost of free tuition is \$650 million. In other words, a mere drop in the bucket for a "have not" province that relies on equalization payments from the federal government for the rich social programs that it alone provides.

Since 1957, Canada has doled out a quarter of a trillion dollars in equalization payments to Quebec – half of all the money handed out under the program. During that time, Quebec has always been the biggest beneficiary, and has never been a net contributor to equalization. Last year, Quebec got \$7.4 billion of some \$15 billion while paying in just \$2.9 billion.

And now former separatist premier Jacques Parizeau – one of Marois' own party – has jumped on the bandwagon, claiming free tuition is attainable by increasing corporate taxes in the province.

Well, no one is disputing the fact that free university education would be desirable for every student in every province, but that's just not feasible. When it comes to tuition fees, students in Quebec are already paying the lowest in the country.



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How can we justify the fact that one province wants to be *more* than equal? What if a student in another province wanted to attend university in Quebec? Would he or she benefit from subsidized – or free – tuition as well? Not likely. Out-of-province students in Quebec pay about double for tuition.

Or take daycare. Currently, Quebec parents enjoy subsidized daycare to the tune of \$7 a day. How can the rest of Canada subsidize daycare for Quebec? Are the children of Quebec any more important than those in the rest of the country?

In fairness, Quebecers do pay higher

income taxes for some of these social privileges, but the rest of the country is paying the price too. If Quebec had, say, Alberta's oil, and the province paid for free tuition for its students from its own coffers, I have no problem with that. But I *do* have a problem with taking money from Alberta and other "have" provinces, in the form of equalization payments, to subsidize tuition to a Quebec university or daycare.

If there is to be a subsidy on daycare and university tuition, it must be a *universal* program, available to all Canadians, or else paid for completely by the province itself. But a "have not" province cannot expect that to be paid by other provinces. That's not equality; that's entitlement.

Ironically, as a PQ premier, Marois' platform is separatism. If Quebec separates from Canada, where will the money come from then?

No matter how hungry Quebecers may be for preferential treatment, there's no free lunch – or university education.

PITCHING IN



Tremco trailer helps trip up smugglers

By Kevin Riddell, International Logistics Manager, Tremco Canada



Tremco Canada has rolled out a new weapon in the war against smuggling. Its “anti-smuggling trailer” is a standard 48-foot transport trailer with numerous modifications to show the various ways that tampering with a transportation unit can be detected. The trailer, decorated with artwork to show off the many offerings of RPM Business Solution Group (BSG), Tremco’s parent company, is used for internal training of staff, so they can recognize signs of a tampered unit when they ship or receive goods.

This training supports Tremco’s membership in the U.S. Customs-Trade Partnership Against Terrorism (C-TPAT), and Canada’s Partners in Protection programs. Transport trucks are frequently used to smuggle drugs across the border, as well as to move them within the country. Often, equipment is tampered with and drugs are

hidden without the knowledge of the shipper and/or receiver. Tremco is committed to ensuring that our vehicles and those of the carriers we employ will never be used for smuggling or illicit activity.

The idea for the trailer came about when some of Tremco’s Toronto staff attended the U.S. C-TPAT event in 2011. U.S. Customs has a similar trailer, and uses it to train C-TPAT members. Upon returning to Canada, employees were unable to find a similar demonstration unit, so they took it upon themselves to convert an old trailer that otherwise would have been discarded. The Toronto maintenance staff, in coordination with the distribution department, did all the work, using equipment and materials on

site. In total, 10 different “stations” on the trailer have been modified to show how smugglers hide their goods.

The Toronto Police have also used the trailer for their own internal training at their Police College. The Police learned of the trailer through their presence at Tremco Toronto, where they use the building and yard for police dog training. When they requested the use of the trailer for a week, Tremco was happy to comply, and had its

own driver transport the trailer to the College. Tremco is also considering offering training to RPM BSG companies in other locations, and several carriers have expressed interest in using it with their staff. It’s a great way to help keep our communities safe!



SCL Canada partners with Trucks for Change Network

Supply Chain & Logistics Association Canada (SCL) is one of the newest partners in the **Trucks for Change Network**, a not-for-profit organization that helps trucking and logistics companies support charities with donated and preferred-cost services across Canada.

Launched in 2011 with the backing of the **Ontario Trucking Association**, Trucks for Change Network uses real-time freight-matching and donation management technology to connect its members’ available truck space with the needs of charitable organizations such as Food Banks Canada, Habitat for Humanity Canada, and others. SCL’s partnership agreement includes reciprocal promotional activities, as well as endorsing program participation among its membership of Canadian supply chain professionals and firms.

For more information, visit www.trucksforchange.org.



CUSTOMER CONNECTION



Karrys Bros., Limited

Celebrating a century of service

At a time when very few family-owned operations survive even two generations, **Karrys Bros., Limited** is now in its third, and going stronger than ever.

Founded in 1913 by William and George Karrys as a cigar store servicing billiards halls and bowling alleys in Toronto, Karrys is now Ontario's leading wholesale distributor. From its 150,000-square-foot facility in Mississauga and other warehouses in London, Ottawa, and North Bay, Karrys distributes everything from packaged goods to refrigerated and frozen foods, primarily to the retail gas and convenience channels, throughout the province.

Karrys has succeeded where others have failed because family members "check 'family' at the door, and everyone in the organization treats one another as professionals," says Steven Karrys, President and CEO. "Something that is engrained in all of us is that our customers are our first priority. That culture started way back in 1913, and continues to be the focus and our mantra 100 years later."

Each generation has put its stamp on the business, expanding and modernizing it. As early as the 1950s and '60s, visitors would come from across North America and even Europe to observe the company's leading-edge warehousing systems, including the then-groundbreaking manual conveyors (rollers), recalls Steven. Fast-forward 50 years, and Karrys continues to implement innovative technology. "I'm always looking for technologies that make things more efficient," he notes.

Karrys also embraces responsible environmental practices. "The Green initiative is a critical part of our overall corporate strategy," says Steven. "We only print essential documents in our office. We recycle waste and reuse almost all cardboard for packaging. Our Green initiative extends to our fleet.



Some of the Karrys team (from l to r): Shawn Schultz, Finance executive; Christine Parsons, Dispatch; John Still, Transportation; Kerry Nicholson, Operations executive; Tim McKeown, Transportation executive; Laura Lobraico, Human Resources; Steven Karrys, President and CEO.

Karrys has succeeded where others have failed because family members "check 'family' at the door, and everyone in the organization treats one another as professionals."

— Steven Karrys

The spec'ing of our equipment requirements is a critical element in efforts to reduce our fuel consumption, whether it is over the road or used in our refrigeration units."

For example, the company turned to Trailcon Leasing to provide tri-temperature trailers with reefers that run on electric power, rather than diesel, while being loaded, thereby reducing carbon emissions. The trailers' three temperature zones can be customized to minimize on-time reefer hours and cut reefer fuel consumption. Wide-based super single tires and side

skirts reduce rolling resistance, while a monitoring system keeps tire pressure at the optimal 100 pounds.

As another century unfolds, Karrys continues to seek new opportunities, such as working with manufacturers in launching new products and innovative promotions. "We're not just a wholesale distributor; we're really a logistics provider," explains Steven. "We hope to help manufacturers take some of their trucks off the road by consolidating their lines into our facility."

It's all about finding innovative ways to help customers achieve success. After all, Karrys is used to making smart plays – Steven's father, Steve, and his uncle Byron worked in the business while playing pro football for the Toronto Argonauts and Ottawa Rough Riders in the '40s and '50s, before assuming the reins with two other brothers in the '60s.

While the game has changed, Karrys continues to thrive as the family kicks off its second century of service.

Electric standby options on reefer units: how to modify your infrastructure

By Jon Drohan, Temperature-Controlled Equipment Manager, Trailcon Leasing Inc.



When researching the electric standby option on reefer units, you commonly come across the same information time and time again – lower fuel consumption, exhaust emissions, and maintenance costs (due to fewer moving parts).

But there has been very little published about what is needed to implement this technology. We turned to Tim McKeown, director of transportation for Karrys Bros., Limited in Mississauga, to find out.

Karrys, celebrating its 100th anniversary this year, prides itself on being a leader in “going green,” and is set to become one of the most fuel-efficient fleets in the North American distribution industry. “Attention to detail pays off” is a philosophy Karrys used when ordering its new equipment. By using Utility trailers equipped with Carrier Vector 6600 Hybrid refrigeration units, aerodynamic trailer skirts, tire-pressure monitoring/inflation systems, Waltco tailgates, and Permalogic power distribution systems, Karrys could achieve its “green” initiatives of reducing fuel consumption, emissions, maintenance costs, and downtime.

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To take advantage of the fuel-saving, emission-reducing, extended-maintenance options ordered on the new trailers that have been transitioned into its fleet since November 2012, Karrys needed to make a number of modifications to its existing infrastructure.

Karrys’ current building’s power grid had to be upgraded to provide 460 volts to the reefer units when they were being run in electric standby. “This process involved the planning of where the transformers would be most efficiently placed in the facility, how much cable would have to be run through them from our main electrical room, and how many outlets would be required,” explains McKeown. “Safety features required inside and outside the building, as well as incorporated into the trailers, were also factored into the decision-making process.”

From the gathering of this data, the electrical work could then be quoted and tendered out to the appropriate qualified vendor.

“The installation was completed over three weekends, so as not to interfere with the ongoing business,” says McKeown. “The timeline was to have everything finalized in October before any weather challenges arose.”

Dealing with 460 volts of electricity is a very serious and dangerous practice if appropriate safeguards are not in place. Therefore, Karrys implemented a number of safety practices and fail-safes to ensure the protection of its drivers, and its warehouse and supervisory staff. It installed wall-mounted retractable spring cables, which automatically rewind the outdoor power cables used to connect the reefer units to the building’s power supply, to keep the power cables away from water and snow. The trailers/units are equipped with a fail-safe on the braking system, whereby the trailer

brakes cannot be released while the unit is plugged into the 460-volt electrical power supply.

“Complete processes for electrical hook-up and disconnect of the units had to be documented and combined with the pre- and post-trip processes,” adds McKeown. “All

staff had to be educated on these processes through hands-on training.” Bruce Forbes, senior manager, training & technical support, at Reefer Sales & Service instructed staff on how all of the components were to be operated.

Asked about payback for the initial costs of modifications to the building/infrastructure, McKeown explained: “Our goal would be that the investment would pay for itself within 24 to 30 months. This becomes very dependent on the cost of fuel over that period of time – the higher the price per litre, the shorter the time frame becomes.” Other cost savings that are more difficult to pinpoint include driver/equipment downtime and extended lifespan of the equipment. All of these factors contribute to Karrys’ “Green Philosophy” by reducing the amount of parts ending up in landfills.

INTERMODAL INSIGHTS



CN invests in future of intermodal transportation

CN's new intermodal terminal at its Calgary logistics park is now up and running.

The \$200-million logistics park is strategically located between the ports of Prince Rupert and Vancouver, and major cities across Canada and mid-America. The new terminal has 30% more capacity than CN's existing Calgary intermodal terminal, and space for further expansion. Four automated in-gates and three automated out-gates will keep truck turnaround times in the terminal to below 45 minutes.

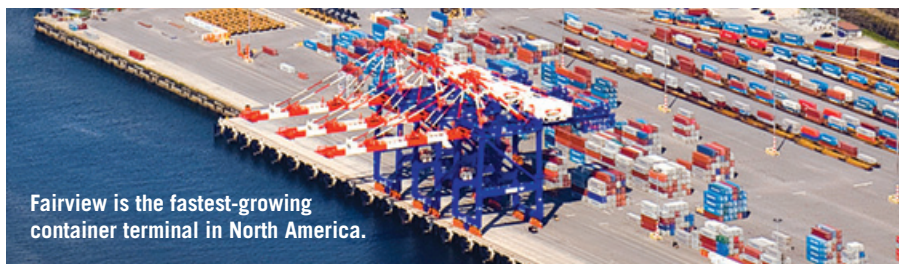
CN is investing about \$1.9 billion this year to maintain and upgrade its railway network, grow the business efficiently, and continue to improve customer service. It will also spend approximately \$700 million on transloading operations and distribution centres to transfer freight efficiently between rail and truck, among other projects.

The railway continues on a fast track to record year-over-year financial gains. It reported net income of \$2.68 million for 2012, versus \$2.46 million for 2011. Operating ratio was 62.9%, an improvement of 0.6 point over 2011. Intermodal contributed to the positive results, with an increase in revenue of 11%.

Port of Prince Rupert surpasses expectations

The **Port of Prince Rupert** celebrated a historic milestone late last year as Fairview container terminal surpassed its original design capacity after just five years of operation. On November 18, the vessel COSCO Vancouver moved the 500,000th container (TEU) in 2012, a goal that was envisioned when the break-bulk (non-containerized)

North America and one of the fastest in the world," says Don Krusel, president and CEO of the Prince Rupert Port Authority. This year promises to be just as productive – as of the end of February, total TEUs were up 32% compared with the previous year, with imports up a whopping 38%.



Fairview is the fastest-growing container terminal in North America.

facility was repurposed into an intermodal terminal in 2007. Although the terminal was assigned a design capacity of 500,000 TEUs when it began operation, productivity has since brought it to 750,000 TEUs – a dramatic increase from its first full year of operation, when it moved a modest 182,523 TEUs.

"The year-over-year growth we've experienced has made the Port of Prince Rupert the fastest-growing container terminal in

Fairview terminal welcomes three weekly callings through the CKYH Alliance (COSCO, "K" Line, Yang Ming Line, and Hanjin Shipping), averaging 3,000 container movements per vessel. In 2011, the fast-rising Port already ranked 20th among North American container ports for imports, with a 20.5% year-over-year increase, and edged its way into the 25th position for exports, with a dramatic 51.1% growth from the previous year, according to *The Journal of Commerce*.

Port Metro Vancouver gets "Smart" with fleets

Port Metro Vancouver recently introduced its Smart Fleet trucking strategy, which sets forward a three-year action plan to improve the efficiency and reliability of the container truck sector. The plan is needed as the Port's container traffic continues to grow. In 2012, it set a record as traffic increased 8.2% over 2011. Inbound container TEUs were up 9.9%, and outbound 6.4%.

"In 2012, container traffic at Port Metro Vancouver reached a new record of 2.7 million TEUs, and that number will continue to grow," said Robin Silvester, president and CEO, Port Metro Vancouver. "Given that a large proportion of container traffic moves to and from the terminals by truck, improvements to reliability and efficiency are vital. Smart Fleet sets out our action plan to ensure we are maximizing existing capacity and improving operational efficiencies as the Gateway grows to service our nation's trade requirements."

Container traffic through Canada's Pacific Gateway is expected to double over the next 10 to 15 years, and nearly triple by 2030.

As part of the strategy, the federal government is funding the installation of 700 GPS units in trucks calling at the Port. Data collected from the units will help improve truck routing and terminal operations. Other Smart Fleet initiatives include research to identify technology-based solutions to improve sustainability, an incentive program to encourage container vessel operators to arrive on schedule, and container capacity improvements to the existing infrastructure at the Deltaport container terminal.





TRAVEL TIPS

Panama City: Gateway to the Canal

By John Foss, Account Manager, Trailcon Leasing Inc.

It's often difficult to think about booking a trip, business or personal, eight months in advance. However, after learning that the Toronto Trucking Association (TTA) was resuming its convention after a few years' hiatus, the decision was easy; Al and Wendy Boughton, and my wife Rachel and I were going to Panama City, the capital of the Republic of Panama.

I had read some articles about Panama, and talked to some people who had been there, but mostly about the famous Canal and the hotel where we would be staying, so I wasn't sure what to expect. I was open to anything! As our group of about 60 TTA members and their guests traveled via motor coach to our resort, we were amazed at the towering modern condos, luxurious hotels, glitzy office buildings, and American fast-food chains that flank the downtown waterfront of Panama City. I recall hearing the reference "mini-Miami."

After a six-hour flight and a 45-minute bus ride, everyone was happy to pull into the gates of the Intercontinental Playa Bonita Resort. It was beautiful – we were surrounded by palm trees, waterfalls, and pools. Anxious to change into our "summer" attire, we rushed to the room. I was surprised when I looked out the window over the dark ocean to see what looked like the lights of another city across the water. When we awoke in the morning, I realized that what I had thought was a city was actually a lineup of ocean freighters waiting their turn to enter the Panama Canal. Incredible – hundreds of ships floating in formation.

A small group of us ventured in to the Plantation Restaurant for our first taste of Panamanian fare. The buffet consisted of everything a traditional American-style breakfast would, with the exception of a few items, such as Carimañola, a local bread roll stuffed with ground meat, local cheese, and boiled eggs. The sweet side of breakfast was "Platano Maduro," ripe plantains rolled in sugar and



The doors close on a lock in the Canal.

nutmeg, then deep fried – very tasty! That evening, the TTA arranged a private poolside cocktail reception, followed by a torch-lit dinner. The group was treated to a family-style dinner consisting of endless large platters of grilled fresh local fare – pork, chicken, beef, and plenty of fish.

The first group tour was to the French quarter in Old Panama City. This 470-year-old area, comprising vibrant colours, narrow streets, ancient buildings, markets and shops, was a serene view of yesteryears, with eclectic architecture represented by a blend of



The skyline of the very modern Panama City.



A ship passes through the famous Panama Canal.



On the grounds of the beautiful InterContinental Playa Bonita Resort & Spa.

PANAMA CANAL FACTS AND FIGURES

- The Panama Canal is 80 km in length, connecting the Atlantic Ocean to the Pacific Ocean by cutting across the Isthmus of Panama.
- The Canal has a work force of approximately 10,000.
- It operates 24 hours a day, 365 days a year, providing transit service to vessels of all nations without discrimination.
- Some 13,000 to 14,000 vessels use the Canal every year.
- A ship takes an average of eight to 10 hours to transit the Canal.
- The Canal serves more than 144 maritime routes connecting 160 countries and reaching some 1,700 ports worldwide.
- Each of the locks' chambers is 1,000 feet long and 110 feet wide, with the walls ranging in thickness from 49 feet at the base to 9.8 feet at the top. A lock chamber fills up in eight minutes.
- The new set of locks, expected to open in mid-2015, will measure 1,400 feet long, 180 feet wide, and 60 feet deep.

For more information, visit www.pancanal.com.

French, Spanish and Italian styles. The Panamanian Government is spending millions of dollars to preserve and restore this historic part of town. By 2015, it will be a major tourist attraction, featuring fine dining, antiques, and local fare. As we travelled around the city, you couldn't help but notice all the old yellow school buses that make up the public transportation system; many of them sport vibrant paint jobs and chrome wheels.

After a few days of relaxation at the resort, the group embarked on a tour of the renowned Panama Canal. We boarded a tour boat

in the Gatun Lake region, a 45-minute bus ride from the resort. A 163-square-mile artificial lake, Gatun Lake carries ships for 33 km of their 80-km transit across the Isthmus of Panama. But although our tour boat was stocked with authentic Panamanian cuisine, local beer, and bottled water, it reminded me of a cattle truck stuck on Highway 401 in August! After sitting in 103°F heat under the glaring sun, we were all ready for the pools and showers back at the resort. Nevertheless, the history and engineering lessons learned that day made it worthwhile. The Panama Canal is a topic of news and discussion almost daily in Panama. As the main source of revenue for the country (nearly US\$2.4 billion annually) and one of the largest employers, the Republic of Panama spends almost US\$200 million annually on maintenance.

When the Canal opened in 1914, after 33 years of construction, it was hailed as one of the greatest engineering feats of all time. But it came at a hefty price: more than 22,000 workers died in the process. During this time, ownership of the territory that is now the Panama Canal was first Colombian, then French, and then American before coming under the control of the Panamanian government in 1999. Named one of the Seven Wonders of the Modern World, the Canal revolutionized global trade, shaving nearly eight days off the voyage to San Francisco. Currently, the Canal is undergoing a \$5.2-billion expansion that includes a third, larger set of locks that will be able to accommodate vessels up to 12,600 TEUs, up from the current 8,000 TEUs. From a Canadian perspective, this could have a major impact on the Port of Halifax because of its deep-water harbour and ability to attract larger ships.

Touring the surrounding areas of the Canal was incredible. The wildlife, tropical rainforest, historic buildings, and local culture are unique, not to mention one of the most beautiful yacht clubs I have ever seen! The harbour was full of spectacular ocean-going yachts, commonly 100-plus feet in length. Large crews were busy cleaning and washing the boats, getting them ready for their wealthy owners' arrivals. Lamborghinis and Bentleys were parked in the VIP lots, while numerous helicopters surrounded the landing pad!

I have put Panama on my list of places to visit again; the incredible infrastructure and revitalization projects under way will be really interesting to see in five years' time.

INDUSTRY

Notes

TransForce continues on the acquisition trail

The **TransForce Inc.** juggernaut continues its advance with yet another acquisition.

In February, it completed the acquisition of all the shares of Texas-based Velocity Express and its subsidiaries. Velocity, with annual revenue of about \$160 million, is a provider of customized, same-day regional delivery of packages of any size. It operates a network of more than 80 locations across the U.S. and Western Canada.

For 2012, TransForce reported total revenue of \$3.1 billion, up 17% from \$2.7 billion a year earlier, primarily as a result of acquisitions. Net income for the year totaled \$154.2 million, up 51% from \$102.2 million in 2011.

"In 2012, TransForce generated the highest revenues in its history and maintained excellent profitability," said Alain Bédard, president and CEO. "Despite a generally weak economy, all business segments reported a higher year-over-year EBIT margin." Noting he does not foresee a significant improvement in the industry before the end of this year, Bédard said the company's solid financial position allows it "to methodically pursue the execution of its selective acquisition strategy, thus continuing its evolution towards an asset-light business model."

For-hire motor carrier prices remain stable

The For-Hire Motor Carrier Freight Services Price Index rose by a slight 0.5% in the fourth quarter from the third, according to Statistics Canada. The general freight trucking component went up 0.7%, and the specialized freight trucking component increased 0.1%. Year over year, the Index advanced 1.6% in the fourth quarter.

However minimal the increase, it compares favourably with the third quarter of 2012, when the Price Index fell 0.2% from the second quarter. However, that still represents an advance of 1.8% year over year as the industry gradually recovers from the 2009 downturn.



The gap between the supply of truck drivers and the demand for them is estimated at 25,000 or more by 2020.

Driver shortage predicted to have dire consequences

While the shortage of truck drivers is a topic that has oft been discussed, a recent Conference Board of Canada report funded by the Canadian Trucking Alliance (CTA) sheds new light on the possible economic fallout.

The report, titled "Understanding the Truck Driver Supply and Demand Gap and Implications for the Canadian Economy," concludes that the gap between the supply of drivers and the demand for them – estimated at 25,000 or more by 2020 – could have dire consequences. "The inability to meet a huge demand for drivers could be costly for the trucking industry, consumer goods, and the economy," says Vijay Gill, principal research associate.

"The report quantifies the magnitude of the emerging gap between the supply and demand for professional truck drivers – a looming shortage that could be 14% or more of the entire truck driver population in Canada," says CTA president and CEO David Bradley. "With \$17 billion in GDP directly tied to the for-hire trucking industry and the indirect impact being far greater, there's little question a driver shortage of this size is a threat to the health and competitiveness of the Canadian economy, and this

issue is something we as a nation should start thinking about."

In the face of increasing demographic pressures – the average age of truck drivers has risen from 40 in 1996 to 44 in 2006 – a number of factors could help bridge the supply-and-demand gap, the report concludes, including: a significant improvement in industry working conditions and wages; mandatory entry-level driver training and upgraded license standards to achieve a skilled occupation designation; and a reorganization of trucking activity and supply chains in order to reduce pressures on long-haul drivers and make better use of their time.

CTA cites highlights of 2013 federal budget

The **Canadian Trucking Alliance** (CTA) has cited several developments in the 2013 federal budget that could have a positive impact on the industry.

- Over \$47 billion in new infrastructure spending over 10 years, starting in 2014-15, for provincial, territorial, and local infrastructure.

- Under the Beyond the Border Action Plan, the federal government will commit over the next five years to several measures to improve border efficiency, including installing border wait-time technologies at key ports of entry, and implementing a

single window for companies to submit electronically all the data required by government departments for arriving shipments.

- The creation of the Canada Job Grant. Businesses with a plan to train unemployed and underemployed Canadians for an existing or better job may apply for a Canada Job Grant of \$15,000 or more per person. Eligible training institutions, including community colleges, career colleges, and trade union training centres, may also apply.

- The confirmation of the government's intention to create a new and innovative "Expression of Interest" immigration management system that will allow Canadian employers to select skilled immigrants from a pool of applicants that best meet Canada's economic needs.

OTA quarterly survey: uncertainty still prevails

The **Ontario Trucking Association's** 1Q13 Business Survey revealed both optimism and uncertainty.

The level of optimism about the industry's prospects softened once again as less than half of carriers (44%) indicated they were confident about the next three months (down from 52% in the previous quarter). On a more positive note, outright pessimism also subsided as the rate of carriers who were

not confident fell seven points to 9%. Consequently, the number of respondents who said they were "unsure" about the industry's prospects jumped from 32% in the last survey to 56% – more than doubling those who said the same thing a year ago in the 1Q12 survey and the highest level of uncertainty the OTA survey series has ever recorded.

Chalk it up perhaps to an emerging gulf between rising freight-volume expectations and a flattish pricing environment. All sectors experienced only modest fluctuations in volumes over the last three months, with a majority of carriers reporting no change quarter to quarter. Pricing, however, has not kept pace with carriers' high expectations for freight volumes, although it has remained dependably stable even throughout recent soft economic conditions.

Capacity remains frozen as carriers continue to be wary of adding equipment and drivers in the absence of proper economic conditions to support growth. A 2013 Transportation Outlook by CIBC World Markets expects trucking capacity to get tighter from both an equipment and a labour perspective. The report also predicts continued consolidation in the Canadian trucking industry. It expects the largest for-hire motor carriers, such as TransForce, to step up activity on the acquisition front this year after a relatively quiet 2012.

LNG continues to gain converts in trucking

Natural gas could be a viable fuel for the trucking industry, despite higher upfront costs to install the appropriate engine technology in these vehicles, says the Conference Board of Canada. Its report "Cheap Enough? Making the Switch from Diesel Fuel to Natural Gas" estimates that converting fleets to natural gas could generate savings of approximately \$150,000 per truck



over a 10-year period. This saving is nearly twice the cost of installing a natural gas engine, estimated at \$80,000 per vehicle. The report focuses primarily on liquefied natural gas (LNG), since that out-performs compressed natural gas (CNG) in terms of range.

While natural gas is still a non-renewable fossil fuel, it is cleaner than oil and more readily available in the short term than zero-carbon alternatives.

Asked which "alternative fuel" would be most prevalent in medium- and heavy-duty fleet vehicles, 35% of respondents from the Society of Automotive Engineers cited natural gas. Biodiesel was second with 24%, and electricity third with 21%.

In fact, the day may soon be at hand when natural gas is no longer considered an "alternative" transport fuel option. Winnipeg-based Bison Transport, for example, is deploying 15 LNG-powered tractors in Alberta as part of a five-year deal with Shell Canada to fuel the trucks at Shell stations in Calgary, Edmonton, and Red Deer.

Natural gas fuel costs up to 40 cents less per litre than diesel fuel. Federal regulations require that natural gas be dispensed on a cents-per-kilogram basis. One kilogram of natural gas has the same amount of energy as 1.516 litres of gasoline, according to the Canadian Natural Gas Vehicle Alliance. Therefore, in order to compare the price of natural gas with gasoline on an energy-equivalent basis, divide the per-kilogram pump price by 1.516.

Industry honours Boughton for longstanding service

In honour of his tireless support of the trucking industry over the past 35 years, **Alan Boughton**, president of **Trailcon Leasing Inc.**, has received the prestigious *Shaw Tracking-OTA Service to the Industry Award for 2012* – the first time the award has been presented to an allied trades member of the Ontario Trucking Association (OTA).

Mike Ham, vice president, Shaw Tracking, presented the award at the 2012 OTA Convention, noting: "There is no higher honour that can be bestowed upon a member of the trucking industry, and I am delighted that this year's recipient is a fellow allied trades member."

After serving as president of a trailer leasing business, Boughton started Trailcon Leasing in 1992 with himself as the sole employee. From those humble beginnings, the company has grown to become an industry leader, with nearly 6,000 pieces of equipment and over 100 employees at its locations in Ontario and Alberta.

A former chairman of the allied trades division, Boughton became the first allied trades member to be appointed to the Association's Executive Committee. Besides playing an active role in the OTA, he is dedicated to his community and supports many charitable causes.



Alan Boughton

BOYS AND THEIR TOYS

Track attack

By Al Boughton, President, Trailcon Leasing Inc.

Last September, I was fortunate enough to spend two days at the **Miller Motorsports Park** in Tooele, Utah, attending a Ford racing high-performance driving school. I was invited as a guest of one of our largest suppliers, who happens to be a very dedicated Ford guy, particularly Mustangs.

Tooele is just outside Salt Lake City – it's not the easiest place to get to from Toronto, as there are no direct flights. My recommendation is to connect through Denver rather than Chicago, since every experience I have ever had going through Chicago has been a nightmare. Once you arrive in Salt Lake City, Tooele is an easy drive, with just one turn off from the highway – even a blind man couldn't get lost. Even better, the speed limit on the highway is 75 mph, and legislation is currently under way to increase that to 80 mph – that's a whopping 129 kph! There are a couple of hotels to choose from in Tooele; I stayed at the Holiday Inn, which was more than sufficient and only about a 10-minute drive from Miller Motorsports Park.

Every aspect of the program is the best I have ever encountered.

The facilities at Miller Motorsports Park – the legacy of the late businessman, philanthropist, and car enthusiast Larry H. Miller – are fantastic; at least US\$110 million has been invested in the complex. To put that into perspective: as the previous co-owner of Mosport International Raceway, which had a purchase price of just over \$11 million, I can assure you that the facilities there are amazing, and yet you can easily see that the track and facilities at Miller Motorsports Park are at least 10 times better.

Every aspect of the program is the best I have ever encountered, from the track to the facilities to the people who run the programs and the museum. At 4.5 miles, the track is the longest in America. It is split into two segments – east and west. During a two-day course, you spend the first day on the easier track and the second day on the faster, more complex one. Together, they make for an outstanding track for both the driving school and for racing. Both tracks are in perfect condition in all aspects – asphalt, rumble strips, and huge run-off areas that ensure that, even if you get into trouble, there would be little or no damage done to your car.

The instructors I had were top-notch. The school's format allows you to both follow the instructor on the course and to have him ride along with you to offer hands-on tutoring. All of the support personnel, from the people in the garage to the mechanics, are the best I have seen.

For this racing school, we used the 2012 Ford Mustang Boss 302, and everyone had an assigned car that they used for both days. The cars differ from those used in other schools, as they are equipped with a full roll cage, a five-point harness, top-of-the-line Michelin racing tires, and upgraded braking systems. The top speeds reached 120 mph. Because the 4.5-mile track is split into two with no two turns the same, it makes the course fun to drive and helps improve your driving skills.

I have had the opportunity to attend several racing schools – Richard Petty Driving Experience, Bondurant School of High Performance Driving, and the Ron Fellows ZR1 Owners Performance Driving School at Spring Mountain Motorsports Ranch (including



the Level 2 program). Although I enjoyed all of these schools, I'm glad that Miller Motorsports Park was the last one of the bunch because I think I would have been disappointed in the others if they had to follow. This is definitely the best school I have attended.

If you are a car nut and want to enjoy the Boss 302 or some of Miller Motorsports Park's other schools, I would recommend them without hesitation. Some of the other schools include: motorcycles, go-karts, Ford racing high-performance driving school (1, 2 or 3 days), as well as a Ford racing licensing school and a team driving school. They even offer a teen driving school! In addition, they have track days every Wednesday, called Wide Open Wednesday (WOW), for your street or race-prepared cars – no previous racing or on-track experience is required!

For more information, call **Al Boughton** at (905) 670-9061, or visit Miller Motorsports Park's website at www.MillerMotorsportsPark.com.



Top right:
On the track – my car is on the far left.

Right:
Getting some on-track instruction.

Bottom right:
The museum at Miller Motorsports Park.

Below:
All suited up and ready to hit the track.



FOR YOUR INFO



Billboards no place for negativity

Emotionally themed billboard messaging is driving motorists to distraction, according to a study by the University of Alberta published in *Accident Analysis and Prevention*.

An experiment conducted with university students using a driving simulator found that messages with negative themes (such as cancer, killer, or stress) were the most distracting to drivers. While drivers tended to speed up after passing billboards with positive words, their actions were generally safer than when passing negative billboards, when drivers tended to slow down, and drift and veer from their lane.

"Any kind of distraction is risky when you're driving," says researcher Michelle Chan. "But there would appear to be a larger risk when it comes to emotional stimuli."

Chinese roadblock: so many companies, so few trucks

As China becomes more industrialized, the government is looking to shift manufacturing plants from the higher-cost east coast to the interior city of Chengdu, 1,000 miles away. That means all those factories are increasingly dependent on trucks to haul freight between Chengdu and the ports and other cities.

The government has already approved plans to build more than 1,250 additional miles of roads, says an article in *The Journal of Commerce* titled "China Hits the Road."

But there's one big obstacle: the highly fragmented and chaotic

trucking industry. "The real problem today is that there are nine million individual trucking companies in China, of which six million have only one truck," says the article, quoting Jeffrey H. Schwartz, co-founder and deputy chairman of Global Logistic Properties, a Singapore-based developer with logistics centres in 26 cities across China.

It's difficult for larger players to compete on price with a company that has only one truck and no overhead, says Schwartz. To get backhaul, these drivers sleep in the truck and hustle for a load to take back home, he says. In the traditional market in the Chengdu area, drivers find loads listed on chalkboards outside brokerage offices, and then negotiate price. Trucks are often overloaded and shipments delayed as drivers negotiate fines with local officials.

But change may be in the offing. Global Logistics Properties, one of the largest logistics property developers in China and Japan, has partnered with China's Transfar Road-Port to build a network of logistics centres and "road ports" – hubs where owner-operators can park trucks, eat, sleep, and find freight using a digitized exchange. Transfar currently operates road ports in three cities, with plans for a dozen more.

It may be a challenge to attract truck drivers who are attached to the traditional ways to the new road ports, says the article, but pressure from the Chinese government to improve the inland distribution system will eventually bring results.



Word Watch

"Bob's your uncle"

An expression that's heard more commonly in Britain, "**Bob's your uncle**" is a way of saying "you're all set," or "you've got it made." There are a few theories as to its origin. One is that the phrase dates back to 1887, when British Prime Minister Robert Cecil (a.k.a. Lord Salisbury) appointed his nephew Arthur Balfour to the prestigious post of Chief Secretary for Ireland. In the resulting furor over what was seen as an act of blatant nepotism, "Bob's your uncle" became a popular sarcastic comment applied to any situation where the outcome was preordained by favoritism.

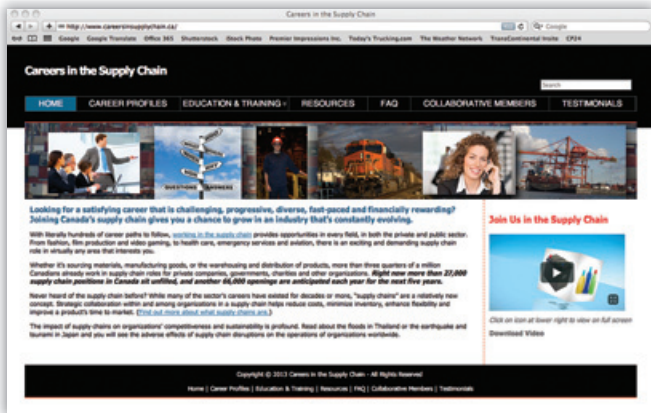
Another explanation is that it is related to the British General Lord Roberts, nicknamed "Bobs." The British Army in India coined the term "Bob's your uncle" to indicate you had the good fortune of being related to the commanding general.

It may also derive from the slang term "all is bob," meaning "all is well." The earliest known example of the phrase in print is in the bill for a performance of a musical review in Dundee called *Bob's Your Uncle*, which appeared in a Scottish newspaper in 1924.

Whatever its origin, the phrase eventually became just a synonym for "no problem."



Site-seeing



www.careersinsupplychain.ca

To address impending labour shortages and educate job seekers, the Supply Chain Career Awareness Collaborative recently launched a national web portal. **"Careers in the Supply Chain"** is designed to increase awareness of career pathways and position the profession as one of choice.

Developed by a collaborative of 15 organizations involved in supply chain, logistics, transportation, shipping, and procurement, the website features resources, FAQ, job profiles, and more to connect visitors to educational and training opportunities in supply chain.

www.historicaltweets.com

Back in the day, we had to rely on Coles Notes for an abridged version of whatever it was we were supposed to study. But now there's **"Historical Tweets"** – history explained in 140 characters.

For example, what if Lincoln had tweeted to ask for speech-writing help?

@Honest_Abe: anyone got a more creative way of saying "87 years?"

Or this tweet from the **King of Macedon:** Accomplishments just earned me title "Alexander the Good." Must work harder.

Elvis, Adolph Hitler, Gandhi, and hundreds of other historical figures share their thoughts and aspirations to great hilarity. There are categories for different decades, sports, entertainment, the bible, and much more. But while there is a category for the U.K., there is, alas, none for Canada – yet.

We'll take the first crack at it:

@JAMacdonald: Finally got the BNA Act signed. Long live the dominion. Need a drink.



FRANK SAYS...

I ran into Frank at an industry luncheon the other day. He plunked himself down beside me, and before I could cut into my chicken cordon bleu, said with a sardonic smirk: "Did you hear about the free haircuts this barber in Ottawa was offering?"

Somewhat warily, I replied that I hadn't.

"Well," said Frank, eyeing his captive audience seated around the table, "the barber gave a haircut to a local florist, and told him he couldn't accept any money for it because he was doing community service that week. When the barber opened his shop the next morning, there was a thank-you card and a dozen roses waiting at the door."

"Later that day, a cop came in for a haircut, and the barber wouldn't accept any money from him either. The following morning, when he opened his shop, he found a thank-you card and a dozen donuts at the door."

"The third day, a member of the Senate came in for a haircut. Again, the barber told him, 'I can't accept money from you. I'm doing community service this week.'"

"And wouldn't you know it," Frank guffawed, "when the barber arrived the next day to open his shop, there were a dozen senators lined up waiting for a free haircut! Yessiree, Patrick Brazeau, who hadn't cut his hair since the last century – not to mention that he's been suspended – and Mike Duffy, who doesn't even *have* any hair, couldn't pass up a freebie."

"And that," declared Frank triumphantly, "illustrates the fundamental difference between the citizens of our country and the politicians who run it – those senators who sit on their appointed butts collecting inflated salaries until they're 75, or retire at 55 and receive a big fat pension."



As Frank Says:
"Politicians and diapers should be changed often, and for the same reason!"

CALENDAR OF EVENTS

May 1-2

Annual Intermodal Operations & Maintenance Seminar

Oak Brook Hills Marriott Hotel, Oakbrook, Ill.

Contact: Intermodal Association of North America

Telephone: 301-982-3400

E-mail: info@intermodal.org

Web: www.intermodal.org

May 2-4

62nd Annual Convention of Quebec Trucking Association

Manoir Richelieu, La Malbaie, Que.

Contact: Quebec Trucking Association

Telephone: 514-932-0377

E-mail: web@carrefour-acq.org

Web: www.carrefour-acq.org

May 5-8

CCMTA Annual Meeting

Iqaluit, Nunavut

Contact: Canadian Council of Motor Transport Administrators

Telephone: 613-736-1003

E-mail: ccmta-secretariat@ccmta.ca

Web: www.ccmta.ca

May 6-8

1st Annual Transportation Maintenance and Technology Conference

Kingsbridge Conference Centre and Institute, King City, Ont.

Contact: Transportation Maintenance & Technology Association, Lynn Eden

Telephone: 519-518-6072

E-mail: leden@atmnc.on.ca

Web: http://www.tmta.co/index.html

May 14

OTA 49th Annual Spring Golf Tournament

Glencairn Golf Club, Halton Hills, Ont.

Contact: Ontario Trucking Association

Telephone: 416-249-7401, ext. 231

E-mail: yvonne.macaulay@ontruck.org

Web: www.ontruck.org

May 14-15

46th Annual Conference and Trade Show – Supply Chain Canada

Mississauga Convention 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 16

Toronto Transportation Club Spring Golf Tournament

Lionhead Golf & Country Club

Contact: Toronto Transportation Club

Telephone: 416-886-5450

E-mail: sec_treasurer@

torontotransportationclub.com

Web:

www.torontotransportationclub.com

May 28

PMTC Spring Golf Tournament

Dundas Valley Golf Club, Dundas, 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 5

AMTA Annual Golf Day

Sylvan Lake Golf & Country Club,

Sylvan Lake, Alta.

Contact: Alberta Motor Transport Association

Telephone: 1-800-267-1003

E-mail: amtamsc@amta.ca

Web: www.amta.ca

June 7-8

Atlantic Truck Show

Moncton Coliseum Complex,

Moncton, N.B.

Contact: Mark Cusack, Show Manager

Telephone: 506-658-0018;

1-888-454-7469

E-mail: mcusack@mpltd.ca

Web: www.masterpromotions.ca

June 10-12

48th Annual CTRF Conference

The Lord Nelson Hotel, Halifax, N.S.

Contact: Canadian Transportation

Research Forum

Telephone: 519-421-9701

E-mail: cawoudsma@ctrf.ca

(Carole Ann Woudsma)

Web: www.ctrf.ca

June 15

AMTA Truck Driving Championships

Edmonton

Contact: Alberta Motor Transport

Association

Telephone: 1-800-267-1003

E-mail: amtamsc@amta.ca

Web: www.amta.ca

June 19-20

PMTC Annual Conference

Kingsbridge Conference Centre and Institute, 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

July 26-28

2013 Fergus Truck Show

Centre Wellington Community

Sportsplex, Fergus, Ont.

Telephone: 519-843-3412

E-mail: info@fergustruckshow.com

Web: www.fergustruckshow.com

August 19-24

NAIC 2013

Sheraton Salt Lake City, Utah

Contact: Commercial Vehicle

Safety Alliance

Telephone: 301-830-6143

E-mail: cvsahq@cvsa.org

Web: www.cvsa.org

August 22-24

Great American Trucking Show

Dallas Convention Center, Texas

Telephone: 1-888-349-4287

E-mail: info@truckshow.com

Web: www.gatsonline.com

August 26-28

AAMVA 2013 Annual International Conference

Westin Kierland Resort & Spa,

Scottsdale, Ariz.

Contact: American Association of Motor

Vehicle Administrators

Telephone: 703-522-4200

E-mail: info@aamva.org

Web: www.aamva.org

September 12

1st Annual OTA Motorcycle/Car Rally

Horseshoe Valley Resort, Barrie, Ont.

Contact: Ontario Trucking Association

Telephone: 416-249-7401, ext. 231

E-mail: yvonne.macaulay@ontruck.org

Web: www.ontruck.org

September 16-18

2013 CVSA Annual Conference & Exhibition

Hyatt Regency Denver at Colorado Convention Center

Contact: Commercial Vehicle

Safety Alliance

Telephone: 301-830-6143

E-mail: cvsahq@cvsa.org

Web: www.cvsa.org

September 17

OTA 49th Annual Fall Golf Tournament

Blue Springs Golf Club, Acton, Ont.

Contact: Ontario Trucking Association

Telephone: 416-249-7401, ext. 231

E-mail: yvonne.macaulay@ontruck.org

Web: www.ontruck.org

September 18

Toronto Transportation Club Power of Education Golf Classic

Muskoka, Ont.

Contact: Toronto Transportation Club

Telephone: 416-886-5450

E-mail: sec_treasurer@

torontotransportationclub.com

Web:

www.torontotransportationclub.com

September 22-25

TAC Annual Conference & Exhibition

Winnipeg Convention Centre

Contact: Transportation Association

of Canada

Telephone: 613-736-1350

E-mail: conference@tac-atc.ca

Web: www.tac-atc.ca

September 23

PMTC Toronto Fall Golf Tournament

Markland Wood Golf Club, 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

October 2

Toronto Transportation Club Night at the Races

Woodbine Racetrack

Contact: Toronto Transportation Club

Telephone: 416-886-5450

E-mail: sec_treasurer@

torontotransportationclub.com

Web:

www.torontotransportationclub.com

October 19-22

ATA Management Conference & Exhibition

Orlando World Center Marriott, Orlando, Fla.

Contact: American Trucking Associations

Telephone: 703-838-1700

E-mail: meetingsteam@trucking.org

Web: www.trucking.org

November 13-14

OTA Annual Convention & Executive Forum

Ritz Carlton Hotel, Toronto

Contact: Ontario Trucking Association

Telephone: 416-249-7401, ext. 231

E-mail: yvonne.macaulay@ontruck.org

Web: www.ontruck.org