

REPORT ON Transportation

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Celebrating *Our* Sesquicentennial



CANADA 150
1867-2017

On **July 1, 1867**, the colonies of Ontario, Quebec, New Brunswick, and Nova Scotia entered into Confederation, creating **Canada** as one country. The other provinces and territories joined in the years following, with Nunavut becoming the newest member in 1999.

Canada has long been, and continues to be, a land of immigration. Since Confederation, more than 17 million immigrants have come to Canada, bringing with them the customs and cultures that form the unique fabric of our diverse nation.

This year, Canadians and visitors alike will celebrate the **150th birthday** of our great country. From coast to coast, special events and activities are planned or under way, for Canada Day and throughout the year.

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Cover

Celebrating Our Sesquicentennial

....continued from the cover



Here are just a few of the interesting projects and events on tap.

■ **Canada 150 Mosaic Project:** This consists of 150 murals created by communities across the country to produce a massive unified mosaic comprising some 80,000 tiles. Each stand-alone community mural will form part of an overall image of train cars connecting Canadians coast to coast.

■ **Canada Rocks 150:** Sometime before Canada Day, hundreds of musicians will come together to participate in a massive live rock-band performance. Participants will perform a set-list of four iconic Canadian rock songs that will be live-streamed and recorded for release on Canada Day. The non-profit organization is hoping to attract 1,500 musicians in order to set a Guinness World Record for the Largest Performing Rock Band.

■ **Canadian Arctic Aviation Tour 2017:** Founded by a group of Albertans to bring Canada 150 celebrations to the north, this organization plans to run a nine-week air-show tour that will reach every one of Canada's northern communities, spanning three territories and two provinces in 97 air shows.

■ **Canada 150 Red Couch Tour:** This is a cross-country road show that will invite Canadians, wherever they may live, to sit on the red couch and, with cameras rolling, say what Canada means to them. The result – a video of the Red Couch Tour testimonies – will be posted on YouTube and promoted on social media.

■ **The Redpath Waterfront Festival:** To be held July 1-3 along the Toronto Waterfront and at HTO Park, this event will include nautical programs, live music, food, entertainment, and much more. The highlight is the sail-in of the Royal Canadian Navy's 440-foot frigate, HMCS Ville de Quebec, which will be open for tours all weekend. The Festival kicks off the Ontario 150 Tour, which will make stops across the province and includes Rhythm of the Nation, an interactive dance and music performance. For more information, visit www.TOWaterfrontFest.com.

Of course, there will be plenty of entertainment for kids and adults alike at Toronto's Queen's Park on Canada Day, a tradition since 1967. And in our nation's capital, the festivities will take place on Parliament Hill, in downtown parks, and on the streets. For more information, visit <https://tinyurl.com/zbqmnndu>.

Wherever you may live, there is sure to be some birthday events in your community, large or small. Join in the festivities and celebrate what it means to be Canadian.

Visit our parks – free!



As a gift to Canadians, Parks Canada is offering free access to all national parks, marine conservation areas, and national historic sites this year. Every province and territory boasts several such sites, including nine in

Alberta, 14 in British Columbia, and 23 in Ontario. They represent not only Canada's natural beauty and diverse heritage, but also the history, cultures, and contributions of Indigenous Peoples.



Order your **Discovery Passes** online at www.parksCanada.gc.ca, or call 1-888-773-7888.
Where will your Pass take you?

Best of the West

If you're planning to visit some of the many parks and historic sites in Alberta and British Columbia this year, check out the website <https://tinyurl.com/gtq7jkq>, or call 1-888-773-8888 for the Western Canada visitor guide.

On Canada Day:

ALBERTANS can celebrate Canada Day – known until 1982 as Dominion Day – the old-fashioned way at **Heritage Park** in Calgary.

► <https://www.travelalberta.com/ca/events/canada-day-at-heritage-park-1092/> for more information.

VANCOUVER hosts the largest Canada Day celebration outside our nation's capital. This year, it will be held over two days, **July 1-2**, at **Canada Place**. For more information, visit ► <https://www.canadaplace.ca/events/canada-day/>

2017: A YEAR OF CELEBRATION

As the clock struck midnight at Hockley Valley Resort, my wife Wendy and I did the usual hugs and kisses with friends, customers, and a few strangers welcoming in the New Year and saying goodbye to 2016.

We were both pretty happy with the past year, which saw the marriage of our youngest daughter, Sarah, in May, as well as the arrival of our second grandchild, this time a little girl, Kate, to go along with our three-year-old grandson Brett. Now empty nesters, we finally had rid ourselves of the last of the kids' junk, but now have a new collection of tricycles, riders, carts, kids' toys, cribs, and all of the stuff we had in 1983 when our eldest daughter, Stacey, arrived and forever changed our lives. Having a house that is neat and organized is not the priority it was a couple of years ago; family events are now filled with the patter of little feet, bells on bikes, and lots of laughter – and Wendy and I welcomed the tradeoff.

The arrival of 2017 gives me more optimism about the future for our family, **Trailcon**, as well as Canada. This year, Canada celebrates its 150th year as a nation on July 1, and Trailcon celebrates its 25th anniversary on October 26.

Canada is considered a young country; that comes into focus when you are travelling in a city like Prague, Czech Republic, touring a church that took 600 years to build, with construction starting in 1200AD and finishing prior to 1867 when Canada declared itself a nation.

In Canada, we have much to be proud of, and that is abundantly clear in the way in which others lovingly respond to a Canadian flag on your lapel or on a t-shirt when you are outside North America. We as a nation have accomplished so much in the eyes of the world in spite of being in the shadow of what Americans will tell you is “the greatest country in the world.” Sorry in advance to all my American friends, but I beg to differ with that opinion. Sure, the U.S. is larger in population and military might, but we are geographically bigger, and Canadians have distinguished themselves in so many other ways as well. On a per-capita basis, we sacrificed more than any nation during World War II, and stood shoulder to shoulder with our Allies in World War I and the Korean War. We continue to provide peacekeeping troops around the world and pay our share of support to the United Nations.

Canada is also a country that continues to accept refugees and hundreds of thousands of new Canadians each year through our regular immigration programs.

Let's make sure that, throughout this year, we show our true colours – put up a flag at home, at the office, a sticker on your car or anywhere else to show your neighbours, friends, and colleagues you are a “Proud Canadian.”

In this newsletter and on our letterhead, e-mails, and business cards, all of us at Trailcon will also display our 25th anniversary logo. I'm pretty proud that it was designed by my daughter, Stacey Carroll, in our sales & marketing department.

“The arrival of 2017 gives me more optimism about the future for our family, Trailcon, as well as Canada.”

— Alan Boughton

Like the fathers of Canadian Federation 150 years ago, I sure as hell had no idea what Trailcon would look like after 25 years. Today, we have over 7,000 of our own units, maintain another 10,000 customer units at five branches with more locations to open soon, and have grown from a staff of one in 1992 to over 150 today, including office staff and repair technicians.

Our success is due to the two cornerstones that we established in 1992 of building a business based on honesty and integrity. Sounds easy, but so many lose their way as their company grows. We haven't. I could take the credit for this, but it is all of our valued staff who “get it,” as well as our great customers and suppliers who have supported us since we opened our doors so many years ago.

With 2017 now upon us, I look back at the history of Canada over the last 150 years and the shorter journey of Trailcon, and it amazes me what has been accomplished. Sure, there were more than a few stumbles along the way, but all in all, I think almost all Canadians are very proud of our nation, and I would suggest that the same holds true of all the Trailcon employees.

So let's celebrate the success of Canada, all year long and especially on July 1, which falls on a Saturday, so big party at the Boughton house that weekend.

All of us at Trailcon are doing the same throughout the year. Not sure what the future holds for Canada and Trailcon for the next century, but from where I sit, it is bright.

— By Alan Boughton, President, Trailcon Leasing Inc.





Trailcon helps hockey team deliver the goods

When John Martin, coach of the **Aurora PeeWee AE** hockey team, challenged his players to find a way to give back to their community, the boys decided they wanted to share their love of sports by donating new and gently used sporting goods to a local First Nations reserve.

The team shared its plans with Trailcon Leasing president Al Boughton and Wilson's Truck Lines chairman and CEO Jim Wilson, who immediately offered a 53-foot trailer to transport the equipment that the boys collected.

Thanks to their hard work, Martin and his team completely filled the trailer. Over 2,000 kilometres later, it was unloaded in a community centre in Kenora, Ont., where the boys succeeded in sharing the gift of sport with 16 reserves!



The Aurora PeeWees, with coach John Martin, pose with the Trailcon 53-foot trailer they filled with sporting goods for donation to First Nations reserves.

Boughton and Trailcon give back to local hospital

Twenty-seven years ago, **Trailcon Leasing Inc.** president **Al Boughton** was diagnosed with and treated for ulcerative colitis at **Peel Memorial Hospital** in Brampton, Ont.

The attentive care Boughton has received over the years from doctors John Tracey, Jonathon Giddens, and Bashir Sachedina prompted him, along with Trailcon Leasing, to donate \$75,000 to equip three rooms, named in their honour, at the new Peel Memorial Centre for Integrated Health and Wellness. The new healthcare centre, which replaces the old hospital founded in 1925, opened in February of this year.

"Peel Memorial is where our entire family has been taken care of," says Boughton. "Equipping the new hospital is our way of recognizing our doctors for their compassionate care and expertise, and that means a lot to me."



WILLY'S TRUCKING SERVICE

Persistence pays off



Willy's Trucking Service co-owners Bernard Dyck, left, and Willy Schmidt.



When **Willy Schmidt** started his own business in 2007, he was hauling gravel with a single truck. Little could he have predicted that, within a decade, he and his brother-in-law **Bernard Dyck** would build a thriving business delivering LTL van and deck freight in northern Alberta and British Columbia.

By 2009, Schmidt had determined there was room for improvement in the freight business, and the wheels started turning. “At that time, I was always hauling gravel for someone, and what made me start in the freight business was more to build my own customer base, so I didn’t have to rely on only one industry,” he explains.

Dyck came on board at that point, and a new chapter in **Willy's Trucking Service** began. But success didn’t come easily. “It was really slow economic times and big ideas that started the process of a new freight service, Edmonton to Peace River,” says Schmidt.

Neither Schmidt nor Dyck had any background in LTL trucking. “I went into the freight business very inexperienced,” laughs Schmidt. Dyck had been hauling logs, while Schmidt had worked in logging and road construction before starting his gravel-hauling business. “We started the LTL freight service together from scratch,” he notes. “By September 2009, it was under way, and we were in for the challenge of a lifetime.”

Despite the obstacles, giving up was never an option. “Once we had started, there was no turning back, so we just kept banging on doors and kept going,” says Schmidt. Working out of their small shop near Peace River, Dyck would type all the delivery bills before hopping in the truck to do the freight deliveries every morning. Meanwhile, Schmidt looked after business in Edmonton. “At first, things were really slow,” he admits. “We even made a few trips north in a pickup truck.”

But they persisted, and in 2011, Dyck moved to Grande Prairie to start a branch providing daily freight service from Edmonton. At that time, Schmidt was still spending weekdays in Edmonton and commuting nearly 500 kilometres to Peace River on the weekends. Later that year, he moved to Edmonton to run the operation from

its head office. The same year, the brothers-in-law bought out a competitor in Peace River, significantly increasing their customer base there.

Fast-forward six years, and Willy's Trucking Service now boasts 55 employees – including the owners' father-in-law, who has been a driver for five years – and a fleet of 30 trucks and some 90 trailers, for a total of 120 registered units. Besides the head office in Edmonton, the company has depots in Peace River and Grande Prairie, AB, and Fort St. John, B.C. Schmidt currently oversees operations, while

Dyck handles administration, staffing, and systems.

A modest man, Schmidt is quick to credit his employees, customers, and communities for the company's achievements, attributing its success to “our service and our people, and how we train our people to treat our customers.”

Given the dramatic growth the company has undergone in its relatively short life span, Schmidt intends, for the time being, to focus on building the areas that it currently services.

“Once we had started, there was no turning back, so we just kept banging on doors and kept going.”

— Willy Schmidt

But ever the entrepreneur, he adds: “we never stop looking for opportunities.” With the western economy now on the upswing – “our volume has gone up quite a bit in the last two months,” says Schmidt – further expansion could be on the horizon.

For over four years now, **Trailcon** has leased van and deck trailers to Willy's Trucking. Schmidt says the company became a Trailcon customer because of its competitive rates, and the fact that [Trailcon Edmonton manager] Dave Ambrock “is a great guy.”

Willy Schmidt's customers undoubtedly feel the same way about *him*.



A WAVE to the future

The **Walmart Advanced Vehicle Experience (WAVE)** concept truck offers a glimpse into what the future of truck transit could look like.

The result of a partnership among many vendors, the retailer's WAVE prototype combines aerodynamics, microturbine-hybrid powertrain, electrification, advanced control systems, and cutting-edge materials like carbon fiber, all in one vehicle.

Walmart estimates that the WAVE could reduce fuel consumption by 55 per cent over long routes, and by 241 per cent over shorter ones, when its microturbine and electric motor could be put to best use.

The tractor features a 180-degree rotational center-mounted driver's seat, and fully adjustable touch-screen gauge pods that monitor every component on the vehicle. The engine sits beneath the cabin instead of in front of it to help the truck's overall turning radius and visibility.

The trailer body is built almost exclusively of carbon fiber, including one-piece carbon fiber panels for the roof and sidewalls that save nearly 4,000 pounds compared to traditional designs. Other special features include composite trailer skirts, aerodynamic disc wheel coverings, and a one-piece, fiberglass-reinforced floor panel with a 16,000-pound forklift rating.

While the WAVE truck was unveiled a few years ago, it will not be reproduced on a mass scale, as it would be too expensive. Rather, it is intended to showcase many technologies that could be incorporated into trucks of the future.

WAVE trailer-made solutions

- Trailer body built almost exclusively of carbon fiber; single-piece 53-foot panels in roof and sidewalls.
- Use of advanced adhesives eliminates need for most rivets.
- Convex nose shape enhances aerodynamics while maintaining cargo capacity.
- Solid, 53-foot one-piece floor reduces weight without sacrificing strength or performance.
- Next-generation low-profile LED lighting is more energy-efficient and less prone to damage.

Source: Walmart

26%
of Canadians
can't wait for
the day when
driverless
cars will be
a reality.

Kanetix.ca survey,
December 2016

Automated vehicles may hit roads sooner than expected

The potential for autonomous trucks to disrupt freight transportation – or, at least, the recognition, by carriers and shippers, of that possibility – has surged in the past year, according to an updated survey by Princeton Consultants.

“Our firm believes self-driving trucks are going to get here faster and have more impact than the survey results [showed],” said Princeton Consultants CEO Steve Sashihara. “It’s starting to really happen... On the highways, the technology is already here.”

In last year's survey, only 28 per cent of respondents believed self-driving trucks would have a moderate or large impact, compared to 40 per cent in the latest survey.

Fleet Owner reports that Princeton projects implementation of self-driving truck technology in three phases:

- 1 Truck autopilot, assisting a traditional driver who is still in the seat, variations of which are currently being tested on U.S. highways.
- 2 Linehaul driverless, for on-highway freight moves (perhaps in peletons) and with first/last mile conventional drayage – “think of this as the new intermodal,” said Sashihara.
- 3 Door-to-door driverless, but not before the public believes the technology is safer than human drivers.

Recently, a driverless truck completed a successful 35-mile highway test in Ohio. The truck travelled along with regular traffic, with a driver in the truck positioned to take charge if anything went wrong. A similar test took place in Colorado when Budweiser shipped a truckload of beer approximately 120 miles, with a driver monitoring the self-driving system from the sleeper berth in the back of the truck. The self-driving truck is made by Otto, which was recently acquired by ridesharing service Uber.

On this side of the border, Ontario has launched the first automated vehicle pilot program in Canada, led by The University of Waterloo, the Erwin Hymer Group, and BlackBerry QNX.

The Institute of Electrical and Electronics Engineers forecasts that by 2040, autonomous vehicles will account for 75 per cent of all vehicles on the road.

PORT OF MONTREAL

opens new container terminal

The recent opening of a container terminal in the **Port of Montreal's Vieux** sector will boost its handling capacity by 450,000 TEUs (20-foot-equivalent units). A second phase, to be completed in the coming years, will bring total handling capacity in that sector to 600,000 TEUs, and the Port overall to 2.1 million TEUs.



Photo: Port of Montreal

The Port of Montreal is the second-largest container port in Canada, and the fifth-largest on the east coast of North America. One in four shipping containers handled in Canada passes through the Port, and it is the most direct intermodal link between the industrial heartland of North America and the markets of Northern Europe and the Mediterranean.

The Port has also implemented a project to reduce greenhouse-gas (GHG) emissions by optimizing truck routes to and from terminals situated on its territory. The new Trucking PORTal Web-based application measures truck trips from entering to leaving the Port, and relays this information in real time to drivers and dispatchers. Drivers use this information to plan their route to the Port and, while on Port territory, optimize the time it takes them to deliver or pick up cargo, reducing traffic congestion and GHG.

DP World aims to make Saint John gateway for U.S.-bound imports

DP World, one of the largest marine terminal operators in the world, has begun to operate a multi-purpose container, bulk, and breakbulk terminal in Saint John, N.B.

Only 68 miles from the U.S. border, Saint John is ideally situated to serve the needs of shippers and receivers in New England, Eastern Canada, and the Midwest, according to DP World. A daily rail service via CN will allow customers to benefit from less congestion, lower costs, and fast, efficient rail connections.

Saint John offers year-round ice-free access, with a deep draft and no air draft restrictions due to a bridge. Planned expansion will create a 350-metre deep-water berth, an enhanced stacking area,

and a 12,000-foot intermodal rail yard capable of handling a whole train.

The Dubai-based terminal operator intends to position Saint John as an alternative gateway for containerized imports, much like its Port of Prince Rupert's Fairview Terminal on the west coast. Saint John will compete with the other Canadian east-coast ports of Halifax and Montreal.

CN, CP report flat 2016 results

Despite a strong fourth quarter, full-year 2016 results for CN were relatively flat. While net income increased three per cent to \$3,640 million and operating ratio improved by 2.3 points to 55.9 per cent, revenues decreased by five per cent to \$12,037 million, and car loadings by five per cent. Intermodal contributed to the decline, falling two per cent.

Intermodal loadings recover in 2017

Canadian intermodal units, week ending February 18, 2017: **62,100**

↑ 8.6%

(vs. same period, 2016)

Canadian intermodal units, cumulative volume, first seven weeks of 2017: **428,867**

↑ 2.7% (vs. 2016)

Intermodal freight loadings, December 2016: **179,000 units**

↑ 6.7% (vs. 2015)

Containers on flat cars, December 2016:

↑ 6.4% (vs. 2015)

Trailers on flat cars, December 2016:

↑ 21.6% (vs. 2015)

Source: Association of American Railroads, Statistics Canada.

"Overall, the economy remains challenging, but we remain optimistic and expect to see moderate volume growth in 2017," said Luc Jobin, president and CEO.

Similarly, CP reported a decline in revenue of seven per cent to \$6.23 billion for 2016, although operating ratio improved to a record 58.6 per cent. Domestic intermodal revenue was \$721 million, a decrease of \$36 million, or five per cent, from \$757 million in 2015. International intermodal revenue was also down slightly, to \$590 million from \$592 million in 2015.

In late January, Keith Creel assumed his new role as president and CEO earlier than planned, replacing E. Hunter Harrison.

Renewing family ties in Thailand



On the private boat we rented at Phi Phi Don Island.



▲ Don Andrews and his daughter Samantha with a Bengal tiger.



▲ Don Andrews (back left) and his wife Sylvie (near right) share a meal with dear friends.

By Don Andrews

My typical idea of an exotic getaway would be a short flight to the white beaches of Cuba, or an all-inclusive pool-front resort in Dominican Republic. No crowds, no need to over-plan or over-think – just a relaxing vacation on the beach. However, this trip was far from typical.

After several months of attempts by my die-hard salesman friend Bob to persuade me, I knew it was only a matter of time before my wife and I would be joining the Thailand bandwagon last December. It wasn't the jam-packed itinerary that convinced us, or the fact that we would be taking a trip with four of our dearest friends. And it certainly wasn't the 15-hour connecting flights that made me jump on board. This trip was unique because I would be meeting up with my daughter and her boyfriend, both of whom I had not seen in six months, on the other side of the world. It was settled, then. What had started as a trip for four quickly became a trip for eight.

Patong

First day in this new and unfamiliar place, Patong. What better way to get acquainted than to roam the city like we're up to no good? Freedom beach, disco tuk-tuks (basically, rickshaws fitted

with small engines), strange street meat, perhaps a relaxing foot massage. We were checking things off the list too quickly, and decided it was time to chill out by the pool with a drink in hand and wait for my daughter and her boyfriend to arrive. Soon enough, the whole crew met up at Holiday Inn Patong.

After a well-deserved night's sleep, we set out to go sea-cave kayaking between the tall scaled rocks off the east coast of Phuket Island. A one-hour shuttle drive followed by a nearly two-hour boat ride, and we were finally there. Our guide on this trip was very familiar with the islands surrounding us – too familiar, in fact. He pointed towards the tall rock-formed island from the ferry and said, "you will be kayaking through that cave to get to the lagoon." Everyone's immediate reaction was: "What cave?! That small hole in the rock!?" Yes, actually, we were going to squeeze into that narrow opening in our inflated kayaks, with the rough water bouncing underneath us and a designated guide on our kayak who was half our size and could not speak English. Well, as I am sure you guessed, it was one hell of a story to tell. After several emotional outbursts from the claustrophobic people in our group, including my wife, daughter and Bob, we finally made it to the other side. The lagoon was

isolated, untouched and beyond peaceful. A few may say they overcame their fears that day.

The next day was New Year's Eve and my birthday, which I was hoping would get lost in the details but did not. The celebrations began when we woke up, and lasted all night. When the skies turned black, we headed to Patong beach for a late dinner and champagne under the explosive fireworks. Each couple made a wish and let their lantern float into the sky.

Phi Phi Don Island

Now I know why all the tourist rave in Thailand is focused on Phi Phi Don Island. Unimaginable scenery, very welcoming locals, food and shopping right outside your door, and exquisite fire shows. In fact, there were a few times we noticed our waiter in the fire show, which explained his sudden absence for an hour. Our

Chiang Mai

From 400-pound Bengal tigers, to giant four-ton Asian elephants, to a 16-foot-long king cobra, I think we just about saw it all. I never thought I would be in a cage with three giant male Bengal tigers and make it out alive, especially when the one tour guide with us was holding only a small stick for defense. Luckily, we didn't need the stick and everything went smoothly.

One of the highlights of our trip to Chiang Mai was our stay at an elephant sanctuary located a couple of hours outside the city alongside an old tea plantation. We were provided Karen (ethnic) village clothing, and interacted with the diverse group of elephants by feeding them bananas and sugar cane. Later, we walked the elephants along the river and bathed them before returning.

We made an appearance at the night markets on several occasions. Every night was vastly different: dangerous tuk-tuk races,

spontaneous garra rufa pedicures (in which toothless carp nibble on the dead skin of your feet), and hundreds of random shops to explore along the street. Keeping a group of eight people together in the markets was a challenge, but somehow we always made it to dinner safely.

Surat Thani

Our stay in Surat Thani was short, but well enjoyed. We explored yet another island, soaking



The elephant sanctuary at Chiang Mai.

up the culture and spoiling our bellies with good food – except for the larva, which, of course, I had to eat after my wife dared me.

Koh Samui

Being a group of boaters, renting a boat was a must for us, and Koh Samui seemed like the perfect place. We were gifted with beautiful weather and sealed the deal for a full day on the water. We loaded up the twin 250 Mercury with enough food, beverages and ice to last us a week. We anchored at several secluded beaches and roamed the water like kings and queens until the sun went down.

Bangkok

Where to begin? Insane nightlife, major traffic jams, an attempted pick-pocket incident, and a river cruise that lasted several hours too long. Bangkok presented many challenges, but once we mastered our way around town, we could enjoy the city's attractions, such as the famous Weekend Market and the Temple of the Reclining Buddha. I embraced my last few days spending quality time with my daughter before parting ways and heading home.

— Don Andrews is Director of Operations at Trailcon Leasing Inc.



▲ Bangkok's bustling Weekend Market.

highlight was the day we rented a private boat to take us to all the key attractions – Maya Bay, Monkey Beach, a few unknown and secluded bays. Everything exceeded our expectations. The water was bright blue and the sand stark white. It was one for the books.

Our excitement carried into the next day, and inspired the men to partake in some spontaneous commitments. There we were, all four men of the group, inside a bamboo tattoo parlor picking out our new "skin art" while the women waited outside, shaking their heads at our antics. Phi Phi Don left its mark on us – literally.

Koh Lanta

We had been spoiled with beautiful weather up until this point. Luckily, with our mini fridge full of drinks, our roof made of more than straw, and our rainbow ponchos to keep us dry, we survived the massive two-day monsoon in style. Despite the unfortunate turn of weather, we still managed to explore the island and bond with the friendly locals. Some brave people were wandering the roads wearing bike helmets to protect them from the storm. Ankle deep in water, we were ready for the next destination.

Rosenau Transport turns 60

Trailcon Leasing congratulates **Rosenau Transport** on its 60th anniversary in business. Founded in Calgary in 1957 by Gus and Colleen Rosenau, with a single half-tonne truck, the company is now one of the largest regional carriers in Western Canada.

At the same time, Trailcon wishes Carl Rosenau a long and happy retirement. Carl, who has been president of the family-run business since 1988, retired at the end of 2016 to spend more time with family.

The Rosenau family legacy will live on as Carl's son Ken, who has worked in many capacities in the company, takes the helm as the third-generation president.

Here's to the next 60 years!



Ken and Carl Rosenau



John Foss



Brian Jones



Rob Bonsma

TRAILCON makes trio of appointments

To keep pace with its rapid growth, **Trailcon Leasing** has announced three recent appointments.

John Foss has been promoted to Executive Manager National Accounts. Foss joined the Trailcon team in 2005 as Account Manager, and has worked to expand the company's reach in the Canadian market by bolstering the service, rental, and lease portfolio he manages. In his new capacity, Foss will continue to service and develop Trailcon's existing accounts – which consist of many of Canada's largest retailers and most visible names in transportation – while growing the company's portfolio of major regional and national accounts.

Brian Jones has been promoted to Regional Manager, Western Canada. In his new capacity, he will oversee the sales, operations, and administration for Trailcon's three western branches – Surrey, B.C.; Calgary, AB; and Edmonton, AB.

Jones joined Trailcon in 2015 as Branch Manager – Surrey. He played a key role in the company's acquisition of the former Stewart Trailers in September 2016, transitioning the new employees into the Trailcon family. He will now be able to build upon this success, and provide our customers in Alberta with service offerings that are the best in the industry.

Rob Bonsma has joined the company as Customer Service Manager for key accounts.

Bonsma brings more than 25 years of industry experience – most recently as a regional operations manager – to his new position. Previously, he worked in a wide variety of departments, including shipping, dispatch, mobiles, garage, emergency roadside assistance, and sales.

Coalition releases plan to combat distracted driving

The Traffic Injury Research Foundation (TIRF) has released a National Action Plan created by the Canadian Coalition on Distracted Driving (CCDD), of which the Canadian Trucking Alliance (CTA) is a member. The multi-sectoral group includes participants from various levels of government, enforcement, academia, health, industry and communities.

The Plan contains 15 action items organized according to four priority areas: education and prevention, enforcement, data and research, and technology and industry.

In developing the Plan, the CCDD explored some of the topics that play a role in distracted driving, including: driver behaviour, penalties, enforcement, education campaigns, devices and in-vehicle technologies, emergency medical care, auto insurance, the transportation industry and automated vehicles.

"To help build on this research, the Canadian Trucking Alliance is pleased to host TIRF at our upcoming Board meeting, where the leaders of our industry will



discuss this topic in a series of roundtable focus groups to further address the issue of distracted driving in the commercial trucking industry," says CTA's vp policy, Geoffrey Wood.

According to the Insurance Bureau of Canada, distracted driving is potentially as dangerous as driving drunk, and is much more common. Drivers are 23 times more likely to be involved in a collision if texting while driving, and four times more likely if talking on a cellphone (hand-held or hands-free) while driving.

MTO expands Ontario LCV program

The Ministry of Transportation of Ontario (MTO) is planning to expand and improve the Long Combination Vehicles (LCV) program.

According to the Ontario Trucking Association (OTA), the MTO highlighted several of the impending changes in a recent letter: the removal of the cap on the number of permits available to each carrier (previously 16); the removal of the cap on the number of carriers in the program (previously 100); the introduction of two new vehicle configurations (for transporting vehicles and container

chassis); the expansion of the primary highway network (to include Hwy. 403, 407 E, and 412, as well as Hwy. 400 to Parry Sound); and the extension to five kilometres of the distance LCVs can travel off the primary highway network to access shipper and carrier facilities (previously two kilometres).

"OTA, MTO, and the carriers in the program have been working for a while to bring about these enhancements," says Geoff Wood, OTA vice president, operations and safety. "We commend Minister Del Duca and his staff for working with OTA to develop a sustainable LCV program in the province."

TFI purchases Cavalier



It was with "mixed emotions" that **George Ledson** and his family announced their decision to sell **Cavalier Transportation Services Inc.** to **TFI International** (formerly known as TransForce Inc.).

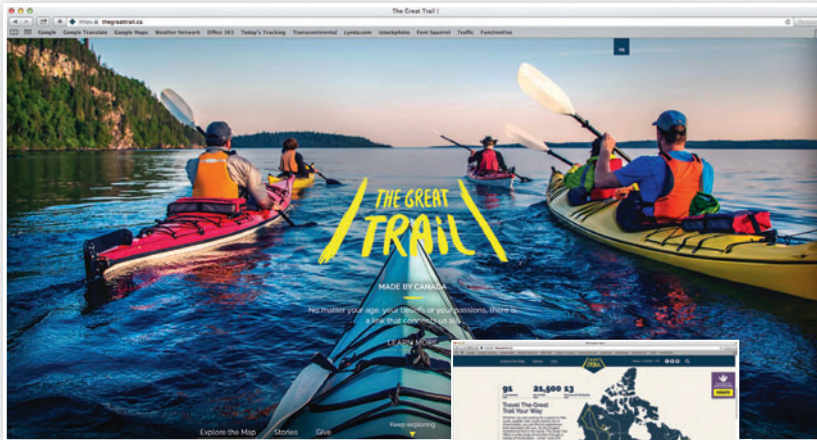
But Cavalier – named after the favourite horse of founder George Ledson's father – and the Ledson family won't be riding off into the sunset. George will remain with the company during the transition, while his sons Geordie and Brian, daughter Vicki, and son-in-law Scott "are committed to staying on in their respective roles with TFI and the Cavalier Group," said Ledson in a heartfelt letter to employees and business partners. "The Cavalier name will remain along with our people and facilities," he assured.

Cavalier Transportation has come a long way since Ledson started the company 37 years ago as a one-man operation based at his kitchen table. While the decision to sell did not come easily, he felt it was the right choice for the future of the business. "As the trucking industry continues to evolve, with a focus on safety and increased regulations, it is our shared belief that our employees would be better served with the support a large organization like TFI offers," he explained.

"The acquisition of Cavalier will add density to our LTL network and bring value-added services such as brokerage and warehousing," said Alain Bédard, chairman, president and chief executive officer of TFI International, in a news release. "We are encouraged with the possibilities to further serve our LTL and TL customers."

Trailcon president Al Boughton certainly bet on the right horse when he formed a lasting friendship and business relationship with Ledson going back to 1983. Whether running a trucking business or training his prized thoroughbreds, Ledson has always been a winner.

Site-seeing



The Great Trail

www.thegreattrail.ca

What better way to connect Canadians from coast to coast than through almost 24,000 kilometres of trails spanning 13 provinces and territories?

The longest recreational trail in the world, The Great Trail – also known as the Trans Canada Trail – is Canadians' birthday gift to one another. Nearly 25 years in the making, each section of the not-for-profit Trail is owned and operated at the local level.

The Great Trail offers a wide range of activities through a variety of landscapes – urban, rural and wilderness, along greenways, waterways, and roadways. The website features a map of all the trails, and a downloadable mobile app.

At last check, 21,500 kilometres – 91 per cent – had been connected. The goal is to complete the connection this year, in celebration of our sesquicentennial.

Trucking exec linked to offshore tax dodge

Kitchener-area trucking industry executive Robert Breadner is among numerous wealthy Canadians who appear to be linked to a secret tax dodge in the Isle of Man, according to an investigation by CBC's *the fifth estate* and Radio-Canada's *Enquête*.

Breadner is listed as a shareholder of Pilot Limited, one of numerous shell companies connected to the KPMG tax-avoidance scheme. Charles Pfeffer, a U.S. businessman listed as director until 2005, told *the fifth estate* he is a friend of the Breadner family, and that he was approached to become what was called the “non-shareholder member,” reports CBC.



KPMG recommended that its clients have someone outside Canada as the non-shareholder member – the designated person who would direct so-called “gifts” back to Canadian family members.

Approached by *the fifth estate*, Pfeffer referred reporters to Breadner. However, Breadner did not respond to phone messages or a registered letter sent to his address.

WORDWATCH

Gaslighting

We've been hearing the term “**gaslighting**” frequently of late, usually in reference to Donald Trump.

It refers to the 1944 suspense film “Gaslight” (adapted from a 1938 play of the same name), in which a greedy Victorian husband (Charles Boyer) conspires to convince his innocent wife (Ingrid Bergman) that she is going mad, in order to make his planned murder of her appear to be suicide. Flickering gaslights are part of his ploy.

Hence, “gaslighting” is used to describe abusive behaviour in which an abuser manipulates information in such a way as to make a victim question his or her sanity, or at least doubt his or her memories or perception of reality.



Sources: www.word-detective.com, www.pri.org

FYI

In my spare time, I like to smoke



With the keen competition for jobs these days, you would think candidates would try to make their resumes stand out – for the *right* reasons. You'd be wrong.

HR specialist CareerBuilder asked over 2,000 hiring managers in the U.S. to share some of the most memorable things they've seen on resumes. Here are our five favourites.

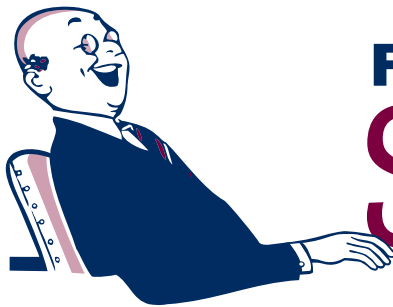
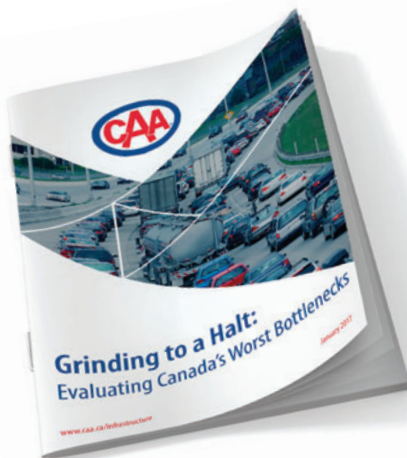
An applicant:

- ❶ listed "smoking" under hobbies.
 - ❷ stated he paid great attention to detail, but misspelled "attention."
 - ❸ claimed he would work harder if paid more.
 - ❹ listed as a skill "taking long walks."
 - ❺ wrote at the end of his resume: "I didn't really fill this out, someone did it for me."
- Well, points for honesty if not ambition!

Highway 401 earns dubious distinction

Many of us have languished in the Toronto "parking lot" known as Highway 401. Not only is the stretch of highway that cuts across the north part of the city the most congested artery in Canada, but it is also one of the worst bottlenecks in North America, according to a new study by the Canadian Automobile Association titled "*Grinding to a Halt: Evaluating Canada's Worst Highways.*"

This bottleneck alone costs commuters over three million hours annually, and compares with the worst traffic in the New York metro area. In total, five of the top 10 bottlenecks are found in the Toronto area.



FRANK SAYS

was going over some papers in my office when Frank came barging in. Without so much as a hello, he barked, "Air Canada customer service comes through yet again!"

"What did they do *this* time?" I asked, with a sigh.

"It's not what they DID; it's what they DIDN'T do!" he responded gleefully, and launched into his tirade. "Get this: Some Air Canada passengers were stranded at midnight in Fredericton when their plane was rerouted due to bad weather. A 'helpful' Air Canada employee told them they couldn't get any food at that hour because no restaurants were open. Then in walks a WestJet pilot and says: 'Hey guys, I'm from WestJet, and we do things differently. Want some pizza?' So the pilot bought them several pizzas, and it looks like he paid for them out of his own pocket," said Frank admiringly.

"Now what do you think Air Canada's response was?" he asked, fairly bursting in anticipation.

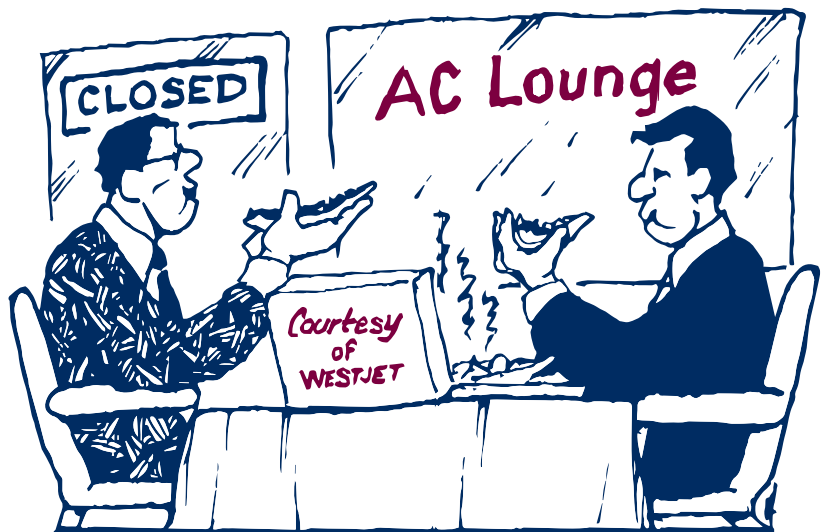
"I can't imagine," I replied drily.

"Well," Frank continued triumphantly, "in typical Air Canada fashion, they offered passengers a \$10 food voucher, even though there was nowhere to spend it! And then they issued this statement. Listen to this," he chortled, whipping out a neatly folded piece of paper from his breast pocket and officiously donning his reading glasses. "Unfortunately, the food service was closed, but thankfully, a caring customer, an airline employee himself, so truly empathetic to the situation, stepped up and helped out. We have spoken to him, thanking him, and are truly grateful for his generous spirit," Frank concluded, slapping the paper on my desk. "Can you believe that?" he blustered. "They actually made it sound like it was one of *their* customers!"

"Well, it just goes to show," he smirked, as he warmed to his punchline.

As Frank says:

"Flying WestJet may not be a slice of heaven,
but at least it's a slice of pizza!"



MARKING the MILESTONES



1992

Al Boughton opens Trailcon Leasing on October 26, with just one employee – himself.

January: Dr. Roberta Bondar becomes the first Canadian woman in space.

October: The Toronto Blue Jays become the first non-U.S. team to win the World Series.

1996

Trailcon builds a new facility, and becomes the first company in the Ontario Transportation Centre in Mississauga; introduces mobile repair service.

February: Canada's new \$2 coin, the "toonie," is introduced.

July: Canadian sprinter Donovan Bailey wins the 100-metre dash at the Atlanta Olympics.



2000

Trailcon earns QS 9000 / ISO 9002 certification.

January: Beverly McLachlin becomes the first female chief justice of the Supreme Court.

September: Simon Whitfield wins gold in the Triathlon at the Olympics in Sydney, Australia.



2002

Trailcon celebrates a decade as Canada's intermodal and trailer specialist, with a fleet of over 4,000 units.

February: Canada wins gold for men's and women's hockey at the Olympics in Salt Lake City, Utah.

December: Canada signs the Kyoto Accord, limiting greenhouse-gas emissions.

2007

Trailcon establishes a branch in Edmonton, marking its expansion into the western market.

September: Satellite images over Arctic waters reveal that sea ice in the area has shrunk to about four million square kilometres, a minimum not seen for possibly more than a century.

September: The loonie reaches parity with the U.S. dollar for the first time in nearly 31 years.

2012

Trailcon celebrates its 20th birthday by opening branches in Cornwall and Calgary.

March: The government announces in its federal budget that it is eliminating the penny from Canada's coinage system.

August: Trampoline gymnast Rosannagh MacLennan wins Canada's only gold medal at the Olympics in London, England.



2014

Trailcon purchases Hubs Trailer Service, expanding its presence in the Calgary market.

June: A tornado hits southern Ontario, causing extensive damage in the corridor from Angus to Barrie.

October: A gunman shoots Corporal Nathan Cirillo dead at the National War Memorial in Ottawa, and then enters the Parliament buildings, where he is killed by security forces.



2015

Trailcon opens a 75,000-square-foot state-of-the-art facility in Brampton, Ont.

April: Target Corporation discontinues operations in Canada, closing more than 130 stores and throwing more than 17,000 employees out of work.

August: Golfer Brooke Henderson wins the Cambia Portland Classic by eight shots, becoming the first Canadian to win on the LPGA Tour since Lorie Kane in 2001.

2016

Trailcon opens a branch in Surrey, B.C., with the purchase of Stewart Trailers.

May: The city of Fort McMurray, AB, is fully evacuated due to a catastrophic wildfire.

November: The Royal Canadian Geographical Society chooses the grey jay as Canada's national bird, as it is found in every province and territory, and able to thrive in sub-zero conditions.



2017

Trailcon celebrates its silver anniversary, with a fleet of more than 7,000 units and a dedicated fleet maintenance program that services not only the company's own fleet, but over 10,000 customer-owned units.



April 28-29**AMTA Leadership Conference & AGM**

Rimrock Hotel, Banff National Park

Contact: Alberta Motor Transport Association**Telephone:** 1-800-267-1003**E-mail:** amtamsco@amta.ca**Web:** www.amta.ca**April 30-May 3****WERC 2017 Annual Conference**

Fort Worth, Texas

Contact: Warehousing Education and Research Council**Telephone:** 630-990-0001; toll-free 1-888-454-7469**E-mail:** wercoffice@werc.org**Web:** www.werc.org**May 10****Western Women with Drive Leadership Conference**

Calgary Airport Marriott In-Terminal Hotel

Contact: Alberta Motor Transport Association**Telephone:** 1-800-267-1003**E-mail:** amtamsco@amta.ca**Web:** www.amta.ca**May 16****OTA Annual Spring Golf Classic**

Glencairn Golf Club, Milton

Contact: Ontario Trucking Association**Telephone:** 416-249-7401, ext. 231**E-mail:** yvonne.macaulay@ontruck.org**Web:** www.ontruck.org**May 25****TTC Spring Golf Tournament**

The Country Club, Woodbridge, Ont.

Contact: Toronto Transportation Club**Telephone:** 416-886-5450**E-mail:** membership@torontotransportationclub.com**Web:** www.torontotransportationclub.com**May 26-27****Supply Chain Integration**

Schulich Executive Education Centre,

York University, Toronto

Contact: Schulich School of Business, York University**Telephone:** 416-736-5079; 1-800-667-9380**E-mail:** excedinfo@schulich.yorku.ca**Web:** www.seec.schulich.yorku.ca**May 28-31****CTRF 52nd Annual Conference**

Radisson Hotel Winnipeg Downtown, Winnipeg, Man.

Contact: Canadian Transportation Research Forum**Telephone:** 519-421-9701**E-mail:** cawoudsma@ctrf.ca (Carole Ann Woudsma)**Web:** www.ctrf.ca**May 30****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 2-4****BCTA 2017 AGM and Management Conference**

Delta Marriott Grand Okanagan Resort, Kelowna, B.C.

Contact: British Columbia Trucking Association**Telephone:** 604-888-5319**E-mail:** bcta@bcctrucking.com**Web:** www.bcctrucking.com**June 4-7****2017 CCMTA Annual Meeting**

Yellowknife, NT

Contact: Canadian Council of Motor

Transport Administrators

Telephone: 613-736-1003**E-mail:** info@ccmta.ca**Web:** www.ccmta.ca**June 9-10****Atlantic Truck Show (presented by Atlantic Provinces Trucking Association)**

Moncton Coliseum, 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 13****Women in Transportation Lunch & Learn**

Palais Royale, Toronto

Contact: Toronto Transportation Club**Telephone:** 416-886-5450**E-mail:** membership@torontotransportationclub.com**Web:** www.torontotransportationclub.com**June 14-16****SCMA 2017 National Conference**

Winnipeg, Man.

Contact: Supply Chain Management Association**Telephone:** 416-977-7111; 1-888-799-0877**E-mail:** info@scma.com**Web:** www.scma.com**June 15-16****PMTc AGM and Conference**

Niagara Falls, 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 15****Southern Alberta Truck Expo and Job Fair**

Lethbridge Exhibition Park, Lethbridge, Alta.

Contact: southern.abte@gmail.com**Web:** www.southernalbertatruckexpo.ca**July 21-23****2017 Fergus Truck Show**

Centre Wellington Community Sportsplex,

Fergus, Ont.

Telephone: 705-794-9184; 519-826-8458**E-mail:** info@fergustruckshow.com**Web:** www.fergustruckshow.com**September 17-21****2017 CVSA Annual Conference & Exhibition**

Whitehorse, Yukon

Contact: Commercial Vehicle Safety Alliance**Telephone:** 301-830-6143**E-mail:** cvsahq@cvsa.org**Web:** www.cvsa.org**September 19****OTA Annual Fall Golf Classic**

Glen Abbey Golf Club, Oakville

Contact: Ontario Trucking Association**Telephone:** 416-249-7401, ext. 231**E-mail:** yvonne.macaulay@ontruck.org**Web:** www.ontruck.org**September 21****Toronto Transportation Club Power of Education Golf Classic**

Town of The Blue Mountains, Ont.

Contact: Toronto Transportation Club**Telephone:** 416-886-5450**E-mail:** membership@torontotransportationclub.com**Web:** www.torontotransportationclub.com**September 24-27****TAC Annual Conference & Exhibition**

St. John's, NL

Contact: Transportation Association of Canada**Telephone:** 613-736-1350**E-mail:** conference@tac-atc.ca**Web:** www.tac-atc.ca**October 11****Surface Transportation Summit**

International Centre, Mississauga

Contact: Newcom Business Media Inc.**Telephone:** 416-510-6867**E-mail:** sim@newcom.ca (Sim Frayne)**Web:** www.surfacetransportationsummit.com



In 1992, we took **12** service calls.



In 2017, we will answer **over 50,000.**

1992 (day one)

2017 (today)



The gold standard is now silver.

1-855-ROAD-RPR

Never a third party operator. Always a Trailcon employee to answer your questions. 24/7.