



TRANSPORTATION

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As the adage goes, time is
money—especially when it comes to
transporting goods around the world.

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From Shanghai to Chicago in 15 days

(continued from the cover)

With the soaring cost of fuel, transport times have become more critical than ever. And that's why the Port of Prince Rupert is poised to play a major role in trans-Pacific container shipping. Prince Rupert, B.C., is more than 1,200 nautical miles closer to the bustling Asian ports than Los Angeles/Long Beach. That translates into a savings in sailing time of about 58 hours, notes Paul Waite, vice-president, CN Intermodal. "So there's more than a two-day advantage just on the water, which is significant, especially with bunker [fuel] prices where they are." Each 5,000-TEU (20-foot equivalent container) ship burns over 100 metric tonnes of bunker a day, he explains, at a cost of \$615 per tonne. So thanks to Prince Rupert's proximity to Asia, carriers can save "about half a million dollars per vessel in bunker on a round trip."

The time—and fuel—savings continue once a vessel docks in Prince Rupert. Containers are loaded directly onto a CN freight train, with no intermediate handling. "We can be east of the Rockies before a similar vessel has even arrived in L.A.,"

says Waite. Total transit time from Shanghai to the Chicago gateway: nine days sailing plus 100 hours by rail. That adds up to 15 days, including port time—"we've even done it in less than that," says Waite. Further, he notes, CN has the most favourable grades of any railroad in North America. "So we can actually haul our trains with just two locomotives, whereas other railroads have to use three because of their grades." Again, a substantial saving in fuel costs.

CN—Canadian National Railway Company and its railway operating subsidiaries—spans Canada and mid-America, from the Atlantic to the Pacific oceans to the Gulf of Mexico.

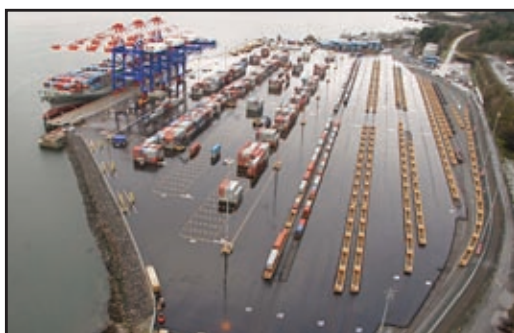
CN is currently negotiating to purchase the principal lines of Chicago-area Elgin, Joliet & Eastern Railway Co. If the deal goes through, the railway would be able to bypass the Chicago core, slashing six to seven hours off transit time to Chicago, and 24 hours off the trip to the U.S. Southeast hub of Memphis, Tenn. "We'd have more clear, faster access to our terminal without having to go on various connecting railroads in the Chicago area," Waite explains.

The acquisition is subject to an environmental impact study by the U.S. Surface Transportation Board.

Prince Rupert has also been buoyed by the recent announcement that China Ocean Shipping Company (COSCO), the ocean carrier currently calling at the Port on a weekly basis, will begin calling twice a week as of July. "This is a welcome development, underscoring the value proposition of the Port, Maher Terminals, and CN," says Waite. "Major retailers are also talking to us about Rupert. They're interested in it, and they're talking to their steamship lines about calling on Rupert, so it's very encouraging right now."

But Prince Rupert is just one of the container terminals that CN operates on the west coast. "We serve four other terminals in Vancouver, all of which can reach Chicago/Memphis and central Canada via CN," says Waite. "They're good ports, and they all have capacity, so we're positioned well for growth on the west coast. The same can be said on the east coast in Halifax and the Port of Montreal."

That means it's full steam ahead for years to come.



Engulfed by the “perfect storm”

Canada may not be in a recession yet, but it's certainly hovering on the brink of one. After all, if the U.S. is in a recession, you can be sure we'll be along for the ride—and it'll be a bumpy one.

Blame the weak U.S. dollar, problems in the U.S. sub-prime mortgage market, and soaring oil prices for creating a “perfect storm” that will batter our economy for some time to come.

We've ridden out recessions in the past, most recently in 1981-82 and 1990-91, but this one is different, and far worse.

First of all, the strong Canadian dollar and the slump in the U.S. housing market are wreaking havoc with our export markets. Take, for example, the lumber industry. Ainsworth Lumber, a leading manufacturer of engineered wood products, such as oriented strand board and specialty plywood, saw its 2007 sales plummet to \$420,602,000 from \$723,111,000 in 2006, incurring a net loss of \$216.5 million. “The difficult conditions that prevailed in 2006 worsened throughout 2007 in our key U.S. markets,” says the company's annual report. “An oversupply of new and existing homes, turmoil in the mortgage credit markets, and a weak U.S. dollar all contributed to a very challenging year for the company.” Worse, the outlook for 2008 remains pessimistic, with the National Association of Home Builders predicting an overall 25% drop in U.S. housing starts.

And unlike past recessions, the main threat this time is inflation. The skyrocketing price of oil is affecting every segment of our economy, from groceries to gas to grommets. But in contrast to the oil embargo of 1973-74, when OPEC deliberately withheld

supply to the U.S. to drive up demand and prices, we are now facing a situation where global demand is outstripping supply as new players like India and China seek to fuel their insatiable industrial machines and a growing consumer appetite for automobiles.

The terrible triumvirate of rising oil prices, weak U.S. dollar, and stagnating U.S. economy—plus the pig-headedness of the Canadian Auto Workers (CAW) union—has led to major job losses in the Ontario auto sector as consumers trade in the SUVs and pick-up trucks we were assembling in Canada for subcompacts made elsewhere.

These jobs are not just on hiatus—they are going, going, GONE.

GONE to automakers in the so-called “BRIC” nations—Brazil, Russia, India, and China—who have the capacity to turn out a combined total of 20 million vehicles this year, compared to 17.4 million combined for their North American counterparts, says Scotiabank economist and auto industry specialist Carlos Gomes.

GONE to South Korea, where Ottawa stubbornly continues its attempts to negotiate a Free Trade deal with that country that would further open up our border to a flood of small-car imports from manufacturers who don't assemble vehicles in this country.

GONE to Mexico, which is poised, for the first time, to eclipse Canada as the continent's number two automaker, thanks to the wave of subcompact-vehicle manufacturing that it is riding. According to industry analyst Dennis DesRosiers, Mexico is on track to crank out 2.26 million vehicles in 2008, while Canada's

production is predicted to plunge 19% to 2.09 million vehicles, its lowest level since 1992.

Meanwhile, the CAW continues to pressure manufacturers for ever-higher—and totally untenable—wages, while Mexican workers recently agreed to a two-tier wage system that cuts hourly pay for newly hired workers to about half the current level of \$4.50 an hour. Sure, Canadian auto workers deserve a fair wage, but not an exorbitant one. Instead of putting up blockades and behaving like spoiled children who don't get their way, auto workers could agree to accept a lower wage in exchange for the opportunity to build some of the smaller cars that are in demand right now. Isn't a decent-paying job better than no job at all? Let's face it: when a manufacturing job goes south—or to the Far East—it doesn't come back.

To make matters worse, Ontario Premier Dalton McGuinty is following in the floundering footsteps of one-time premier Bob Rae and his finance minister “Pink Floyd” Laughren, trying to spend his way out of the recession by doling out taxpayer-funded subsidies to the auto makers. That's just throwing good money after bad.

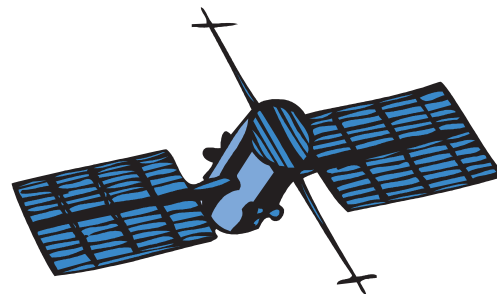
And consumers have to shoulder some of the blame too, if Canadians continue to buy cars that are made overseas, like the Kia and Hyundai. Normally, countries like Canada emerge from recessions when consumers start spending again—at some point, they need that new car or new television that they were holding off buying. When that pent-up demand is released and they buy, say, a new car, that helps spur a recovery, confidence levels surge, and the recession is

over. But again, this recession is different; with so many manufacturing jobs now gone for good, buying a new car that isn't even made here won't help laid-off factory workers go back to a job that is gone forever.

The only way we can help the economy—and each other—is by making a concerted effort to support made-in-Canada products and services. And that's easier said than done, because we don't always know what's been made where. Therefore, let's pressure our politicians to do something useful for the economy—like informing people how to buy Canadian; like telling them that every time they buy a made-in-Canada vehicle, it generates jobs; like warning them that, when they buy foreign-made products, the job that is lost could be theirs; like advising new immigrants how they, too, can support the Canadian economy. It's all about education, not quick-fix, temporary solutions like subsidies.

Toronto Dominion economists predict Canada will continue to feel the spillover effects from the U.S. downturn throughout this year and next—and possibly for years to come. And there is certainly no end to rising oil prices in sight. But we can weather this perfect storm better by supporting our own, whether it be oriented strand board, cars, or any other consumer goods and services; and by getting all levels of government to help Canadians understand that being Canadian means more than buying doubles at Tim Horton's and loving hockey.

If we can keep Canadians working through this recession, we can weather the perfect storm.



Electric standby saves fuel for refrigerated fleets

by Ignacio Aguerrevere, Director of Marketing and Product Development, Carrier Transicold

As diesel prices continue to skyrocket, fleets are looking for every practical way to conserve fuel. Refrigerated fleets are fortunate to have at their disposal a capability that can drastically cut fuel consumption: electric standby.

Electric standby allows the operator to plug the unit into an AC electric supply when the rig is parked, enabling the refrigeration unit's diesel engine to shut down. Typically, electric standby is employed during loading and unloading operations, and for pre-cooling the trailer prior to loading. Often, trailers are loaded at night and left in the yard with the refrigeration unit running until the driver arrives in the morning. With electric standby, refrigeration units need to consume diesel only when the rigs are in transit.

Electric standby is offered as an option with some refrigeration units, and it's an integrated feature of Carrier Transicold's Vector™ 1800MT unit with Deltek™ hybrid diesel-electric technology.

With each increase in the price of diesel fuel, the economic case for this capability becomes more compelling. Based on recent Ontario diesel and electricity price averages, use of standby can now reduce energy costs by more than 80 percent during loading and unloading operations.

Here's how the savings are derived: In a high-load and high-ambient case, the reefer engine consumes about 4.16 litres of diesel per hour to run its own high-performance generator and create the 15.23

one-fifth the cost of burning diesel fuel—to do the same thing plugged into a 460-volt power supply.

There are additional benefits to using electric standby. With the diesel engine shut down,

provides yet another compliance option for fleets traveling to California and subject to the state's new Airborne Toxic Control Measure for Transport Refrigeration Units.

The Vector 1800MT unit's integrated standby capability is a standout compared to add-on systems. When plugged into electricity, the hybrid system's streamlined architecture delivers greater refrigeration capacity than optional standby assemblies for conventional units, which also add mechanical complexity. More capacity means less energy is needed to reach setpoint.

Canadian weather usually requires running refrigeration units in heating mode. When heating on standby, the Vector 1800MT system's energy efficiency excels again, because its unique constant electric heating circuit consumes less power to achieve setpoint than conventional electric standby assemblies. Conventional standby heating loses capacity in low temperatures, is more inefficient, and reduces compressor life.

Environmental concerns, coupled with the upward trend in fuel costs, point in a direction that strongly favors standby operation. More than ever, standby capability, as offered on the Vector 1800MT with Deltek technology, is the right product for the times.



The hybrid Vector 1800MT trailer refrigeration unit offers integrated electric standby capability, providing Canadian operators with a way to significantly cut fuel consumption.

kilowatts needed to run the system. As of June 9, diesel prices averaged \$1.39 per litre, so the hourly cost to operate the unit in this situation is about \$5.78. At 5.9 cents per kilowatt hour, it would cost only about 90 cents—less than

exhaust emissions from the unit, as well as engine noise, are eliminated. Fuel is conserved for on-highway use, and engine runtime is reduced, providing long-term maintenance benefits.

Using standby power also



PITCHING IN

Celebrity Chef Challenge serves up food, fun—and funds

A sell-out crowd turned out for the second annual Celebrity Chef Challenge, in support of the Victim Services of Peel (VSOP), the only 24-hour crisis intervention agency for victims of crime and tragedy in Brampton and Mississauga. This year's event, for which Trailcon Leasing Inc. was a major sponsor, raised over \$46,000, more than doubling last year's total. "One hundred percent of all proceeds will go directly to helping

victims of crime and tragedy right here in Peel," says Dianne Morgan, manager of resource development for VSOP.

Guests—including several local celebrities and a large contingent of police officers—were treated to gourmet dishes served up by the chefs of the 14 participating restaurants, as well as a performance by singing virtuoso Michael Burgess of "Les Miserables" and "Phantom of the Opera" fame.

A silent auction and raffle was also held to raise additional funds.

More than one-third of VSOP's budget comes from its fund-raising efforts. "Volunteers and supporters like Alan Boughton and Trailcon are few and far between," says Morgan. "A generous cash contribution of over \$6,000 and, from Al's personal collection, an autographed Wayne Gretzky jersey, combined with the personal

support by Al and his company, was second to none."

Police, individuals, and families report approximately 30,000 incidents annually to the VSOP, says Morgan. The organization responds to them on a priority basis, dealing with about 10,000 incidents each year.

Next year's Celebrity Chef Challenge will be held the first week in April.



Peel Police Honour Guards.



The cheque presentation: (from l to r) Dianne Morgan, Event Manager; Brian Paul, President and CEO, Trophy Foods; Fred Chorley, Executive Director, VSOP; and Sammy Wahab, chair, VSOP.



Singer Michael Burgess; Dianne Morgan, Manager of Resource Development, VSOP; and Michael Ciufu, Mississauga's own Josh Groban, serve up some wine to the guests.



Gourmet chefs from 14 restaurants participated.



CUSTOMER CONNECTION

APL Logistics

Guaranteed Delivery

Whether it's from Shanghai to Seattle, Hong Kong to Houston, or virtually any other destination in the U.S. from Asia, APL Logistics guarantees delivery of full container-loads on a specified date, or shippers receive a 20% refund.

Dubbed "APL Guaranteed Continental," the new service—the first of its kind in the industry—is a logical progression from the company's "OceanGuaranteed" date-definite less-than-container-load (LCL) cargo delivery, launched in 2006. "From the moment we introduced day-definite LCL service, customers told us they wanted it for their full-container shipments," says APL Logistics president Brian Lutt.

APL Guaranteed Continental has the fastest transit times in

the industry between key ports in China and U.S. locations. For example, a full-container-load shipment from Hong Kong to a customer in Boston takes only 15 days.

That's because cargo receives priority stowage on the vessels of container carrier APL—APL Logistics' sister business—in Asia. It is then among the first discharged after vessels arrive at APL's marine terminals in Los Angeles and Seattle. Ocean containers destined for 13 metropolitan areas are loaded onto specially designed long-haul chassis, while cargo bound for other U.S. destinations is transloaded into domestic highway trailers at a Los Angeles-based APL Logistics facility. Team drivers then transport the cargo non-stop by truck, right to the customer's door.

APL Logistics began working with Trailcon Leasing last year in conjunction with the launch of APL Guaranteed Continental early this year. The company leases the specialized extendible chassis from Trailcon for transporting cargo from West Coast ports to all destinations in the U.S. Because the chassis can be stretched to 53-foot settings, APL Logistics can use them to move both 40- and 53- foot containers.

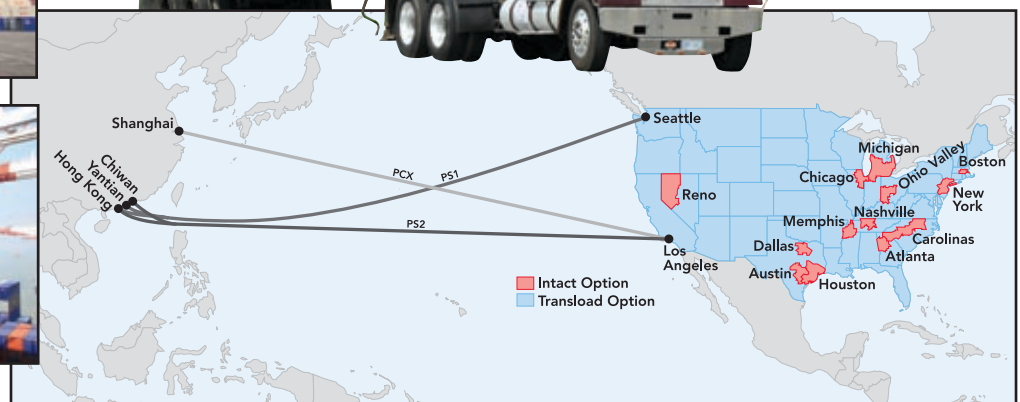
While a small number of transportation companies are beginning to explore the day-definite market, it can be very difficult to manage, says Mike Zampa, director, corporate communications, APL. "We're able to do it successfully because we manage our own assets. Cargo travels on our vessels and moves through our terminals. Then it's turned

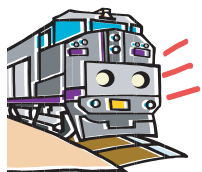
over to our trucking partner. This enables us to provide late-gate privileges at origin ports, priority vessel stowage, and first-off privileges at destination ports." So far, the new service has lived up to its promise, achieving a perfect 100% on-time rating.

That's not surprising, considering APL Logistics' track record. The company has, after all, been in the transportation business since before Canadian Confederation; its predecessor companies pioneered trade in China and throughout Asia more than a century and a half ago. Today, APL Logistics boasts more than 300 offices serving over 100 countries, and some 5,000 logistics professionals to ensure customers receive their shipments, where and when they need them—guaranteed!



APL GUARANTEED™
CONTINENTAL
An APL Logistics Product





INTERMODAL

INSIGHTS

Canada may miss the boat as gateway of choice

Canada has a historic opportunity to become the gateway of choice for goods entering and leaving North America, but it will miss the chance unless governments and industry work to address shortcomings in the country's transportation network, says a Conference Board publication.

"Of the three countries signing the North American Free Trade Agreement, Canada is closest to both Asia and Europe," says Professor Mary Brooks of Dalhousie University, author of "Addressing Gaps in the Transportation Network: Seizing Canada's Continental Gateway Advantage." "Yet American shippers prefer to use American ports to avoid the Canada-U.S. border and the uncertainty associated with border delay. The major investments that the Canadian government is making in port and corridor infrastructure are good first steps. However, Canada is falling short on the so-called 'soft' issues, such as developing a highly-skilled workforce in transportation management and reducing regulatory barriers and administrative burdens."

The report is available at www.conferenceboard.ca/ITIC.

Up-and-down Q1 for intermodal

It was an up-and-down first quarter for intermodal loadings this year, according to Statistics Canada.

After a strong January, in which intermodal loadings increased

6% compared with the same month in 2007, they plummeted 5.7% to 2.2 million metric tonnes in February. Blame it on harsh weather and several derailments. Nonetheless, that was still an increase of 6.5% over the previous February, when the industry was hit by a 15-day rail strike. March saw intermodal loadings rise again, by 2.5% to 2.3 million metric tonnes. There was little cause for celebration, however, as that represented a 7.8% decline from the previous year.

The picture brightened considerably in April, as intermodal loadings increased 5% from the same month a year earlier, to 2.5 million metric tonnes—the highest ever total for the month of April. The increase was almost entirely due to a rise in containerized cargo shipments.

Railways tout green advantages

Canadian railways are promoting their energy efficiencies with the recent launch by the Railway Association of Canada (RAC) of a Rail Freight Greenhouse Gas (GHG) Calculator, which determines the emissions associated with specific shipments. "This tool helps our customers and others better understand the difference they can make by choosing rail on a shipment-by-shipment basis, and by making better environmental choices overall," says Bruce Burrows, vice-president of corporate and public affairs for the RAC.

Shippers can access the calculator through the RAC website at www.railcan.ca. They enter their shipment's weight and distance, and it calculates their GHG emissions.

CN also includes a calculator on its website, at www.cn.ca/GHG_calculator. The railway notes that the intermodal combination of rail and truck for shipments moving more than 1600 kilometres, according to the U.S. Environmental Protection Agency, cuts fuel use and GHG emissions by 65%, compared with using truck alone. CN says it has reduced its GHG emissions per tonne/kilometre by approximately 31% since 1990. "Rail emits six times less greenhouse gases than heavy trucks," says James Foote, CN executive vice-president, sales and marketing. "Plus, rail consumes a fraction of the fuel to transport one tonne of freight one kilometre. In fact, we can move one tonne of freight 197 kilometres on just one litre of fuel."

Construction set to start on Melford Terminal

Even though the Port of Halifax is operating at well below capacity, that has not derailed plans for the Nova Scotia-based Melford International Terminal. Pending the results of an environmental assessment, construction is expected to begin this fall on the \$300-million container terminal, rail intermodal facility, and logistics park on the Strait of Canso.

Scheduled to be operational in 2011, the Terminal will have three berths and a throughput capacity of 1.5 million TEUs (20-foot-equivalent containers), compared with Halifax's 1.2 million. Planned to become a major East Coast entry point for manufactured goods coming from the Far East via the Suez Canal, Melford will

be capable of handling the largest containerships. It is approximately six to seven hours closer to Europe than Halifax, and 30 hours closer than New York. Gord McNeil, president of the Toronto Transportation Club, recently joined the project as director of business development.

Harsh winter derails results

Severe winter weather, soaring fuel costs, and the strong Canadian dollar have taken a toll on Canada's railways. For the first quarter of 2008, CN reported a decline in net income of 4% to \$311 million, a drop in operating income of 7% to \$523 million, and an increase in operating ratio of 2.3 points to 72.9%.

"CN experienced some of the worst winter weather in decades during the first quarter of this year," says E. Hunter Harrison, president and CEO. "Extreme cold and snow affected us system-wide, particularly in western Canada. . . In addition, our financial performance was affected by the strength of the Canadian dollar and significant weakness in certain markets." On the intermodal front, however, revenue increased by 12% during the quarter.

Meanwhile, Canadian Pacific Railway recorded net income in the first quarter of \$91 million, a whopping 29% decrease from \$129 million in 2007. Operating ratio also deteriorated, rising from 79.5% to 82.7%. Like Harrison, president and CEO Fred Green blamed the harsh weather and the strong dollar, as well as "remarkable year-over-year increases in fuel prices," for the lacklustre performance.



TRAVEL European Vac

By Sally Praskey, Editor, "Report on Transportation"

My mother and I are inveterate figure-skating fans, and our quest to attend the world championships has taken us to many locales throughout North America. What better excuse, we ask ourselves, for a vacation in March, even if it isn't to the sunny south? Our respective partners are only too happy to see us go, relieved not to have to put in marathon days at the arena with us.

But besides the thrill (for us, anyway) of seeing the skaters live, there is the bonus of the extension trips that we take afterwards with Cathie Leak of Uniworld Travel and Tours Inc., who has been escorting skating fans like ourselves for more than 25 years. Until this year, my mother and I had confined our trips to the North American continent. However, a trip to this year's championships in Gothenburg, Sweden, followed by a tour of Prague, Bratislava, and Budapest, proved irresistible.

We arrived in Gothenburg in mid-March to sunny, mild weather. The flowers were in full bloom. We eagerly anticipated our excursion the next day, relieved to have left the cold, snowy weather of Toronto and Cape Breton behind. Or so we thought. We awoke the next morning to a blanket of snow, which, our guide assured us, was a "most unusual" occurrence for this time of year. Nonetheless, we forged ahead with our tour, and were not disappointed.

Founded in 1621 by Swedish King Gustavus Adolphus, Gothenburg was planned and built by Dutch immigrants, who styled it after Amsterdam with many canals. Attractive and clean, it boasts wide boulevards, expansive sidewalks, and bike paths. Its friendly, stylishly dressed inhabitants speak impeccable English. It is also the home of Volvo, and the sturdy vehicles—mostly station wagons—were everywhere. We enjoyed strolling the famous main boulevard, the

"Avenyn," with its many restaurants, cultural centres, and shops (bring plenty of Swedish Krona; prices are high!)

During our day tour, we also visited the west coast of Sweden, including the quaint town of Kungälv, with its narrow winding streets and well-preserved wooden houses from the 17th, 18th, and 19th centuries. Unfortunately, the wind whipping off the ocean and blowing snow deterred us from exploring as much as we would have liked.

After eight days in Gothenburg and still celebrating our Canadian skaters' three medals, we flew to Prague, capital of the Czech Republic. Situated on the River Vltava in central Bohemia, Prague is a combination of old world charm and modern prosperity. Since the overthrow of the Communist government during the non-violent "Velvet Revolution" in 1989, Prague has thrived economically and regained its status as a cultural centre of



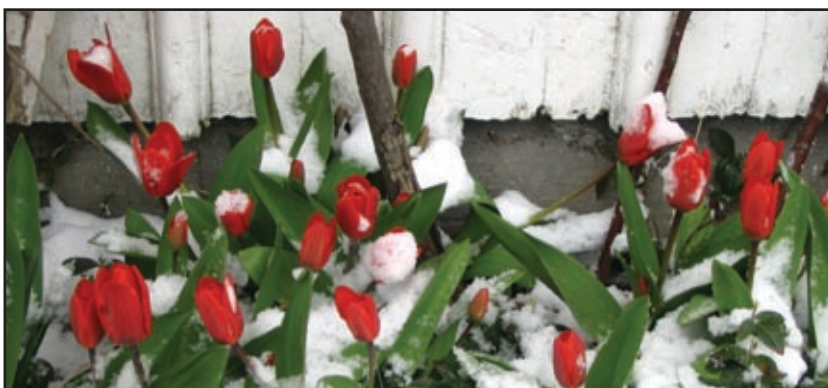
The historic Charles Bridge in Prague.



Prague Town Square.



The Parliament in Budapest, Hungary.



Tulips in Kungälv, Sweden, peeked out from under a blanket of snow.

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Europe. It is one of the most visited cities on the continent, which was evident even in March as we negotiated our way through the throngs of tourists.

Unfortunately, the uncharacteristic blizzard-like conditions had followed us to Prague, putting a damper on our walking tour of the city. Still, we visited Prague Castle, the largest ancient castle in the world—actually a city in itself—and hastened (too cold to meander!) across historic famous Charles Bridge that separates the Old Town from the rest of the city. Started by King Charles IV in 1357 and completed in the 15th century, the bridge features 30 baroque-style statues erected around 1700. My favourite hangout was the Old Town Square, where we could browse the craft boutiques and sample the local cuisine at a marketplace that had been set up for Easter. Prague is famous for garnets, and we bought several pieces of jewellery at reasonable prices.

Then it was on to Bratislava, the capital of the newly formed Slovak Republic following the break-up of Czechoslovakia in 1993. Bratislava paled, however, next to the thriving metropolis of Prague. In contrast to the swarms of tourists in Prague, the town square in the Old Town was eerily vacant, though we admired the quirky statues on—and even in the manholes of—the streets of the Old Town. While there seemed to be a lot of new construction taking place, parts of the city have been blighted by unsightly prefab high-rise apartments built under the Communist regime.

The last leg of our journey took us to Budapest, the capital of Hungary and often referred to as “the Paris of the East.” Budapest became a single city occupying both banks of the Danube River with the unification in 1873 of right-bank Buda and Óbuda (Old Buda), and Pest, on the east

bank. Similar to the other cities, Budapest became free of Communist rule in 1991. We stayed at the opulent Kempinski Hotel, on the Buda side of the river, and just a short block from the famous Vörösmarty Square and Váci Street, the pedestrian main street of downtown Budapest. Here, at last, the weather co-operated, and I was able to realize my dream of sitting at an outdoor café—the famous Gerbeaud Patisserie—sipping cappuccino, eating pastry, and people-watching. We strolled along the Danube, toured the grandiose neo-Gothic Parliament building where the Hungarian Crown Jewels reside, and saw a performance of “Carmen” at the historic Opera House.

We also visited the 18th-century town of Szentendre (St. Andrew), just north of Budapest. Szentendre is a maze of bright-coloured houses and shops whose cobblestone lanes lead up to hilltop churches. Szentendre evolved into a working artists’ colony in the 1920s, and it now boasts some 200 artists, and many museums and galleries—an ideal spot to do some last-minute souvenir shopping.

Almost three weeks later, we flew home, grateful that our love of figure skating had given us a chance to visit a part of the world that we would not otherwise have seen, and looking forward to next year’s adventure in the warmer climates of Los Angeles, Arizona, and Las Vegas.



Negotiating one of the narrow passageways in Szentendre, Hungary.

The currency conundrum

Each of the four countries we visited used different currencies, and none of them had adopted the Euro (even though many establishments accepted Euros). The best advice is to get some Euros before leaving home, for use during the stopover at the Frankfurt airport and elsewhere, and then withdraw the local currency at a bank machine upon arrival in each city.



INDUSTRY NOTES

Thumbs down to Liberals' plan to tax carbon

"The last thing the trucking industry needs is more tax on diesel fuel," said David Bradley, CEO of the Canadian Trucking Alliance, as he denounced federal opposition leader Stéphane Dion's carbon-tax plan.

"With diesel fuel prices at record highs and fuel overtaking labour as the number one component of operating cost, the trucking industry does not need further price signals from government to know that improving fuel efficiency and thereby reducing greenhouse gas emissions is a good thing."

Dubbed "Green Shift," the allegedly "revenue-neutral" plan proposes to shift part of the burden of taxation away from income and towards pollution, mandating that every dollar that is raised from taxing carbon pollution be returned to Canadians in tax cuts or through increased spending for certain social programs. The initial price for carbon will be

set at \$10 per tonne of GHG emissions, and will rise by an additional \$10 per tonne each year, totalling \$40 per tonne within four years.

Bradley contends that the proposed modest reductions in corporate income tax rates will do little to offset the impact of a carbon tax in a low-margin business like trucking. "We already have the four-cent-a-litre federal excise tax on diesel fuel, which serves no policy purpose whatsoever, other than to raise cash for the federal government. They could, for example, make that tax a carbon tax and earmark the revenues generated by it to assisting the industry in its efforts to accelerate the penetration of the new generation of smog-free trucks and fuel-efficiency technologies into the marketplace," he said. "That is what our enviroTruck initiative is all about—getting the new things that can have a profound impact on lowering smog and GHG emissions into the fleet quicker. Taxing diesel fuel is not going to help that process; it's only going to make it more difficult for carriers."

N.B. deems LCVs A-OK

Long-combination vehicles (LCVs) are now permitted on all four-lane highways in New Brunswick, effective June 30.

"These types of operations can provide transportation efficiencies contributing to our Atlantic Gateway work and our provincial agenda to become self-sufficient by 2026," says Transportation Minister Denis Landry. "The operation of LCVs on major corridors can also provide environmental benefits, such as fuel savings and greenhouse gas reductions that contribute to the province's "Climate Change Action Plan."

Carriers are required to submit to the Department of Transportation a detailed application covering such items as access to origin/destination, commodities transported, and driver and vehicle information before an operating permit will be issued.

LCVs—a twin semi-trailer combination with an overall length of 40 metres—have been operating on certain routes in New Brunswick as part of a pilot project since 2005. A University of New Brunswick study determined they were safe for use on New Brunswick's four-lane highways.

Other provinces are also conducting LCV pilot projects. Recently, an Ontario–Quebec joint cabinet meeting led to an agreement in which Ontario will develop a program to permit LCVs under carefully controlled requirements, as well as pursue regulations to permit single wide-base tires on trucks

to improve fuel efficiency. That would allow carriers to move seamlessly between the two provinces.

Speed limiters now mandatory in Ont.

It's official—on June 16, the Ontario Legislature passed a bill mandating speed limiter use on most large trucks to cap speeds at 105 kilometres per hour, to reduce pollution and improve road safety.

Speed limiters are now mandatory for all trucks manufactured after 1995 with an electronic engine operating in Ontario, regardless of their origin. Most trucks built in the last decade come equipped with speed-limiter technology.

The Ontario Trucking Association (OTA) has long lobbied for this legislation. "The mandatory activation of speed limiters is an effective way for the trucking industry to further contribute to safer highways and to reduce greenhouse gas emissions," says David Bradley, OTA president. "The fuel savings from speed limiters will also help to moderate the increases in operating costs from escalating diesel fuel prices. This is the right thing to do."

Mandatory speed limiters in Ontario will reduce GHG emissions by as much as 280,000 tonnes—that's like taking 2,700 tractor-trailers off the roads every year.



Revenue and expenses up for top carriers

While revenues were up for the top 97 for-hire carriers (Canadian-based trucking companies earning \$25 million or more annually) in the fourth quarter of 2007, so were expenses. According to Statistics Canada, these carriers generated operating revenues of \$2.6 billion and operating expenses of \$2.4 billion in the quarter.

That represents a year-over-year increase in revenue of 6%, but an increase in operating expenses of 7%, similar to trends observed for the first three-quarters of the year. Operating ratio for the quarter deteriorated to 0.95, compared with 0.94 the previous year (a ratio greater than 1.00 represents an operating loss).

In the third quarter of 2007, all carriers generated operating revenue of \$7.1 billion, down 1.9% from the same quarter in 2006 as a result of lower rev-

enue earned from transborder shipments. Operating expenses, at \$6.7 billion, recorded a smaller decline, while operating ratio deteriorated from .93 to .94.

There were an estimated 3,551 for-hire trucking companies based in Canada with annual revenue of \$1 million or more in the third quarter of 2007, down slightly from the same period in 2006.

TransForce no longer an income fund

After announcing its intention in late March to convert from an income fund to a dividend-paying corporation, TransForce wasted no time, completing the conversion on May 14. "The flexibility of the corporate structure is better suited to achieving our goals, given developments in the income fund sector," said TransForce chairman, president and CEO Alain Bedard in announcing

the proposed conversion. The company has now come full circle, as it converted from a corporation to an income trust in 2002. Since that time, it has completed more than 75 acquisitions.

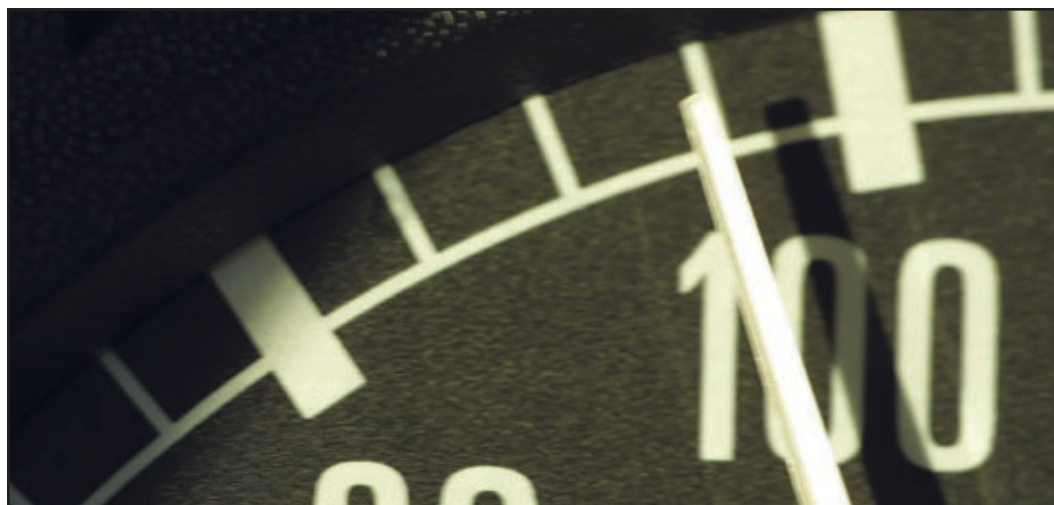
All of the outstanding trust units of the income fund have been exchanged for common shares of TransForce Inc. on a one-for-one basis. The company began trading on the Toronto Stock Exchange on May 20 under the stock symbol TFI. As of press time, the stock was trading at \$6.99, up 8.04% from the opening \$6.50

In the first quarter of 2008, TransForce increased revenues 13% to \$526.3 million from \$464.8 million in the corresponding quarter in 2007. However, the regular distribution payout ratio, or cash distributed as a percentage of cash available for distribution, was 90.5%, a decrease from the 102.2% in the first quarter of 2007.

Feds fund 12 trucking firms in ecoFreight program

Twelve trucking firms across Canada, as well as the Canadian Trucking Alliance (CTA), have received \$3.2 million in funding under Transport Canada's ecoFreight program. The funds will be used to explore the benefits and opportunities of CTA's enviroTruck technologies.

CTA received a contribution of up to \$95,000 towards the demonstration of multiple truck technologies that can significantly reduce fuel consumption. The technologies, which will be demonstrated in different geographical areas of the country, include aerodynamic trailer skirts, base flaps, auxiliary power units, and single wide-base tires. CTA will also assess the operational effectiveness of long-combination vehicles in selected areas of Canada. The largest contribution, \$500,000, went to Bison Transport for a large-scale fleet-wide demonstration of the operational effectiveness of aerodynamic trailer fairings. These attach to the undercarriage of standard van semi-trailers, and are designed to cut fuel consumption by reducing the aerodynamic drag caused by the trailer's wheels and axle components.



FYI FOR YOUR INFO

Only “husky,” young, married women need apply

HR departments, take note! The July 1943 issue of Transportation Magazine featured an article for male supervisors of women in the workforce during World War II, titled “1943 Guide to Hiring Women.” Here are a few of the suggestions they offer to ensure a productive workforce. Seriously.

1. Pick young, married women. They usually have more of a sense of responsibility than their unmarried sisters, they’re less likely to be flirtatious, they need the work or they wouldn’t be doing it, they still have the pep and interest to work hard and to deal with the public efficiently.

2. General experience indicates that “husky” girls—those who are a little on the heavy side—are more even tempered and efficient than their underweight sisters.

3. Give the female employee a definite day-long schedule of duties so that they’ll keep busy without bothering the manage-

ment for instructions every few minutes. Numerous properties say that women make excellent workers when they have their jobs cut out for them, but that they lack initiative in finding work themselves.

4. Give every girl an adequate number of rest periods during the day. You have to make some allowances for feminine psychology. A girl has more confidence and is more efficient if she can keep her hair tidied, apply fresh lipstick, and wash her hands several times a day.

5. Get enough size variety in operators’ uniforms so that each girl can have a proper fit. This point can’t be stressed too much in keeping women happy.

6. Whenever possible, let the inside employee change from one job to another at some time during the day. Women are inclined to be less nervous and happier with change. [Ed. note: Well, at least they got that right!]

1943 Guide to Hiring Women

The following is an excerpt from the July 1943 issue of Transportation Magazine.

This was written for male supervisors of women in the work force during World War II.



Eleven Tips on Getting More Efficiency Out of Women Employees: There’s no longer any question whether transit companies should hire women for jobs formerly held by men. The draft and manpower shortage has settled that point. The important things now are to select the most efficient women available and how to use them to the best advantage.

Here are eleven helpful tips on the subject from Western Properties:

1. Pick young married women. They usually have more of a sense of responsibility than their unmarried sisters, they’re less likely to be flirtatious, they need the work or they wouldn’t be doing it, they still have the pep and interest to work hard and to deal with the public efficiently.
2. When you have to use older women, try to get ones who have worked outside the home at some time in their lives. Older women who have never contacted the public have a hard time adapting themselves and are inclined to be cantankerous and fussy. It’s always well to impress upon older women the importance of friendliness and courtesy.
3. General experience indicates that “husky” girls—those who are just a little on the heavy side—are more even tempered and efficient than their underweight sisters.
4. Retain a physician to give each woman you hire a special physical examination—one covering female conditions. This step not only protects the property against the possibilities of lawsuit, but reveals whether the employee-to-be has any female weaknesses which would make her mentally or physically unfit for the job.
5. Stress at the outset the importance of time the fact that a minute or two lost here and there makes serious inroads on schedules. Until this point is gotten across, service is likely to be slowed up.

6. Give the female employee a definite day-long schedule of duties so that they’ll keep busy without bothering the management for instructions every few minutes. Numerous properties say that women make excellent workers when they have their jobs cut out for them, but that they lack initiative in finding work themselves.

7. Whenever possible, let the inside employee change from one job to another at some time during the day. Women are inclined to be less nervous and happier with change.

8. Give every girl an adequate number of rest periods during the day. You have to make some allowances for feminine psychology. A girl has more confidence and is more efficient if she can keep her hair tidied, apply fresh lipstick and wash her hands several times a day.

9. Be tactful when issuing instructions or in making criticisms. Women are often sensitive; they can’t shrug off harsh words the way men do. Never ridicule a woman—it breaks her spirit and cuts off her efficiency.

10. Be reasonably considerate about using strong language around women. Even though a girl’s husband or father may swear vociferously, she’ll grow to dislike a place of business where she hears too much of this.

11. Get enough size variety in operator’s uniforms so that each girl can have a proper fit. This point can’t be stressed too much in keeping women happy.

SAVING

September / October 2007

Taxpayers on the hook for federal junkets

MPs and senators from all parties have spent more than \$3.7 million of taxpayers’ money travelling the world since January 2006, parliamentary records show.

According to the Canadian Press, delegations of MPs and senators led by Commons Speaker Peter Milliken and Senate Speaker Noel Kinsella had racked up \$1,014,503 in travel costs up to

last January, with the expenses of two subsequent delegations to Peru and the Middle East still to be reported to Parliament.

But our favourite example of dipping into the public purse was by Conservative MP Rob Anders, who was the only delegate on a 12-day visit to London last year with the Commonwealth Parliamentary Association. In a 10-paragraph report on his trip,

he shared some of the valuable insights he had gained. After noting that he had met HM Queen Elizabeth II, he reported: “I also acquired some interesting facts throughout the trip. For instance, I learned the origin of many vernacular phrases like ‘it’s in the bag,’ ‘crossing the line’ or ‘toeing the line’ were derived from parliamentary tradition. Sometimes, the intelligence from

sundry conferences and meetings might not be as valuable.”

Money well spent, we concur, although we confess to being more than a little curious about those “sundry conferences and meetings” where the intelligence “might not be as valuable” as that gleaned by Mr. Anders.

Word watch Kangaroo court

This expression is used to describe an unfair, biased, or hasty judicial proceeding that ends in harsh punishment—in other words, a mockery of justice.

Curiously, this phrase doesn't seem to have originated in Australia. The oldest known usage dates back to the 1850s during the California Gold Rush, when informal tribunals were set up to dispense instant "justice" in the Wild West. Roving "judges" were paid on the basis of how many trials they conducted, and some-

times their salary depended on fines from those they convicted.

But why "kangaroo?" There are a couple of theories. It may stem from the image of judges "hopping" from place to place. Or it may refer to the use of these informal courts to deal with "claim jumpers" during the Gold Rush. Or perhaps the term was coined by some of the many participants in the gold rushes who had emigrated from Australia. Their unpopularity with the locals may have led to predetermined outcomes against these

immigrants in sham trials that proceeded "by leaps."

The term is still commonly used today to criticize a court or a trial (see "Frank Says" for a modern-day example!).

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



American auto industry "not done paying for mistakes"

When some 73,000 General Motors workers in the U.S. went on strike for two days last fall, it brought back memories for Bloomberg News reporter John Lippert, who spent eight years in the 1970s and '80s on the assembly line at the Fleetwood Cadillac plant.

In an article published in The Toronto Star, Lippert examined the mistakes and missed opportunities that haunt the auto industry today. In the heyday of U.S. auto-making in the 1970s, GM could afford to give the United Auto Workers union pretty much what it demanded, including the promise of a pension and lifetime health care that automakers can no longer afford. While absenteeism soared and quality plummeted as Lippert and his co-workers used their lunch break to drink and do drugs, "moving iron out the door trumped everything." And while GM workers went on a wildcat strike in 1976, and

clashed with management over benefits, speed, safety, and pay, says Lippert, "a generation of car buyers turned to Toyota Motor Corp. in search of quality." Consequently, GM's share of the market tumbled from 46.9% in 1976 to 23.6% in 2007.

Now, Ford is fighting bankruptcy, hedge fund firm Cerberus Capital Management LP has bought Chrysler, and Cadillac, which once sold almost as many cars as the next seven luxury brands combined when Lippert worked at Fleetwood, languishes in fourth place, behind Lexus, BMW, and Mercedes-Benz.

And yet, says Lippert, "even though GM, Ford, and Chrysler cut two-thirds of their employees in the past three decades, even though the Fleetwood and Willow Run assembly plants are gone and the UAW is a shadow of its former self, we're not done paying for our mistakes."

SITE-SEEING



www.ClickGreener.com

If you're shopping online, this new site will allow you to raise money to help the environment, all at no extra cost.

ClickGreener.com donates 51% of the referral fee from each online purchase to various environmental groups, including World Wildlife Fund-Canada, Canadian Wildlife Federation, and Tree Canada. Referral fees, which are paid to the Web site by the participating retailers, typically run 5-10% of the purchase price. The site also identifies green products available from the retailers.

At last count, there were 44 participating Canadian retailers/service providers, including Indigo Books & Music, Amazon.ca, Canadian Tire, and WestJet. Shoppers simply click on the desired store from the ClickGreener.com Web site and complete the purchase as usual.

www.roadsideattractions.ca

Many of us are familiar with The Big Apple on the south side of Highway 401 in Colborne, Ont., or the Big Nickel in Sudbury. But how about the World's Largest Pig (maybe) in Englefield, Sask.? Or Big Bruce the Bull in Chesley, Ont.? Or the World's Largest Illuminated Fiddle in Sydney, N.S.?

If your road trips don't take you past these and other roadside attractions, you can visit them virtually at this Web site. Ed Solonyka has collected 893 photos – and counting – since he started this site in 1998. You can search through them by location, by alphabetical listing, or by type, including "Planes on Pedestals." There is even an archive for roadside attractions that no longer exist, if you're feeling nostalgic and want to see that kitschy hotdog stand in Balm Beach again.

BOYS & THEIR TOYS...

Let's go cruisin'!



Looking for something cool to do on a hot summer evening? Check out the classic cars at one of the community cruise nights that are happening throughout the summer at locations in, around, and beyond the GTA. A&W also sponsors the popular "Cruisin' the Dub" at a number of its sites. Whether you make the scene in your own classic car or you just want to ogle everyone else's, there's something for the whole family at a community cruise.

For a schedule of the cruises in your area, visit "Al's Pit Stop" on the Trailcon Leasing website at www.trailcon.com, and click on "Cruise Nights."



FRANK SAYS...

I ran into Frank at an industry golf tournament not long ago. He was rubbing his hands together in gleeful anticipation. That couldn't be Frank! Where was the irate, irritable, indignant guy I knew?

Turns out Frank had a plan that he couldn't wait to share with me. One of his suppliers had reneged on a deal, and Frank was hopping mad about it. "But I'm not going to take him to court," he said. "No sirree. I'm going to lodge a complaint with the Ontario Human Rights Commission instead!"

I was pointing out that this wasn't a human rights issue when Frank interrupted me. "It doesn't matter," he said. "I'll just dredge up something that he said to me once in jest and complain to the Commission that he infringed on my 'rights' by exposing me to hatred. Then he'll have to pay to defend himself. When I think he's suffered enough, I'll 'suddenly' have a change of heart and withdraw my complaint—no skin off my bones. But

he'll be stuck with his legal costs, not to mention his sullied reputation. Isn't that a great plan?"

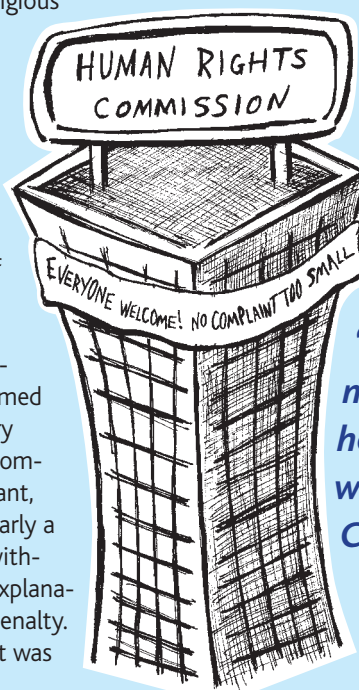
I shook my head dubiously, saying I didn't think it would work. "But it would," Frank insisted. "People do it all the time, in the name of religious freedom, political correctness—you name it. I might as well take advantage of the system too!"

Frank went on to cite the case of former publisher Ezra Levant, who published the controversial Mohammed cartoons. A Calgary imam brought a complaint against Levant, and then, after nearly a year, decided to withdraw it, without explanation, apology, or penalty. Meanwhile, Levant was

on the hook for the cost of the aborted "investigation," not to mention the damage to his reputation.

"So you see, it's all perfectly legal—and the best part is, it's even encouraged by the government!" he chortled.

While I knew Frank was speaking tongue-in-cheek, he wasn't kidding when he reverted to his familiar, testy self to deliver the knockout blow.



As Frank says:

"If two wrongs don't make a right, how can hundreds of wrongs make a Rights Commission?"

CALENDAR OF EVENTS



August 21-23

Great American Trucking Show

Dallas Convention Centre, Texas

Telephone: 1-888-349-4287

E-mail: crice@rrpub.com

Web: www.gatsonline.com

August 25

PMTC Ontario Summer Golf Tournament

Markland Wood Country Club, Toronto, Ont.

Contact: Private Motor Truck

Council of Canada

Telephone: 905-827-0587;

1-877-501-PMTC

E-mail: info@pmtc.ca

Web: www.pmtc.ca

August 27

TTC Fall Golf Tournament

Nobleton Lakes Golf Club, Nobleton, Ont.

Contact: Andrée Baillargeon,

Toronto Transportation Club

Telephone: 416-886-5450

E-mail: sec_treasurer@torontotransportationclub.com

Web: www.torontotransportationclub.com

September 7-14

National Trucking Week

Contact: Rebecka Torn,

Ontario Trucking Association

Telephone: 416-249-7401, ext. 224

E-mail: rebecka.torn@ontruck.org

September 10-15

2008 CVSA Annual Conference

Winnipeg Convention Centre, Winnipeg, Man.

Contact: Commercial Vehicle Safety Alliance

Telephone: 202-775-1623

E-mail: cvsahq@cvsa.org

Web: www.cvsa.org

September 17

OTA Allied Trades 45th Annual Fall Golf Tournament

Glen Eagle & Caledon Woods, Bolton, Ont.

Contact: Melanie Kowdrysh,

Ontario Trucking Association

Telephone: 416-249-7401, ext. 231

E-mail: melanie.kowdrysh@ontruck.org

September 18

HTC Fall Golf Tournament

Heron Point Golf Links, Ancaster, Ont.

Contact: Hamilton

Transportation Club

Telephone: 905-549-3777

E-mail: hamtransportation@cogeco.ca

Web: www.hamiltontransportationclub.com

September 21-24

2008 TAC Annual Conference & Exhibition

Toronto, Ont.

Contact: Gil Morier, Transportation

Association of Canada

Telephone: 613-736-1350

E-mail: gmorier@tac-atc.ca

Web: www.tac-atc.ca

October 3-4

Truxpo 2008, Western Canada Trucking Show

Tradex Centre, Abbotsford, B.C.

Contact: British Columbia

Trucking Association

Telephone: 604-888-5319

E-mail: bcta@bctrucking.com

Web: www.truxpo.com

October 4-7

ATA Management Conference & Exhibition

Hilton New Orleans Riverside & Ernest N. Morial Convention Center, New Orleans, La.

Contact: American Trucking

Association

Telephone: 703-838-1755

E-mail: meetingsteam@trucking.org

Web: www.truckline.com

October 5-8

CSCMP Annual Global Conference 2008

Denver, Col.

Contact: Council of Supply Chain

Management Professionals

Telephone: 630-574-0985

E-mail: cscmpadmin@cscmp.org

Web: www.cscmp.org

October 9

HTC Rail Luncheon

Waterfront Centre,

Hamilton Yacht Club

Contact: Hamilton

Transportation Club

Telephone: 905-549-3777

E-mail: hamtransportation@cogeco.ca

Web: www.hamiltontransportationclub.com

October 27-29

CTEA 45th Annual Manufacturers' Technical Conference

Fairmont Empress Hotel,

Victoria, B.C.

Contact: Canadian Transportation

Equipment Association

Telephone: 519-631-0414

E-mail: transportation@ctea.on.ca

Web: www.ctea.ca

November 5-7

CITT's Reposition 2008: National Symposium for Supply Chain and Logistics Professionals

Winnipeg, Man.

Contact: Anthony Campigotto,

Canadian Institute of Traffic and

Transportation

Telephone: 416-363-5696, ext. 32

E-mail: acampigotto@citt.ca

Web: www.citt.ca/reposition

November 7-9

CamExpo 2008

Centre de foires de Québec,

Quebec City, Que.

Contact: Les Promotions Roger

Telephone: 418-877-1919;

1-866-858-1919

E-mail: rparadis@promotionsroger.com

Web: www.cam-expo.com

November 13

HTC Annual Dinner

Hamilton Convention Centre

Contact: Hamilton Transportation Club

Telephone: 905-549-3777

E-mail: hamtransportation@cogeco.ca

Web: www.hamiltontransportationclub.com

November 15-18

IANA's Intermodal Expo & Annual Membership Meeting

Greater Fort Lauderdale/Broward County Convention Center, Fort Lauderdale, Fla.

Contact: Intermodal Association of North America

Telephone: 301-982-3400;

1-866-438-EXPO (3976)

E-mail: iana.expo@intermodal.org

Web: www.intermodal.org

November 20-21

OTA 82nd Annual Convention

Doubletree International Plaza Hotel, Toronto

Contact: Melanie Kowdrysh, On-

tario Trucking Association

Telephone: 416-249-7401, ext. 231

E-mail: melanie.kowdrysh@ontruck.org

December 4

TTC Annual Dinner

Fairmont Royal York Hotel, Toronto, Ont.

Contact: Andrée Baillargeon,

Toronto Transportation Club

Telephone: 416-886-5450

E-mail: sec_treasurer@torontotransportationclub.com

Web: www.torontotransportationclub.com

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