



REPORT ON

Fall 2006

# TRANSPORTATION

Presented by Trailcon Leasing Inc.

Volume No. 37

## Celebrating the OTA's



# ANNIVERSARY 1926-2006

This issue of *Report on Transportation* is dedicated to our good friend  
Steve Thomas (1964-2006)

report on  
TRANSPORTATION  
**what's  
INSIDE**

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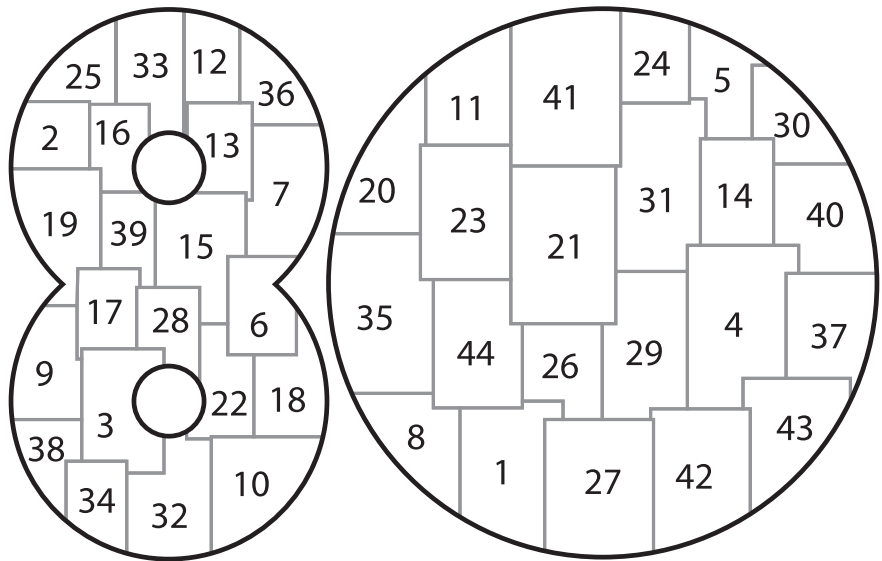
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Report on Transportation  
 Designed and produced by: The M Group  
 Copywriting: Praskey Communications Inc.

Published by  
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## From the cover



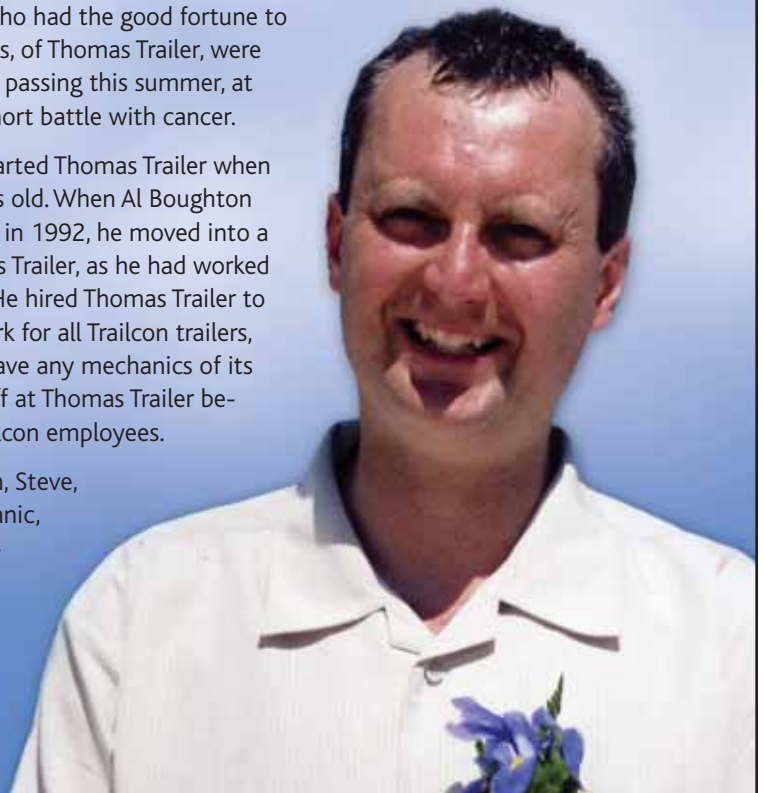
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|-----------------------|------------------------|--------------------------|-------------------------|
| 1. Harry E Adams      | 12. Fred C Foy         | 23. Harold T Hoar        | 34. Charles W Middleton |
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| 5. Walter W Crawford  | 16. Robert D Grant     | 27. George Ledson        | 38. George M Parke      |
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## Industry mourns passing of Steve Thomas

Those in the industry who had the good fortune to work with Steve Thomas, of Thomas Trailer, were saddened to hear of his passing this summer, at the age of 42, after a short battle with cancer.

Steve's father, Gerry, started Thomas Trailer when Steve was only six years old. When Al Boughton started Trailcon Leasing in 1992, he moved into a building next to Thomas Trailer, as he had worked with Gerry previously. He hired Thomas Trailer to perform the service work for all Trailcon trailers, since Trailcon did not have any mechanics of its own back then. The staff at Thomas Trailer became like family to Trailcon employees.

At the time of his death, Steve, a certified trailer mechanic, was in charge of the office and customers at Thomas Trailer. He leaves his wife Kim and sons Jacob, 13, and Mitchell, 11.



# Ontario Trucking Association

## Celebrating 80 years of service

Like a fine wine, this octogenarian gets better with age.

Back in 1926, a group of industry visionaries met at the offices of the Toronto Storage and Transport Company, owned by George E. Parke, to discuss forming an association of truckers. Less than a month later, they had incorporated the Automotive Transport Association of Ontario, now the Ontario Trucking Association (OTA). Frederik C. Foy, the son of a politically prominent Toronto family and manager of the Ontario Transport Company, served as the inaugural chairman.

Just one year after the Association's birth, truck regulation began in Ontario. With 43,442 commercial vehicles—more than any other Canadian province—Ontario passed the Public Commercial Vehicle Act, and speed limits were raised to 35 miles per hour. In 1928, tandem trailers appeared. Then came the stock market crash that heralded the beginning of the Great Depression.

The '30s brought such innovations as refrigerated trucks, balloon tires, and diesel trucks, while trailers became increasingly popular. In 1937, George Parke became founding president of a national associa-

tion—the Canadian Automotive Transport Association, now the Canadian Trucking Alliance.

By 1940, there were 278,777 trucks registered in Canada, representing an industry value of \$599 million and employing more than 450,000 people. In 1941, the industry faced its first driver shortage, a situation that persisted until the end of

That decade also saw the advent of mechanical refrigeration in trailers, and the railways' introduction of intermodal services, using semi-trailers loaded on flatcars between Toronto and Montreal.

In 1965, the federal government recognized trucking as a branch of the Canadian transportation industry through the creation

introduced legislation in 1986 to deregulate Canada's trucking industry. The Motor Vehicle Transport Act was passed the following year as a first step to deregulation; by 1988, Canada's extra-provincial trucking industry had been deregulated, and Ontario began to enforce the use of logbooks.

The '90s brought the first international Roadcheck inspection blitz, the first air bags, and drug testing. By 1997, trucking had become the number one employer of Canadian men, according to information released by Census Canada. In 1998, Canada celebrated the 100th anniversary of its trucking industry, and then, as the century drew to a

close, the 100th anniversary of the first truck built in Canada.

To honour its eight decades of service, the OTA has produced an 80th anniversary commemorative book. The full-colour publication offers a lasting tribute to the major achievements and milestones that have occurred since that auspicious gathering of industry leaders in 1926.

Source: Ontario Trucking Association, [www.ontruck.org](http://www.ontruck.org)



World War II. In 1947, the OTA pioneered the Canadian Truck Rodeo at the Automotive Building of Toronto's Canadian National Exhibition, attracting 5,000 spectators.

The 1950s ushered in the first national strike of the railway unions. During the nine-day work stoppage, the OTA organized its members in pooling freight shipments, prompting many shippers to switch permanently to truck transport.

of the Motor Vehicle Transportation Act, and took control of extra-provincial trucking.

As the 1970s dawned, the federal government introduced safety standards for trucks, and enacted legislation giving it power to regulate truckers operating between provinces. In 1972, Sunday trucking was allowed in most provinces.

Following a similar move by the U.S. in 1980, Federal Transport Minister Don Mazankowski

## Editorial

# Wasted effort

## The Toronto trash saga

By John Snobelen



John Snobelen is a former MPP for Mississauga West who served as Minister of Natural Resources, and Minister of Education and Training under the Progressive Conservative government. Prior to embarking on a political career, he was president of Jarnso Environmental Inc., a waste-haulage business. An avid horse breeder and trainer, he has been inducted into the National Reining Horse Association Hall of Fame in Oklahoma for his contribution in devising a judging system for the sport. He has also served as chair of the Hunger Project, a strategic organization committed to the sustainable end of world hunger, and has monitored elections with Jimmy Carter in his capacity as an associate of the Carter Centre, a human-rights organization started by the former U.S. president. He is currently president of The Cameron Group, an executive development firm.

Some years ago, two old friends came to my M.P.P. office in Mississauga to talk about a very familiar topic: trucking trash to the United States. This year, after a large investment and an enormous effort, one of those friends, Jim Wilson, gladly exited from a long-term agreement to export Toronto's waste. What happened?

Before we delve into the specifics, those of you who work in the real world of shipping freight may need a basic trash primer. I would recommend a few stiff drinks or a little of your favorite intoxicant because the waste industry and

the role of governments make little sense to the sober mind.

It costs about \$25 to safely landfill a ton of trash. It costs about \$160 a ton to burn trash. It costs about \$190 a ton to recycle it. So you landfill, right? Wrong. Trash ain't about money.

Well, if it ain't about money, it must be about the environment. Wrong again. Over the last two decades, a number of studies have concluded that blue box programs are no more environmentally friendly than modern landfilling.

Waste in Ontario is all about appearances. Appearing to be environmentally concerned. Not appearing to be in favor of any disposal option. In the case of the provincial government, not appearing involved.

Take an overwhelming concern for appearances and add the normal business acumen of government, and the result is part comedy and part tragedy.

In 1985, when I began to export some of Halton's residential waste to an incinerator in Niagara Falls, N.Y., the price for disposal in GTA landfills was about \$30 a ton, and most commercial waste was landfilled in Ontario. The blue box program proved to be very expensive, so municipalities raised the fees at landfills. The price went to \$40 and the trash kept right on coming, so they raised it to \$45 and then \$50. Money for nothing. Tax revenue without political pain, and all in an effort to protect our "limited" landfill space.

It was great fun, but when the fees charged at Britannia and Keele exceeded the cost of tipping



(then about \$15) and trucking (then about \$25) trash to Michigan, suddenly the party ended. The private sector was on to exporting commercial trash like a fat kid on a Smartie. Unlicensed trash transfers sprang up like friends at a lottery winner's door, and trash—a lot of trash—headed for Michigan.

Toronto had killed the golden trash goose and, worse, development was increasing the pressure to close the Keele Valley Landfill. What's a poor city to do? Study the problem, of course. Under the Rae government, the Interim Waste Authority studied waste for many months (and many millions of dollars). They figured out that people didn't want a landfill or an incinerator near their house. With that stunning conclusion, the province basically abandoned the field and left the City to ponder its own mess.

The City spent more and studied more and finally figured out what to do . . .  
RECYCLE IT ALL!!!

I told you this was part comedy. The City needed to find a place to dump trash until it could figure out how to become the only city in the world that ate its own waste. The obvious, cheapest, and best environmental solution was to extend the Keele Landfill. But nothing obvious, cheap, or environmentally friendly is allowed when you deal with Toronto trash, so the City put disposal to tender. The dreaded private sector struck again.

It seems somebody (actually Gord McGuinty) came up with the bright idea of putting the trash in an abandoned mine in northern Ontario. Transportation would be by rail, giving Ontario Northland Railroad something to do. Recyclables

could be sent to market in the empty southbound rail cars, and slag surrounding the abandoned mine could be used for cover. Brilliant.

It wasn't just an idea. By the time the City went to tender, investors in McGuinty's idea, including the railroad, the largest waste company in the world, and (believe it or not) a few million bucks from the City of Toronto had transformed the idea into a fully licensed provincial landfill.

But it was not to be. Adams Mine was Toronto's preferred site, but the Mayor would not approve a contract that allowed for certain future cost adjustments (this does get funny!), and so Toronto went for option B, good 'ol Michigan.

Don't read this if your sides are already splitting, but do you want to know what happened to the provincially approved landfill site called the Adams Mine? Well the McGuinty (yes, he is a relative!) government revoked the approval by declaring the mine a lake! No kidding, a lake! Seems that rainwater got into that huge hole, and by declaring it a lake, the Liberals managed to dry up any private-sector investment in waste disposal in Ontario for the next couple of decades.

So the trash had to go to Michigan. Rail? Nope. After years of study, the railroads just can't seem to figure out how to damage trash. Actually, that's just the trucker in me talking, but despite an enormous effort, no one has been able to find a practical way to rail-haul trash to Michigan. I figure that rail-haul would eliminate the need for disposal. Heck, they would lose most of it!

Anyway, enter my friend Wilson.

Jim had the good fortune to enter into a long-term contract with the City to truck the trash to Michigan. Great! But it was a complicated (read: City) contract between the City and the disposal facility and Wilson—and did I mention it was long term?

From the moment the City began to ship 100% of its trash across the border, life got complicated for Jim Wilson. The good people of Michigan didn't mind the commercial waste, and they could live with a little residential waste, but ALL of the waste was just a bit much. So the authorities took the anger of the voters out on the trucker (what else is new!).

Not to worry; the City was there to help out. Remember the newspaper photos of Toronto officials popping corks at the closing ceremonies for the Keele Valley landfill? Those photos ran in Michigan too! Some help.

Then 9/11 hit. The border. September. Trash. You get the idea. Wilson worked through it all. Delivered the trash. Solved the problems. But in the end, it wasn't enough.

You may not have noticed, but fuel prices kinda went up (where did I leave that siphon hose?), and the haul became economically unfeasible.

Wilson and the City could not come to an agreement on cost. The City had a contract and a bond, and that was that. The

theatrics involved in the attempts to resolve this dispute are too fresh to be funny, but the end point is obvious: Wilson no longer hauls Toronto's trash.

Now—finally—with the Michigan deadline looming, the City has bought a London-area landfill site for a reported \$220 million. Although the purchase was voted on by Toronto city council in a secret, hastily convened meeting, and we won't know the details until the deal closes in 90 days, at least the City has come to the conclusion—albeit years and millions of dollars too late—that it can't recycle all its own waste.

So why is all this important? What is there to learn? Jim Wilson could probably provide a long list, but let me make a few observations.

Never say: "well, the government obviously has to . . ." No, they don't. Nothing is ever that obvious, and governments don't have to do anything.

Long-term contracts cannot protect you from a customer who does not appreciate your service.

There are circumstances when struggling through tough times or fixing problems at any cost is not the right thing to do.

Sounds like the advice of the Okie novelist who said the secret to a great life was: "never play cards with a man named Doc, never eat at a restaurant named Mom's, and never, ever sleep with someone who has more problems than you do."

Anyway, this has all been a very long way to say: sorry for that bit of advice I gave you on hauling trash, Jim! You just can't trust a politician!



# CUSTOMER CONNECTION

Rock City Cartage

## Rock solid

***"Whatever you need, whenever you need it."***

Those are the words by which Rock City Cartage, a local, Mississauga, Ontario-based carrier, lives. And it doesn't just pay lip service to them.

Case in point: Four years ago, Rock City employees were at a Christmas party with the staff of sister company Sherway Warehousing when general manager Kevin Leggett got a call on his cell phone. A major food manufacturer customer had forgotten to order certain raw materials, and needed them right away to avoid shutting down the production line. Off to the rescue went three staff—a manager to open the building, a warehouse manager to drive the forklift, and a driver to deliver the goods—still decked out in their suits and ties.

"We will drop anything for a customer, and tailor our system to meet whatever their de-

mands are," says Leggett.

It's this kind of thinking that has propelled Rock City Cartage from a small player to what Leggett describes as a "high mid-range" carrier in the span of only a few years. The company now boasts 20 office staff and 100 drivers, and operates 75 power units and 250 trailers out of its Mississauga terminal. Not bad for a business that started 15 years ago simply as a value-added service to established Sherway Warehousing. But after acquiring a few major customers, primarily in the grocery industry, Rock City began to develop the business in earnest. That meant buying new trucks and trailers. "All of our equipment is no more than two years old," says Leggett. "We purchased 100 trailers this year alone." The business plan also called for a new brand image, new logo, new drivers, and new management. The latter includes Leggett himself,

who worked his way up from dispatch, to managing three of the company's largest accounts, and then becoming general manager four years ago.

The company has also invested heavily in technology, outfitting all its trucks with GPS, "so we can get real-time data exchange between the trucks and our command centre," says Leggett. "We've really integrated our fleet management system with the GPS, and that's where Trailcon comes in." Rock City began doing business with Trailcon about two years ago. "Trailcon, as one of our vendors, can provide the level of expertise that we require for all this information technology. And that's been fantastic for us. The information is right there, literally at the click of a button."

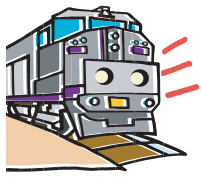
All these investments are paying off; over the past three years, the company has been

growing at a rate of 10% a year—and that's just through word of mouth!

Leggett attributes the company's success in large part to its flexibility in the face of fluctuating customer demands. "Being a local carrier, our customers' timelines are very short," he explains. In other words, "when a customer needs something, it's right away. Now!" Therefore, Rock City has grown accustomed to holding freight on trailers to accommodate customer peaks in volume.

The company's family-oriented, entrepreneurial environment also plays a significant role in its fortunes. Rock City boasts high driver retention, in part because, as a local carrier, drivers can be home at night with their family. "We treat them like they should be treated," says Leggett. "We work for our drivers, and that's what we push here."





# INTERMODAL INSIGHTS

## Federal govt. funds Gateway initiative

Prime Minister Stephen Harper recently announced that the federal government would contribute \$591 million to the Asia-Pacific Gateway and Corridor Initiative to help Canada capture a larger share of the West Coast shipping market. "Our country is uniquely positioned to capitalize on the spectacular growth that is occurring in the Asia-Pacific region," he says. "Canada should be the crossroads between the massive economy of the United States and the burgeoning economies of Asia."

A total of \$321 million will be immediately committed to a variety of infrastructure, transportation technology, and border security projects in Western Canada, which are scheduled to be completed within four years.

"This is a massive undertaking. It is a collaborative effort involving all levels of government and the private sector," says Prime Minister Harper, adding that private-sector firms have committed over \$3 billion in related capital investment in Asia-Pacific Gateway and Corridor-related projects between 2004 and 2010. As a result of these efforts, he notes, container traffic at British Columbia's major commercial ports is expected to rise to 7 million units annually by 2020, boosting Canada's share of

West Coast container traffic from 9 to 14 per cent.

Vancouver Port Authority President and CEO Gordon Houston says the investment is vital to the continued success of the Port of Vancouver. "The federal government's investment of \$591 million in funding for infrastructure and programs to enhance Canada's Pacific Gateway moves British Columbia's ports closer to realizing the tremendous economic potential of expanding Asia-Pacific trade," he says. "The government's immediate allocation of \$321 million will address urgent road and rail capacity and congestion issues to improve goods movement and livability in the gateway."

Houston notes that, in the past two years, the VPA and its terminal operators have invested more than \$400 million to increase the Port of Vancouver's cargo and container handling capacity to meet the growing opportunity that Asia-Pacific trade represents to the region and to the country. "But our investment means nothing without the supporting expanded road and rail networks that move goods to and from the port," he adds.



## Intermodal loadings reach record level

June was a record-breaking month for intermodal loadings—containers and trailers hauled on flat cars—as they rose to 2.4 million metric tonnes, just slightly higher than May. On a year-over-year basis, containerized freight was 7% higher than in June 2005—the fourth consecutive month where tonnage exceeded that of 2005.

Loadings for July couldn't keep pace, decreasing 4.2% to a still-strong 2.3 million tonnes. On a year-over-year basis, they increased 4.7% over July 2005.

For the second quarter of the year—April through June—loadings hit nearly 7.3 million tonnes, up 3.4% compared with the same period last year and a record high for the second quarter.

## Passage to India —from Halifax

The Port of Halifax is looking east to India for opportunity as it continues to receive increasing numbers of shippers who are eschewing the congested west coast ports in favour of passage through the Suez Canal. In just one year, the Port has attracted three shipping lines that are routing services through the Suez Canal with Halifax as their first North American call, said Karen Oldfield, president and CEO of the



Halifax Port Authority, at the recent Halifax Port Days 2006 convention.

India represents the next phase of the Suez strategy, since ports on the west coast of India and Halifax "are quite literally book-ends to the Suez Canal," said Oldfield. Mumbai, for example, is 1840 nautical miles closer to Halifax than it is to the Port of Vancouver. "I believe Halifax is to India what Vancouver was to China maybe 10 or 12 years ago," she said.

To capitalize on this emerging opportunity, the Port of Halifax has entered into an agreement with Jeena & Company Global Logistics in India to promote the Port to manufacturers and exporters in New Delhi, Mumbai, and other major centres.

A new container terminal being built in Prince Rupert, B.C., and scheduled to open next year may siphon some business from Halifax, but Oldfield said there would be enough business for both.

CN is the Port of Halifax's intermodal partner, along with trucking firms Armour Transportation Systems and Clarke Transport, and freight forwarder Consolidated Fastfrate.



# SOUTHERN

Thinking of heading south this winter? Take some

## Punta Cana, Dominican Republic

By Todd Dennis, Major Fleet Manager, Trailcon Leasing Inc.

My wife and I try to get away for a yearly trip to the Caribbean. Last October, we decided to take a last-minute trip to the Dominican Republic. We were hoping we wouldn't be hit by any hurricanes — I'm sure everyone recalls the devastation they caused in 2005.

We must have prayed to the right gods, as we enjoyed hot, sweltering weather while hurricane Wilma was hammering the Mayan Riviera.

But enough of what didn't happen; what we *did* experience, besides the outstanding weather, was glorious scenery and friendly, helpful Dominicans.

Our trip was to the Punta Cana area on the

*The Gran Bahia Principe resort in Punta Cana offered great food and wonderful service. >*

southeast coast of the Island of Hispanola.

One of the things we like to do on our trips down south is take a tour through a city or the countryside, in order to get a truer flavor of the country. So, on this trip, we took a monster truck safari tour, which enabled us to move quite far inland. We spent the day touring local farms, schools, and villages, even meeting a local witch doctor. It was amazing to see what people are accomplishing with so little, although it was, at times, disheartening to see how poor the average citizen is.

The only drawback to the Punta Cana area that we found—and it was to be expected—was the lack of any major centres close by. Punta Cana has been developed as a resort area for tourists, so there are no Dominican cities or towns nearby. So, if

*A trip inland revealed unforgettable scenery. >*

you're looking for souvenirs or mementos, you have to pick them up at the resort.

We stayed at the Gran Bahia Principe resort. The positives of the resort were beautiful beaches and pools, great food, wonderful service, and a relaxing, enjoyable atmosphere that allowed us to forget about the worries of our daily lives. The resort had six different restaurants, as well as the everyday buffet that changed food-themes daily. There was nightly entertainment, and a shopping plaza that had permanent shops at the perimeter of the square, and local vendors who set up their carts inside the square. There was a souvenir to be found for any taste or style.

However, for us, it was the people we met, and the countryside that we saw that made the experience unforgettable.



*The beaches stretch for miles.*

*Xanadu Mansion in Veradero Beach, once the estate of French American chemical magnate Ireee Dupont de Nemours, is now a restaurant, hotel, and bar.*



## Veradero Beach, Cuba

By Sally Praskey, Writer/Editor, Trailcon Report on Transportation

It was our first trip to Cuba, and we certainly hope not our last. Intent on escaping the icy grip of winter for a few rounds of golf, we headed to the five-star all-inclusive Meliá Las Américas in Veradero Beach. Our package included four rounds of golf per week (although, as at most resorts, we had to pay the obligatory cart fee) at the Veradero Golf Club, just steps from the hotel.

We weren't disappointed with our choice. Unlike some of the sprawling Caribbean resorts, Meliá Las Américas is fairly self-contained. You can stay in the main hotel, as we did, with a beautiful view of the beach, or in the villas scattered around the lush grounds. The two main restaurants are situated just off the lobby of the hotel, with others nearby.

Right next to the clubhouse is the Xanadu Mansion, once the estate of French American chemical magnate Ireee Dupont de Nemours. Perched



# HOT SPOTS

the travel tips from Trailcon staff and associates.



high atop a crag, the beautifully appointed residence, on which Dupont spared no expense, is now a restaurant, hotel, and bar, the latter boasting a breathtaking view of the ocean.

mired the ornate government building, which bears more than a passing resemblance to the U.S. Capitol building. Unfortunately, poverty prevails, despite a high literacy rate and a vaunted healthcare system.

On the whole, the resort staff were unfailingly pleasant, the

< A typical 1950s-era car in Cuba



The Government building, Havana >



Classic American car enthusiasts will revel in the presence of the 1950s-era vehicles that dominate the roads, caught in a pre-Revolution time warp.

On a day trip to Havana, some 140 kilometres away, we marveled at the resplendent Spanish colonial architecture of the Old Town (including the bar where Ernest Hemingway downed mojitos, his favourite Cuban cocktail and now, alas, a mecca for tourists) and ad-

food good if not stellar, and the music superb. One caveat: we were there in late January, which is still winter in Cuba. With Cuba being only 90 miles from Florida (which makes for a nice short flight!), we did experience some cool weather on a few days. For guaranteed warm weather, wait until March.

## Mayan Riviera, Mexico

By Jeff Tate,  
President, The M Group

Located on the tip of Mexico's Yucatan Peninsula jutting into the Caribbean Sea, the Mayan Riviera stretches for about 100 kilometres, from Punta Brava, just south of Cancun, to Punta Allen, just south of Tulum.

It is one of the most fascinating and diverse tropical destinations in the world. Beautiful white-sand beaches, the second-largest barrier coral reef in the world, ancient Mayan ruins hidden in the dense jungle, giant caves—some with natural clear water pools called “cenotes”—and unbelievable shopping and food make it truly a destination for everyone.

We stayed at the Gran Bahia Principe Akumal, a five-star resort approximately an hour from the Cancun Airport. The resort was pretty much what you would expect, with a good selection of food and enough drinks to ensure we were never thirsty.

The true memories on this trip

were made as we explored the surrounding area on a number of day trips. We climbed the pyramid at Coba, swam in the crystal-clear water of the underground cenotes, explored and zip-lined through the jungle, and rappelled off a cliff in the middle of a Mayan village that has been virtually untouched by the ever-increasing influx of tourists to the area.

The guys also enjoyed a great round of golf at a Jack Nicklaus-designed course, and managed to catch a few fish—including a barracuda—on a deep-sea fishing trip while the ladies enjoyed some extra “sun time” by one of the many resort pools.

It was a trip that had something for everyone.

For more information, visit [www.mayanriviera.com](http://www.mayanriviera.com).



^ Zip-lining through the jungle.



^ Rappelling in a Mayan village.



The pyramid at Coba.

# INDUSTRY NOTES

## Trailcon, WebTech sign agreement to track trailers

Trailcon Leasing Inc. has signed a distribution agreement with WebTech Wireless, a supplier of mobile telematics, that allows Trailcon customers to track the location of their trailers, whether parked or in transit.

"The demands of our customers are the demands of their own customers, and they continue to increase," says Stuart Innes, IT manager at Trailcon. "To stay ahead, we constantly innovate, with proprietary software and outsourced solutions, to ensure our customers are as productive as possible and the trailers operate at capacity. This agreement with WebTech Wireless provides our customers with a leading-edge trailer tracking solution that can be integrated with their dispatch software to increase fleet utilization and provide load protection."

Trailcon customer CSI Logistics is currently using the WebTech Locator devices in 200 of its trailers. "Previous to installing the WebTech Quadrant solution, we had to process our trailers by hand," says Craig Cottrell, president of CSI Logistics. "Today, we've moved to an automated dispatch system that we expect will increase our efficiencies by 10%."

Trailcon currently has a fleet of 5,000 trailers that it services and maintains. According to ABI Research, there are about five million trailers in North America, and only about 10% have been outfitted with tracking devices.

## EGL, Inc. names new manager for Canada

EGL, Inc., a leading global freight forwarder and logistics provider, has appointed Peter Butterworth country manager for Canada. Over his 20-year career with Canadian Freightways and Loomis/DHL, Butterworth has held a variety of senior positions, and has gained expertise in both the domestic and international markets.

With a network of more than 400 offices worldwide, EGL had 2005 revenues of \$3.1 billion.

## TransForce buys yet another company

TransForce Income Fund continues its buying spree with the purchase of Howard's Transport Services Inc., a specialized trucking company with a fleet that moves a variety of heavy oilfield-related equipment, including drill rigs.

Headquartered in Stony Plain, Alta., Howard's Transport has operated in western Canada since 1979 and generates annual revenues of approximately \$20 million.

"The acquisition of Howard's Transport strengthens our capabilities in the heavy-hauling segment of the energy sector," says Alain Bédard, chairman, president, and CEO of TransForce Income Fund. "We are confident our unitholders will benefit from our increased participation in the vibrant oil and gas exploration business in western Canada."

Rendel Elock will move from TransForce's operating sub-

sidary Canadian Freightways to be general manager of Howard's Transport, reporting directly to Darshan Kailly, president and CEO of CF Managing Movement.

## Canpar announces new president

John P. Emsley is the new president of Canpar Transport L.P., replacing John Cyopeck, who passed away earlier this year.

Emsley has been with Canpar for 21 years, rising through the ranks to his most recent position as vice-president and chief financial officer.

"We believe that John Emsley is the right person to lead Canpar into the future, and we are very pleased to have found new leadership within the management team at Canpar," says Alain Bédard, chairman, president, and CEO of parent company TransForce Income Fund. "John's management experience and history with Canpar will ensure a seamless transition for Canpar customers and employees."

## TNT sells logistics division

TNT N.V., Amsterdam, The Netherlands, has sold its logistics division to affiliates of Apollo Management, L.P., a private-equity firm with offices in New York, London, and Los Angeles. The sale is part of TNT's strategy to focus on its core competency of managing delivery networks.

The Logistics Division is the number two logistics company in the world, employing approximately 36,000 people

in 28 countries and managing 7.3 million square metres of warehouse space.

When the transaction has been completed, group managing director Dave Kulik will resign from the TNT board of management to become president of the new company. "This transaction gives us the opportunity to further evolve into a leading global service provider in logistics, meeting the specific needs of our customers," he said. "Leveraging on our expertise, infrastructure, customer base, and Apollo's commitment, we are poised for a competitive and profitable future."

## NationaLease to merge with AmeriQuest

NationaLease Purchasing Corporation (NPC), the purchasing arm of NationaLease, has signed an agreement to merge with AmeriQuest Transportation and Logistics Resources Corporation to form one of the largest full-service leasing systems in North America. The combined leasing organization, which will operate under the NationaLease umbrella, will represent more than 700 locations and 150,000 trucks throughout the U.S. and Canada.

"This merger will not only strengthen the NationaLease network, but also enables us to cherry-pick the best services from each organization to deliver to a larger group of truck lessors," says Bill Ford, president and CEO of NPC and NationaLease.

As Trailcon Leasing is the charter member of NationaLease's new trailer division, its customers will benefit from even greater coverage throughout North America.



# PITCHING IN

## Think PINC, trailers urge

Two eye-catching trailers that have been traveling the roads of the GTA lately are carrying a very important message: "Refuse to Lose." That is the slogan of PINC—Personal Information Network on Cancer, which is dedicated to helping cancer patients and their families deal with the disease, and raising money to find a cure. The trailers were created for Sylvite Transportation Group, thanks to a visionary partnership among that company, Toronto Digital Imaging, Scotchprint Graphics 3M, Trailcon Leasing Inc., and The M Group.

PINC is the brainchild of Liz Dill-Isgro, who, sadly, lost her battle against breast cancer in January 2006 after a four-year struggle. "Liz . . . wanted to do something to help other women who were dealing with cancer and to educate and encourage women, especially young women, to learn about

what they can do to prevent cancer and to make sure they understood the importance of early detection," says her friend Jim Payetta. Today, Jim and his team continue the fight for a cure.

**Join PINC and help us fight breast cancer. For more information, visit [www.pinconline.com](http://www.pinconline.com).**



From left to right: Al Ward (Sylvite Transportation Group Ltd.), Mario Isgro (TDI Imaging), Jim Payetta (PINC), Mike Krell (Trailcon) and Jeff Tate (The M Group)



## A Quality experience

by Kim Cyopeck-Nadas, Project Manager, Business Analyst, Trailcon Leasing Inc.

Three years ago, I sat in the monthly meeting of the Corvette Club of Ontario and watched as a cheque was presented to Michelle Williams, then director of Camp Quality Southern Ontario. Michelle explained that Camp Quality is a not-for-profit organization that provides year-round support for children with cancer and their families. There are currently six camps in Canada, four of them in Ontario. What makes Camp Quality unique is that each camper is assigned a "companion" for one-on-one support during camp week and throughout the year. Everyone at Camp Quality in Canada, with the exception of three people, is a volunteer; many of them are actually past campers.

I decided to volunteer at Camp Quality Southern Ontario the

following summer (camp is a one-week event that takes place in August). After a series of phone calls and interviews (and a police check!), I was accepted as a volunteer. I was planning on using one week of my annual vacation allowance to attend, but when Al Boughton, President, Trailcon Leasing Inc., found out what I was doing, he offered to donate my time off work. Doing volunteer work has always been a large part of what we do at Trailcon Leasing, and I was really grateful that Al was giving me this opportunity.

I have to admit that I was a little appre-

hensive about going to camp, as I didn't really know what to expect. I thought that it would be a really sad, depressing place. I couldn't have been more wrong. These kids were full of life, energy and ready for nonstop fun and action. As it was my first year at camp, I was in a "support" role, where

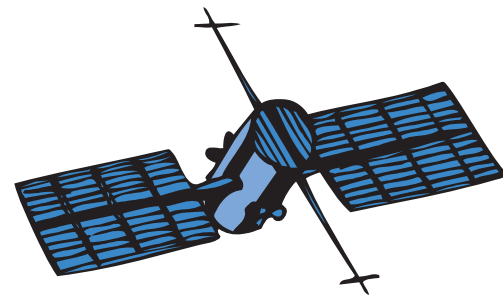


I floated around camp giving a hand wherever needed. I helped with the games and activities, gave some companions a much-needed break, and even worked in the camp office.

The last day of camp was pretty sad and it was hard to leave, but I found myself already counting the days until camp 2006. I couldn't stop talking about how rewarding the whole experience had been. My enthusiasm must have been contagious, as Al's daughter Sarah, her friend Stephanie, and my aunt Cyndi all applied to go this year. It was great to go off to camp with friends and family to share the experience!

Camp Quality is always in need of volunteers, as well as charitable donations. If you or anyone you know would like to help out, please contact me ([kcyopecknadas@trailcon.com](mailto:kcyopecknadas@trailcon.com)) or visit Camp Quality's website at [www.campquality.com](http://www.campquality.com).

# TECH TALK



## Carriers must comply with new California emissions regulations

By Bruce Forbes  
Senior Manager, Technical Services and Customer Support  
Reefer Sales and Service (Toronto) Inc.

Carriers who operate in California must now gear up to comply with new emissions regulations that the state passed in 2004. Even those who don't currently operate in that state should pay attention; California is typically a leader in emissions standards, and other states and Canadian provinces may well decide to follow suit and adopt similar standards.

The impetus for this change goes back to 1998, when the California Air Resources Board (CARB) identified diesel particulate matter (PM) as a toxic air contaminant. In October 2000, it adopted the Diesel Risk Reduction Plan, as mandated by Sections 39650-39675 of the California Health and Safety Code, to reduce emissions of substances that

have been determined to be toxic air contaminants.

On February 26, 2004, the Air Resources Board adopted the Transport Refrigeration Unit (TRU) Airborne Toxic Control Measure (ATCM), which uses a phased approach to reduce the diesel PM emissions from in-use TRUs and TRU generator equipment (gensets) used to power electrically driven refrigerated shipping containers and trailers operating in California.

This regulation affects owners and operators of non-California-based TRUs and TRU gensets that are installed on trucks, trailers, or shipping containers that operate in that state. All new equipment purchases must meet or exceed current EPA emission standards. Older units, however, are not affected until

seven years after the engine model year.

All of our Carrier reefers meet or exceed the latest EPA emissions standards, which went into effect in January 2004 for trailers and January 2005 for trucks. The next round of EPA standards affecting reefer units will occur in 2008, since the CARB ATCM follows a seven-year cycle. Therefore, by December 31, 2008, owners and operators of TRU trucks, trailers, railcars, containers, and gensets that have 2001 or older engines will be required to bring them into compliance with the ATCM's low-emissions standard.

Carrier is actively pursuing several potential solutions to ensure future compliance of equipment from 2002 and ear-

lier. These include the installation of aftermarket devices, as well as the use of electric technology.

One of the most cost-effective ways to ensure compliance is to replace equipment on a seven-year—or less—trade-in cycle. That way, fleets can meet the EPA requirements, as well as benefit from the latest TRU technology.

Another solution is for a fleet to acquire new units for use in California and operate its older units elsewhere. While this is certainly the lowest-cost and simplest option, it is feasible only for fleets that have operations both within and beyond California.

Whatever choice you make, it's important to prepare for these upcoming regulations.



# FYI FOR YOUR INFO

## Have photo op, will travel

My, that Donna Cansfield certainly gets around. Over the past few months, our in-box has been deluged with media advisories, often billed as "photo opportunities," to observe the Ontario Transportation Minister in action. One day, she's touring construction sites on Highway 69 in Sudbury; another day, she's holding court at the Ministry of Transportation patrol yard in Chatsworth. Then it's up to Little Current to tour the Little Current swing bridge control tower with the local mayor. Another day sees her conducting random truck inspections with the OPP and Ministry of Transportation enforcement officers north of Sault Ste. Marie. And on it goes.

Meanwhile, our highways in Southern Ontario are choking from congestion and riddled with potholes. Not to worry. The ubiquitous Minister Cansfield is on the case. In June, she announced the Southern Ontario Highways Program, a five-year, \$3.4-billion highway construction program. It calls for 130 kilometres of new highway, 64 new bridges, and repairs to 1,600 kilometres of highway and 200 bridges. That may be just a drop in the bucket when it comes to the investment required to renew our crumbling infrastructure, but it will afford plenty of photo ops for Minister Cansfield.



## Did you know . . .

. . . that Canada has bought \$US133 billion worth of U.S. goods this year, more than four times what China has purchased? Considering that China has a population of 1.3 billion versus Canada's 33 million, that's a strong statement about

Canada's importance to the U.S. as a trading partner. And with "Made in China" stamped on consumer goods of all sorts, it's also evidence of a whopping big trade deficit for the U.S. with China!

## SITE-SEEING



### Great Canadian Rebates

[www.GreatCanadianRebates.ca](http://www.GreatCanadianRebates.ca)

Online shopping aficionados may reap significant savings through this site, where they can earn back cash rebates on their purchases. The first Canadian Web site to offer rebates for online purchases, GreatCanadianRebates.ca boasts more than 300 retailers, including Chapters Indigo, Canadian Tire, Dell Canada, Apple Store Canada, The Source by Circuit City, Toys R Us Canada, and many more.

Recently, the site joined forces with RewardsCanada.ca, a frequent flyer resource in which travellers can collect loyalty points. It features bonus mile/point listings and information on more than 50 travel reward programs.

## Word watch



### "One fell swoop"

We are all familiar with the phrase "one fell swoop," meaning to do something quickly and completely, as in: The fallen newspaper magnate laid off all his servants in one fell swoop.

However, did you know that it was William Shakespeare who invented this phrase? He used it in the 1605 play "Macbeth" to describe the sudden, savage attack of a bird of prey on its quarry—in this case, the murder of MacDuff's wife and children.

The word "fell" comes from the old French word "fel" and/or the Latin word "fellowem," meaning "grim" or "terrible." It survives today in the word "felon," which originally meant "a cruel man."

Sources: [www.word-detective.com](http://www.word-detective.com), [www.takeourword.com](http://www.takeourword.com)



# BOYS & THEIR TOYS...



Evan MacKinnon, president and CEO of MacKinnon Transport Inc., and his spouse, Linda Miller, have been hooked on biking since they bought their first motorcycle six years ago—an aqua green 2000 Heritage Softail Classic Harley-Davidson, which they still have. Evan now rides a 2005 Harley-Davidson Road Glide, while Linda rides a 2003 Anniversary Edition Harley-Davidson Lowrider—that is, until she takes delivery of her prized 2007 model—a

pearl-white beauty, personalized with an angel theme.

Evan and Linda find that “hitting the open road” is a great stress reliever, especially for a couple raising six young adults between them! Their enthusiasm for longer trips has taken them to Milwaukee for Harley’s 100th anniversary in 2003, along the Blue Ridge Parkway to North Carolina in 2005, and this year to Wisconsin, New York, and Michigan.

In fact, their passion for biking and their friendship with Lynda and Randy Fox, who own Fox Harley-Davidson dealership on the outskirts of Owen Sound, Ont., has led Evan and Linda to become part owners in the dealership.

Here, they pose in front of their 1973 “R” Model Mack Truck, which has been fully restored by MacKinnon Transport. And deservedly so—one driver drove this tractor over 950,000 accident-free miles!

## FRANK SAYS...



When I ran into Frank at a meeting recently, he was positively beaming.

What was it that had put Frank in such an unusually good mood? Had Jack and Olivia given up the political life and moved to Tuvalu? “No such luck,” he snorted. Turns out the RCMP had just laid charges against immigration judge Steven Ellis—a Liberal political appointee to the Immigration and Refugee

Board, Frank was quick to point out—for offering to assist a South Korean woman named Kim with her refugee claim in exchange for sexual favours.

Kim had secretly videotaped a conversation that had taken place with Ellis at a downtown coffee shop, Frank explained.

“Listen to this,” he exclaimed, whipping out a copy of *The Toronto Star* from his bulging briefcase and donning his reading glasses. “He said to her: ‘I really want to be friends with you’. Then he warned her not to tell her boyfriend, saying: ‘If we do this and it’s shown I did this for improper purposes, then you are screwed, too. We are both screwed. I’m in big trouble and your status is gone’.

“Well, guess what?” Frank chortled as he warmed to his punchline.



**As Frank says: “When Ellis laid out his plans to Kim, he was hoping to get screwed ...and he did!”**

# CALENDAR OF EVENTS



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## November 16-17

### OTA Annual Convention

*Toronto Congress Centre, Toronto*  
**Contact:** Joanne Benac, Ontario Trucking Association  
**Telephone:** 416-249-7401, ext. 230  
**E-mail:** joanne.benac@ontruck.org  
**Web:** www.ontruck.org

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## November 17-18

### Technical Conference & Display for Equipment, IT & Logistics Professionals (in conjunction with OTA Convention)

*Toronto Congress Centre*  
**Contact:** Ontario Trucking Association  
**Telephone:** 416-249-7401  
**Web:** www.ontruck.org

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## November 30

### 93rd Annual Dinner of Toronto Transportation Club

*Fairmont Royal York Hotel*  
**Contact:** Andrée Baillargeon  
**Telephone:** 1-416-886-5450  
**Web:** www.torontotransportationclub.com

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## January 8-11, 2007

### ProMat 2007

*McCormick Place South, Chicago*  
**Contact:** Material Handling Industry of America  
**Telephone:** 704-676-1190  
**Web:** www.promatshow.com

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## January 21-25

### 2007 COHMED (Cooperative Hazardous Materials Enforcement Development) Conference

*Salt Lake City Marriott City Center*  
**Contact:** Commercial Vehicle Safety Alliance  
**Telephone:** 202-775-1623  
**E-mail:** cvsahq@cvsa.org  
**Web:** www.cvsa.org

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## March 4-8

### IWLA Annual Convention

*Marriott Hilton Head Beach & Golf Resort, Hilton Head, S.C.*  
**Contact:** Alex Glann, International Warehouse Logistics Association  
**Telephone:** 847-813-4699  
**E-mail:** aglann@iwla.com  
**Web:** www.iwla.com

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## March 19-21

### Supply-Chain World North America 2007

*Sheraton Philadelphia City Center Hotel, Philadelphia, Pa.*  
**Contact:** Supply-Chain Council  
**Telephone:** 202-962-0440  
**E-mail:** info@supplychain.org  
**Web:** www.supply-chain.org

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## March 24-29

### 2007 CVSA Annual Conference

*Hyatt Regency Atlanta, Atlanta, Ga.*  
**Contact:** Commercial Vehicle Safety Alliance  
**Telephone:** 202-775-1623  
**E-mail:** cvsahq@cvsa.org  
**Web:** www.cvsa.org

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## March 26-28

### The Logistics Management Course

*The Miles S. Nadal Management Centre, Toronto*  
**Contact:** Schulich Executive Education Centre, York University  
**Telephone:** 416-736-5079  
**E-mail:** excedinfo@schulich.yorku.ca  
**Web:** www.seec.schulich.yorku.ca

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## April 12-14

### ExpoCam 2007

*Place Bonaventure, Montreal*  
**Contact:** Elizabeth McCullough, Manager, Show Division, Newcom Business Media Inc.  
**Telephone:** 416-614-2200  
**E-mail:** emccullough@newcom.ca  
**Web:** www.expocam.ca

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## April 16-19

### SAE 2007 World Congress

*Cobo Center, Detroit, Mich.*  
**Contact:** Society of Automotive Engineers  
**Telephone:** 1-877-606-7323  
**Web:** www.sae.org

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## April 22-25

### 2007 WERC Conference

*Gaylord Opryland Resort & Convention Center, Nashville, Tenn.*  
**Contact:** Warehousing Education and Research Council  
**Telephone:** 630-990-0001  
**Web:** www.werc.org

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## May 2-3

### Intermodal Operations & Maintenance Seminar

*Oak Brook Hills Marriott Resort, Oak Brook, Ill.*  
**Contact:** Intermodal Association of North America  
**Telephone:** 301-982-3400, ext. 332  
**Web:** www.intermodal.org

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## June 8-9

### Atlantic Truck Show

*Moncton Coliseum, Moncton, N.B.*  
**Contact:** Mark Cusack, Show Manager  
**Telephone:** 506-658-0018; 1-888-454-7469  
**E-mail:** mcusack@masterpromotions.ca  
**Web:** www.masterpromotions.ca

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## June 12-15

### Transport Logistic

*New Munich Trade Fair Centre, Munich, Germany*  
**Telephone:** (49 89) 949-11368  
**E-mail:** info@transportlogistic.de  
**Web:** www.transportlogistic.de



## Seen our site lately?

In keeping with Trailcon's goal to achieve the highest standards in everything we do, we've revamped our Web site to make it more attractive, more informative, and easier to navigate.

We've added some new features—a "Products" page, a "Check Availability" function for obtaining a quote or making a booking, and photos of our staff in the "Contact" section.

And of course, we have kept the best of the content from our previous site—Al's Pit Stop (links to President Al Boughton's favourite sites), online versions of all our newsletters from spring 2004 to this issue, useful industry links, and much more. Check it out at [www.trailcon.com](http://www.trailcon.com).

## A direct line to service

Trailcon announces two new direct telephone numbers to make it faster and easier for our valued customers to reach two of our busiest departments.

You can now call our Operations Department and Parts & Warranty Department directly at the following numbers.

**Operations: 905-670-1500 • Parts & Warranty: 905-670-7003**



6950 Kenderry Gate, Mississauga, Ontario L5T 2S7  
 Telephone: 905-670-9061 Fax: 905-670-9066  
 Operations: 905-670-1500  
 Parts & Warranty: 905-670-7003

8240 Woodbine Ave, Markham, Ontario L3R 2N8  
 Telephone: 905-471-1690 Fax: 905-474-3871

18060 Glendale Road, Cornwall, Ontario K0C 2J0  
 Telephone: 888-513-7093 Fax: 905-474-3871

