

## CANADIAN TRUCKING: EFFICIENT, INNOVATIVE AND CONTINENTAL IN SCOPE

### EXTENSIVE DISTRIBUTION NETWORKS

Trucking companies have year-round access to a highly developed road network. When all roads are included, the Canadian system is more than 800,000 kilometres long. A national highway system connects major population centres.

In response to market demands and deregulation, trucking companies on both sides of the border have expanded their networks. Many Canadian carriers offer direct service to major U.S. destinations. For example, Carnation Foods, a division of Nestlé Canada, ships over 45 million kilos of frozen fries to McDonald's in Chicago and other midwestern centres, from a plant in Carbury, Manitoba.

At the same time, U.S. carriers are actively expanding into Canada. By 1991, more than 5,300 U.S. trucking companies had acquired Canadian

operating licences. The result has been very stiff competition in the transborder sector.

### ADVANCED TECHNOLOGY

The trucking industry has adapted well to the demands of just in time (JIT) manufacturing. Carriers for companies such as General Motors are consistently meeting their scheduled delivery windows.

Trucking companies have invested in communications equipment and information systems to track shipment progress from origin to destination. Just as important, they have expanded employee training to develop the skills required for quality customer service.

### TRUCKING DELIVERY TIMES IN NORTH AMERICA — QUICK AND COST-EFFECTIVE

	New York (hours)	Chicago (hours)	San Francisco (hours)	Mexico City (hours)
<b>Halifax to:</b>	24	56	144	120
<b>Montreal to:</b>	18	25	120	110
<b>Toronto to:</b>	12	20	108	115
<b>Winnipeg to:</b>	72	36	84	70
<b>Calgary to:</b>	82	46	58	78
<b>Vancouver to:</b>	108	70	36	88