

# TRUCK NEWS

January 2008 Volume 28, Issue 1

Delivering daily news to Canada's trucking industry at [www.trucknews.com](http://www.trucknews.com)

## Outlook 2008

*There's no sugar coating, it's going to be a tough year*

**Julia Kuzeljevich**

**TORONTO, Ont.** – A strong Canadian dollar, weaker south-bound volumes, snags and quagmires at the border and on the road to it. Welcome to more of the same in 2008.

While it may not look so different from other years and other predictions for trucking, (save for the parity-plus dollar), 2008 brings at least the promise of greener fleets and better roads from Canada's provincial trucking associations, who've been pushing for change in their respective agendas.

According to economist Derek Burleton, associate vice-president, and director, economic studies, TD Bank Financial Group, the steady rise of the Canadian dollar, coupled with high energy costs, will likely mean a dampening of the economy well into 2008.

"Overall, Canada's regional economies are seeing a shift of reliance from the US to international markets, but the US will continue to be the lifeline of the Canadian economy," said Burleton.

"Alberta's economy will lose some steam, cooling off to a

Continued on page 10 ■



## CTA wants anti-rollover technology standard on all new trucks in Canada

**By James Menzies**

**TORONTO, Ont.** – The summer of '07 earned the dubious distinction of being termed the "Summer of the Rollover" after a number of high-profile truck rollovers snarled traffic on major highways in the Greater Toronto Area, causing commuter chaos and media mayhem.

While most of the accidents were caused by four-wheelers weaving in and out of traffic, the trucking industry still took a beating in the mainstream media. Aiming to proactively address the problem, the Ontario Trucking Association (and by extension, the Canadian Trucking Alliance) called on truck manufacturers to

make anti-rollover technology mandatory on all new trucks.

There are varying levels of stability technologies available, ranging from roll-only systems that focus on lateral acceleration which typically occurs in a rollover situation, to the more sophisticated full-stability systems

Continued on page 19 ■

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Are you getting the most out of your tire investments?  
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# Wrap the season



In this holiday season, Bison Transport would like to congratulate and express our gratitude to our professional Drivers, our Employees, and their Families. We have greatly invested in our safety programs to provide our Drivers and Employees the environment and tools they need to perform safely and they have responded with firm dedication. Along with being presented the prestigious Truckload Carriers Association National Fleet Safety Award for 2 consecutive years, **516 Drivers received individual recognition** for achieving safe driving milestones representing over **185 million consecutive accident free miles** including nine Drivers who have attained **1.5 million miles**. All are professionals who have proven their skills in the prevention of accidents and their standard of performance becomes the benchmark for the industry. Bison Transport has proudly paid out almost 4 million dollars to our Drivers for safe miles driven under the Safe Driving Reward Program.



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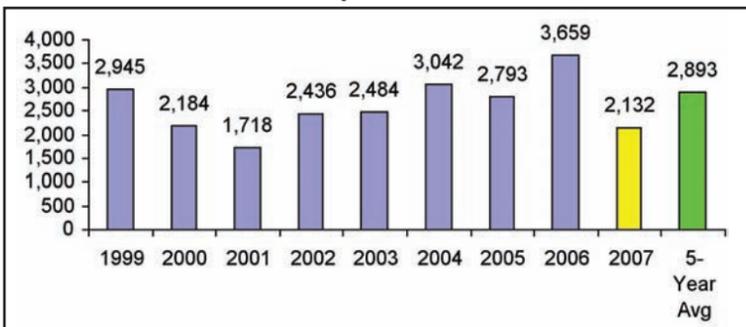
# CLASS 8 TRUCK SALES TRENDS

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## Monthly Class 8 Sales - Oct 07

OEM	This Month	Last Year
Freightliner	313	782
International	610	913
Kenworth	338	598
Mack	136	199
Peterbilt	269	396
Sterling	173	187
Volvo	178	367
Western Star	115	217
<b>TOTALS</b>	<b>2,132</b>	<b>3659</b>

## Historical Comparison - Oct 07 Sales



## Motor Vehicle Production to Oct 07

OEM	Total Prod	For Export
International	4,239	3,554
Paccar	3,788	3,253
Sterling	<b>15,410</b>	<b>13,166</b>
<b>TOTALS</b>	<b>23,437</b>	<b>19,973</b>

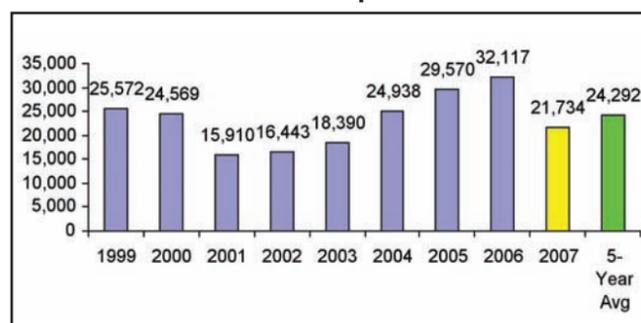
There were 23,437 trucks reported produced in Canada by October this year (note that the Sterling total includes 1,108 medium- and light-duty trucks). The vast majority of those are intended for export to the US market. Sterling's St. Thomas, Ont. plant is, by far, the largest producer of trucks in Canada, easily outpacing production at International's Chatham, Ont., plant and Paccar's St. Therese, Que., plant.

The anticipated dramatic drops in Class 8 sales experienced during the summer continued into the fall. October sales were 42% off last year's record pace, a similar drop to September's. This follows July where sales were 36% off last year's record pace and August which saw sales drop 58% off last year's pace. Other significant monthly drops this year include: a 39% drop in June, a 30% drop in April and a 25% drop in March. The 1,952 Class 8 trucks sold made for the second worst October sales since 1999. They were also below the five-year average for the month by about 700 units.

## Class 8 Sales YTD (Oct 07) by Province and OEM

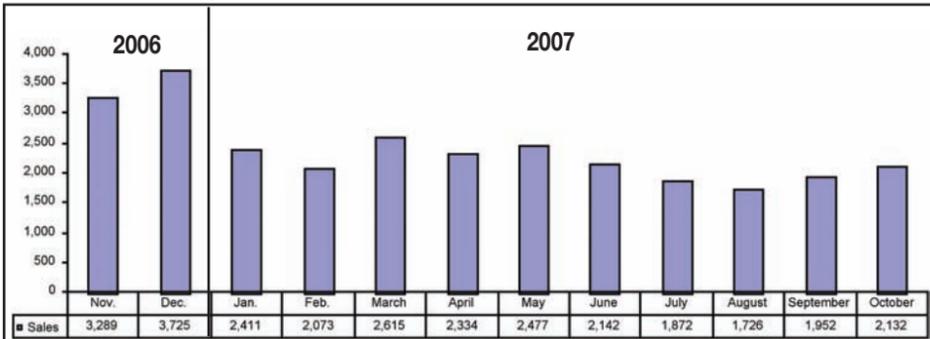
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	321	773	130	182	1,840	576	135	103	0	16	4,076
International	232	837	79	348	1,905	1,080	232	81	17	87	4,898
Kenworth	700	1,186	182	206	684	548	0	25	0	0	3,531
Mack	161	203	100	127	585	147	23	28	0	0	1,374
Peterbilt	380	713	270	151	586	349	122	43	0	0	2,594
Sterling	216	511	61	52	718	461	31	56	10	37	2,153
Volvo	172	154	77	129	707	195	56	43	0	5	1,538
Western Star	310	562	54	67	313	185	48	25	2	4	1,570
<b>TOTALS</b>	<b>2,472</b>	<b>4,939</b>	<b>953</b>	<b>1,262</b>	<b>7,338</b>	<b>3,541</b>	<b>647</b>	<b>404</b>	<b>29</b>	<b>149</b>	<b>21,734</b>

## Historical Comparison - YTD



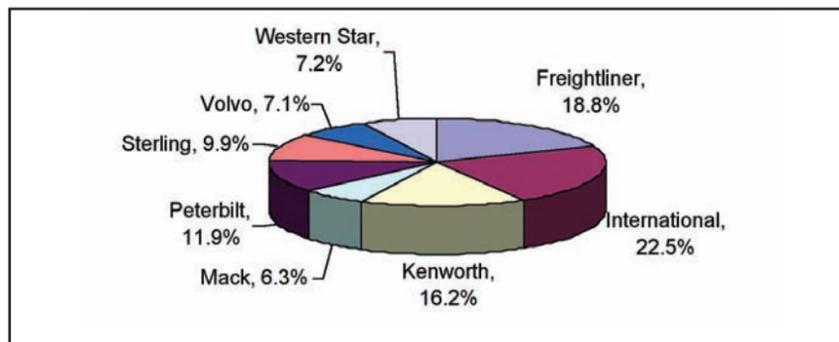
Class 8 truck sales in Canada were at 21,734 units heading into the final two months of the year. That's almost 10,000 short of the mark from last year's record sales year and about 2,500 short of the average for the previous five years. However, the drop in sales from the previous year, as bad as it has been so far, has still not proven to be as precipitous as expected, dropping about 32% instead of the up to 40% drop some experts forecast. It should be noted, however, that Canadian carriers are looking at a North American economy that has been slowed by the bursting of the housing bubble in the US and now concerns about the health of the US consumer. To date, the 21,734 Class 8 trucks sold make 2007 the fourth worst sales year since 1999.

## 12 - Month Sales Trends



Monthly Class 8 sales continue to range well below the 3,000 mark, which was a regular benchmark during last year's record sales year (the mark was reached 7 times last year.) The 2,132 Class 8 trucks sold in October, however, did mark the first time in three months that sales topped the 2,000 mark. They also made for the sixth lowest monthly total (or sixth highest if one prefers to look on the positive side) of the past 12 months.

## Market Share Class 8 YTD



With only two months left to report for 2007, International looks like it has a strong chance to unseat traditional frontrunner Freightliner for the market share lead in this tumultuous year. International has now opened its market share to more than three percentage points. The Paccar group also continues to do very well, in part thanks to its strong western base. Kenworth is a strong third with a greater than 16% market share and Peterbilt has an 11.9% market share. Freightliner sister company Sterling is the only other manufacturer with close to a 10% share of the market.

Source: Canadian Motor Vehicle Manufacturers Association

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# Mandatory use of anti-rollover systems? Why not?

Two years ago at its annual convention, the Ontario Trucking Association shocked the industry by announcing its plan to make speed limiters mandatory on all trucks operating in the province. Since then, the association has fought doggedly to have the policy adopted by the various provincial governments.

It appears in Ontario and Quebec at least, it may get its wish.

At this year's OTA convention, the association made another bold announcement, requesting that anti-rollover technology be standard on all new trucks sold in Canada.

The OTA's speed limiter announcement triggered a tsunami of reaction from all corners of the industry and it's still the most popular subject of debate today. This year's stability system announcement has failed to incite a similar reaction. And for good reason: No harm can be done by calling on OEMs to make stability systems standard on new trucks.

Volvo and Mack already offer the Bendix electronic stability systems as a non-deletable item. You can have it removed, but you won't save a dime so really, why would you? Now the OTA wants other manufacturers to follow suit.

The obvious concern about the

## Editorial Comment

James Menzies



policy involves money (what doesn't these days?) Why on earth would the industry want to support a policy that would drive up the purchase price of new trucks, especially at a time when those costs are already skyrocketing due to costly new emissions technologies?

But when I spoke to Frank Bio, a marketing manager with Volvo Trucks, he assured me the systems can be made standard at very little, if any, cost to the truck purchaser. As the systems are ordered in larger volumes, the price goes down. And improved efficiencies on assembly lines make installation simpler, further reducing the cost of the technology, he explained.

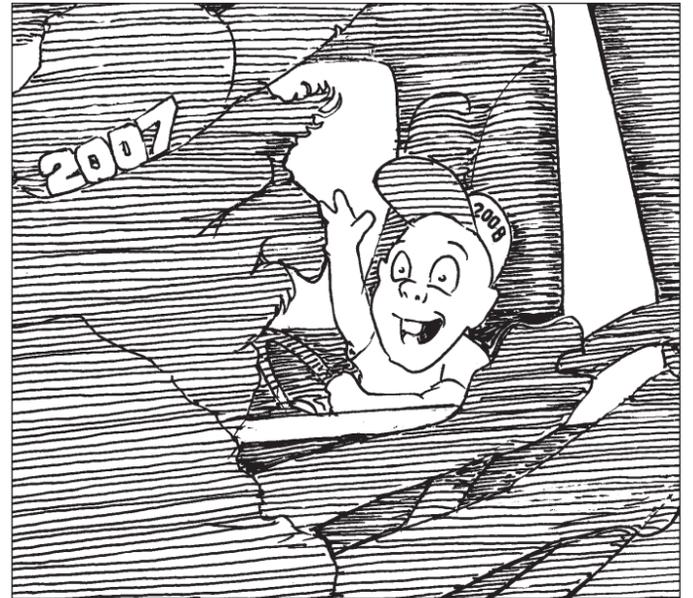
The systems are remarkably inexpensive to begin with, considering the sophistication of the technology. A roll stability system for tractors lists at only US\$750 with the more advanced electronic stability systems ranging from about US\$1,500-\$2,100.

Fred Andersky, marketing manager, electronics with Bendix, pointed out that with discounts, they cost about 1% of the total price of a new truck. So with price being somewhat of a non-issue, why would industry oppose making stability systems standard on new trucks? The technology exists and more importantly, it works. If you don't believe me, participate in a demo the next time you have the chance to do so. Both Bendix and Meritor WABCO frequently offer the chance to test the technology first-hand.

Most participants step from the cab a believer. I've had the opportunity to test both systems and I can assure you they work as advertised. But perhaps the biggest reason to support this initiative, is that the mandatory use of anti-rollover technology is inevitable, regardless of whether the OTA endorses their use or not.

It's only a matter of time before government mandates the use of technology that is so clearly effective at reducing rollovers and thus saving lives. It makes much more sense for industry to bring the mandated use of stability systems in on its own terms, rather than waiting for government to impose such requirements itself. □

— James Menzies can be reached by phone at (416) 510-6896 or by e-mail at [jmenzies@trucknews.com](mailto:jmenzies@trucknews.com).



# My transportation wish list for 2008

As I began to write my editorial this month, I noticed my eight-year-old son quietly working away at preparing his Christmas list – and I'm sure he'll be checking it more than twice (just like I'm sure that yellow Labrador he's been lobbying for the last two years will be on it.)

So I thought I would follow his example and prepare my own wish list for the industry this coming year:

My first wish is that carriers and shippers find smarter alternatives to the below-cost pricing going on in some lanes.

The current shortage of freight is creating a bargain mentality when it comes to rate shopping. As Scott Johnston, president of Yanke Group, pointed out at our recent shipper-carrier roundtable, contracts in a lot of cases these days don't seem to be worth the paper they're written on. No sooner are

## Viewpoint

Lou Smyrlis  
Editorial Director



they signed than the carrier finds there is rate action taking place and he's back revisiting the customer. I fully understand shippers are also under considerable pressure during a slowing economy to reduce their costs. Transportation costs as a share of revenue can look pretty wonky when revenue is dropping. However, it's wise for shippers to remember what another member of our roundtable, Bob Ballantyne, who as head of the Canadian Industrial Transportation Association speaks for some of the largest shippers in the country, advised: "You don't do yourself any favours if your

suppliers are losing money. We try to encourage our members to take a longer term view in dealing with carriers."

For me that longer term view involves investing in technologies and practices – online dock scheduling, electronic tendering, capacity forecast sharing and incentive based contracts, to name a few – that help boost efficiencies for both the shipper and the carrier. And it also involves carriers adopting pricing strategies that are sophisticated enough to retain the competitiveness of their clients by doing away with rate volatility.

My second wish is that the provinces considering backing away from their commitments to adopt Canada's new standard for hours-of-service stop their small-time thinking and consider the good of the industry, and our country, as a whole.

As Canadian Trucking Alliance

CEO David Bradley correctly points out: "From the outset of discussions more than 10 years ago to put a new hours-of-service rule in place, a fundamental – perhaps the most important – undertaking given to the trucking industry by the federal and provincial governments was that the new regulations would be uniformly applied across Canada as a National Safety Code standard instead of a hodge-podge of inconsistent provincial regulations."

In this age of world trade, great countries have great transportation systems. Also-runs have transportation systems hampered by a patchwork of legislation that addresses regional needs while ignoring national aspirations. Which country do we want to be?

So Santa, if you can work on the wish list above, I'll see what I can do about that yellow Lab. □

— Lou Smyrlis can be reached by phone at (416) 510-6881 or by e-mail at [lou@TransportationMedia.ca](mailto:lou@TransportationMedia.ca).

## Did you know?

### The size of the Canadian Truck Fleet

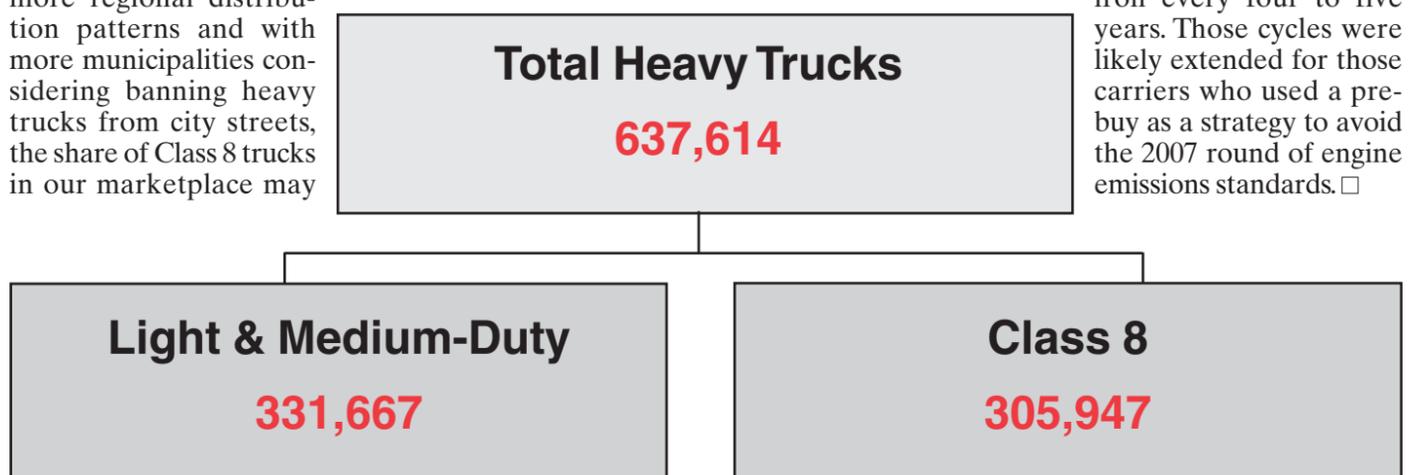
Truck freight in Canada is carried on a fleet of about 640,000 trucks (vehicles with a registered weight of at least 4,500 kg/10,000 lbs), according to Statistics Canada's Canadian Vehicle Survey. Most of these ply our highways and roadways. The remainder work off highway or in specialty applications such as snowplowing, fire fighting, etc.

The predominance of Class 8s (15,000 kg/33,000 lbs or more), has been growing in recent years. They account for about 306,000 of these vehicles or close to half of the total truck population. However,

it's questionable if that trend will continue. With domestic freight growing faster than international freight in recent years, the move to more regional distribution patterns and with more municipalities considering banning heavy trucks from city streets, the share of Class 8 trucks in our marketplace may

have reached its peak and there may be a growing emphasis on Classes 5-7 in coming years. Most Canadian fleets (35%) are on four-

to five-year trade-in cycles for their heavy-duty trucks. A greater percentage (42%) of owner/operators are also updating their heavy-duty iron every four to five years. Those cycles were likely extended for those carriers who used a pre-buy as a strategy to avoid the 2007 round of engine emissions standards. □







## WHAT IF?

Do you have a recovery plan in place in the event of an accident? A look at how you can keep your towing and recovery costs to a minimum.

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feature of the month...

**TIRE TALK:** Are you getting the most out of your tire investments?

Probably not if you're not tracking your tire costs and retreading your casings. A look at how you can develop a tire management program that directly impacts your bottom line.

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## AWARD TIME

Complete coverage from the OTA's annual convention, including who won what awards.

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## CONTRACTS

Well-written and carefully-worded contracts are the key to avoiding problems with your customers. Experts share some tips on how to keep yourself out of disputes with your shipper customers.

PAGE **55**



## NEW DIGS

TransX has opened a new, and much more modern, Montreal terminal. It features luxuries for drivers and can be expanded to keep up with the fleet's future growth.

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## monthly columns...



### TESTING THE WATER

By *Bruce Richards*

The Canadian Human Rights Commission is re-examining its policies on drug and alcohol testing.

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### GROWING CYNICAL

By *David Bradley*

HoS harmonization, border infrastructure causing concern.

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### JACK FROST

By *Christopher Singh*

With the dead of winter just ahead, what you should know about avoiding frostbite.

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### MAKING THE BEST OF IT

By *Kevin Dutchak*

Been in an accident? How to make the best of a bad situation. Being prepared can save you time and money.

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### GOING GREEN

By *Karen Bowen*

Why your New Year's resolution should involve eating more greens.

PAGE **52**



### GIVE US A BREAK

By *Joanne Ritchie*

OBAC works with Ontario to implement full-service rest stops for truckers.

PAGE **46**

## Behind the headlines

*Truck News* is pleased to add award-winning trucking journalist, Eric Berard, to its team of editorial contributors.

Berard has 20 years of journalism experience, 10 of which have been spent specializing in the transportation and trucking industries.

He is currently chairman and Canadian representative on the Truck Writers of North America Board of Directors.

Berard has been the recipient of several editorial awards while covering the trucking industry.

This month's issue contains several articles from Berard.

He reports on TransX's new Montreal terminal on pg. 58. Explains a new invention that helps poor drivers achieve better fuel economy on pg. 62.

He also covers the latest Market *Let's Talk* seminar on profitability which was held recently in Montreal, Que.

And all the way from Germany, he files an in-depth look at Daimler's global efforts to go green which can be found on pg. 67.

"Eric's insightful reporting and knowledge of the Quebec trucking industry will help keep our readers informed about key issues in the Quebec trucking industry," announced James Menzies, executive editor of *Truck News*. "His coverage will complement that of Carroll McCormick, who has provided *Truck News* readers with coverage of the Quebec trucking industry for more than 10 years." □

## SelecTrucks to sponsor Driving for Profit seminar

**LONDON, Ont.** – The Driving for Profit seminar series has agreed to an exclusive sponsorship arrangement with SelecTrucks of Canada.

The Driving for Profit Seminar Series, hosted by NAL Insurance and KRTS Transportation Specialists, is billed as "Your Connection to Transportation Industry Experts" and will be delivered in four different sites across Ontario starting in January.

Nevio Turchet, manager of SelecTrucks of Canada, says he is excited to become the exclusive partner for the series.

"It is always a pleasure to be part of a professional endeavour such as the Driving for Profit Seminars," he says. "The trucking industry is built on relationships and these events will open the door to many more."

The dates for the seminars are Jan. 24 in London, Apr. 10 in Windsor, Aug. 21 in Kingston, and Oct. 23 in Toronto.

The cost to attend is \$49 per person. Each event will run from 9:30 a.m. to 1 p.m. and will include breakfast and lunch.

To register and for more information visit [www.driving-forprofit.com](http://www.driving-forprofit.com) or call 800-265-1657. □

## NAFTA trade reaches new heights

**WASHINGTON, D.C.** – Canada-US freight shipments reached record levels in 2006, according to the latest stats published by the US Department of Transportation's Bureau of Transportation Statistics (BTS).

More than \$866 billion in goods were shipped across the US borders with Mexico and Canada in 2006, a 9.7% increase over the previous record set in 2005.

About 475 million tonnes of freight crossed borders between North American nations, the statistics report. US trade with Canada and Mexico increased by more than US\$252 billion (41.1%) between 2001 and 2006.

The value of freight shipments between the US, Canada and Mexico grew at an average rate of nearly 7.1% per year between 2001 and 2006. Goods shipped in trade between the US and Canada surged 40.2% over this period.

Trucks were responsible for hauling 62% of this freight, with rail getting 15% of the pie.

Trucking enjoyed the largest modal increase in shipment value from 2005 to 2006 at US\$43 billion.

Not surprisingly, the Windsor-Detroit border crossing was the busiest, with US\$115 billion in road shipments passing through in 2006.

For a more detailed statistical analysis, visit <http://nats.sct.gob.mx/>. □

## Peace Bridge tolls changed to reflect value of loonie

**FORT ERIE, Ont.** – Tolls on the Peace Bridge have been changed to reflect the rising value of the Canadian loonie.

All commercial tolls are at parity as of Dec. 1, 2007, reported the Buffalo and Fort Erie Peace Bridge Authority.

"Clearly the rapid rise of the Canadian dollar led to a toll differential that was untenable and the Board acted to rectify that situation," said Anthony Annunziata, chairman of the bridge authority.

The authority also announced it will re-evaluate toll pricing twice a year to ensure the rates accurately reflect the value of the US greenback relative to the Canadian loonie. □



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# Many Alberta-bound truckers now heading home

## ■ Continued from page 1

growth rate of about 3% into 2008 (down from 4% this year) tied to cost pressures, labour shortage, and shortage of materials," he said.

British Columbia, Saskatchewan and Atlantic Canada appear to be benefiting in some ways from Alberta's losses. B.C. and Saskatchewan anticipate healthy job growth as the cost of living in Alberta grows and jobs spill over to the neighbouring provinces.

Atlantic Canada, meanwhile, has seen a renewed flurry of activity in energy, utilities, construction and manufacturing, with New Brunswick leading. In Nova Scotia the forestry sector continues to decline.

"In Ontario and Quebec, in

2008 we predict continued lean times with contraction in manufacturing," said Burleton.

And all of the provinces face broader, long-term challenges with regard to infrastructure.

"There are optimistic signs that the government is getting the message about this challenge but it's a long-term issue. Border fees and infrastructure are huge setbacks. There's still a need for the provinces on the whole to look at improving trade opportunities," said Burleton.

The data has not been lost on Canada's provincial trucking associations, which have been ramping up efforts to meet the challenges ahead.

### British Columbia

According to British Columbia

Trucking Association president Paul Landry, southbound volumes in the province were already slowing down even prior to a significant rise in the dollar.

But on the jobs front, with Alberta's economy cooling slightly, Landry said that carriers in B.C. are finding it a bit easier to find qualified workers.

He said the BCTA is pleased with funding commitments to improve infrastructure in the province.

These include improvements to the Trans-Canada highway, the South Fraser perimeter road, key east-west and north-south routes Highways 10 and 15, and bottlenecks removed at Kicking Horse Pass and Kelowna.

On the environmental front, Landry has made several recom-

mendations to B.C.'s Select Standing Committee on Finance and Government Services that he said would provide financial incentives to encourage the trucking industry to step up its efforts to reduce greenhouse gas and smog emissions.

"We've indicated our strong desire and willingness to work with government on environmental initiatives. We want government to provide more regulatory flexibility (weight forgiveness for APUs, and the widespread allowance of super singles). We've also requested that government consider financial incentives for the acquisition of new trucks and for legacy fleets, such as forgiving sales tax for new equipment, waiving first year registration or licensing fees, etc.) While it's difficult to say what their response will be we wanted them to understand the industry's resistance to acquiring new equipment," said Landry.

BCTA has been pushing for minimum truck driver training that would be available through a coherent and consistent training system of approved institutions. The program would consist of pre-Class 1 licensing and on-the-job training by employers who also have to meet certain standards. ITA-approved driver trainees would be distinguished from regular Class 1-licence holders, would allow access to student funding for trainees and facilitate graduates' entry into the trucking industry.

At press time, the standard had received approval in principle by the province's Industry Training Authority (ITA).

"The next step is to begin working on the program itself for their consideration. This process will probably take us to February 2008. We've engaged a consultant to help us define the skills and knowledge required. We're hoping by late spring to have approval from ITA where we can move on and offer the program for fall 2008," said Landry.

He stressed that such a program would need a strong commitment from employers.

"While the smallest of companies would struggle to be involved in this program hundreds have enough trucks and infrastructure to deliver mentoring and on-the-job training," added Landry.

### Alberta

According to Mayne Root, executive director, Alberta Motor Transport Association, the trucking industry, like most other industries in Alberta, continues to have recruitment problems in all aspects of the industry from drivers to mechanics to office staff.

"We are competing with all of the other industries, some of which are able to pay better, even for general labour-type jobs. For drivers, insurance requirements and training costs make it difficult for younger people to get into the industry as they need to be over

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**GRASS NOT ALWAYS GREENER:** The slowing oilpatch and skyrocketing cost of living in Alberta are causing some drivers who fled there with dollar signs in their eyes to turn around, which is good news for fleets in other provinces.

21 and have the proper class of licence just to get started and, at that time, they certainly aren't qualified to jump into a tractor-trailer unit and hit the road. The company then has to provide them with on-the-job-training and mentoring to get them to the point that they can safely operate the equipment and handle the freight," he said.

In the late '90s the association, together with industry, developed the Transportation Training & Development Association to address the need to attract more people to the industry and provide the required training for them to be successful.

"In 2007 we received final approval from Advanced Education and Alberta Infrastructure and Transportation to conduct a pilot project for a college level course for professional drivers. Red Deer College and driving schools in Edmonton, Calgary and Lethbridge are working together to provide in-class and behind the wheel instruction for the multi-week course that is eligible for student funding. Unfortunately, conditions were placed on the program to not include the Class 1 training and licence. As a result, we are having difficulty getting students for the pilot project. The employers have adjusted their rate structure and benefit plans to maintain their current driving staff and to attract other, mature people to the industry. In addition, they have had to adjust their shift scheduling to better appeal to new entrants. Some carriers have also begun hiring foreign workers, where possible.

"As far as the business situation, the drilling sector has slowed considerably over the last year. I have heard that as few as 27% of rigs are working this year compared to 2006. This means a slowdown in the hauling of pipe, equipment and supplies to that industry but that is the only sector that has experienced a slowdown. I am still getting calls daily looking for companies who can carry goods within the province, nationally and internationally. We do not see this slowing into next year. The border security issues continue to add cost and time to highway transportation going south and coming back into Canada and many companies have completely pulled out of the international market but the rest are doing

what they have to, to meet the constantly moving and more demanding requirements."

With regard to infrastructure, said Root, Alberta has been fortunate to have a well-established highway network but they are now encountering difficulty in keeping it properly maintained and upgraded.

"At last note from the province, they are several hundred million dollars behind on this. With the availability of more funding being announced in the last few months, we have seen an increase in the number and scope of projects being started – Calgary and Edmonton ring roads, Highway 63 to Ft. McMurray, improvements to the

**Continued on page 12 ■**

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## Excess capacity in Manitoba

■ Continued from page 11

Highway 3 corridor in southern Alberta, several interchange upgrades throughout the province, etc. These projects may be causing some traffic delays now but will result in safer and better highway systems in the future.”

### Saskatchewan

According to Al Rosseker, executive director, Saskatchewan Trucking Association, the province is facing an acute driver shortage with many companies making use of the Saskatchewan Immigrant Nominee Program (SINP), which allows Saskatchewan to nominate applicants, who qualify under criteria established by the province, to the federal government for landed immigrant status.

“It’s a longer process than we’d like,” said Rosseker. “We also have the largest truck driver training school in Saskatchewan, which trained 1,200 drivers last year.”

There are also lots of initiatives to bring in new candidates from First Nations communities. While Rosseker said there isn’t a groundswell, it’s a step in the right direction. “There are members of our association working almost exclusively in the north (of the province),” he noted.

Southbound volumes have also not been good for the province.

“We’re not going to hurt as much as Ontario but goods aren’t moving. Some of the commodities are still flowing but the stronger dollar is making them more expensive,” said Rosseker.

The association, which in 2007 celebrated its 70th anniversary, has set out some key priorities for 2008.

“We would like to develop more partnerships with training entities. We’re also branching out with a pilot project on heavy equipment training as there is a shortage of skilled operators

there too. There are so many components to trucking and a wealth of opportunity in the industry,” said Rosseker.

At press time, the province of Saskatchewan also announced a primary weight corridor network called Clearing the Path (CTP), with aim to increase primary weight access on municipal roads throughout the province for a more integrated transportation network.

### Manitoba

Bob Dolyniuk, Manitoba Trucking Association’s executive director, said that there is currently excess capacity in the province.

“The auto, pulp and paper and BSE (mad cow) crisis have meant a shift in market focus for carriers. They have looked to other markets to keep their trucks busy,” he said. “We’ve been in this situation for over a year with excess capacity southbound and even domestically,” he added.

It has de-stabilized pricing and Dolyniuk said he expects a shake-out ultimately.

“Some carriers have just walked away from certain routes.”

With excess capacity, admittedly, some of the pressure is off the driver shortage, but Dolyniuk said the issue is not on the back burner and only means the association is looking harder at the question of making its membership more efficient and productive.

MTA members are actively involved in the immigration nomination program. Manitoba Public Insurance is also launching a \$5 million program over the next three years to train 250 new entrants per year for the industry, he said. Dolyniuk said that centres such as Winnipeg are well placed to attract business with the promotion of trade corridors like the Asia Pacific Gateway.

“As the cost of living rises with wages in Alberta, it’s less com-

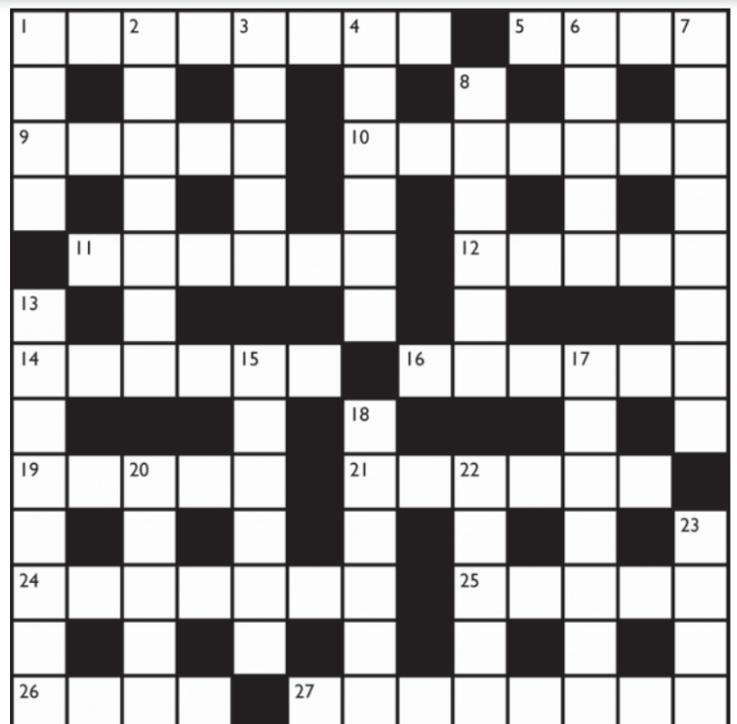
# THIS MONTH'S CROSSWORD PUZZLE

### Across

1. Overly aggressive driving behavior (4,4)
5. Full-retail price, briefly (1,1,1,1)
9. A Petro-Canada engine oil
10. Pneumatic-suspension brand (3,4)
11. CB query, “Got your \_\_\_\_?” (4,2)
12. Late-'70s Chevy conventional
14. Overtakes a slowpoke
16. Collision type (4,2)
19. Streets, boulevards, etc.
21. Road \_\_\_\_, Australian multi-trailer rigs
24. Lode King offering
25. Cops, you might say
26. Word following on or off
27. UPS or FedEx drivers

### Down

1. Certain traffic lights
2. Pneumatic-suspension components
3. Pistons’ jewelry
4. Passenger on “Beverly Hillbillies” truck
6. Sends goods by commercial transport
7. VW Beetle, a.k.a. \_\_\_\_ roller skate
8. Adjustment on 18-Down item
13. It’s in 0/0
15. Ford’s famous fifties failures
17. Cargo protection or support material
18. Truck-tunes source
20. Anti-theft-system noisemaker
22. Traffic-light color
23. Words in fixer-upper truck ad (2,2)



Answers on page 68

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pulling to locate consolidation and distribution centres there, where the wage scales are competing with the oil industry.”

Manitoba has announced \$4 billion in funding over 10 years to

fund infrastructure. They’ve also committed \$400 million over five years for bridges.

“These have not had the attention they’ve needed,” said Dolyniuk. “But if these projects

don’t go through during this time-line, then the funds will go back into general expenditures and not into infrastructure.”

On the environmental front, Manitoba is looking at an ethanol

and biodiesel mandate over the next few years.

**Ontario**

According to David Bradley, presi-  
**Continued on page 15 ■**





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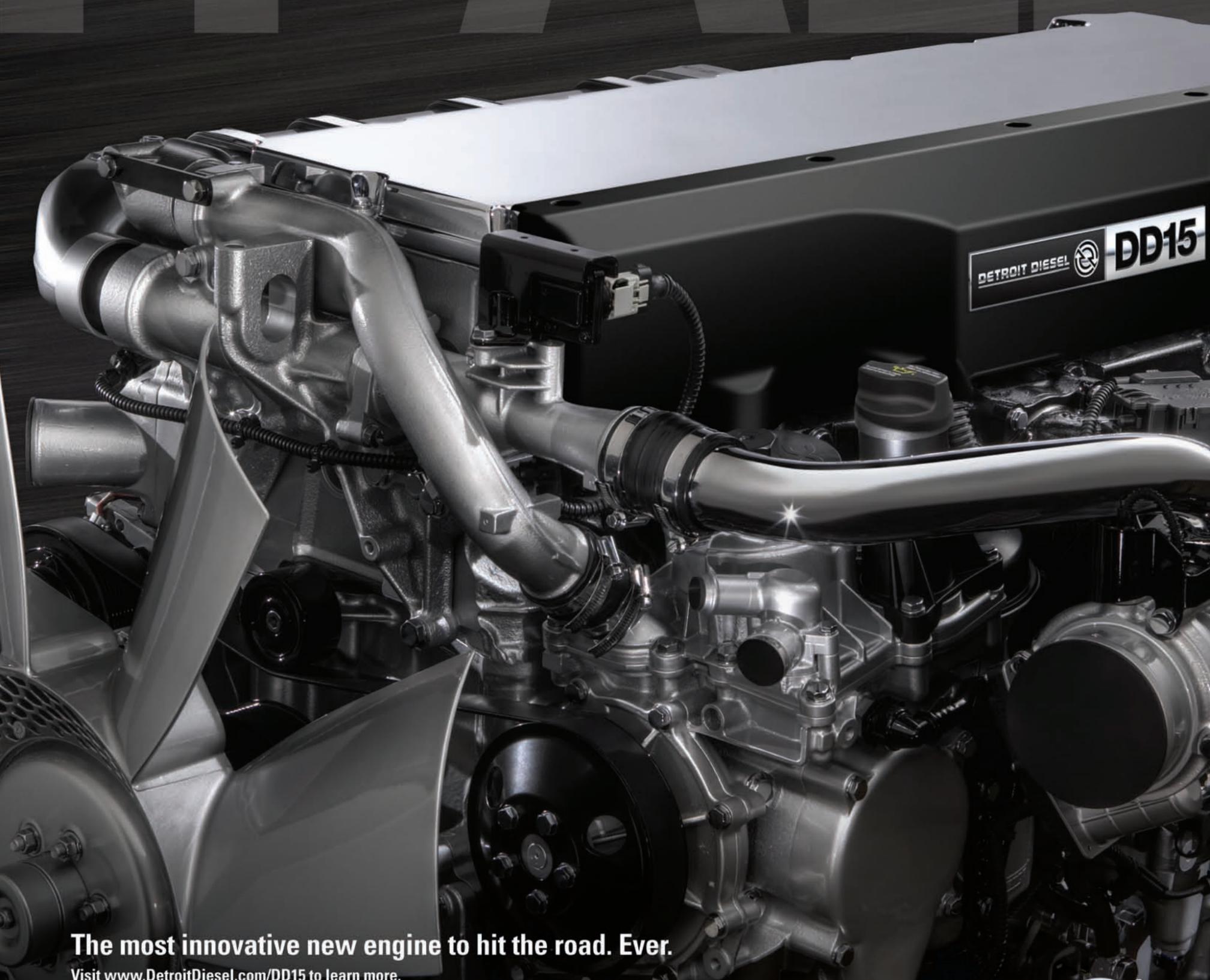
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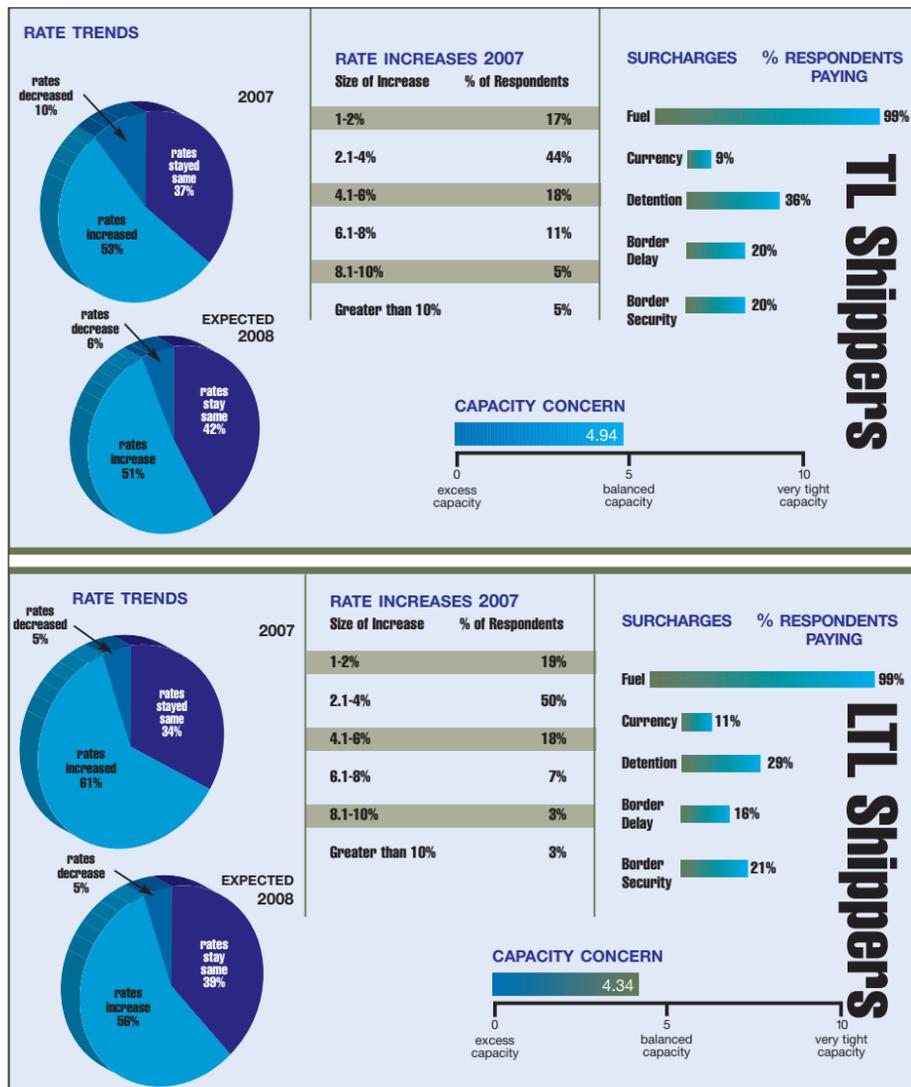
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**BY THE NUMBERS:** Canadian shippers believe there is excess capacity in both the TL and LTL markets, according to our annual Transportation Buying Trends Survey, and as a result expect continued downward pressure on rates. Whereas back in 2005 80% of shippers using truck transportation accepted rate increases, only about half expected to do so for 2008. And the magnitude of those increases (exclusive of surcharges) is also down with the majority of shippers expecting increases anticipating a 2.1-4% increase. While almost all shippers pay a fuel surcharge there is already evidence that carriers are having a tougher time making other surcharges, such as for border-related costs and delays, stick.

## Downward pressure on rates

■ Continued from page 13

dent, Ontario Trucking Association, the tight capacity situation of a few years back has evaporated with the flight of the Canadian dollar, combined with woes in the domestic auto manufacturing industry.

“Whenever you have an over-capacity situation in a competitive marketplace you will see downward pressure on rates and that is what is happening in the trucking industry. Many carriers are trying to keep equipment that would otherwise be parked up against the fence on the road or retain their drivers for when things do eventually turn around. Personally, while shippers are doing what they can to reduce transportation costs – and they have the upper hand in rate negotiations for now – I do not see the current rate situation as sustainable over the longer term,” he said.

“Operating costs continue to go up and must be paid for; the economic cycle will eventually begin to turn up again at some point; and the demographics of the driving force clearly point to a deepening driver shortage in the future, which is perhaps the single most signifi-

cant factor impacting capacity levels. For now though, it’s batten down the hatches,” said Bradley.

On the infrastructure front in Ontario, the OTA noted that while the province has done a pretty good job in maintaining highway budgets at or above a billion dollars per annum for the past number of years, the needs in Ontario are great.

“The problem is that the infrastructure gap is so great. It also takes an excruciatingly long time to get approvals for highway investments.

The Windsor situation is but one example. Both the federal and the provincial governments have committed to having the Detroit River International Crossing report completed by the end of this year and I think it is important that we hold them to this deadline. We have already seen how easily delays can add up to several years. Moreover, once the report is in, it is imperative that the politicians at Queen’s Park and Ottawa actually follow through on the recommendations. The time for consultation and new proposals is over. On the broader infrastructure front the challenge

‘The industry’s economic goals have never been as aligned with the environmental agenda as they are now.’

David Bradley

Continued on page 16 ■

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CANADA

# Infrastructure worries dog Quebec

is always to ensure a proper balance between transit (which is presently very much in vogue) and highways," said Bradley.

He said that OTA fully expects the Ontario and Quebec governments to introduce legislation on speed limiters before the end of 2007. The plan would be for it to become law by the spring and fully operational by January, 2009.

"The industry's economic goals have never been as aligned with the environmental agenda as they are now. CTA is working towards some sort of rebate program for enviroTrucks as early as the 2008 federal budget. There will also be a role for the provincial government, not only in terms of financial incentives but also in terms of some flexibility in the weights and dimensions standards to accommodate things like wide-base sin-

gle tires, aerodynamic fairings and APUs without payload penalty," said Bradley.

From an economic point of view perhaps the single biggest issue on OTA's agenda could be the outcome of federal-provincial discussions aimed at harmonizing the provincial sales tax and MJVT (multi-Jurisdictional Vehicle Tax) with the GST.

"It would be great for the industry if that were to happen," said Bradley.

## Quebec

The government of Quebec is embarking on a road network modernization that includes the creation of an agency specializing in managing overpasses and bridges and the funding thereof. It is also launching a road network recovery plan, the introduction of new methods and new practices to monitor

the network, and dissemination of complete, permanent information in real time for all citizens.

Quebec's Minister of Transport, Julie Boulet, announced these initiatives following a report of the Commission of Inquiry on the De la Concorde Overpass in Laval, which collapsed on Sept. 30, 2006.

The government's objective is to restore 83% of the roads and 80% of the structures to good condition within 15 years. A total of \$11.6 billion will be invested over the next four years to complete the first five-year plan, 29% or \$3.5 billion of which will be allocated to conservation of structures. For conservation of roadways, over \$2.9 billion, the equivalent of 25% of the budget, will be allocated to improve the network.

"The construction and management of structures are increasing-

ly complex all over the world. To stay on the cutting edge, we have to specialize," said Boulet.

The Quebec trucking industry, meanwhile, has spent a large part of 2007 dealing with a Transports Quebec ban on heavy trucks from 135 bridges and overpasses, following the Ministry's release of a list of structures requiring inspection.

Double trailer trucks were banned from the listed highway structures, and trucks that normally require special permits to haul heavy loads were not allowed to request clearance.

Marc Cadieux, president of Quebec's trucking association, said the ban has affected transportation costs, with trucking and the end consumer shouldering much of the burden of increased rates due to detours imposed on trucking companies. Cadieux said the industry was essentially paying for years of infrastructure neglect.

Transports Quebec recently lifted travel restrictions on 31 of some 55 recently inspected bridges and overpasses. At press time, the Ministry had determined that no further intervention will be necessary for 29 structures while some 21 would need significant repairs. Of five more that were inspected, the level of intervention needed has yet to be determined. Some 60 more structures are still to undergo evaluation and the timeline for that is proceeding normally, said the Ministry.

While the Quebec Trucking Association (ACQ) has welcomed news from MTQ about the infrastructure initiatives, still on the table is the issue of whether or not trucking companies can be compensated for the extra costs they've been subject to.

To recoup costs, noted the ACQ, they would have to demonstrate gross neglect on the part of the Quebec government.

Meanwhile, Canada, Ontario and Quebec have also signed an MoU to develop the Ontario-Quebec Continental gateway and trade corridor, which aims to optimize the connections between air, marine, road and rail transportation to better meet current and future demands in transportation.

## Atlantic Provinces

According to Atlantic Provinces Trucking Association (APTA) executive director, Peter Nelson, the high Canadian dollar is affecting the forestry sector in New Brunswick and Nova Scotia, but the manufacturing sector in the Maritimes, which he said often gets left out of the mix, has also been affected. Meanwhile Saint John, New Brunswick is becoming an energy hub, with the possibility of a second refinery being constructed there and a second or even third nuclear reactor at Point Le Preaux.

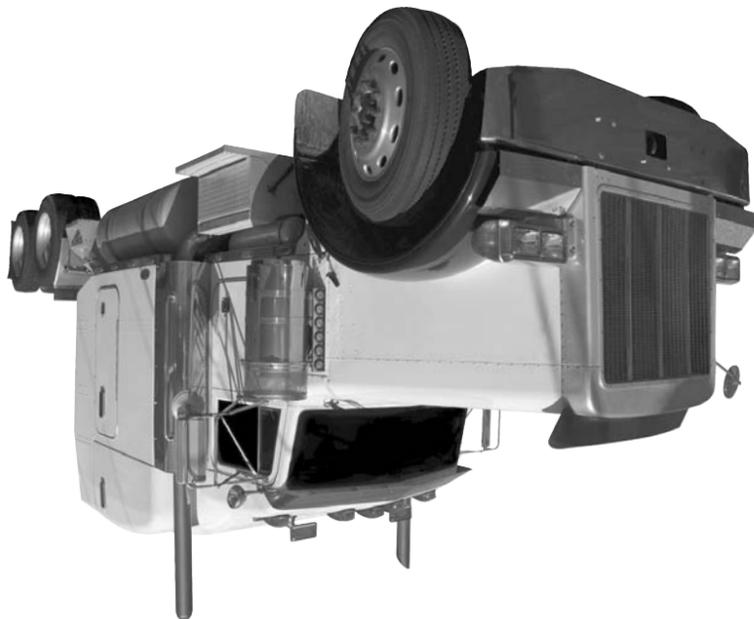
"We're all facing the same issue," said Nelson of the Atlantic provinces. "We're in a global war for qualified workers, whether for the oil and gas sector or for trucking, even into the administrative positions."

The upside, he said, is that all of these initiatives are a draw to win workers back from Alberta.

Continued on page 18 ■



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# Tolls taking a toll in the east

Continued from page 16

"Hopefully the boom will assist other sectors in recruiting," he said.

Gord Peddle, recently elected chairman of the APTA and president of D.D. Transport, notes that while the decline in drivers hasn't completely subsided, a decrease in capacity has helped ease driver demand.

Further still, many Maritimers who have succumbed to the allure of Alberta – overflowing with as much employment as oil – are now finding that there's really no place like home.

"A lot of the drivers that went to the west (have discovered that) the west is not what they want. The money sounded great, but they want to be home," Peddle says. Maritime trucking companies have also been working to close the gap between higher wages found in Alberta and lower wages in Atlantic Canada, Peddle says.

But the mass exodus of Maritimers is nothing new to the region. Peddle compares Atlantic Canadians – especially Newfoundlanders – to nomads, wandering from region to region in search of work. "We've moved around the country since the '60s to find work and I don't think that's going to change overnight. That's just the culture."

Nelson said that many parts of the Atlantic provinces are seeing

manufacturing pulling out because the market is not there. This is exacerbated by problems such as tolls and the costs of the Marine Atlantic ferry system.

"Day & Ross could take a 53-foot van load of french fries to Vancouver and never pay a toll the entire way, whereas going from Borden, P.E.I. to Newfoundland will cost you \$500 in tolls. The phrase 'The \$8 head of lettuce' in Newfoundland was coined here," he said.

"Newfoundland is a consumer and not much more comes back from there, and this is true in many parts of Atlantic Canada. We have a stagnant or declining population base, and we're increasingly not a market for shippers, producers and manufacturers, which in the end reduces choice for Atlantic Canadians. We're at a tipping point cost-wise," said Nelson.

A decrease in capacity can also mean a decrease in association dues for the APTA, so the group is now developing new ideas for sustainability, Peddle says.

In summer 2007 the president and CEO of Cianbro Corp. put forth a proposal for an east-west toll highway in Maine that would run from Calais to Coburn Gore and that would reduce travel time, costs and fuel emissions for the 1,000 American and Canadian trucks that travel through Calais daily. For this alternate to be considered as a feasible route, though, New Brunswick would be required to twin the highway from Point le Preaux to St. Stephen and Quebec would have to build a new highway.

"But we won't use the road unless it's easier for us to get into or out of the US," said Nelson.

And with the increased bureaucracy at the border, an issue for trucking overall, this isn't a likely scenario anytime soon.

Nelson added that trade promotion initiatives such as Access Atlantica, (with the Atlantic provinces, Quebec and several northeastern States) and the recently announced Saint John Gateway project, are promising if they can meet the needs of the various modes of transport.

"The pitfalls of gateway projects are that we could bring all sorts of containers in through the ports but they'd still be stuck at the border," says Nelson. "Drivers do not want to cross the border anymore but if you eliminate the market it becomes a huge issue."

Another thing that's huge for APTA is that it represents four provinces with no one set standard on weights and dimensions. This is an ongoing issue APTA hopes to resolve in the future.

New Brunswick, meanwhile, has gotten ahead of the curve on bringing in more long-combination vehicles, facilitated by the completion of the four-lane Trans-Canada highway November 1 (between Grand Falls and Woodstock). □

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– With files from Adam Ledlow

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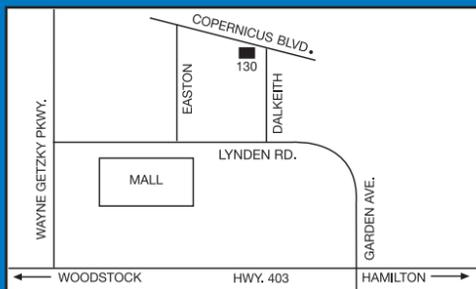


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# OEMs asked to make stability systems standard

■ Continued from page 1

that also incorporate a yaw and steer angle sensor which interpret driver input. There are also trailer-only systems.

“Our members are convinced that the current anti-rollover technology performs well with all types of tractor-trailer configurations and should become part of all standard new vehicle packages,” David Bradley, president of the OTA announced at the association’s annual convention in mid-November.

The association has written to all truck makers, urging them to make the technology standard on new vehicles. As *Truck News* went to press, Barrie Montague, senior policy advisor with the OTA said “We’re in a waiting situation because they haven’t responded yet.”

Volvo and Mack already have made stability systems a non-deletable option on new trucks, meaning customers can opt to remove the system, but they’ll pay for it regardless, which greatly reduces any temptation to do so.

Frank Bio, marketing manager with Volvo Trucks North America, pointed out Volvo went standard with its Volvo Enhanced Stability Technology on highway tractors in 2005. He said the company supports the OTA’s policy.

“We support it and are excited any organization determines that it should be standard,” he told *Truck News*.

In developing its policy, the CTA canvassed member fleets and according to Montague, even those that do not currently spec anti-rollover systems were on-board.

“The survey we did indicated they all think it’s a good idea – even the ones that didn’t have it said it’s a good idea,” Montague said. “Technology is becoming a very significant part of our industry...we have to adopt these things, it’s the right thing to do.”

Not surprisingly, manufacturers of stability systems were encouraged by the position taken by the OTA and its national umbrella organization.

“This is actually great news when an organization like CTA



**STANDARD SOON?:** If the CTA has its way, stability systems such as this one designed by Meritor WABCO, will be standard on all new trucks sold in Canada.

recognizes the value of technology such as stability systems – our concern is that they didn’t go far enough,” said Fred Andersky, marketing manager, electronics, with Bendix Commercial Vehicle Systems. He noted there’s a big difference between “full-” and “roll-only” stability systems and Bendix would have preferred the association to call upon manufacturers to make full-stability systems standard.

“We applaud the CTA’s efforts but we would have liked to see them go further,” he said.

Mark Melletat, marketing director with Meritor WABCO, said “Obviously, we have a great deal of interest in how OTA will pursue that (policy).” Meritor WABCO offers both a Roll Stability Control (RSC) and Electronic Stability Control (ESC) system.

Melletat said that if government gets involved in forcing the use of stability systems, he hopes they stop short of specifying particular types.

“We’d like to see a performance measurement established,” he said. “Don’t dictate the type of technology, dictate the performance of that technology. A performance measurement allows flexibility for future design and doesn’t specify all the componentry.”

Most fleets that currently spec’

stability systems believe strongly in the technology. Melletat said the “re-buy” rate (the percentage of fleets that purchase the system a second time) is nearly 100%.

“Typically, it’s the more educated fleets that are spec’ing the products,” he said. “Those that spend a little more time in their research and have pretty extensive data.”

He said one customer reduced its rollovers by 85% after implementing Meritor’s RSC system.

Montague said Canadian fleets using anti-rollover technology have noted a reduction in rollovers and all their associated costs.

“These things become an expensive accident,” he pointed out. “It’s not like a fender bender when these things roll over. Often there are environmental problems and chaos being created.”

But at a time when stringent emissions standards are driving up the purchase price of new trucks, will industry welcome the mandatory use of technology that will inevitably further add to the cost of new vehicles? And just how much more will trucks cost if stability systems do become standard?

Montague said the additional cost is as little as \$800 per truck and with a four- or five-year life cycle “a \$200 per year increase in

premium on that truck is well spent.”

More specifically, the Meritor WABCO RSC system is listed in the data book at about US\$750. Its ESC system costs about US\$1,500. The Bendix full-stability system lists for about US\$1,900-\$2,100, with OEMs ultimately setting the price, noted Andersky.

Depending on your negotiating skills and the size of your order, however, customers would likely pay less than the list price.

“When you figure that into the total price of the vehicle, it’s less than 2%. And when you take discounts into effect, it’s less than 1% when it comes down to it,” Andersky pointed out. “If you look at the list cost of a chrome bumper, it’s about \$1,700-\$1,900. So if you’re willing to put something shiny on the front, it might be nice to have something that keeps the shiny side up and doesn’t cost a lot more.”

And as Volvo’s Bio pointed out, there are economies of scale at play as well.

“As volumes go up, we’re able to negotiate better pricing,” he said. “And because we’re using higher volumes, the cost goes down for installation. The people on the lines are more familiar with it because they’re putting more on and there are fewer issues with rework.”

For now, OTA is anxiously awaiting a response from truck manufacturers. Montague said the association hopes they agree to make stability systems standard, so government intervention is not required. But if they fail to do so, the OTA appears poised to ask government to mandate the use of the technology.

“If we get the response that they will in fact make this mandatory, then we don’t need government to do anything,” Montague told *Truck News*. “I suspect this is going to be similar to the ABS situation, where carriers were introducing ABS long before it became a (government) mandated requirement.” □

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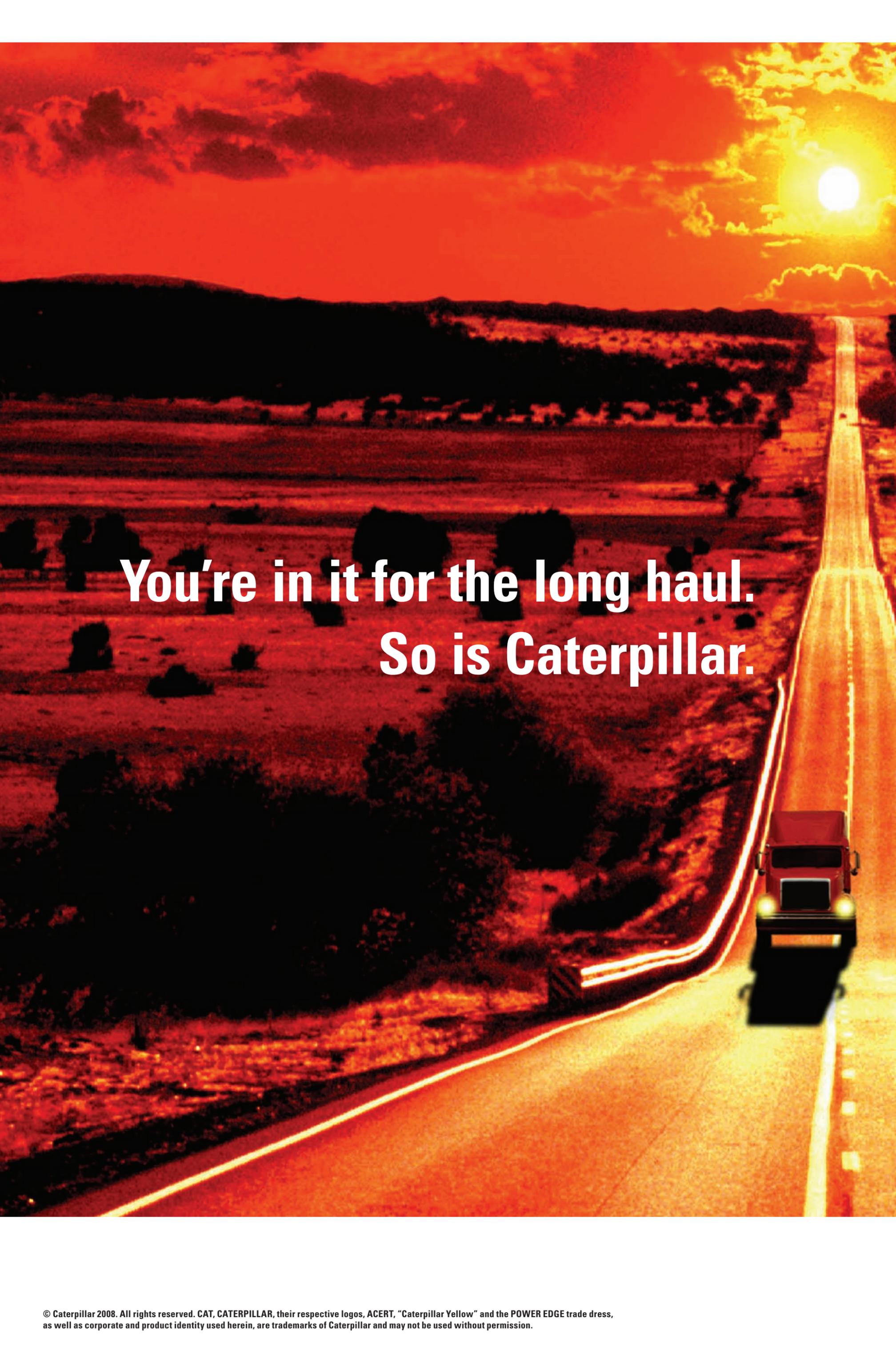
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# English, please

*Drivers who do not speak English well enough are being placed out-of-service in the US*

By Anne Peters

**TORONTO, Ont.** – Since July, truck drivers who fail to communicate sufficiently well in English with US enforcement officials have risked being put out-of-service.

But the decision to make English language proficiency an out-of-service violation is still controversial, especially in light of the fight between Federal Motor Carrier Safety Administration (FMCSA) officials and Public Citizen lobbyists over whether Mexican truckers should be allowed to operate in the US.

“The English language proficiency requirement has nothing to do with the Mexicans,” says Milt Schmidt, North American borders division chief for the FMCSA.

The new enforcement policy became a topic of discussion yet again when Schmidt appeared on a panel at the recent Ontario Trucking Association convention in November.

Schmidt pointed out language proficiency (in the language of the country being travelled in) has been a requirement of the Commercial Vehicle Safety Alliance since the North American Free Trade Agreement was created in the '90s.

Be that as it may, the English-language proficiency requirement has historically met with no little opposition, most strikingly from a group of truck drivers of Hispanic origin who were cited by Florida enforcement officials in the late '90s. US citizen and CDL holder Antonia Cuba led a group of plaintiffs in successfully challenging the rule in court in 1998, calling it: “constitutionally vague,” alleging that it “denied (the plaintiffs) equal protection by virtue of race, ethnicity, heritage or national origin,” “deprived (the plaintiffs) equal benefit of driving privileges,” and constituted “discrimination” and “malicious prosecution.”

To this day, the English proficien-

cy regulation is not enforced in Florida.

Still, Florida's decision not to enforce the language requirement offers little protection to non-US citizens.

In essence, a great deal of the anxiety over the effect of the language proficiency requirement stems from the ambiguity of the policy itself, say Canadian trucking industry insiders.

“I think the new enforcement policy puts too much power in hands of enforcement officials,” says Roman Wiktorowicz, editor of the Polish truckers' publication *Truck n' Roll*.

“It's completely subjective. How can a police officer measure language proficiency? And besides, it's absolutely unnecessary. If a driver can pass his CDL test in Canada, he clearly is able to communicate well enough to travel into the US.”

Wiktorowicz says he has yet to receive any complaints from his readers, but points to the fact that most Polish truckers arrived in Canada in the mid- to late '80s.

“Their language skills are much better now,” he says. “But still, what if they don't understand an accent? Some truckers may have trouble understanding a southern accent. Sometimes I can't understand the accent of a guy from Louisiana.”

Indeed, the question of whether an enforcement officer and a driver can understand each other's accents is a valid concern, says David Coombes, head of Success Immigration Services, a Victoria-based agency that recruits truck drivers and other workers from abroad.

“I think that having a minimum standard of English for people running trucks and other equipment on major highways is a good idea,” says Coombes. “But there are huge problems with the way US officials have decided to enforce this.”

Born in England, but educated in Canada, Coombes himself had to



**COMMUNICATION BREAKDOWN?:** Many drivers that are new to Canada can speak English just fine, thank-you. But others could be placed out-of-service under a language crackdown in the US.  
*Photo by Adam Ledlow*

take a proficiency exam when he decided to stay. He said even he had difficulty understanding some of the accents in the recordings that made up part of his proficiency test.

“Even so, I thought that it was better than having an official in another country or at a border crossing make that judgment,” says Coombes, who believes US DoT officials should offer an inexpensive English test to truck drivers as an alternative.

“It could be given online at a border crossing or at a Homeland Security office and that taking the test be a requirement only when that is available. I say inexpensive because it should be possible for a consultant such as me to be able to have foreign applicants take the test and be sure that if they pass, they will be admissible into the US.”

Indeed, now that immigration is playing such an important role in the Canadian trucking industry's recruitment of much-needed drivers, the need for Canadian carriers to recruit immigrants who can meet English proficiency requirements is that much more pressing.

“In the past, the majority of Canadian carriers have targeted countries where English is a second language,” says Linda Gauthier, executive director of the Canadian Trucking Human Resources Council. “But we also know that companies are now having to look at other countries where English isn't necessarily a second language, for example, the Philippines, Korea and some eastern bloc countries. Testing for English language proficiency when entering Canada is required, but it is not specific to the trucking industry. That means that if carriers don't invest time in upgrading the language skills of their drivers with regards to technical terminology, those drivers may have difficulty driving across the border.”

Bison Transport, based in Winnipeg, does provide English-as-

a-second-language training for new immigrant drivers.

Garth Pitzel, director of training and driver development for Bison, is convinced it's this kind of training that will keep Bison's new immigrant drivers in service when trucking south of the border.

“Will the new enforcement policy affect us? We don't believe so, because we have programs in place to ensure our drivers are capable of speaking and reading English – we provide about 30 hours of ESL training to make sure our drivers from overseas are comfortable and confident using the language on a day-to-day basis.”

As for the possibility of accents getting in the way of comprehension, Schmidt admits there is some subjectivity.

“The officer has to be able to understand the driver and the driver has to be able to understand and respond to the officer's questions.”

Schmidt was unable to provide the exact number of language-related OOS violations since the new enforcement regime began in July, but did say some drivers have been cited.

“In Minnesota I was told they stopped some vehicles with drivers who were communicating in some African language. I think they were from Somalia.”

Schmidt was not aware of any French-speaking Canadian truck drivers being cited to date.

And Pitzel did not anticipate Quebec enforcement officials would enact out-of-service violations against truck drivers travelling through Quebec but unable to communicate in French.

“That would be easy to fight,” said Pitzel. “After all, Canada has two official languages.”

Quebec trucking association officials did not return calls with regards to this matter. □

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# Atlantic Gateway given too much 'green' for greenfield projects: APTA

*More money needed to fund existing infrastructure, association chief says*

By Adam Ledlow

**DIEPPE, N.B.** – The Atlantic Gateway initiative is poised to put Canada's four Atlantic provinces back on the North American radar as a desirable hub for trade, but the Atlantic Provinces Trucking Association (APTA) is questioning the allocation of the plan's funding.

Peter Nelson, executive director of the APTA, which has been consulting with the four Atlantic provinces' departments of transportation concerning the Gateway project, says too much funding is being given to greenfield projects (projects that must be started from the ground up) instead of focusing on making adjustments to the region's existing infrastructure.

"It's creating more confrontation within the region rather than building on our strengths," Nelson says.

"When they came out and said they were going to commit to more greenfield projects, people said, 'Well, wait a minute; how does that benefit the region if you're creating more competition?' Instead of being one strong region, they're just going to keep watering it down. We'll have ports all over the place that we can't fill up."

As a "twin" of the successful Asia Pacific Gateway, the goal of the Atlantic Gateway is to combine the issues of ocean-based transportation, port development and infrastructure, and intermodal rail and trucking to create

a strategic, integrated and globally competitive transportation system, facilitating the movement of international commerce on North America's East Coast.

Ports in Canso-Cape Breton, N.B., Beldoon in Northeastern N.S., and Argentia on the Avalon Peninsula in Newfoundland, just south of St. John's are the newer ports which qualify for Gateway money, whereas old ports, like those in Halifax, St. John's and Saint John, have been left high and dry, according to Nelson. He says that this method of allocation is seemingly redundant because the existing ports are under-capacity as is.

This is in contrast to the Asia Pacific Gateway which was created because the Port of Vancouver

was beyond capacity.

"The Port of Halifax is nowhere near capacity and that's the downside to all this. What we really need in order to get Halifax back up to where it should be is (to create) better transportation routes linking us to Central Canada and/or the Central US," Nelson says.

Though the direction of the Atlantic Gateway has not been solidified yet, certain projects have been mentioned as candidates for funding, including the twinning of the Trans-Canada highway between Glasgow and Canso, N.S.

From a trucking perspective, the APTA has a number of hopes for the Gateway project, with goals both tangible and intangible.

For starters, Nelson says they'd like to see Hwy. 185 completed between Edmundston and Riviere-Du-Loup. He'd also like to see more money spent on studies for things like long-combination vehicles, to help the Maritimes stay competitive.

"We want to continue to be involved in the discussions and hopefully our input will help (decide) the direction that money goes (in)," he says.

Nelson also hopes that some of the money can be allocated to lobbying issues, like softening up the border.

But Nelson says it's about more than just bricks and mortar. The north-south paradigm, adequately addressed by the Atlantica project, is almost absent from Gateway which follows a more east-west path.

"We want to see both in terms of Gateway and Atlantica. We want to see those routes opened up to us." However, Nelson admits that the two projects can work together in this way, since all pathways would be intersecting in New Brunswick.

"You could look at (Gateway) as almost being in competition with Atlantica, but not. Atlantica is driven by the private sector (groups like the Atlantic Institute for Marketing Studies) and Gateway is driven by the public sector (the federal and provincial governments)," Nelson says. He calls Atlantica and the Gateway projects "parallel paths" that will likely converge, adding that he hopes Gateway will handle the infrastructure component that's currently lacking in Atlantica's plans.

To date, the provinces of Nova Scotia, New Brunswick, Prince Edward Island, and Newfoundland and Labrador, have only signed a Memorandum of Understanding (MoU) on the development of the Atlantic Gateway, which provides the framework for collaboration between Canada and the Atlantic provinces.

There have been no specific goals or a timeline set up for the Gateway as of yet, since the project is still in its infancy. □

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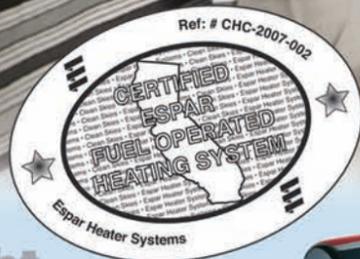
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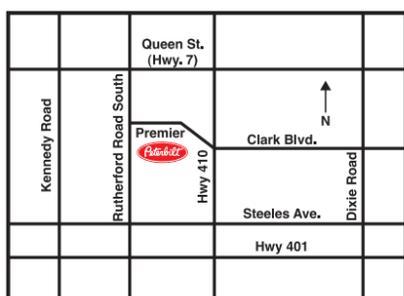
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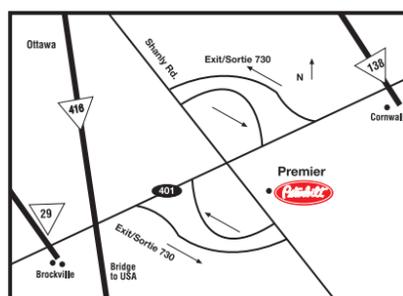
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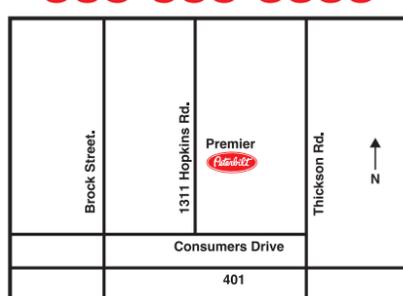


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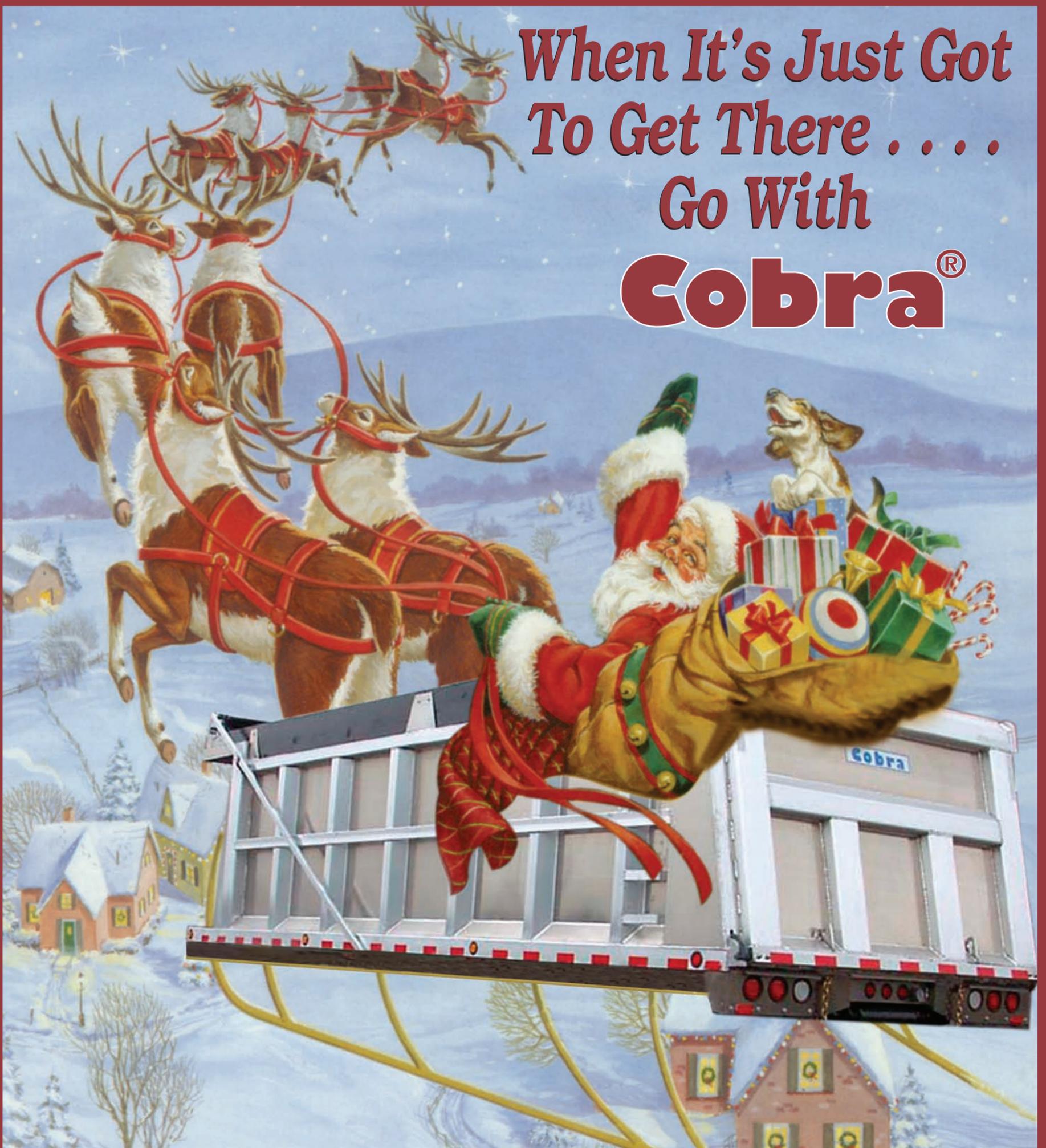
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# Quebec moves full speed ahead towards speed limiter rollout

By Carroll McCormick  
QUEBEC CITY, Que. – It looks like Quebec will be the first province on the block to have speed limiter legislation. If the recently-tabled Bill 42 (an Act to

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Amend the Highway Safety Code) passes the parliamentary hurdles, companies could be required to set their trucks' speed limiters' at a top speed of 105 km/h as early as Apr. 1, 2008.

The Bill affects trucks over 11,000 kilograms. It allows for certain, so-far unspecified trucks over 11,000 kgs to be exempt. Transports Quebec does not yet know whether the final wording of the legislation will cover only trucks with Quebec plates, or also trucks from other provinces or from the United States.

In November the Quebec Trucking Association (QTA), which fully supports this aspect of Bill 42, briefed the opposition parties in Quebec City about the arguments against speed limiters.

The QTA would like to see other provinces prepare speed limiter legislation too, so there will be no "inequities," as QTA president Marc Cadieux puts it, but clearly such a vision is not a show-stopper for Transports Quebec and the government. "There are discussions with other provinces and states about that. But a first scenario is to have speed limiters only for trucks with Quebec plates. A second scenario is to have limiters for all trucks. It is not definite," says a Transports Quebec representative.

One might think that Ontario would like Quebec to hold its horses until it can get its own speed limiter legislation in place – harmonization and all that – but a representative with the Ontario Ministry of Transportation (MTO) seems placid about Bill 42.

"There is an Ontario-Quebec working group and there are discussions about a harmonized introduction of speed limiters in the two provinces," says MTO representative Bob Nichols. "The staff are currently developing legislation that will cap speeds at 105 km/h. It could come in by the fall of 2008. It will be followed by a 12-month education period, so full enforcement could come in the fall of 2009."

Even though Bill 42 specifies an implementation date of Apr. 1, 2008, it is not at all unusual for actual enforcement dates to come much later, leaving wiggle room for harmonization, if desired. (Incidentally, Bill 42 specifies fines for non-compliance ranging from \$350 to \$1,050).

The Ontario Trucking Association (OTA) is happy with Quebec's unilateral declaration of speed limiter dependence.

"We are delighted that Quebec is the first province to move forward on it. We also have assurances that Ontario will move forward on it. The new minister, Jim Bradley, is aware of the commitment and there is no evidence of waffling," says Doug Switzer, OTA manager of government relations.

He adds that Ontario fleets are prepared to comply with Quebec laws to impose speed limiters.

One might wonder whether Quebec jumped the gun in introducing its speed limiter legislation. After all, Transport Canada

**"Ontario and Quebec have done their homework with their safety experts. We are not waiting for another generation to pass while the feds think about it,"**

*– Doug Switzer, Ontario Trucking Association*

is working on five studies to learn more about their use: trade and competitiveness; traffic safety and modeling; claims of environmental benefits; tampering; and fleet case studies.

According to Brian Orrbine, chief of motor carriers in the Road Safety Directorate of Transport Canada, the studies are expected to be completed and submitted to the Council of Deputy Ministers Responsible for Transportation and Highway Safety by the spring of 2008.

Switzer brushes aside the suggestion that any province should wait until the federal studies are

completed. "It took the feds 15 years to develop the hours-of-service rules. We think they are repeating work the other provinces have already done. Ontario and Quebec have done their homework and have worked with their safety experts. We are not waiting for another generation to pass while the feds think about it."

Transports Quebec fields the "why now?" question this way: "(Speed limiters) is a request from the industry. It is not from us. We do not have a study (on speed limiters specifically), but we know it is good for safety (other studies cite a relationship be-

tween speed and the likelihood of fatal injuries) and you pay less for fuel. It is good for the environment. That is why the industry associations want to put the Bill to the National Assembly."

The American Trucking Associations likely has no beef with this aspect of Bill 42 either. In an Oct. 26, 2007 letter to Ontario's MTO, the ATA writes, "We do not believe the adoption of a speed limiter regulation will impair US-Canada trade."

Bill 42 also forbids the use of cell phones while driving, but the wording, "hand-held device" satisfies Cadieux that truckers will still be able to use hands-free cell phones.

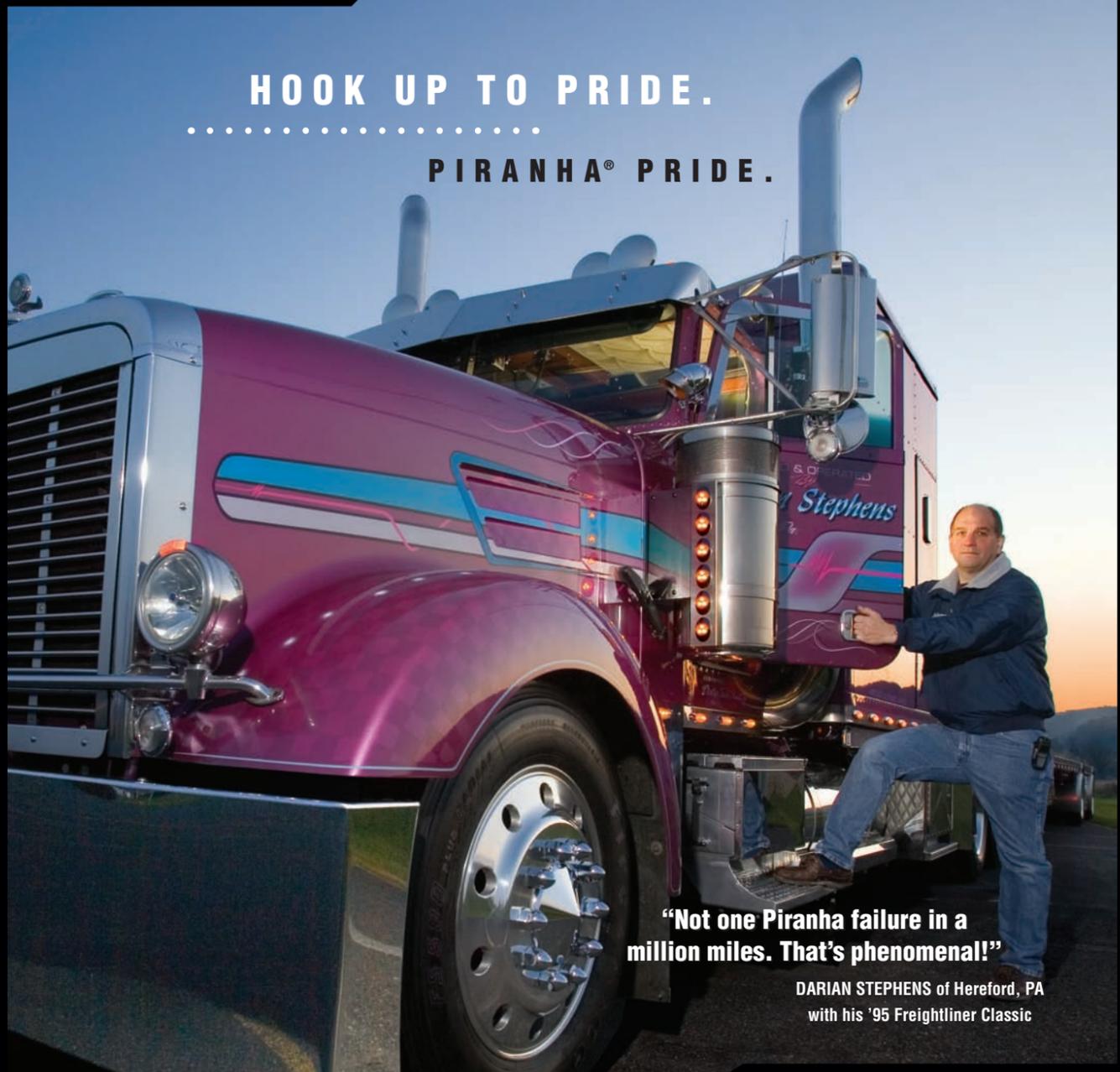
Bill 42 also resurrects photo radar. The QTA goes purple at its mention, and the trucking union Travailleurs autonomes Quebec has already vowed to fight it tooth and nail. Stay tuned. □

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Season's Greetings & Happy New Year!



# Need a lift?

## Better start planning ahead

By James Menzies

**TORONTO, Ont.** – You’ve heard the horror stories. You may even have one of your own. Driver flips his rig during rush hour. Police call a tow company on your behalf. Tow company sends an astronomical bill for services rendered.

As a result of these experiences, the trucking industry and towing/recovery providers have developed an adversarial relationship. Doug Nelson, executive director of the Ontario Recovery Group, is aiming to fix that relationship by educating carriers on how the towing industry operates and how trucking companies can contain their recovery costs.

One of the biggest reasons tow and clean-up bills may have appeared inflated in the past, was the simple fact that many invoices simply did not get paid, Nelson pointed out. He said about 10% of truck towing invoices and 30% of all tow calls went unpaid before a new legislation was introduced in Ontario which guaranteed payment. Non-payment of invoices cost the industry millions of dollars each year and towing and recovery companies had to compensate for the losses by increasing their rates.

As of Sept. 1, the Ontario government guarantees payment of all towing and recovery bills. In the event of a truck accident, the carrier is responsible for payment under the new law, namely the Provincial Highway Incident Management Limited Financial Protection Program. If the carrier refuses to pay, the province will shell out the money and then come after the carrier, backed by its pack of lawyers. It will also slap a 15% late payment fee and a 5% administration fee onto the bill, pointed out Nelson.

However, he said that carriers that do pay their bills should welcome the new law.

“Eliminating the non-payment issue will help relieve pricing issues,” he said.

Nelson said there are also other factors that have helped drive up

the costs of towing and recoveries. For one, those trucks that are used to tow a heavy-duty tractor run about \$300,000-\$700,000.

“The investments we’ve been forced into are enormous,” Nelson explained. And labour rates are also increasing due to a shortage of heavy-duty tow operators.

Nelson also said the total bill can quickly skyrocket due to more stringent environmental clean-up requirements. And there are also more parties with their hands out at an accident scene than in the past. As a case in point, he highlighted a bill that included: \$1,500 for traffic control; \$3,500 for the fire department; \$5,500 for environmental clean-up; and finally \$500 for towing.

“That chokes us up when we have to hand you a bill like that,” he admitted.

Recovery costs in the US are also on the rise, thanks in part to a Rapid Incident Scene Clearance (RISC) policy now in place in several states. States with RISC policies reward recovery companies for a quick response and require them to clear all traffic lanes within 90 minutes of the call. Doing so earns towing companies a \$3,500 bonus, but if the wreck is still not cleared within three hours the tow company is fined \$10 per minute.

“They will drag a tractor-trailer off the highway on its side” to earn that bonus, Nelson said. RISC is driven by the economic impact of road congestion.

Sgt. Cam Woolley of the OPP admitted that even here in Canada, there is growing pressure to get the accident scene cleared up as quickly as possible. He pointed out 18% of fatal accidents are “secondary accidents” that occur as a result of the initial accident and the back-ups it creates.

And “We can’t forget there’s an economic effect,” he added.

Ontario used to operate on a rotation system for heavy-duty tow companies whereby each towing company in the region would take

its turn responding to calls.

“Depending on whose turn it was, clean-up would take two to three hours or 13-15 hours,” he recalled. Today, the OPP works with a handful of approved recovery companies and it will be happy to call one on your behalf if you don’t have an adequate recovery plan of your own in place, Woolley warned.

“We normally try to check with the carrier first to see if they have a plan,” he explained. “But if the driver is in the hospital and we don’t have a phone number, we may start to implement the clean-up.”

This can create friction because once the police call a towing and recovery company on your behalf, you are at the liberty of their pricing structure and under the new legislation have no choice but to pay the bill, whatever it should amount to.

Therefore, it’s more important than ever to develop a recovery plan and communicate it to drivers and dispatch, Woolley advised.

“A lot of drivers have half a million dollars worth of your equipment, but you haven’t told them what to do if they crash,” said Woolley. “Your representatives don’t always do a good job (at communicating) so we call dispatch and they don’t know either. Other companies do this very well – provided the crash happens between nine and five.”

Nelson said carriers should ask themselves the following question: Who responds to what, when, where and how?

“You must take control of your incident management plan,” he urged.

For starters, he suggested spec’ing trucks with the expectation they may eventually require a tow. He pointed out it could cost up to \$400 to remove a bumper if there are no tow hooks available.

“Square receivers for tow hooks can save hundreds of dollars,” he said. Nelson also said it would be helpful to have an air connection available near the front bumper. He said the removal of the drive shaft and axle shaft should not be required and this is possible by discussing it with your component suppliers while spec’ing your trucks.

Wind fairings should be as durable as possible to withstand a tow and fuel tank bladders should be installed to reduce fuel losses during a wreck, suggested Nelson.



**PLAN AHEAD:** The best way to keep recovery costs in check is to negotiate rates and services ahead of time.

His biggest beef, however, has to do with the construction of today’s trailers.

“Semi-trailers are spilling their loads more than ever,” he said, and he complained that insurers don’t want recovery companies further damaging the freight. As a result, “We have to handle these loads,” Nelson said. His advice: “Purchase stronger trailers.”

Nelson said recovery companies want Transport Canada to develop more stringent crash worthiness standards for trailers.

Nelson said trucking companies should view their towing and recovery contractors as business partners and develop relationships with them before their services are required. This ensures fleets get pre-arranged rates.

“Ask for a copy of their rate sheet (in advance),” he suggested. “If they’re ashamed of their rate sheet, maybe there’s a problem there.”

All drivers should be provided with a road service contact list so they know who to call no matter where the accident takes place. A list of recommended towing and recovery companies throughout Ontario is available at [www.ontariorecoverygroup.com](http://www.ontariorecoverygroup.com). Similarly, the towing and recovery company should be provided with a contact list notifying them who to call within the trucking company when responding to an accident scene.

“Make them an extension of your company,” urged Nelson. “They can be your eyes and ears at an accident scene long before you arrive.”

Carriers should also pre-arrange credit so they’re not stuck scrambling to arrange financing after an accident has taken place, he suggested. And try to avoid “price-per-pound” rates, which Nelson admitted are “predatory.”

“We want to end this adversarial relationship,” Nelson told fleet managers. □

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## OTA rewards industry's finest folks

**TORONTO, Ont.** – The Ontario Trucking Association's 81st annual convention was once again a platform for rewarding the trucking industry's top figures – from driver to dispatcher to executive.

### Driver of the Year

Jeffrey MacLean, a driver with SLH Transport in Vaughan, was named the 2007 OTA/Volvo Trucks Canada Driver of the Year at the event. MacLean has driven two million collision-free kilometres during a career that has spanned 35 years on the road.

Each year the award goes to a professional transport driver who has a collision-free driving record and is an exemplary truck driver both on and off the road. A keepsake trophy, cash prize and a trip to the OTA convention were all part of the award. MacLean is an active participant in truck driving championships, having earned an astounding 10 first-place finishes at provincial competitions.

At the 2006 National Truck Driving Championships he was presented with the Grand Champion trophy. He also served as media spokesperson at both national and provincial level competitions.

MacLean has also been recognized for safe driving with awards from the Transportation Health and Safety Association of Ontario (THSAO). He is also committed to the Fuel Economy Challenge, a program designed to promote excellence in saving fuel through the use of good driving habits. The program rewards fuel savings earned as a result of skilled use of progressive shifting, proper speed management and gentle acceleration and stops.

"Jeff is vigilant in protecting the well-being of the motoring public through his defensive driving techniques," says Gord Gillespie, president of SLH Transport. "He has a strong, professional work ethic and is a great ambassador not only for SLH, but our entire industry. His knowledge, skills and experience are second to none and we are extremely proud of his accomplishments over his 35 year career on our team. We congratulate Jeff on this achievement, and wish him continued success in the years ahead."

### Bridgestone Firestone Truck Hero

Tim Ferguson, who drives for the Guelph-based Mackinnon Transport, saved one, if not many lives with his bravery, quick-thinking and compassion which helped earn him the 2007 Bridgestone Firestone Canadian Truck Hero award.

In recognition of his achievement, Bridgestone Firestone Canada (BFCA) presented Ferguson with a \$3,000 cheque and a commemorative trophy at the OTA convention. Bridgestone Firestone will also donate \$3,000 to a charity of Ferguson's choice.

Continued on page 32 ■

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# Heroic trucker gets his due

■ Continued from page 30

When nearing an overpass south-bound on Highway 400 near Barrie last February, Ferguson reacted

swiftly as a pedestrian, in an attempted suicide (according to police reports), suddenly ran out into the lane in which he was travelling,

Ferguson braked and brought his truck to a stop on the shoulder of the highway, in front of the pedestrian. He then led the distraught individual to the safety of his truck, but the person promptly jumped out and headed back toward the highway.

As the pedestrian tried to jump in front of oncoming traffic, Ferguson bravely gave chase across the lanes, tried to motion for cars to stop, and finally caught and calmed down the individual before getting the person back to the truck. According to the



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**LIFE-SAVER:** Tim Ferguson's quick thinking and driving skills helped prevent a fatality.

police report, Ferguson's actions and driving skills prevented this incident from becoming a fatal motor vehicle accident.

"A hero, by definition, is a person who commits a remarkable act of bravery, displays courage or strength of character," said David Scheklesky, general manager, commercial truck tires, for BFC. "Tim Ferguson certainly fits this description. His professionalism, compassion, and complete unselfishness at a time of crisis were truly extraordinary. He is a most worthy recipient of our Truck Hero Award."

**Service to the Industry award**

Doug Smith, founder of Manitoulin Group and a true trucking pioneer, was recognized as the latest recipient of the OTA-Trailmobile Service to the Industry Award at the convention. The OTA claims the award is the highest honour bestowed on an Ontario trucking executive and is presented each year to an individual who has made an outstanding contribution to the development and success of the trucking industry.

Smith grew the company over 50 years through strategic acquisitions and lane expansions. The company now operates more than 60 terminals throughout Canada.

Smith, however, has always operated the head office from the small town of Gore Bay on Manitoulin Island. Smith has grown the company from a single truck which operated for the family business Smith's Wholesale beginning in 1957. The truck was used to transport food products from the Ontario Food Terminal in Toronto to the Manitoulin Island region. In 1960, Smith had sold the food wholesale company and purchased Hill's Transport, renaming the company Manitoulin Transport.

As owner of a fledgling company, Smith was responsible for loading the trucks with furniture, driving them and also maintaining them. He quickly gained a reputation as an innovator, and became known for his use of "Supertrucks" - cabover tractors with a 13-ft dromedary box. The box allowed him to transport temperature-controlled freight to Northern Ontario while also pulling a stake and rack trailer. He could also haul heavy products such as lumber and steel south with the unique configuration.

Smith was ahead of his time when it came to achieving good fuel mileage, governing his trucks at 90 km/h in the early 1980s. As part of the award, he received a charcoal portrait of himself.

**Dispatcher of the Year**

Dan Risebrough of Tandet Dedicated was also honoured at the

Continued on page 34 ■

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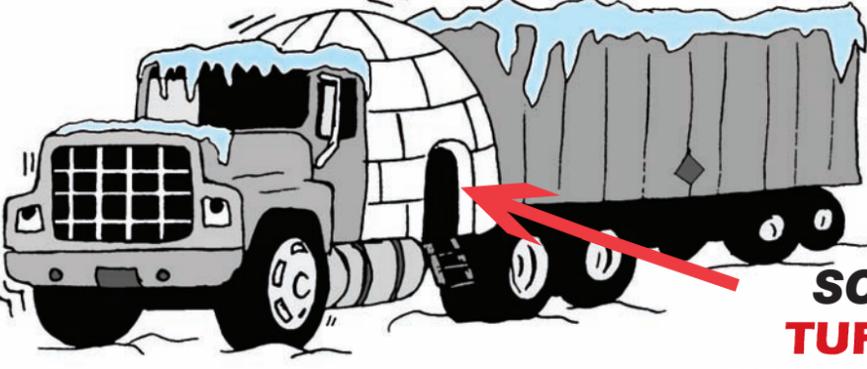
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## Tandet Dedicated dispatcher wins annual award

Continued from page 33 convention as the 2007 OTA/Shaw Tracking Dispatcher of the Year.

The annual award goes to a dispatcher who demonstrates an outstanding commitment to customer service, safety, driver well-being, courtesy, teamwork, problem-solving and community work. This year's winner has been with Tandet for 18 years, 11 as dispatcher.

He is responsible for dispatching loads for more than 100 drivers who operate across North America. Risebrough is a former professional driver, an experience which has helped him in his role as dispatcher, he said. Risebrough took home a plaque and a cash reward. □



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# The smart way to go GREEN

## Fleets discuss their environmental strategies

**By James Menzies**  
**TORONTO, Ont.** – There are many ways to go green, and many reasons for doing so according to a panel of fleets, shippers and environmental agencies that gathered at the Ontario Trucking Association's (OTA) annual convention.

But perhaps the most compelling reasons for reducing emissions were presented by major shippers, Sharp Electronics and Volvo Logistics – both members of the EPA SmartWay Transport Partnership, a voluntary program that requires its members to reduce their environmental footprint.

“(SmartWay) is voluntary, but if you want to do business with Sharp it has become a requirement,” said Sharp’s Chris Colla, noting 98% of the company’s total tonnage is now transported by SmartWay members. “We feel it’s a social responsibility for our company.”

Colla also said requiring its carriers to be SmartWay members provides leverage for the manufacturer when dealing with environmentally-conscious retailers such as Wal-Mart.

“It has helped us in our business relationships with companies like Wal-Mart because this is very important to them as well,” Colla said.

Jessica Ford of Volvo Logistics echoed that sentiment, which has become an increasingly popular rallying cry in the shipper community.

“If you want to move Volvo freight, you have to be environmentally aware,” she told carriers in attendance.

As members of SmartWay, fleets must develop a plan to reduce their emissions through improved fuel efficiency. Just how they choose to meet their self-imposed targets is up to them. Some fleets on the panel chose to equip their trucks with idle-reduction systems while others revamped their terminals to consume less energy. Since the program’s launch in 2003, Cynthia Meyer of the US Environmental Protection Agency, said SmartWay members have collectively reduced their fuel consumption by 35 billion gallons and prevented 350 million tonnes of CO<sub>2</sub> from entering the air. The annual reduction in CO<sub>2</sub> attributed to SmartWay equals the removal of 680,000 cars from the road, she pointed out. But the number that really grabbed the attention of the fleet managers in attendance was

that member carriers have together saved more than a billion dollars in fuel and maintenance.

Meyer said the average truck in the SmartWay program realizes a US\$2,000 savings each year. Just how you decide to get there is up to you, and some member fleets were on-hand to share a few ideas.

### Spec’ for fuel efficiency

Julie Tanguay, president of L.E. Walker Transport, said her company begins the pursuit of its SmartWay targets before even taking delivery of its new trucks. Her fleet initially ran both the aerodynamic Freightliner Columbia as well as its not-so-aerodynamic sibling, the Classic. The Classic was spec’d mainly to please old-school drivers who prefer the traditional modeling, but Tanguay said those trucks did little to improve driver retention.

So the fleet did some benchmark testing and found that the aerodynamic Columbia was in fact 10% more fuel efficient than the Classic model. Since conducting its test, Tanguay said the fleet has begun phasing the Classic out of its fleet.

The fleet is now spec’ing only aerodynamic tractors. It has also focused on driver behaviour, after finding there was a 35% fuel mileage gap between the fleet’s best and worst performers.

### Turn the lights down

J.D. Smith & Sons looked at more than just its mobile assets when it set out to improve its environmental performance. Brian Death, general manager of the company, said the company upgraded the HVAC system at one of its terminals while retrofitting the lighting system at others.

Death said the company initially used 16-20 natural gas space heaters to warm a two-year-old terminal. The company replaced the thermo-

stat with sensors that could provide heating only during the 16 hours when people were actually working there.

“We had initial resistance,” admitted Death. “We had to work through that. We didn’t tell our people enough about the project ahead of time and they heard ‘They’re turning the heat down’.”

In fact, the company only reduced the heating during the eight hours when nobody was there. In the first year, the company saved \$27,000 in natural gas costs. It cost \$18,000 to implement the changes, for a pay-back period of just eight months, Death said.

As for the lighting retrofit, J.D. Smith & Sons replaced 400-watt high-pressure sodium lights with fluorescent bulbs at three of its facilities. The average light level was unchanged and in fact, it was preferred by employees, Death said, noting the fluorescent bulbs generated a more natural light.

The company saw its electricity bills plummet about 30% after the retrofits, saving the company \$75,000 in electricity per year. The cost of the upgrades was \$197,000 providing a 2.6 year payback.

However, Death said the company slashed its electricity consumption by 745,000 kilowatt hours, reducing its greenhouse gas emissions by 221 tonnes of CO<sub>2</sub>. Combined, the two programs reduced CO<sub>2</sub> emissions at J.D. Smith & Sons facilities by nearly 400 tonnes per year.

The company has been rewarded for its efforts with a Transport Canada Green Supply Chain Award.

“Our employees were certainly happy about this, particularly the younger ones,” Death said.

### Slowing down

Claude Robert, owner of Robert Transport, says his fleet’s environ-

mental efforts begin with reduced speed.

“If we want to save fuel, it starts with speed whether we like it or not,” he insisted. Robert still manages to find time to drive his own truck on occasion and he says he personally has realized an 80-litre fuel savings when slowing to 55 mph (88 km/h) between Montreal and Toronto. That equates to a savings of about \$80 per trip compared to driving the posted speed limit.

“If you want to save fuel, you have to reduce speed,” he insisted.

John Smith, president and CEO of Bruce R. Smith, said his company began using on-board computers to monitor driver speed as well as idle-time and hard braking. Drivers were graded using a point system and those who racked up too many points were re-trained while drivers scoring well were rewarded.

“We found there were a few individuals who couldn’t control their speed and before that, we thought they were some of our best drivers,” he said. While governing speed will help prevent speeding on major highways, speed limiters do nothing to prevent speeding where the limit is less than 100 km/h, he pointed out.

In its own studies, L.E. Walker found that the Columbia’s fuel mileage improved 5-8% when speed was reduced by 5 mph. Even just a 1 mph reduction in speed achieved a 1-1.5% fuel mileage improvement, noted Tanguay.

### Reducing idling

Most of the carriers represented on the panel had employed some form of idle-reduction technology. L.E. Walker’s Tanguay said her fleet tried both auxiliary power units (APUs) as well as IdleAire (available at some US truck stops, the IdleAire system fits into a truck’s window and provides heating, cooling and power).

The IdleAire system costs \$1.80 per hour. Based on 2,500 hours of use per year, Tanguay said the system can deliver a savings of about \$2,032 per truck compared to idling. While Tanguay said the system works well, the biggest challenge is availability. Truck stops offering IdleAire are few and far between and often the IdleAire stations are occupied.

Lynda Harvey of Natural Resources Canada’s FleetSmart

**Continued on page 36 ■**



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## SmartWay shippers: Go green or go away

■ **Continued from page 35**  
program, noted there have been rumours of IdleAire coming to Canada, but so far there are no Canadian locations. She pointed out the Canadian government does not fund IdleAire, while the company receives funding south of the border from the EPA. She added the Canadian government conducts full-cycle emissions cost-modeling when doling out funding, and there's some concern the electricity used by IdleAire may cause more greenhouse gases to create than what is saved through reduced idling.

Most of the fleets on the panel, including L.E. Walker, use APUs - with mixed results.

Jeff Bryan, president of Jeff Bryan Transport, said driver education is important if you hope to realize a payback. This was evidenced by one driver he saw cruising down the road with his APU running "so he could charge his laptop."

When properly used, Bryan said APUs can deliver a 27-month payback. Twenty-eight per cent of his trucks are equipped with APUs and those trucks deliver a 9% improvement in fuel mileage, he noted.

"APUs are a standard spec' on our trucks," said Rob Penner, vice-president of operations with Bison

Transport. He said despite some "maintenance issues," Bison realizes a payback of about 20 months on its APUs.

Robert said reliability issues were a concern at first, but he admitted the most recent generation of APUs appear to be much more dependable.

Smith warned carriers to purchase an APU that is backed by an extensive dealer network. He also suggested fleets should continue monitoring idling on APU-equipped trucks to ensure they're being used properly.

### Super-single savers

Super-single, wide-base tires are another way to achieve a fuel reduction, according to Robert, who could not say enough good things about them. His company operates about 800 wide-base tires and he said they have experienced no problems with them.

Robert said his fleet is realizing a 5-6% fuel mileage improvement with its super-single tires. Both Robert, and Bryan agreed drivers who have driven the super-singles also rave about the improved ride.

However, the benefits of super-singles are not yet available to everyone, as skeptical governments in many jurisdictions continue to slap weight penalties against companies that operate them.

"Our challenge is the restrictions," said Bison's Penner. "We have 25 trucks on the program but most of our fleet is set up to run all of Canada and we can't give up the weight."

### Radar

Surprisingly, the Eaton VORAD system was also raised as a key to maximizing fuel efficiency. First spec'd as a safety tool, the fleets on the panel all agreed it had an unexpected side benefit when it came to fuel mileage.

"We used it for collision avoidance at first but it's been very beneficial to our fuel program," said Penner, noting the system allows drivers to spend more time in cruise control. The VORAD system features adaptive cruise control, which detects when vehicles are too close to the front of the truck and then decelerates the truck.

Bryan said his company has achieved a 2% fuel economy improvement on trucks fitted with the VORAD system.

"Drivers are more inclined to let the truck back off in traffic," he pointed out. "It's been a really good surprise and the drivers love it."

### Automated transmissions

Most of the fleets represented on the panel are now using automated transmissions to some extent.

"It does not save fuel at the top end, but it did raise our fleet fuel efficiency," said Bison's Penner. Bison equips all its highway trucks with automated transmissions and Robert and Jeff Bryan Transport have also made the switch to auto-

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mated gearboxes.

“We haven’t saved any fuel but it’s easier to hire drivers,” explained Bryan.

Robert agreed: “There has been no fuel savings but it brings the driver’s attention back to his work. I would not buy anything else.”

FleetSmart’s Harvey made note of a recent study that showed while automated transmissions deliver a negligible improvement in fuel mileage, they do receive less wear and tear and they widen the prospective driver pool.

The panel’s discussion was so convincingly in favour of auto gearboxes, that L.E. Walker’s Tanguay said she’d be taking a close look at automated transmissions based on the panel’s experiences.

**Don’t forget the trailer**

The panel also discussed its experiences with trailer fairings. By now everyone who drives in Quebec or Ontario has seen Robert Transport’s trailer side skirts. Robert said a fully-skirted trailer with wheel covers can achieve 9 mpg hauling 44,000 lbs.

“It is possible, we tested it,” he confirmed. He admitted that heading into winter, “We are going to have problems in some situations and repairs will be necessary. Education is required.”

Bison has also tested belly fairings on trailers, and Penner said the fleet experienced some snow and ice build-up in the winter. But he admitted “they work” and said the company is looking at fitting its reefer fleet with the fairings.

Smith said the fairings not only save fuel, but they “look great” and provide a visible indicator that the fleet is doing all it can to stretch its fuel mileage, which can be helpful when negotiating with customers.

**New engines**

Finally, the fleet managers on-hand had a chance to comment on how the 2007 engines are helping them meet their fuel consumption targets. Now that the fleets have had the time to evaluate the real-world performance of the 07 engines, the verdict is in – and it’s a good one.

“I think the engines are doing well; better than expected,” confirmed Robert. “Our new trucks are more fuel efficient than our trucks with 250,000-300,000 miles on them, so once they’re broken in, we’ll get substantial improvements.”

Penner agreed. “We have received very good fuel performance on all those engines,” he said, pointing out

Bison is running three different brands of 07 engines.

On a side note, Robert warned against interrupting DPF regenerations and he suggested drivers prompt an active re-gen every day.

Despite carriers’ best efforts to reduce fuel consumption, and thus emissions, Tanguay pointed out the trucking industry can’t accomplish its goals alone. She urged shippers to shape up and help fleets meet their targets.

“Many shippers won’t let our drivers fax paperwork or make phone calls, that’s another stop and more time lost,” she complained.

“We cannot do these things alone,” agreed Robert. □

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# Technology that pays

## Technologically-driven fleets share secrets

By James Menzies

**TORONTO, Ont.** – Claude Robert, owner of Robert Transport is well-known as a fleet owner who loves technology. His company is willing to try just about anything that promises to improve safety or efficiency.

His willingness to experiment with new technology is driven by three things, Robert explained at the Ontario Trucking Association's (OTA's) annual convention: the need to provide customers with real-time information; the need to track driver performance; and the need to track vehicle performance.

Robert, and several other technologically-driven fleets were on-hand at the convention to share some of their findings.

### Reducing fatigue

Robert is one of the most proactive Canadian fleets when it comes to addressing driver fatigue. Robert relayed a story of a driver who died just an hour into his trip, the accident serving as the catalyst for action.

Now the company has 17 of its trucks equipped with fatigue detection systems that use small cameras to monitor driver behaviour and then sound an alarm when the driver shows tell-tale signs of fatigue.

The driver must then pull over. Usually a coffee or a short walk outside is enough to restore his energy to levels where it's safe to resume the trip, Robert explained. The technology can even reduce horsepower to the vehicle to the point the driver has no choice but to stop. The systems are being used on the Montreal-Toronto lane. They cost about \$8,000 a piece but Robert said the technology "is going to be an evolution."

Robert is working closely with the proprietors of the system, which will be commercially available within the next few years.

"The industry should be following this very closely," Robert said. He even said the technology has the potential to replace hours-of-service regulations altogether.

### Electronic logs

Robert is also on the forefront of electronically monitoring logbooks.

Drivers must enter their hours of work into the company's on-board satellite communication system and those are compared to the driver's paper logs.

"It has helped us measure the quality of our logbooks," Robert said.

South of the border, Werner Enterprises has taken it a step further. Werner is the only North American carrier with permission from the Federal Motor Carrier Safety Administration (FMCSA) to operate solely with electronic logs.

Della Sanders, vice-president of safety and compliance with Werner, said the company has seen its driver out-of-service rate plummet from 10% to 1.4% since implementing the system in 1998. Drivers can enter their duty status by simply clicking a button on their in-cab computer. Information such as location and odometer reading are automatically gleaned from the truck's computer. When a driver pulls into an inspection station, they can either show their records to an inspector on-screen or fax them to the station's fax machine to produce a paper copy. Sanders said the system has not only improved compliance, but also allowed for improved route planning.

"We've integrated the system into our load assignment process so they can see right then and there if the driver is projected to be on-time," said Sanders.

Werner now audits its hours-of-service compliance 24/7, Sanders explained. Naturally, not all the drivers were initially pleased with what could be perceived as a technological invasion.

"When we put this in, we were sure every driver was going to leave our fleet," Sanders joked. "That changed once they saw the benefits of the technology."

She said the fleet is now able to maximize its drivers' productivity through improved load assigning.

"We can keep them more productive because we can project in real-time their second and third trips," she explained. "Drivers did not make less money."

Sanders admitted the system is not perfect; there are still some

problems with enforcement, particularly in Canada where officers are not always familiar with the technology, she said. For Werner, it was a costly program to initiate. Sanders said it cost the fleet about \$1 million to develop the necessary software. However, she said there are now third-party vendors offering comparable systems so in the future fleets should be able to make the transition to e-logs much more affordably.

### A simulating experience

Bob Halfyard of Challenger Motor Freight said his company has reduced the cost of losses by about 300%, largely due to its investment in a full-scale simulator. He stressed, however, that the improvements were not immediate and that the technology must be used properly to realize a cost savings.

"Initially, we experienced a negative," he admitted, adding it took two years to begin seeing an improvement in accident rates. "But the problem wasn't the technology, it was the way we were utilizing the technology. When we started, we thought we could run (drivers) through the simulator and that would be great. The idea is not to teach the driver how to drive, they already know that. We want to see how they react to a situation."

Halfyard explained the sim allows Challenger to safely monitor how a driver reacts to adverse conditions. Everything from erratic four-wheeler behaviour to icy road conditions can be simulated. The simulator is so customizable, that Challenger can basically recreate its own real-world accidents.

"We can force a crash," explained Halfyard. "That's where we've had our success."

One of the benefits of the program is that the simulator allows for the "unbiased" assessment of driver skills. It's difficult to measure a pay-back on the simulator, but Halfyard is aware of at least six potential accidents that were avoided as a direct result of simulator training.

So far, Challenger has put 1,500 of its drivers through simulator training. It has been well-received, particularly among the younger drivers, Halfyard said. About 10% of drivers experienced motion sickness, however, and he admitted a few old-school drivers suggested it should be a ride at Disneyland.

"The simulator is not a magic pill,

it's one piece of the puzzle," Halfyard admitted.

### Smile, you're on camera

Ram Contract Carriers has implemented a new technology that acts as a constant witness to driver behaviour. The Lookout system from Viewnyx consists of a cab-mounted camera that constantly monitors driver behaviour. In the event of an accident, unsignalled lane departure, horn application or hard braking situation, the camera notifies management and saves the video that immediately preceded the event.

Management can then review the incident with the driver and address any driver error that occurred.

Bryan Miller, operations manager, admitted it was initially difficult to get driver buy-in, especially since Ram is a 100% owner/operator fleet. However, he said in some cases the video has vindicated drivers of blame and now some operators have requested to have the technology installed in their trucks.

Ram currently has 15 units, which it rotates through the fleet.

"The system has prevented accidents," Miller stressed. In one case, he said a driver faced the prospect of a \$1,000 insurance deductible and immediate termination after being blamed for an accident. Reviewing the video, however, allowed the company to determine the accident was caused by a four-wheeler. The driver's deductible – and his job – were saved as a result.

In another instance, a four-wheeler accused a Ram driver of rear-ending him on the highway. The video clearly showed, however, that the truck stopped short of contacting the car. So far, Ram has only had to dismiss one driver from its fleet since implementing the technology a year ago. It has provided additional training for many other drivers and Miller said the system has improved the overall safety of the fleet.

The fleets in attendance agreed that technology can help them become safer and more efficient. Provided that technology is used properly. The next biggest challenge is to convince vendors to integrate their various systems, added Robert.

"None of these things is being integrated," Robert complained. "When you buy a car, everything is in it. You don't go to Canadian Tire and buy all the parts." □

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# Enforcement view

**“We’re seeing a lot of inexperienced drivers getting into these crashes,”**

**– Sgt. Cam Woolley, O.P.P**

**By James Menzies**

**TORONTO, Ont.** – Enforcement officers from Ontario and neighbouring jurisdictions gathered at the Ontario Trucking Association (OTA) annual convention to discuss common problems they are encountering in the field.

In Quebec, the most common violations center around axle weights, said Arnold Allen Yetman, carrier enforcement officer, SAAQ. He said most infractions occur during the spring thaw, when load limits are decreased.

“All highways and loads are included,” Yetman pointed out. He advised carriers to stay up to date on spring weight restrictions by visiting the government’s Web site.

Here at home, the most common problems are the interactions between cars and trucks, said Sgt. Cam Woolley of the OPP. He said truck accidents are on the rise in the Greater Toronto Area (GTA) and he blames a lack of good drivers.

“We’re seeing a lot of inexperienced drivers getting into these crashes,” Woolley said, suggesting the root cause of many recent accidents has been a lack of training. “When hiring, I applaud carriers that have their own training systems.”

Woolley said the two most common mistakes committed by truck drivers are speeding and following too closely. He showed a home video from YouTube to prove his point. It can be viewed by plugging “OPP Zero Tolerance” into YouTube. It shows drivers in Northern Ontario speeding and passing dangerously.

Woolley also addressed Ontario’s tough new speeding rules that allow police to impound vehicles of drivers going more than 50 km/h over the speed limit.

“We have not impounded any big rigs for going 50 over,” he said. However, he said there is the potential for impoundment, particularly if a truck goes barreling through a small town where the limit is 50 km/h.

“The true professionals don’t need to worry; it’s aimed at the four-wheelers,” Woolley said.

Down in Michigan, Capt. Robert Powers of the Michigan State Police said “all in all, Canadian trucks and Canadian drivers are doing a great job, particularly compared to Michigan trucks and Michigan drivers.”

Powers said the out-of-service rate for Canadian rigs is on the decline and so are crash numbers.

Powers also apologized for ramped up enforcement efforts which appear to be targeting Canadian trucks. Powers explained Michigan enforcement agencies experienced a budget shortfall and were faced with the prospect of getting rid of 42 inspectors. The funding was finally secured, under the condi-

tion the money was directed towards monitoring cross-border traffic. Unfortunately for Canadian drivers, it’s much easier to identify cross-border trucks if they have Canadian plates, Powers explained.

“As a result, there’s more emphasis than ever before on Canadian trucks,” he admitted. “Our goal is not to impede commerce.”

Powers said enforcement officers in Michigan are doing their best to enforce the rules without negatively impacting Canadian carriers.

When Michigan truck cops do encounter problems with Canadian drivers, it’s usually for speeding or exceeding allowable hours, Powers said. He said hours-of-service violations are the most common problems among Canadians with speeding placing a close second.

“We’re not seeing equipment problems, the driver factor is causing the problem.”

Powers took some heat from delegates over the state’s policy on confiscating driver’s licences as an assurance to appear in court. Out-of-state drivers must pay any citation on the spot or surrender their licence until they mail in the payment or appear in court.

Powers said Michigan is not the only state to do this. He suggested truckers try to pay fines on the spot.

“We much prefer taking the cash,” he added.

Woolley said Ontario drivers must

present their citation in lieu of their driver’s licence if they are subsequently pulled over in Ontario.

Speaking on behalf of the Ontario MTO, Kerri Wirachowsky reported that drivers are coming to terms with the relatively new hours-of-service and pre-trip inspection rules.

However, she did point out drivers need to do a better job at recording defects identified during the pre-trip.

She explained that drivers cannot be charged for minor defects if they have been noted on the pre-trip inspection form.

She also expressed concern about the tendency for drivers to overlook major defects.

“They don’t know what they’re looking for,” she pointed out. “Make sure your drivers know what to look for and know how to fill out the documentation.” □

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	Driver OOS	Vehicle OOS	Driver OOS	Vehicle OOS
<b>U.S. carriers</b>	<b>8.5%</b>	<b>25.4%</b>	<b>7%</b>	<b>23.8%</b>
<b>Canadian carriers</b>	<b>5.6%</b>	<b>11.5%</b>	<b>4.7%</b>	<b>8.8%</b>

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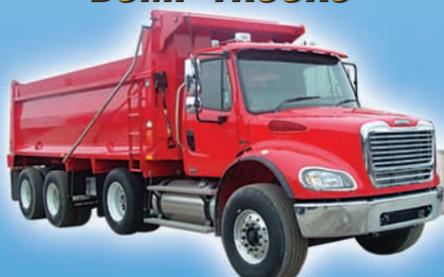
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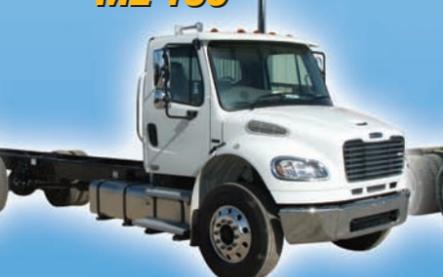
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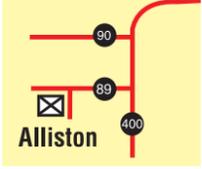
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## Time to consider allowing cabotage, US exec says

TORONTO, Ont. – Canadian carriers should be able to deliver from point-to-point within the US and vice-versa, Ray Kuntz, chairman of the American Trucking Associations (ATA) said Nov. 15 in kicking off the Ontario Trucking Association's annual convention. Kuntz emphasized he was not speaking on behalf of the ATA when he made the remark. However, he said permitting cabotage is the next logical step in improving efficiencies for carriers on both sides of the border.

"It won't be popular but it's time to start looking outside the box," he told OTA delegates.

Kuntz, CEO of Montana-based Watkins and Shepard Trucking, said NAFTA has "changed how we live" with Canada/US surface trade skyrocketing from US\$211 billion in 1993 to US\$536 billion in 2006.

Overall, however, Kuntz delivered a grim message to OTA delegates. He echoed an earlier report by ATA chief economist Bob Costello that the immediate outlook for the US economy was bleak and he said some carriers were already beginning to reel in their fleet size.

"Unfortunately, we're going to see significant bankruptcies, particularly among small carriers going into next year," Kuntz said.

He noted that rail is also experiencing a decline in tonnage and it can be expected to put downward pressure on freight rates.

Kuntz said he's encouraged by comments by some major carriers that they would reduce their fleet size before accepting cheap freight. Major player Werner Enterprises said it would cut back its fleet by 500 trucks and Swift recently said it would reduce its truck count by up to 1,000, Kuntz said.

"Rather than compete in this capacity they will trim back the number of trucks. We could see excess capacity disappear pretty quickly," Kuntz pointed out. He said ATA is expecting the housing collapse and credit crunch in the US to continue impacting the industry with no recovery in sight before 2009.

Another major issue of concern for the ATA is the nation's infrastructure. Kuntz said the ATA is vehemently opposed to tolling existing highways and prefers the fuel tax model for raising infrastructure funding. The US hasn't seen a federal fuel tax hike since 1993, noted Kuntz, and he said the industry has gone from strongly opposing fuel tax hikes to favouring them as a means to fund roads and bridges.

Kuntz also said trucking is being hampered by congestion, which has blossomed into a multi-billion dollar problem for the industry. Kuntz pointed out the cost of congestion has grown 8% every year since 1982 and the 200 worst bottlenecks in the country cost the industry a staggering US\$7.8 billion per year. That's negatively impacting fleet profitability and also the earning potential of professional drivers, he pointed out.

Kuntz said "We need a real solid focus on rebuilding our infrastructure over the next 10 years." □

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# The Wild West

## CTA chastises western provinces for failure to adopt national HoS standards

By James Menzies

**EDMONTON, Alta.** – The provinces of B.C., Alberta and Saskatchewan have earned the scorn of the Canadian Trucking Alliance (CTA) for their failure to adopt the national hours-of-service rules for all sectors of the industry.

Alberta and Saskatchewan have yet to adopt the national HoS rules for intra-provincial carriers and B.C. has granted exemptions to some sectors, threatening the harmonization of the rules that were more than a decade in the making. The CTA is not impressed; it has called upon the federal government to intervene and force the hands of these renegade provinces.

“For extra-provincial carriers, it’s critical that there be uniform hours-of-service regulations across the country,” Graham Cooper, senior vice-president of the CTA stressed to *Truck News*. “To do otherwise would not only create operational problems for carriers and drivers, but would also threaten to undermine safety. Imagine, for example, the situation where a driver is moving across three provinces with three different sets of rules. Depending on the degree of variance in the regulations, his drive/work/sleep patterns could be disrupted every time he crosses a provincial border. That of course implies that all provinces need to adopt the federal regulations for extra-provincial carriers, either by reference or through incorporation in their own rules.”

Cooper went on to say it’s unacceptable to have different HoS rules governing intra- and extra-provincial carriers.

“One of the key issues is the competitive imbalance that would be created within a provincial trucking market if, for example, the provincial rules were less stringent than the federal...the harmonization is supposed to extend to all commercial drivers, no matter where they live or where they drive.”

The double standard Cooper referred to is exactly what’s playing out in some regions, including Alberta. When contacted by *Truck News*, Mayne Root, executive director of the Alberta Motor Transport Association (AMTA)

voiced frustration that the province’s Transport Minister seems to be bending to the demands of special interest groups representing certain sectors (namely logging and heavy construction), that have dubbed the new rules unworkable.

In Alberta, provincially-regulated carriers are still able to run according to the old rules: 15 hours a day, seven days a week in perpetuity.

“This makes it really hard for federally-regulated carriers to compete for any contracts within the province,” Root explained. “It’s a huge issue.”

The oil and gas industry has also been accused of seeking exemptions to the rules, but Patrick Delaney, vice-president of health, safety and government regulations with the Petroleum Services Association of Canada, insisted that is not the case.

In a letter to *Truck News* (which can be read in its entirety on pg. 71), Delaney explained the “oil and gas industry is not seeking exemptions from the regulations.”

Root agreed that Alberta’s oil and gas sector seems willing to work within the federal rules if required.

“The oilfield guys are looking for ways to deal with the new standard,” said Root. “They’re more than willing to give it a shot.”

On the West Coast, truckers who rely on B.C. Ferries to get to and from Vancouver Island are encountering problems of their own. Some drivers are running out of hours on the ferries, due to

their inability to break up their sleeper berth time under the new rules. As a result, drivers are finding they are out of compliance when they arrive on-shore and in some cases even driving their truck off the ferry would constitute a violation of the rules.

Paul Landry, president of the B.C. Trucking Association (BCTA) said his group agrees with the CTA’s position that national uniformity is required.

However, he also pointed out there are “problems with the existing rules.”

“The rules don’t always make sense in all situations,” Landry admitted. But like the

CTA, the provincial association opposes exemptions for entire sectors, such as logging.

“Fatigue is fatigue, no matter what you’re doing,” he stressed. “The rules should apply for everybody.”

The provincial associations appear unified on this front, despite the protestations of certain industry sectors or lobby groups and despite the ongoing complaints of many carriers.

“The provincial associations are unified in the call for harmonized rules across the country and in their opposition to...exemptions,” said Cooper.

“That said, the associations collectively represent over 4,000 carriers. It would be naive of us to expect all these carriers to be fully united behind almost any position – the industry is much too diverse for that.”

The CTA does appear willing to accept the issuing of permits that would grant exemptions from the rules under extremely rare

circumstances.

“At least in the case of a permit process, the regulator would have the ability to impose certain conditions, and to put the onus on the applicant to show that safety wouldn’t be undermined,” Cooper said.

Operators of service vehicles in Alberta’s oil and gas industries, for instance, can apply for a permit to extend their shift under limited circumstances, Delaney said. But only if the company boasts a stellar safety record and has a fatigue management program in place.

The issue of harmonization was touched on during the Ontario Trucking Association’s recent convention. OTA president David Bradley bluntly referred to the situation as “a dog’s breakfast” during a panel discussion on regulatory affairs.

Transport Canada’s Kash Ram said the agency is aware of the situation and added “We are in the process of briefing the Minister.”

Also on the panel was Milt Schmidt of the US-based Federal Motor Carrier Safety Administration (FMCSA), and he gave OTA delegates another bone to chew on. The FMCSA is seeking to align its safety rating system with that of Canada so there is complete reciprocity by November, 2008.

“We’re about ready to accept Canadian data into our systems,” he said. However, if provinces are not adhering to the National Safety Code (including the national hours-of-service rules), they will not qualify for reciprocity, Schmidt warned.

The CTA plans to continue its efforts to have the national HoS rules adopted from coast-to-coast.

As Cooper said: “The bottom line is that if the human body needs seven or eight hours of sleep per day to counteract fatigue, and 10 hours off-duty time is what it takes to get the right amount of sleep, it doesn’t matter whether you’re driving a tractor-trailer between Toronto and Winnipeg or a logging truck on a highway in the B.C. Interior, you’re still going to present a safety threat if you’re sleep deprived.” □

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## B.C. driving school shut down by ICBC

**SURREY, B.C.** – A B.C. driving school has been shut down after being accused of helping students illegitimately obtain Class 1 licences.

The Insurance Corp. of B.C. and the RCMP conducted a joint investigation into Southwest Driving Academy, which allegedly provided students with fabricated experience letters to help them obtain their Class 1. While the investigation is continuing, ICBC revoked the school's licence.

"I am glad to see that ICBC is taking this matter very seriously," said Solicitor General John Les. "The provincial government's priority is to ensure that we have safe drivers with secure licences on B.C. roads."

ICBC announced in a release that it has also taken action against a

number of students who used the false driver experience letters to help them obtain a Class 1 licence. Other students from the school have been asked to provide additional proof of experience. ICBC says about 123 people have been asked to provide further proof of their driving experience. Twenty-two have had their Class 1 licence revoked as a result of the investigation.

"ICBC has a zero tolerance policy for this type of behaviour," said Mark Withenshaw, ICBC vice-president of driver services. "We actively work to protect the integrity of the driver licensing system and have a comprehensive plan in place to identify any potential fraud vulnerabilities in the driver licensing process." □

## B.C. provides funding for 'green fleet' programs

**VICTORIA, B.C.** – The government of B.C. has invested \$500,000 towards greening the province's fleets. The money will go towards the Green Fleets B.C. program, which aims to reduce emissions from vehicles of all kinds and improve air quality. Part of the program will entail expansion of the E3 Fleet program, which provides fleets with advice on how to improve fuel consumption and then grades them according to a ratings system. Through programs such as Green Fleets B.C. and E3 Fleet, the province is urging fleet managers to spec' low-emission vehicles, choose the right vehicle for the job, adopt progressive engine technologies and use low-emission fuels. Proper vehicle maintenance, careful route planning and sound driving practices are also encompassed in the programs.

As part of the partnership between Green Fleet B.C. and E3 Fleet, the groups hope to see involvement in E3 Fleet grow to at least 50 green-rated fleets by 2010. The province also plans to encourage the use of biodiesel and hopes to have at least a 5% renewable fuel content in diesel by 2010. For more information on the program, visit [www.greenfleets.ca](http://www.greenfleets.ca). □

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# Drug and alcohol testing being revisited by CHRC

Something very interesting is happening slightly under the radar at the Canadian Human Rights Commission (CHRC) and it could ultimately affect every fleet operator and driver.

After many years of turning a blind eye to the realities of the trucking industry vis-a-vis drug and alcohol testing, the CHRC has recently embarked on a review of its policy, and to its credit has solicited input from various sectors of industry including the PMTC. The review has, at least in part, been driven by recent case law and will serve to clarify the rights and responsibilities of job applicants, employees, and employers, according to the CHRC.

Perhaps the highest profile issue since drug and alcohol testing for truck drivers was mandated in the US in 1996-97 involves Canadian fleets that operate in the US. These fleets were on very tenuous ground if they wanted to comply with the mandatory testing that was required south of the border. In the beginning the Canadian trucking industry was effectively left to its own devices when Transport Canada refused to intervene to help pave the way for legalized testing by Canadian employers.

More recently, a ruling by the Canadian Human Rights Tribunal has changed the landscape for testing in Canada. In the oft-cited *Milazzo vs Autocar Connaisseur* case in 2003, an employee was dismissed after a positive drug test. The employee challenged that dismissal stating that the tests violated his rights under the Canadian Human Rights Act. The Tribunal ruled in favour of the employer, Autocar, stating that it had suitable and defensible reasons for requiring the test, and it was that decision that prompted the CHRC to review its policy. The current policy allows for testing of Canadian-based drivers who, because of their type of work, drive in the US. The policy is less clear on whether random or pre-employment drug and alcohol testing can be used for drivers who work only within Canada.

It is our hope that the review of its policy will prompt CHRC to proclaim a single policy that would apply equally to drivers who cross the US border and those who work domestically.

PMTC's position has been consistent: that random, pre-employment, for cause, and post-incident drug and alcohol testing should be permitted for any safety-sensitive position, and that the employer, with reasonable grounds, should define what constitutes a safety-sensitive position.

Current case law allows employers to test for alcohol or drug use in a reasonable cause or post-incident situation as part of a broader investigation into a policy violation, and of course there is a requirement for accommodation for those who test positive for either drugs or alcohol and have a dependency.

Unannounced testing may also be a condition of continued employment after a policy violation, or as part of a monitoring program after treatment for a problem. It is the is-

## Private Links

Bruce Richards



sue of random and pre-employment testing for drivers who remain in Canada that has been the subject of debate. PMTC, in its submission to CHRC identified several other issues that need consideration. For example, we recommended that drug testing by urinalysis be accepted as a means of determining impairment. Current thinking is that, unlike the generally accepted 0.08 limit for alcohol, there is no way to determine the extent of impairment in the event of a positive drug test.

The advice we have been given is that there is a 'hangover effect' from

drugs, and that while the extent of that effect cannot be measured precisely, a positive test by urinalysis should be enough to indicate some level of impairment. Further, we believe that being drug-free should be a bona-fide occupational requirement for any safety-sensitive position. We also raised the issue of accommodation for those who test positive in either an alcohol or drug test. For some companies, particularly small- to medium-sized firms, accommodation presents not only an inconvenience but can be expensive for the employer.

While the employee who tested positive is obliged to actively participate in the accommodation and treatment, the CHRC policy is silent on who is responsible for services and costs related to accommodation. Since it was not the employer who initiated the problem we feel that it

would be unfair if the employer were also burdened with ancillary costs for treatment. In our view these costs should be born by the individual who tested positive or the public health care system.

And finally we strongly urge a uniform, national approach to drug and alcohol testing that would, among other things, eliminate the opportunity for individuals with drug and alcohol issues to 'shop jurisdictions' when seeking employment.

It's good news that CHRC is reviewing its policy, and we certainly hope that they will take the views they solicited to heart. □

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# Trying hard not to be cynical



CTA and the provincial trucking associations make it their business to try and work in co-operation with government where possible. We always attempt to promote constructive dialogue, to understand the complexities that governments must contend with and offer practical solutions. We are not given to knee-jerk criticism. But, as 2007 draws to a close, the trucking industry's patience is being tested on a number of fronts and recent developments on some key issues are fueling cynicism over the value of government commitments.

Take the Windsor-Detroit border situation. A joint press release issued at the end of November by Transport Canada and the US Department of Transportation contained yet another announcement about the importance of the Windsor-Detroit crossing. It highlighted the fact that Lawrence Cannon, Canada's Minister of Transport, Infrastructure and Communities, and US Secretary of Transportation, Mary Peters, had signed a Memorandum of Cooperation (MOC) to maintain a high priority on the development of enhanced capacity of the border crossing infrastructure in the Detroit-Windsor region. According to the press release, the MOC follows the direction given at the North American Leaders' Summit on Aug. 21, 2007, in Montebello, Quebec, by the Prime Minister of Canada and

## Industry Issues

David Bradley



the President of the United States. Fine. And, I suppose we must take some solace in the statement from the minister that "...the Government of Canada is committed to developing additional border capacity along the Windsor-Detroit corridor. It is a crucial support to the continued growth of the economies of Canada and the United States."

Secretary Peters echoed similar sentiments: "Providing new capacity at this critical crossing will strengthen our economies, cut congestion, and improve the flow of goods and people that define the special relationship between our two nations."

Moreover, I would be among the first to acknowledge that with three levels of government on both sides of the border involved, not to mention the various self-interests at play, this is a difficult file politically.

But, if I had a dollar for every time a politician told us how important a second crossing at Windsor-Detroit is to Canada's future...

Buried in the backgrounder accompanying the joint press release is the statement: "Detailed evaluation of (the specific crossing) options will lead to identification of a single pre-



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ferred alternative by the spring of 2008. The environmental assessment documentation will be submitted for approval by governmental authorities by late 2008 with formal approvals expected in 2009."

The deadline for announcing the preferred crossing has changed numerous times over the years. Most recently it was supposed to be before the end of 2007. This was one deadline we had hoped would be met. Without it, everything else gets backed up further.

Another case in point is the most recent debacle over the adoption (or lack thereof) of the "new" federal hours-of-service standards by certain provinces. The hours-of-service regulations are not perfect; they never will be. But, the fact is that all the provincial governments had committed to adopting and enforcing the federal standards by the end of 2007 – for both intra- and extra-provincial carriers. Few have. But more worrisome, is that fact that a handful of the provinces, in what appears to be some sort of regional pact or understanding have indicated that collectively or individually they are not inclined to adopt the federal rules (which took over a decade to develop) intra-provincially; or to impose them on all vehicles exceeding the National Safety Code weight threshold. Indeed, it appears that these provinces are receptive to having entire sectors whose principle business may not be trucking, but who operate trucks nonetheless, exempted from the federal standards.

The hours-of-service standard, is arguably the most important of the National Safety Code (NSC) standards. It is certainly the one that has the most implications for carrier operations and productivity. The trucking industry has had to make the necessary adjustments to its operations to take account of the new rules. This has not been easy. It has been a costly venture. But, the industry did it. It had to. And while there is still bound to be problems and issues, the industry has little stomach to re-open things at this early stage.

Moreover, the industry cannot countenance an hours-of-service regime where some carriers by virtue of where they are based, or the GVW of their vehicles, or the scope of their operations will be able to operate under different rules than others. It cannot risk the chances of achieving reciprocity on safety ratings with the United States because some provinces choose not to follow the NSC. And, its trucks and drivers cannot be the only ones that have to comply with the tougher new rules. It was after all supposed to be about safety.

I hope that in the coming months, things will work themselves out on both of these issues. I would like nothing more. Commitments are extremely important to motor carriers. When they are unable to meet their commitments, carriers' businesses immediately suffer. All levels of government must realize that when they do not meet their commitments, we all suffer. □

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– David Bradley is president of the Ontario Trucking Association and chief executive officer of the Canadian Trucking Alliance.

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# Gimme empty acres

I've moaned long and loud over the years that drivers don't have sufficient parking in Canada. While miles of nothing in the wilderness – no facilities, no food, not even a paved shoulder – is frustrating and dangerous, the situation can be just as bad in major urban areas.

What's the closest truck stop to Vancouver? By my reckoning, it's in Chilliwack, which is over an hour east of town – and that's with no traffic. Halifax? Try the Irving in Enfield – also close to an hour out. Ottawa? The Nation's Capital? Right. There's a Petro-Pass on the east end of town where you can park a truck or two, but if you're hungry, the closest meal in town is the Antrim Truck Stop, about 45 minutes west of the city, or Herb's, about an hour to the east.

And how about Toronto? If you

## Voice of the O/O

Joanne Ritchie



begin looking anywhere after noon, forget it. Truck stops in the Mississauga area fill up fast, and if you go east or west to Bowmanville or Milton, you're pretty well out of the city. Montreal is the same. Nothing within a reasonable distance – and what's there is usually full by dinnertime.

If you're counting miles – and who isn't – adding 50-100 miles to a trip getting back and forth to a parking place starts to take quite a chunk of profit out of the trip.

We've been after governments for

years to take a serious look at the appalling lack of safe, accessible parking and rest areas for truckers in this country, but given the age-old federal-provincial squabbles of jurisdiction and funding, it's all too easy to pass this one off as some other authority's – or the private sector's – responsibility.

But our persistence seems to be paying off, at least in some small way in this big problem. A couple of OBAC members and I recently met with the folks at Infrastructure Ontario and Ontario's Ministry of Transportation to provide insight into what truckers might want and/or need in a highway service area. Ontario is planning a major redevelopment of its existing network of 23 service centres located along Highways 400 and 401, selecting a single corporation to build, finance, maintain, and operate the whole works. The idea is to turn these dreary, unimaginative places into 24/7 "world-class" travel centres provid-

ing travellers and tourists with safe places to rest, eat, and re-fuel, according to the Ministry.

The successful bidder will need to demonstrate a commitment to road safety and come up with innovative ideas to bring better services to the travelling public and – Hallelujah – to the trucking industry as well.

We've already put forward a tonne of ideas about what would make a service centre "trucker friendly" and we'll be working with Infrastructure Ontario, MTO and the winning firm as the project moves forward. But don't hold your breath – we're talking about government, after all – we're not likely to notice changes until sometime in 2009. And while we'll see improved services with this project, it's not likely to result in a lot more parking spaces; they're working with existing sites and there's a limit to how much they can optimize land use.

So, we've made one small step forward – on a few hundred kilometres out of the thousands that trucks travel over each day – but that doesn't bring us much closer to solving the problem. If I've said it once, I've said it a thousand times, we simply don't have enough places to park 250,000 trucks for 10 hours out of every 24.

And while we're mighty pleased to find one enlightened group of bureaucrats like those we met with on the service centre project, there are still lots out there who don't consider providing "public" parking for trucks a government priority. No place to comply with Hours-of-Service? Tough. Industry should be able to overcome that with more efficient scheduling and use of technology to speed up processes, to ensure drivers can get to designated rest areas without running out of hours. Bad weather, accidents, congestion, border line-ups? Too bad, that's trucking. And anyway, I've had some of them tell me, it's really up to private sector truck stops to provide adequate parking, along with all the other amenities and services truckers need on the road. Get real.

It's simply not fair to put the onus on truck stop owners to fix the problem. Paving a 10-acre lot costs a tonne of money, and most of that real estate doesn't generate a dime's worth of revenue. There was a time – before cardlock fueling and just-in-time delivery – that drivers actually stopped at truck stops and took the time to enjoy a meal. Now, drivers will stop and sleep, grab a coffee and a cinnamon bun in the morning and hit the road again. I'd guess it's pretty tough to sustain a 10-acre parking lot and a staff on coffee and sandwiches.

So I'll get on my soap box again and call for a concerted, co-operative effort to stop going around in circles on this one. Solutions are likely to be costly, complex and multi-jurisdictional, and will require all levels of government, the private sector, and the trucking industry to get involved. Kudos to the group behind the Ontario service centre renewal project – let's hope they're starting a trend. □

– Joanne Ritchie is executive director of OBAC. Have an idea to park? E-mail her at [jritchie@obac.ca](mailto:jritchie@obac.ca) or call toll free 888-794-9990.

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# Boldness is what Canada needs to be a successful trading nation

By Lou Smyrlis

**TORONTO, Ont.** – It took just one word for Charles McMillan, a former advisor to prime minister Brian Mulroney and one of the architects of the Free Trade Agreement, to describe what Canada needed to be successful in a future dominated by global competition: boldness.

Incremental thinking just won't cut it in a world bent on "going big" McMillan advised supply chain professionals attending the 21st Annual Transportation Innovation and Cost Savings Conference, organized by well-known transportation lawyer Richard Lande and held this year at Toronto's Science Centre.

McMillan said the transport sector specifically needs more boldness to deal with the following traditional shortfalls:

- Transportation and logistics practices have been either regional (east-west) or national in focus, and governed by Central Canada's population and manufacturing base;

- Most Canadian exports beyond automotive products have been raw materials destined for Japan and other Asian countries, often with Canada being a price taker;

- While Vancouver has been congested, Atlantic ports and provincial airports such as Calgary have been isolated from large markets;

- There has been a distinct lack of a national champion.

Yet, the leading trading nations are quickly working their way beyond similar obstacles. There is enormous integration taking place between Japan, India and China, for example. Both India and China are spending heavily on infrastructure and Europe isn't standing still either.

"Are we going to be a player or are we going to be passive?" McMillan asked. "Too much of our time and thinking is tied to a silo mentality of who gets what."

For example, McMillan said that Canada's port system needs a more integrated approach than we currently have, with Vancouver and Halifax acting as international gateways and the other ports acting in support.

He also questioned if both government and business are being aggressive or forward thinking enough in addressing the opportunities presented by the burgeoning economies in Asia. For example, China has no significant iron ore deposits, without which it can't make the steel necessary for its infrastructure.

"The demand needs for India and China are infinite. They need raw materials, energy, food. We have those in abundance. Are we going to do it on our terms or theirs? How many premiers outside of Quebec and Ontario have spent a lot of time in India and China cultivating future demand? How many Canadian companies are taking their senior team to

Asia?" he questioned.

The importance of logistics to Canada's competitiveness as a trading nation was certainly not lost on Kelly Winters, general manager of Alliance Shippers, either.

As she pointed out, "logistics is the strategic glue that binds all functions in a company together." During her address to the conference, she advised taking a multi-modal approach.

"Yesterday's traffic manager had a North American or regional focus and used (primarily) trucks. Today we have to look at many modes of transportation to get products to market," she said.

Productivity is an important measure for global shippers when choosing locations from which to base their operations and ship their goods. Many global players, Toyota for example, have very precise measurements in place for their own operations. But McMillan questioned if our marine and airports have productivity measures that could measure up to such global standards.

"The rest of the world looks at Canada with enormous envy. But we have to change our viewpoint. We have to become outward looking and forward thinking," he said. □



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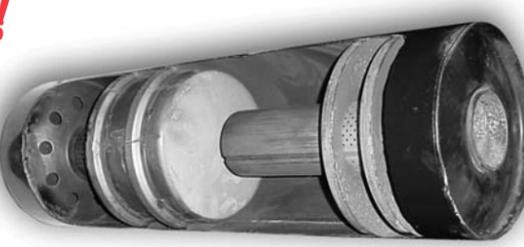


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## Avoiding Jack Frost this season

We have all sat around the fire singing Christmas carols about “Jack Frost nipping at your nose,” during the holiday season. Although this may seem like a harmless situation, frostbite can quickly turn into a very serious medical condition.

As part of their job, many truck drivers are subjected to cold temperatures on a daily basis. Whether it is performing a circle check, chaining down a load or opening the trailer doors, drivers must take extra caution when exposing their skin to the cold weather.

Frostbite is a condition that occurs when body tissues freeze. If not treated correctly, frostbite may result in tissue death and permanent damage to the affected area. This condition can occur at any temperature below the freezing point of skin, however, the lower the temperature the more rapidly frostbite develops.

### Back behind the wheel

**Dr. Christopher Singh**



When the body is exposed to prolonged cold temperatures it takes steps to protect its vital organs. As a result, it sends signals to the blood vessels in the arms and legs telling them to constrict. By slowing blood flow to the skin of your extremities, the body diverts more blood to the vital organs, supplying them with nutrients as well as preventing a further decrease in body temperature.

If the body remains in this state for an extended period of time, the skin of the affected area will begin to freeze and die, signaling the start of frostbite. As you know, the extremities are the most susceptible to frostbite and are affected first. White, cold patches of skin appear, accompanied by a tingling sensation.

Very often, these symptoms are followed by numbness. In more severe cases, blisters appear, and the area becomes very painful. Untreated or prolonged frostbite may lead to tissue death also known as gangrene, in which case the skin may appear black or dark blue.

As the tissue is re-heated and blood flow is re-established, the person will feel significant pain. In most cases, the pain will start as a dull ache and progress into a throbbing sensation. This may last for weeks to months.

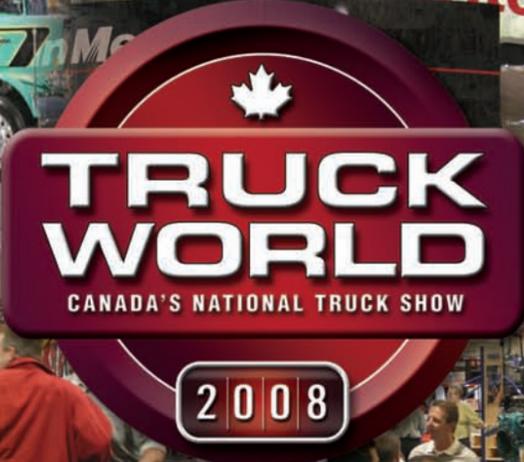
If you or someone else develops frostbite, you should warm the affected area as long as there is no possibility of re-freezing. Re-warming should be done slowly by immersing the affected area in warm, not hot water. Remove the affected area from the water when it returns to normal colour. It is important not to rub the affected area.

In addition, you should not warm the frostbitten area with direct heat such as an open fire as the skin may burn before sensation returns. After re-heating, place gauze between the frostbitten fingers and toes and bandage them loosely. If the affected area does not recover fully with warming, you should go to the hospital immediately. Once there, re-warming will be completed and sterile dressing used to reduce the risk of infection. In very severe cases, and after all other possibilities are exhausted, amputation of the dead area may be necessary.

How do you prevent frostbite? It's actually pretty simple, dress for the weather. It is best to dress with layers as it keeps more heat closer to the body. Protect your hands and feet by wearing insulated gloves and socks.

Cover your head, face, nose, and ears at all times. Clothing should be loose fitting to prevent a decrease in blood flow to the arms and legs. Wear shoes or boots that are waterproof. Finally, be careful in windy or wet conditions as it can amplify the cold temperatures. □

– Dr. Chris Singh, B. Kin., D.C., runs Trans Canada Chiropractic at 230 Truck Stop in Woodstock, Ont.



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# Make the best of a bad scene

Crashes happen to the safest drivers and fleets, despite their best efforts, and the related costs can be an unwelcome surprise. Beyond the price of repairs, fleets need to deal with delayed freight, lost revenue and a damaged reputation. Drivers can lose income, and the situation may even cause shippers to place their trust (and future freight) in the hands of a competitor.

The information collected at the scene of the crash can play a key role in keeping such costs under control.

Consider a scenario where a driver is at the wheel of an owner/operator's truck, travelling down a multi-lane highway before being sideswiped by a merging delivery van. There are no injuries in the Friday night crash – although, there is obvious damage to both vehicles – so the drivers exchange some details and continue their trips.

A weekend passes before the owner/operator contacts his fleet's safety manager, who then spends several hours tracking down the driver. And while the driver eventually offers his version of events, some important details are lacking.

He recorded the name of the person driving the delivery van, but not the licence number; the name of the courier company, but not the contact information; the number of the insurance policy, but not the name of the insurance company. And he didn't bother to take any pictures at the scene because he didn't think that it

## Ask the Experts

**Kevin Dutchak**



was important.

The lack of information makes it impossible to identify the courier company or the driver of the delivery van. Local insurance brokers cannot offer the fleet any details about the courier company's insurance policy because of privacy legislation.

In the end, the owner/operator has no way to recover his deductible and expects the driver to share the cost.

Now imagine the costs that would emerge if someone reported an injury several weeks after the fact.

### Be prepared at the scene

Drivers, dispatchers and safety personnel all need to have a clear understanding of the steps to be followed at the scene of a crash. The collision reporting kits provided by most insurers can offer a guide for the driver to ensure all bases are covered.

In general, the drivers involved in any crash should:

- Protect the accident scene by setting up warning devices such as flares or reflective triangles;
- Check for injuries, making in-

jured people as comfortable as possible, but not moving anyone unless they are in danger;

- Call police and emergency personnel as required and then the fleet, or have other people at the scene make these calls;

- Contact your insurance company – if your dispatcher does not do this – they can help and advise you at the scene. Markel provides 24/7 claim reporting service to its customers;

- Check Bills of Lading to determine whether dangerous goods are involved. Calls may need to be placed to emergency spills response personnel that specialize in the safe handling of such materials;

- Seek out witnesses. If anyone refuses to be identified, it will be important to note the number on their licence plate or the address of the building where they were observed. Information from a witness can make a huge difference when dealing with traffic charges or insurance claims;

- Respond to questions from the police but do not admit fault to anyone. Questions from non-emergency people – including the media – should always be referred to the fleet office;

- Take pictures of the accident scene from different angles, showing roads that approach the scene, traffic signs and the position of any involved vehicles. Images should also show skid marks or gouges in the pavement, as well as any other damage that might help to show what happened. (Pictures should never be

taken of anyone who was involved in the accident.) Once pictures have been taken, drivers should immediately submit the film, disposable camera or the digital camera's memory card directly to their fleet or insurer.

Drivers should ensure that the accident reporting kits, checklists and any related emergency numbers are close at hand prior to any trip. Crashes are stressful enough for a driver without needing to determine what steps should be followed at the scene.

Still, the training does not begin and end with drivers. Company personnel who are responsible for answering a driver's call should also know what information to collect and what steps to follow in the event of a crash, whether serious or minor in nature.

Fleets, meanwhile, need to establish clear procedures for situations involving injuries, disabled vehicles or any spills involving fuel or dangerous good – spelling out when police and other emergency personnel should be called, ensuring the insurance company is called immediately and bringing specialized expertise to the scene as quickly as possible.

It is all about being prepared and making the best of a bad scene. □

– Kevin Dutchak joined Markel as a safety and training services advisor, covering the Atlantic Provinces, in 2006. Previously, he spent more than 20 years as a driver, dispatcher, and safety manager.

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**Owner Operator?** Manufacturer: \_\_\_\_\_ Year/Model: \_\_\_\_\_ Engine Type/Size: \_\_\_\_\_  
**Do you own a Trailer?**  Yes  No If yes, which type: \_\_\_\_\_  
**Preferred driving region:**  Canada  U.S.A.  Both

**Preferred Trailer Type: (Check all that apply)**  
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**Current Drivers License:**  
Do you have a Commercial License?  Yes  No  
License Number: \_\_\_\_\_ Expiry Date: \_\_\_\_\_ Province/State Issued: \_\_\_\_\_ License Type: \_\_\_\_\_  
Has your license ever been suspended?  Yes  No  
Number of accidents in last 3 years: \_\_\_\_\_ Personally responsible for: \_\_\_\_\_ Not personally responsible for: \_\_\_\_\_  
Total Truck Driving Experience: \_\_\_\_\_/yrs  
Last Employer: \_\_\_\_\_  
Name: \_\_\_\_\_ Company City: \_\_\_\_\_ Province/State: \_\_\_\_\_  
Phone #: \_\_\_\_\_ Start/End Date: \_\_\_\_\_  
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# Turning over a new leaf in 2008

Tired of salads? How else can we get the green leafy vegetables needed for our good health? Well, 2008 may be the year to turn over a new leaf! With the wide variety of vegetables available in every grocery store, this may be the year to experiment with something new.

Why grab some green leafy vegetables while you're out shopping? They keep your eyes and your brain sharp. The lutein in them keeps your eyes functioning well and maintains your arteries' walls, while their Vitamin E helps your brain. In a recent study published in the *Journal of Neurology*, the study author, Martha Clare Morris, ScD, with Rush University Medical Center in Chicago, said, "Compared to people who consumed less than one serving of vegetables a day, people who ate at least 2.8 servings of vegetables a day saw their rate of cognitive

## Preventive Maintenance

Karen Bowen



change slow by roughly 40%."

"It may be due to vegetables containing high amounts of Vitamin E, which helps lower the risk of cognitive decline. Vegetables are also typically consumed with added fats such as salad dressings, and fats increase the absorption of Vitamin E."

What is most remarkable is that "This decrease is equivalent to about five years of younger age."

These are good reasons to dig into some green leafy vegetables.

If you want to stick with a vegetable you know, choose romaine lettuce (and not iceberg lettuce,

which has far fewer nutrients). Romaine is excellent in salads, sandwiches and can even be used to replace the thin bread layer in a wrap. Since romaine is full of: Vitamin A, folate, Vitamin C, manganese, chromium, fiber, Vitamin B1, Vitamin B2, potassium, molybdenum, iron, and phosphorous, it helps protect the heart, especially by improving cholesterol levels and blood pressure.

I'm sure you're also familiar with spinach. Pick it up in a bag or plastic container in the produce section to eat raw in salads, or steamed. Spinach has a lot to offer: Vitamins A and C, iron and calcium, as well as folate and magnesium.

Only half a cup of cooked spinach gives you 50% of your daily amount of folate (necessary for producing healthy blood cells and preventing neural tube defects)

and its magnesium helps your body metabolize calcium (vital for a healthy heart).

If you feel slightly adventurous, steam up some brussels sprouts – just until they are tender, and top them off with some seasonings (salt, pepper, balsamic vinegar, olive oil or butter, or maybe even some feta or parmesan cheese).

Or, try them raw in a salad; just separate the leaves (like a miniature cabbage). Brussels sprouts contain: Vitamin C, Vitamin K, folate, Vitamin A, manganese, fiber, potassium, Vitamin B6 and thiamin (Vitamin B1), omega-3 fatty acids, iron, phosphorous, protein, magnesium, riboflavin (Vitamin B2), Vitamin E, copper and calcium. These nutrients help your body detoxify cells, develop healthy skin, improve colon and immune function, protect itself against rheumatoid arthritis, cancer and birth defects.

Take a chance on collard greens. They taste a lot like spinach with a rich smoky flavour. Just boil them briefly to add to a soup or stir-fry. Or, eat them as a side, with these traditional seasonings: lemon juice and olive oil, garlic and onion. Collard greens contain Vitamin A, Vitamin C, manganese, folate, fiber, calcium, potassium, Vitamin B2 and Vitamin B6, and are a good source of Vitamin E, magnesium, omega-3 fatty acids, Vitamin B1, Vitamin B5, niacin, zinc, phosphorous, and iron. Additionally, collard greens have more protein than most other veggies (about four grams per cup).

A different mild, cabbage-like vegetable is bok choy, Chinese cabbage. It's very tasty sauteed with onions, olive oil and salt and pepper. Some like to season bok choy with salt and pepper and lemon or lime juice. Or, add it to stews, soups stir-fries and casseroles. Bok choy is full of Vitamins A and C, beta-carotene, calcium, fiber, potassium and Vitamin B6 which keeps your skin and eyes healthy.

Or, try another cabbage-like vegetable – kale. Kale tastes like slightly bitter cabbage and is usually added to coleslaw, soups, stir-fries, sauces and even mashed potatoes or homemade pizza. A good source of iron, Vitamins A, C and B6, calcium, folic acid, manganese, fiber, copper and potassium, kale helps fight many forms of cancer, detoxify cells, lower your risk of cataracts, promote lung health, support your immune system and keep your brain clear while you age.

Collard greens, kale and bok choy are all vegetables from the brassica family, which are known for their powerful cancer-fighting phytochemicals, providing antioxidant protection, supporting your immune system, and protecting your heart and lungs.

More green leafy vegetables to explore are mustard greens, Swiss chard, turnip greens, and endive. Make yourself a New Year's resolution for a healthy 2008. Go green. □

– Karen Bowen is a professional health and nutrition consultant and she can be reached by e-mail at karen\_bowen@yahoo.com.

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# Who owns your company? Allocate shares with care

For a lot of owner/operators, the “operator” side of the business is straightforward enough. But you can never take the “owner” part for granted, even when your boardroom table doubles as the kitchen table.

Like any company listed in the stock tables of the newspaper, your corporation is collectively owned by its shareholders. Shareholders elect directors (who hire the president, secretary, and treasurer) and can be paid dividends when the company earns a profit. They also have a right to the company’s assets should it be liquidated.

Many owner/operators hold 100% of the shares in their company. Others issue shares to their spouse because he or she is employed by the business in some way. Some give shares to a spouse as part of a tax strategy.

They want to lower their individual tax obligation by splitting income, for example.

How to allocate your corporation’s shares is a decision you need to take seriously. Because let me tell you, the government sure does.

I know an owner/operator who asked a lawyer to incorporate his business for him.

The lawyer gave the owner/operator one share and his wife one share for no reason other than that’s just the way the lawyer did all his clients. The wife had a full-time job and played no active role in the company.

Fast-forward a few years. The trucking business is going well but the wife gets laid off when her employer ceases operation. She submits an application for Employment Insurance benefits.

When you file an EI claim, Human Resources and Social Development Canada (HRSDC) will review your total earnings during the 26 weeks leading up to your last day of work. This includes any income you receive as an officer of a corporation.

When HRSDC searched its databases and saw that the wife was a 50% shareholder and officer of her husband’s trucking company, it determined that she was self-employed and clawed back the wife’s percentage of the corporation’s weekly earnings from her benefit claims.

HRSDC sees plenty of scams where a corporation earns income while a principal shareholder does not and files an EI claim.

But in this case, the wife hadn’t taken a dime from the business and, having paid into the system all these years, simply wanted the benefits she felt entitled to after she lost her job.

Yet HRSDC decided to “pierce the corporate veil,” attach a portion of the company’s earnings to her overall income, and adjust the EI claim accordingly. (This owner/operator and his wife happened to be incorporated, but the same thing could happen in a sole proprietorship or partnership. Do you really want your spouses’ name at-



**Tax Talk**  
**Scott Taylor**

tached as an owner?)

How do you insulate yourself from this kind of scenario yet preserve the potential tax benefits of income splitting?

When we set up corporations, we want to allocate shares in a way that makes sense for the business and its owners today and down the road. If the spouse is not active in the company, we might allocate 1,000 shares to the owner/operator and 10 to the spouse. At only 1%, the share is such a small portion that the exposure to an HRSDC EI

claim-adjustment is minimal. Yet as a shareholder, the spouse can receive dividends on a fixed schedule or a special dividend at any time.

There are other important things to consider when allocating shares to a spouse:

1) What if you divorce or one of you dies? The shares in the company have value. Would you or your spouse be able to buy the remaining shares?

2) What are you trying to hide? That’s the question Canada Revenue Agency, HRSDC, and your spouse’s divorce attorney will ask if your company is flush with cash but your personal income is low. When someone says that his wife owns the business even though she has nothing to do with running it, you have to wonder if he’s hiding income or assets from an ex-spouse or collection agency.

3) Get professional help. If your spouse is a vital part of the company, maybe he or she should own half or a significant piece of it. Maybe you’re only distributing

shares for tax planning. Either way, talk to someone with the experience to see the range of possibilities and pitfalls of your options.

Incorporating your business is a big decision, but in fact incorporation involves a series of choices starting with how to allocate shares in the company.

Even if you’re a sole proprietor or involved in a partnership, talk to your accountant or business advisor about how you, your spouse, and your company are affected when your spouse is listed as an owner in the business.

After all, the “owner” part of the owner/operator’s business comes first. Don’t overlook this critical step. □

– Scott Taylor is vice-president of TFS Group, a Waterloo, Ont., company that provides accounting, fuel tax reporting, and other business services for truck fleets and owner/operators. For information, visit [www.tfsgroup.com](http://www.tfsgroup.com) or call 800-461-5970.



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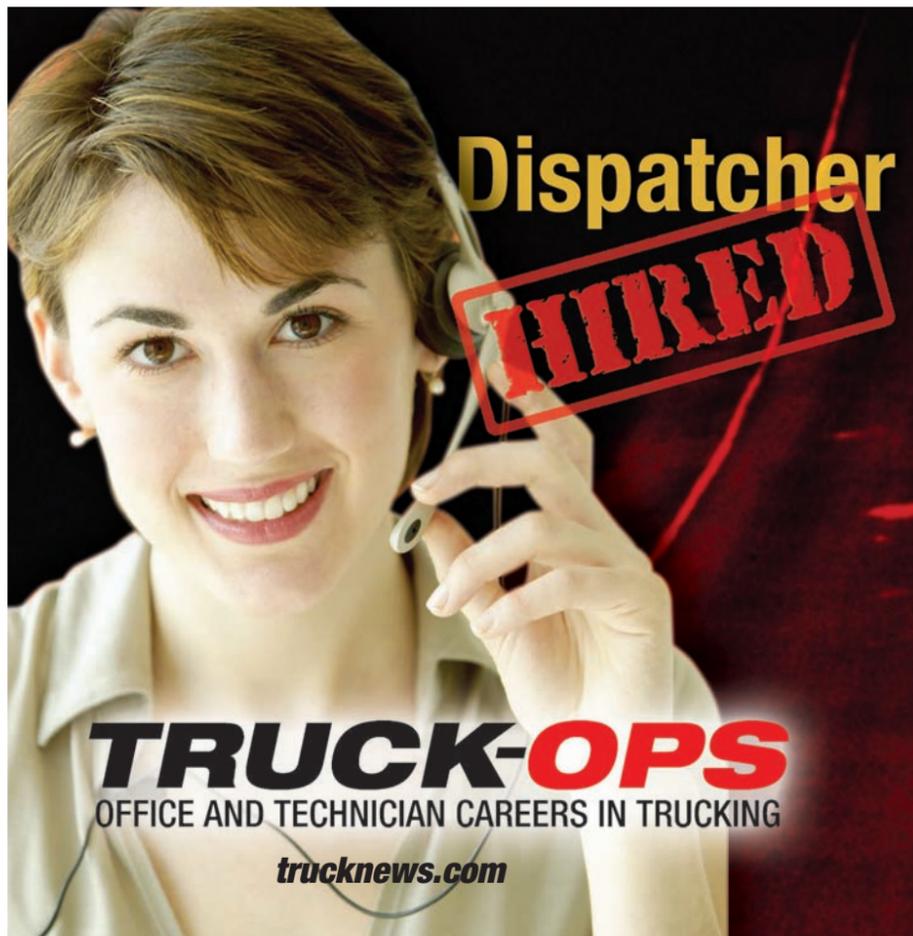
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**COTTAM, Ont.** – The three Peterbilts featured this month belong to Cottam, Ont.-based Randy McLean.

McLean has been driving since 1976 and has had trucks on with M Pearce Trucking since 1991.

The three trucks run through Ontario, Quebec and the US Mid-west.

They are mostly put to work hauling produce and frozen food products.

The two flat-top Petes are 2007 models and the raised roof model is from 2004.

All trucks are equipped with Cat C15 engines and 18-speed transmissions.

For more photo shoots by Mark Gagnier, visit [www.worldhead-quarters.ca](http://www.worldhead-quarters.ca). □



# Contracts: A simple clause can prevent major issues with customers

By Eric Berard

**MONTREAL, Que.** – Lawyers are generally not the most popular people in the world. Still, some of them really know their trucking. And Simon Rainville, from Lamarre Casgrain Wells in Montreal, is certainly one of them. During an educational seminar organized in Montreal by Markel Insurance company, he gave fleet managers valuable advice on how to avoid getting in trouble with simple, easy to use and to understand legal tools.

Prevention is always better than a cure, and that's particularly true when it comes to the legal world. If the contracts you sign with your shipper customers are complete and well-written, there are fewer chances that you will end up in court, paying high legal fees. That's why lawyer Rainville claims that it would be in transportation companies' best interest to consult their legal advisor when they have a doubt.

It's quicker and much cheaper to avoid problems before they emerge than to fix them afterwards, he says.

A contract between a shipper and a carrier should be as complete as possible, in order to manage unexpected situations that can arise during the contract period. Carriers should be cautious even before they sign a contract with a new customer.

For instance, make sure to know the juridical identity of the company you are considering business with.

If you check the register of companies, you might find that the guy who wants to hire you started his company just a couple of days ago. Not necessarily a reason not to accept the contract, but certainly a red flag indicating that further investigation should be performed – credit history for example.

A contract between a shipper and a carrier should always include a cancellation clause to protect your investment if you need to acquire

specialized equipment to serve a given customer.

That clause should also state the duration of the contract and the compensation you would be entitled to if the shipper were to terminate the contract before the agreed upon date.

The number of loads should also be outlined clearly. If you fixed a price for a volume of 100 loads, it's likely to be a little cheaper, because of that volume. But what happens if the shipper ends up sending you only 15 loads? The contract should address that.

Moreover, include in writing who should be held responsible for cargo loss or damage and what method will be used to determine the value of the loss if such a situation occurs. Make a point of writing down in the contract that you shall not be held responsible for cargo damage due to fortuitous events (also called acts of God), an accident for which your



**CONTRACT CAUTION:** According to lawyer Simon Rainville, if the contracts you sign with shipper customers are well-written and complete, there are fewer chances that you will end up in court.

Photo by Eric Berard

driver was not responsible, for example.

And always put things in perspective before deciding not to sue a

**Continued on page 56 ■**

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**IT'S IN THE CONTRACT:** When entering into a contract with a shipper, there are some key considerations that could prevent problems down the road.

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**Don't just 'let it slide'**

Continued from page 55

shipper because he is "such a big customer." Letting a \$10,000 claim slide because a customer brings you \$200,000 worth of business is not necessarily a good idea. If your profit margin is around 2%, that "big customer" represents only \$4,000 on your bottom line.

**More legal tips**

Besides the contract with the shipper, there are other areas of your company management that need to be taken care of from a legal perspective. For starters, incorporating your company is important in order to protect the personal assets of the owner by separating them from those of the company.

If you have business partners, make sure to write down a shareholders' convention that clearly states the value of the company, who owns what and who gets the first refusal right if one of the partners decides to sell his shares.

Protect yourself also in the day-to-day management of your company. Include in writing who is entitled to make equipment purchases and when that authorized person does make an acquisition, there should always be a precise delivery date on the contract with the seller.

This way, you won't end up lacking one truck to serve your customers with six months after the date of purchase, even if the salesman had verbally "promised" you would have your new vehicle within three months. Remember: prevention is always better than a cure.

Last but not least, did you know that some lawyers specialize in traffic tickets contestation? According to Rainville, the very good ones have a winning average ranging somewhere between 33% and 50%. That means big bucks savings, but also a very good protection of your safety rating. □

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**FLEET NEWS**



**NEW OWNERS:** Consolidated Fastfrate CEO Ron Tepper says the acquisition will help the company achieve further growth.

# US group buys Consolidated Fastfrate

**WOODBRIIDGE, Ont.** – US private equity firm Fenway Partners has announced it has reached an agreement to acquire Consolidated Fastfrate, Canada Drayage and Koch Transport.

Consolidated Fastfrate is one of Canada's largest privately-owned transportation and logistics providers with more than 1,500 employees. The company transports more than two billion pounds of freight each year. The company provides LTL and truckload services in Canada and the Northeast and Midwest US.

It also provides national drayage and cartage, warehousing, transloading and third-party logistics services. Consolidated Fastfrate is also Canada's largest LTL intermodal carrier with a relationship with Canadian Pacific Railway.

The company says it is the only intermodal carrier in North America that has co-located facilities with the railway in every CPR intermodal yard in Canada, with the exception of Edmonton where one is currently slated to be built. The company has 17 terminals in Canada as well as a sales office in Shanghai.

Under the deal, Fastfrate's shareholders will control 25% of the company.

"Fastfrate is a highly successful and recognized leader in Canadian transportation and logistics and is an excellent addition to Fenway's growing portfolio of investments in this sector," said Marc Kramer, managing director of Fenway Partners and co-head of the firm's transportation and logistics practice. "We are enthusiastic to have (current CEO) Ron (Tepper) and his team join the Fenway family and look forward to providing the necessary resources to capitalize on the wide range of growth opportunities that we perceive in the Canadian transportation market."

Tepper added "Our company is in the fortunate position of having built one of the largest and most complete service offerings for transportation in Canada. It is very clear to me that there are and will continue to be attractive opportunities for us to grow our business quickly through selective strategic acquisitions. We have the capacity

and the knowledge, we have the management team and the desire, and this deal will now give us access to Fenway's capital, human resources and extensive network in transportation and logistics which will help us reach our goals. These next few years will be a very exciting time for Fastfrate and all of our employees." □

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# TransX celebrates opening of new, larger hub in Montreal



'X' MARKS THE SPOT: The new terminal is located in Vaudreuil-Dorion, just a little west of Montreal Island.  
Photo by Eric Berard

By Eric Berard

**VAUDREUIL-DORION, Que.** – On Nov. 21, the TransX Group of Companies celebrated the official opening of its brand new terminal for the Montreal region. Established in the city of Vaudreuil-Dorion, just a little west of the island, the new facility is built on 30 acres of land and was designed, right from the start, to be doubled in size as company growth demands it.

Guests from the transportation community, as well as TransX customers and suppliers, had the opportunity to take a tour of the new terminal that started its operations at the end of August, after \$12 million was invested. Previous to that, TransX's Montreal operations were located on a smaller site, in Pointe-Claire.

During its visit, *Truck News* had the opportunity to note that 32,000 sq.-ft. of dock and office

space are available, in addition to four maintenance bays. There are a total of 36 cross-docks. Cross-docking means that you can unload a truck on one side and load another one on the other side, nearly doubling the productivity of employees, said a TransX spokesperson.

The secured yard can presently accommodate up to 180 trailers but can be modified to reach the 400-unit mark, should demand increase. All docks are equipped with a "red light-green light" safety system that tells the driver that people are still working at loading or unloading the trailer. The vehicle is not allowed to move until the green light is on.

When walking through the offices, one notices that plenty of natural light comes in. The dispatch department is on the first floor and there are always three people available to greet drivers coming back from a trip. Some of these trips can be quite long, since TransX delivers freight (TL, LTL, reefer and dry van) across Canada and the US, using a total of 11 terminals, three of them located south of the border.

The sales department is located on the second floor but what catches most of your attention is the amenities that are provided for the drivers.

There are separate showers for the ladies and gentlemen, a washing machine room and a very well-appointed and vast drivers' lounge, equipped with comfy leather couches, a high-definition flat-screen TV and Internet connections. A training room is also located on this floor.

In the secondary building area, among other things, two stockrooms; one for the smaller parts and the other for the bigger items is located on the second floor. The building was designed so that these large items could be placed or removed with a forklift, from the inside or the outside.

There is also a scale on-site, which helps ensure a truck never leaves the yard if it is over the regulated weight limit.

After the guests had finished visiting the new facility, they were brought to a cocktail room where hors-d'oeuvres and drinks were offered. Welcome messages were read on behalf of the city of Vaudreuil-Dorion's municipal Council, as well of the local Chamber of Commerce.

The president of TransX, the largest privately-owned carrier in Canada, Louie Tolaini, made a short speech, thanking his loyal customers for being part of an adventure that started when he was only 19 and just arriving in Canada with nothing but his dreams and his love of big trucks.

For those who might not now the history, Tolaini had one of his first jobs in Canada working in the oilfields in the western part of the country. With the oil rigs' tremendous need for water, he quickly identified a need for trucks carrying the water to the drilling fields.

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**ALL DOCKED OUT:** The Montreal terminal has 36 cross-docks.  
Photo by Eric Berard

"I bought my first truck in 1959. It was a 1956 International, model S-180, running on gasoline," he reminisced during an interview he gave to *Truck News* after the ribbon-cutting ceremony. We asked him how management was able to keep the "family atmosphere" that all the employees we met were talking about.

"We're simply people, very simple. And we stay simple. I still talk to drivers, my door is always open. I try to stay simple and respect people. I don't have a formula, but it works. I'm still very passionate about trucking."

Even if the head office is located in Winnipeg, Tolaini, insisted on making the trip to Montreal for the event, especially to meet with customers.

"We talk a lot about job security but in fact, there's just one security. It's the customers. That's what makes us," concluded TransX's president.

TransX has an estimated revenue of \$500 million per year. □

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## MSM Canadian Transport making gains in L.A.

**SANTA FE SPRINGS, Calif.** – MSM Canadian Transport has been named one of the 100 fastest growing private companies in Los Angeles for the second consecutive year, according to a recent edition of the *Los Angeles Business Journal*.

The survey ranks companies according to revenue growth from 2004 to 2006. MSM Canadian Transport placed 76th, based on a 53.17% revenue increase during the three-year period.

Located in Santa Fe Springs, Calif., MSM Canadian Transport provides daily scheduled less-than-truckload service to Canada from the Los Angeles area.

"Companies are capitalizing on opportunities to grow their business in Canada," said John Abate, vice-president of operations at MSM Canadian Transport. "Because our specialty is LTL service between Southern California and Canada, we're the carrier of choice for companies that need efficient, reliable freight transportation to points north of the border."

MSM Canadian Transport is affiliated with the MSM Group of Companies of Bolton, Ont. □

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The latest in portable domed antenna systems is the VuQube, a small powerful **portable satellite TV dish** developed for the professional long-haul truck driver. The VuQube is built specifically for trucks and it features a small footprint enabling installation on virtually any rig. The antenna can be mounted either temporarily or permanently and its FastFind wireless remote allows for rapid satellite acquisition once the truck is parked. For more information on this product, visit [www.techmcw.com](http://www.techmcw.com).

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Vehicle Inspection Systems has rolled out an **automated aluminum rim polishing machine** to help image-conscious truck fleets boost truck resale values, reduce costs and impress valuable customers. VIS-Polish is a fully automated system that requires no manual labour and fully encloses the polishing process. The system will be made available at select truck dealers and tire shops; and can polish six 19-inch to 24-inch rims in three hours. It can also clean bead-seating surfaces. Further information can be found at [www.vispolish.com](http://www.vispolish.com).

Toyo has released a new 425/65R22.5 size for its **M320 wide base super single tire**. The tire is designed for on/off highway use, in applications such as dump trucks, concrete mixers and refuse trucks. The M320 features large tread blocks with functional sipes and three wide zig-zag grooves to improve traction. The tire has a long life due to an optimized casing profile, which minimizes growth of the tread area while maintaining a more uniform and flatter tread radius during its service life. In addition to providing endurance in its design construction, the M320 can also be retreaded. For more information on Toyo's line of commercial truck tires, visit [www.toyo.com](http://www.toyo.com).

Continued on page 64 ■

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## NEW PRODUCTS

# The great equalizer Pedal to the metal? So what?

**By Eric Berard**  
**MONTREAL, Que.** – A group of four entrepreneurs from the Montreal region has created a company called RM2J, which has begun the successful commercialization of the Fuel MaximiZer (FMZ for short). Not one of these gizmos you drop in the fuel tank or “magic magnets” you stick on fuel lines, this patented device actually moderates drivers who tend to “floor it” too often.

Engineer Jean-Francois Aussillou (very well known in the Quebec trucking community for the work he does at Allison Transmission) had the basic idea...a little more than 25 years ago while he was working in Cameroon, in central Africa.

He was a teacher at a small technical college and the school was using a truck to get goods from the main village. As fuel supplies were limited, diesel consumption was a big issue there, and the young teacher rapidly realized that the intervals between the fillings varied radically depending on who drove the truck. It was obvious: some drivers just buried the throttle pedal in the floor of the vehicle. Now, if he could only find a way to prevent this. He tried a couple of handmade prototypes that did the job but as oil prices were much cheaper in the 80s than they are now, he didn't succeed at raising much interest about his idea. But now that a barrel of oil is flirting with the \$100 mark, it's a completely different ball game.

Put simply, the FMZ he developed with partners Rejean Turmel, Jean Poulin and Mathieu Guerin, is a computerized device that calculates the power the truck really needs to haul a given load safely, but also as fuel-efficiently as possible. The unit weighs merely a pound and is roughly the size of a Kleenex box. It is connected between the accelerator pedal and the engine's ECU. Each unit is pro-

grammed to fit with each carrier's unique conditions of operation (flat or mountainous, medium or heavy loads, etc.)

After the installation is done (not more than two hours, claims RM2J) the “throttle box” takes into account various parameters such as load weight, available horsepower, etc. to calculate what power is really needed to make the truck accelerate in a decent, yet civilized manner, in order to maximize fuel economy. It takes the electric signal sent by the throttle pedal, interprets the conditions and sends a command to the engine's ECU for a certain amount of power, at a certain RPM level. Think of it a little bit as the “locking” mechanism that keeps a truck from going over a determined speed limit.

“The basic idea is to give the driver the power he needs instead of the power he wants,” says Aussillou. But is it safe? What if the driver needs instant power to get out of an emergency situation? Nothing to worry about says Mathieu Guerin. “Let's say that the truck is half loaded. It would simply react as if it were fully loaded; a situation the driver is familiar with. So he'll just adapt his driving accordingly, going more smoothly, thus saving fuel.”

### Payback time

Tests on the dyno, on prototypes and in real-world conditions with the first customers have proven that this “impetuosity control” can translate into fuel savings that can reach the 10% and over level, depending on the application. The more stop-and-go and the more hills, the more a fleet can save, since it's in these circumstances that the engine is most solicited.

“In some applications where the loads are almost always equal, on flat roads and with excellent drivers, the FMZ would not make a significant difference,” admits Aussillou, adding: “But if a fleet is

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### Sleeping Well Plus now offers cab heating and cooling

**NEWMARKET, Ont.** – ITS Distributing has announced it is carrying the Sleeping Well Plus idle-reduction system which now combines heating and cooling capabilities.

The latest system combines the indel B 12-volt air conditioning system with Webasto's Air Top bunk heater, providing drivers with year-round comfort.

The Sleeping Well Plus features an evaporator mounted high inside the sleeper where the hottest air in the cab collects. This air is exchanged for cold air that is blown into the sleeper by an integrated six-speed cylindrical fan. The company explains the cooler air drops to the floor, forcing the hotter air to the top of the cab where it is once again exchanged for colder air. The system has the added benefit of dehumidifying the air, reducing the risk of mould formation.

The company said its system is ideal for most highway trucks that require a cost-effective heating and cooling solution while the engine is off. The Sleeping Well system can provide 3,250 btu/hr of cooling and 7,000 btu/hr of heating and can maintain cab temperatures for up to 10 hours regardless of outside weather conditions.

The system uses its own dedicated auxiliary deep cycle batteries and is independent of the truck's main batteries. The truck's primary batteries are charged before the auxiliary batteries, ensuring trouble-free starting, the company says.

More information is available at [www.its-distributing.com](http://www.its-distributing.com). □



**LEVEL PLAYING FIELD:** Drivers of all stripes will get good fuel mileage thanks to a Canadian device that only allows them to use the horsepower they really need for the job, its creators say.

concerned about some of its drivers not being gentle with their machines, they should definitely consider it.”

The device is priced somewhere between \$1,500 and \$2,500 (depending on volume) and is a 100% Canadian invention, using Canadian brains and Canadian components. It has a “plug-and-play” configuration, so there are no wires to splice or cut, no modification whatsoever to the truck or the engine. The team of engineers has made sure it is compatible with all Class 7 and 8 truck engine brands and that it doesn’t have any negative effect on the engine’s warranty or that of the aftertreatment system. With the fuel savings realized, RM2J representatives say the ROI period can be as short as a couple of months but almost never more



than one and a half years.

A fleet can install the units itself or have it installed at one of the branches of Detroit Diesel Allison Canada East or Wajax for about \$250. The product is guaranteed (parts, service and technical support) for one year or 160,000 km.

More information is available at <http://rm2j.net>. □

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## NEW PRODUCTS



### Continued from page 60

Teleflex Power Systems has launched a new line of advanced **auxiliary cab heaters** for heavy-duty trucks for the winter season. Proheat Air Heaters are designed to help truck drivers and fleets significantly reduce engine idling fuel consumption while helping comply with anti-idling regulations. Proheat Air is a diesel-powered air heater that supplies heat for in-cab driver comfort during cold weather. Available in either 2- or 4-kW models, the heater reduces fuel consumption by up to 95% compared to engine idling, while supplying heat more quietly and efficiently. Proheat Air includes a remotely mounted control panel with digital display. The control panel incorporates advanced timers that allow drivers to start Proheat Air at a specific time so the truck is warm when they arrive. More information is available at [www.teleflexpower.com](http://www.teleflexpower.com).



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## Lighting

Grote Industries' debuted a new **LED arrow turn signal lamp**. The large, bright amber LED arrow signal lamp gives drivers of vehicles following tankers and other trailers crucial, extra time to notice them making a turn. Because the lamp is a long-lasting, shock-resistant LED, it is designed to stand up to the punishment of long, over-the-road hauling. More information can be found at [www.grote.com](http://www.grote.com).

Truck-Lite has expanded its line of 33 Series products, offering **high and low intensity auxiliary lamps** in six different colours. As auxiliary lamps, the 33 Series of lamps were not required to meet any output standards, but were designed for creative and appearance applications. Just like Truck-Lite's current 33 Series Mini-Marker, these lamps require a standard 3/4" drill for mounting both the grommet or flange versions. The expanded 33 Series will offer a variety of applications such as interior of cab, walkways, glove boxes, interior of trailers and exterior auxiliary for show lighting if mounted on a separate switch. The expansion offers colours in red, amber, green, blue, purple, and white, all in both high and low intensity. Further information can be obtained at [www.truck-lite.com](http://www.truck-lite.com).

Peterson's latest addition to its Piranha LED line employs unique optics that creates a 3D tunnel effect when lighted. The new **179 Series 3D LED** is available in both amber and red versions. Designed for accessory use only, the new light offers striking ways to illuminate and beautify such big rig and custom trailer features as stainless steel air cleaners, headache racks, bumpers, door panels and running boards. More information is available at [www.pmlights.com](http://www.pmlights.com).

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# Tracking tire costs

*Why the price tag shouldn't always drive your tire purchasing decision*

By James Menzies

**TORONTO, Ont.** – Be honest. Did you purchase the tires that are currently on your rig because they were on sale the day you needed them? If so, you're not alone. But if purchase price was the main motivator behind your buying decision, then you're probably not getting the most value out of your investment.

Tracking tire costs can be a daunting task, especially if you don't have the resources of a big fleet behind you. But there are reasonably uncomplicated ways owner/operators and small fleets can develop a cost-tracking program for tires.

### Why track tire costs?

Tires are an owner/operator's second largest operating cost behind fuel. But while reducing fuel consumption has garnered its share of attention in recent years, tire selection remains an oft-overlooked way of reducing operating costs.

"Proper tire selection and maintenance is one of the easiest ways for an owner/operator to save himself some money and put some of it on the bottom line for himself," insists Greg McDonald, engineering manager with Bridgestone Firestone North American Tire.

Greg Cressman, technical services director with Yokohama, adds, "Tracking tire costs and knowing what your costs are, seems to be a moving target for a lot of owner/operators."

However, there is help available for O/Os who want to ensure they are choosing the best tire for their application based on more than just price.

"Information is power, and once you have data compiled, you can put it to work for you to make intelligent tire decisions," explains Tim Miller, commercial tire marketing communications manager with Goodyear.

### Tracking software

Goodyear (and several other third-party vendors) now offer software solutions for tracking tire costs. The programs (namely TVTRACK and TireValueCalc in Goodyear's case) consist of a spreadsheet that allows owner/operators or fleet managers to plug in tire-related information. The programs calculate a cost-per-mile and display it graphically, in an easy-to-understand format so customers can precisely measure how their tires are performing.

"Our belief is that a well-run tire program transcends buying quality tires," says Miller.

Software solutions are not the only way to track tire costs, however, and some tire experts caution against relying entirely on computers when calculating tire costs.

"I'm not aware of a single software (program) that does it all very well," says Ralph Beaveridge, marketing manager, truck tires with Michelin North America.

Bill Hume, national business director with Hankook Tire Canada, says, "An owner/operator or small



**TIRE TRACKING:** Software solutions such as Goodyear's TVTRACK are effective tracking tools, usually employed by large fleets.

fleet operator should keep good written records as to when they installed tires, performed maintenance and replaced them."

McDonald adds a set of manila folders in a file box or an Excel spreadsheet on a laptop can be an equally effective way to track tire costs. But where do you start?

### Understanding life-cycle costs

Ewing McMeekin, corporate account manager – Ontario, with Kal-Tire, says most owner/operators enter his chain of stores "looking for the best deal possible."

There are more options available than ever before thanks to an influx of off-shore brands in recent years, which can prove tempting for some O/Os.

"We're up against a huge temptation by folks in the market to go try some of this other stuff, but it can be a very expensive learning curve," says Yokohama's Cressman. "The savings might be there when they're throwing down the credit card, but long-term it can be dubious."

Beaveridge says owner/operators and fleets are beginning to realize purchase price is not the most important consideration when choosing a set of tires.

The company's research suggests most O/Os and fleets are beginning to realize this.

"When we ask the question, 'How do you plan on minimizing your tire costs going down the road?', very few say reducing their acquisition cost is their first step. Most say they're going to improve their use of their tires, selection of tires and maintenance to reduce costs."

Bridgestone Firestone's McDonald says the following should all be part of the equation when tracking tire costs: purchase price (don't forget to assign a value to OEM tires – they're not free); repair costs (on-road emergencies as well as spot-repairs); maintenance costs; casing value; and retreadability.

"Keep track of how many miles you're getting for these expenses and break it down to a cost-per-mile," he suggests.

Customers should also take note of fuel mileage. Most tire manufacturers have fuel economy databases available that compare the various brands and tread types. Asking your dealer for this information can provide a fuel economy baseline.

Continued on page 66 ■

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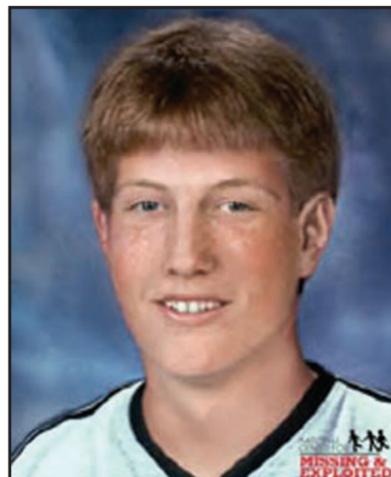
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# The **BIG** picture

## ■ Continued from page 65

“There are tires that are excessively penalty-ridden for fuel costs that may be attractive to purchase if you’re only looking at depth of tread or cost on the day of purchase,” warns McDonald.

Michelin’s Beaveridge admits a cost-per-mile formula may not work for every customer. The key is to develop a ‘cost-per-something’ calculation.

“Some fleets go with cost-per-hour or cost-per-load,” he adds.

### Taking care of your investment

Once you’ve decided on the tire you feel is going to deliver the best value over the course of its life, it’s not enough to simply put it on the truck and ignore it.

Any tire will only live up to its full potential if it’s properly cared for, and that boils down to three things according to Beaveridge: “Pressure, pressure and pressure

are one, two and three in terms of importance. Fourth is alignment.”

“Loss of air or over-inflation are the two main reasons tires wear out prematurely,” agrees Kal-Tire’s McMeekin. “If you’re going to spend \$1,000-\$1,500 for a good pair of steers, why not take the time to look after them?”

Tire pressures should be measured with a calibrated tire gauge during every pre-trip inspection – a thump with the hammer is not enough.

“The difference in quality between pre-trips varies as much between drivers as the preference of soda drivers like,” says McDonald. “One driver might do an excellent pre-trip and the next one walks around and if the rim is not touching the asphalt, he’s good to go.”

Beaveridge says Michelin encourages the use of tire pressure monitoring systems and simple, yet clever new devices called “Alligator caps.”

These are valve caps that work like a check valve, allowing you to check tire pressures without unscrewing the cap and risking having it stick in the open position.

Alignment should be checked frequently to protect against irregular wear and tires should be rotated as required.

“If you can maximize the original tread life through balanced wear and through timely rotations, you can get an extra 100,000 km out of these things quite easily,” insists Cressman.

### What next?

So you’ve done your homework when selecting the right tire, and you’ve taken proper care of it while in use.

You’ve tracked all the costs associated with running that tire along the way, and now you’ve got a pretty good idea at what the total life-cycle cost of that tire amounted to.

“As a basic rule of thumb, when you find a tire you feel is suitable and you’re getting value for the money, that’s probably the one you should stick with until something



**MONITOR IT:** Measure tread depth and tire pressures to extend tire life.

changes,” says Hankook’s Hume.

In most cases, that tire probably wasn’t the one with the lowest sticker price at the shop.

While tracking total tire costs may seem like an intimidating undertaking for an owner/operator or small fleet, the rewards are worth the effort.

“When your job is to stay profitable through low cost-per-mile and tires are your second highest operating cost, it’s imperative to track your numbers,” concludes Miller. “It’s the only way to a solid bottom line.” □

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## Retreading: The big fleets are doing it, are you?

By James Menzies

**TORONTO, Ont.** – If you don’t have a retread program, you’re likely not getting the most out of your tire investment, according to both manufacturers and retreaders. Premium tire manufacturers design their casings with multiple retreads in mind, and the retreading process itself has evolved into a high-tech feat of engineering that ensures reliability and performance equal to that of new tires.

“Retreading is the most effective use of a casing that typically lasts more than one life,” Ralph Beaveridge, marketing manager, truck tires with Michelin North America, says. “They should be used whenever possible. Some of the old objections should have died a long time ago.”

The retread industry has been dogged by misinformation for years now, and nobody knows this better than Eugene Johnston, manager of business development with Bandag.

“There are those owner/operators who had a grandfather who was opposed to retreads because they remembered the days back before, when used tires or retreads didn’t always get the kind of inspections they needed,” Johnston says. “But the level of technology has dramatically improved.”

Retreaders have developed non-destructive inspection processes which allow them to fully evaluate the condition of a casing to ensure it will perform as well in its second life as it did in its first.

“Every tire that comes in for retreading is individually inspected at the beginning of the process and after the retreading,” Johnston explains.

Some of the relatively new technologies quality retreaders have at their disposal include: electronic nail hole detection systems that use an electrical arc to detect small holes not visible to the naked eye; an ultrasonic inspection system that detects separations in the belt package; and



**NEW TECHNIQUES:** A Bandag technician uses a shearography machine to detect small bubbles that are invisible to the human eye. Just one of many advances in retreading technology that the best retreaders now employ.

laser shearography systems that can detect tiny bubbles within the rubber, some of which may have been present since the tire was first manufactured.

This technology allows retreaders to weed out inferior casings before they are retreaded in the first place. As a result, tire manufacturers and retreaders agree a properly retreaded tire is just as reliable as one that’s brand new.

“Retreads are not more susceptible to separations than new tires,” stresses Beaveridge. “Those road gators that we run across as often as not are new tires and it’s because of poor tire maintenance and overloading tires which has created excessive heat.”

Bandag’s Johnston says most large fleets have now adopted retread programs, and as a result, some are achieving five or six lives out of their casings. (In specialized applications like refuse, attaining 10 or more retreads is not unheard of).

“There’s good reason for that,” he explains. “For most trucking fleets, retreading is critical to their tire investment. If they weren’t doing it, they’d be at a competitive disadvantage.”

The same goes for owner/operators, but many still have reservations about using retreads.

“There are many owner/operators out there who don’t want retreads on their trucks,” admits Greg McDonald, engineering manager with Bridgestone Firestone North American Tire. “They only own one truck and they have to maintain it themselves and they have the opinion that this is only going to have new tires on it. But if they have retreading done by a good, reputable retreader, especially on their own casings, then that’s an excellent way to lower their cost-per-mile.”

Johnston said another reason owner/operators are reluctant to embrace retreading is that they don’t have the tire inventory of a major fleet and they can’t afford to be without their tires while the retreading is performed.

“Owner/operators don’t tend to have inventory on-hand like fleets have,” he points out. “But if an owner/operator keeps two full sets of tires on-hand at all times, then you can manage a retread program much more effectively.”

In fact, there may be an added bonus to running a two tire-set

system, he points out. O/Os can run one set aimed at optimum fuel mileage in the summer and a second set with deeper treads for improved traction in the winter.

“Having two sets where one set at any time is a retread can be much more cost-effective,” points out Johnston. And then there are ‘stock’ retreads which can be purchased directly from tire shops and retreaders. Purchasing ‘cap-and-casing’ tires right off the shelf can reduce the downtime involved in having your own tires retreaded, and with advancements in non-destructive casing inspections you can rest assured the casing has not been abused by its previous owner.

“Any owner/operator can start retreading immediately by purchasing those,” Johnston says.

The most important thing when deciding to develop a retreading program is to be careful who you do business with. While the retread process has steadily evolved, not all retreaders have kept up with the technological advancements.

“Contact the retreader and take a tour of their shop,” advises Johnston. “Take a look at it and make sure you’re dealing with a reputable company. There are certainly bad retreaders out there, but there are much fewer than there used to be.”

Or, you can simply ask around and determine where the big fleets are getting their tires retreaded, adds Bridgestone Firestone’s McDonald.

“They’re not going to get that mega-service with big fleets if they’re not doing a good job,” he says. “Ask around – ask guys at the truck stops from the mega-fleets ‘Where does your company have its retreading done?’”

Another resource is the Tire Retread Information Bureau and its Web site, which is packed full of information on retreading. Visit [www.retread.org](http://www.retread.org) to access the site’s vast resources. □

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**GLOBAL APPEAL:** Daimler had a complete line-up of Japanese, American and European “green” vehicles parked in front of the Mercedes-Benz museum in Stuttgart.

## Daimler Trucks ‘goes green’ globally

### Freightliner, Mercedes and Fuso share the same fight against emissions

By Eric Berard

**STUTTGART, Germany** – More than 200 journalists from 28 countries gathered in mid-November in Germany, to be part of a two-day presentation prepared by Daimler Trucks, about its latest breakthroughs in developing “clean” commercial vehicles.

It was truly an international event because Daimler didn’t focus solely on the Mercedes vehicles commercialized in Europe but also on North American brands such as Freightliner, Sterling and Western Star, as well as its Japanese Mitsubishi Fuso brand. In fact, Daimler had taken good care to park trucks and buses from each brand in the vast parking lot of the Mercedes-Benz museum in Stuttgart, where the major press conference was held.

The leader of Daimler Commercial Vehicles, Andreas Renschler, invited journalists from every continent to make several technological announcements. Besides discussing hybrid vehicles and alternative fuels, Renschler wanted to deliver a clear political message to the leaders of industrialized countries.

And that message could be summarized in three words: harmonization, harmonization and harmonization.

There are many reasons that explain why the spreading of “greener” trucks and buses is still so slow. The main reason is probably the price issue related to the introduction of these new technologies. And it’s a little like the “chicken or the

egg” question. Prices for hybrid or alternative-fueled trucks remain high because of an insufficient sales volume...and the sales volume remains restrained because the prices are too high.

#### The need to reach a critical mass

Of course, financial incentives by governments in the form of tax relief or other kinds of rebates, are part of the solution (the Japanese are well ahead of us on that issue). But the great diversity of regulations across the world when it comes to emissions levels and the formulation of diesel fuel represents a big problem for global manufacturers, says Daimler Trucks’ leader.

North America has its EPA regulations, while Europeans have their Euro standards and the Japanese observe their own calendar of emissions standards. This situation forces commercial vehicle makers to “customize” their “green” vehicles according to the particularities of each market, making them unable to reach a critical mass of production of harmonized clean vehicles, a critical mass that could lead to lower production prices and, ultimately, lower sale prices for cleaner vehicles.

The market seems ready, no doubt about it. For instance, Eaton has already begun to mass commercialize its hybrid systems in North America, through a number of well renowned truck manufacturers. Renschler insisted on this new reality: “We are well beyond

the stage of prototypes. Our hybrid trucks and buses are very real and already into the hands of customers,” he said during a press conference. Incidentally, the Daimler brands, in Europe as well as in North America, use Eaton’s hybrid technology.

When asked by a British journalist why, in order to put pressure on politicians, Daimler didn’t form some kind of alliance with other big players in the industry, such as Volvo, to force a harmonized and global “emissions market,” Renschler replied: “Because each country defends its own interests and they are obviously very difficult to conciliate. It can only be done through collaboration, this is why I’m asking you, the media, to promote the idea to the general public.”

#### Environmental solutions overview

The press event was named *Shaping Future Transportation* and observers could see that Daimler is gunning at many targets at once in order to design and develop more environmentally-friendly trucks and buses, but also heavy vehicles that can actually save money for the end user. In fact, the chief of communications for commercial vehicles, Heinz Gottwick, had this comment: “Yes, we are committed to protecting the environment, but also to help the economy with lower operating costs.” And if, obviously, the ideal vehicle is the one with a zero emission level by using a fuel cell, all indicators state that, for the



**NATURAL GAS:** Natural gas is among the green solutions contemplated to power heavy-duty trucks, such as this Econic Mercedes.

foreseeable future, diesel fuel will continue to be the main source of energy for commercial vehicles. According to an expert from Shell, Dr. Wolfgang Wanecke, hydrogen, which is a critical part of fuel cells, won’t be available in significant volumes and through a large and adequate distribution network before 10 to 20 years.

In other words, insists Renschler: “We don’t only want to replace hydrocarbons, we need to use them more efficiently.” He adds that, in Europe, the use of a urea solution has allowed truck makers to dramatically increase fuel efficiency. Truck engines burn 6% less diesel than with the previous EGR technology, about 500 gallons less per truck every year. This urea solution is mixed with the exhaust gases where a chemical reaction occurs, transforming the polluting nitrogen oxides (NOx) into harmless nitrogen and water. The process is called Selective Catalytic Reduction (SCR) and will be used by Daimler and Volvo in North America to meet the more stringent EPA regulations that will take effect in 2010. Cummins has announced that it will use the same technology, but only on medium-duty engines.

Hybrid vehicles were obviously the big stars of this event, Daimler indicating that it utilizes a parallel hybrid system (an electric motor that works in conjunction with the diesel engine) on its trucks, while on urban buses a series hybrid approach will be used (a small diesel engine works only as an electricity generator, this electricity being stored in lithium-ion batteries).

The life expectancy of these batteries is expected to be equivalent to that of the vehicle, so the user would never have to replace them. From the batteries, the electricity is transferred to wheel-hub motors, devices provided by the German company ZF Sachs. This formula considerably lowers the bus and makes it easier to board, since there is no drivetrain whatsoever.

Better yet, the wide availability of electricity makes it possible to run components such as various pumps with its power, instead of activating them with pulleys attached to the diesel engine. This added flexibility allows manufacturers to place these components wherever the engineer wants to (on the roof, for example) in order to optimize the space available in the engine compartment and on the bus itself.

Liquefied natural gas also offers some interesting results: 10% better fuel economy; 50% noise reduction; and 90% less emissions. As a matter of fact, Daimler is already

Continued on page 68 ■

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OEM/DEALER NEWS

# Daimler: We are well beyond the stage of prototypes

■ Continued from page 67

converting about 10 regular gasoline vehicles a day (Mercedes cars and Sprinter delivery vans) to natural gas at its Mannheim plant that we visited.

Once again though, the distribution network issue causes a problem. As a result, these vehicles are exported to small, very well-targeted markets where access to liquefied natural gas is easier.

The first Sprinter "plug-in hybrids" are also assembled in the Mannheim plant.

After their work shift, these vehicles can be plugged into a regular electrical outlet, so a clean form of energy can fully recharge the batteries, powering them up for the next workday. The *New York Times* is already using prototypes of these "plug-ins" to deliver newspapers in the Big Apple.

Meanwhile, we continue to dream of zero emission vehicles that use fuel cells.

A fuel cell is an electrochemical energy conversion device.

It produces electricity from external supplies of fuel such as hydrogen (on the anode side) and oxidant such as oxygen (on the cathode side). These react in the presence of an electrolyte to produce electricity.

We had the opportunity to ride in a large articulated Citaro city bus that was powered solely by fuel cells. Very good acceleration and an extremely low noise level were noticeable.

The only thing we could hear was the sound of the compressors on the roof that are used to compress oxygen in order to produce more power. The 40-kg tanks can be refilled in 15 minutes and allow a 250 km operating range.

**Heavy-duty hybrids:  
6% fuel savings**

We generally think of hybrid commercial vehicles as small delivery



**HYBRIDS ARE HERE:** This hybrid delivery truck was developed in partnership with DHL.

*Photo by Eric Berard*

trucks used for deliveries in urban stop-and-go environments. And this is quite logical since it is the energy recuperated during deceleration that recharges the batteries. But this being said, that doesn't mean that the owners of heavy-duty trucks cannot also benefit from this technology to save money. Daimler officials claim that a heavy-duty hybrid doing long-haul (whether it's a Mercedes or a Freightliner) can increase fuel economy by 6% (as opposed to about 33% for the smaller city delivery trucks).

Because even though the big rigs don't brake as often on the long highways, they climb and go down hills that force the driver to decelerate the truck. And as on every hybrid, this deceleration energy is used to produce power that allows the electric motor to help the diesel engine, making it work less.

Six per cent can seem like little for some. But if you put it in the context of a truck that runs more than 300,000 km a year, that represents a whole lot of money.

Better yet, since 110-volt power is available, you don't need any on-board generator to provide the electricity used for driver comfort, such as heating blankets, refrigerator, microwave oven, etc. □

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## Alternative fuels: Food for thought

**STUTTGART, Germany** – At its beginnings, ethanol generated a very high level of enthusiasm. Just imagine: you only use something as common as corn or wheat to make alcohol, which can replace gasoline or diesel fuel while creating very few emissions.

And all that courtesy of Mother Nature! But...analysts soon brought up some questions about the viability of the process. In order to grow all that corn, you need to use chemical fertilizers that can end up in waterways, in addition to farm tractors and agriculture machinery that generate pollution. In a nutshell, you save the environment on one side and harm it on the other. Even worse: with all the farmers rushing to these ethanol-producing crops, they became less available for human sustenance while some crop prices were skyrocketing, impacting people in developing countries who rely on these crops for their basic food needs.

When confronted on this issue during a seminar on replacement fuels, Daimler officials said that they were well aware of the situation and claimed to be working on solving the problem.

"Replacement fuels must not harm the environment and be renewable," said a Daimler expert, adding that the company is concentrating its efforts on synthetic biomass fuels coming from such things as wood residues or animal waste and on a replacement fuel that comes from plants that are not suitable for human or animal feeding. One of the most promising is the jetropha, a plant growing in semiarid regions. Often referred to as "green gold," it produces an oil with properties very similar to diesel fuel. Daimler says that its production could even represent a great advantage for some farmers; thanks to added revenue they would get from growing a plant which has virtually no value presently. □

## Glasvan launches new Web site, announces hiring

**MISSISSAUGA, Ont.** – Glasvan Great Dane has launched a new Web site and will also be publishing monthly newsletters highlighting the company and its products and people.

The Web site will allow customers to stay up-to-date on current announcements, Glasvan announced in a press release. It kicked things off by announcing Chris Scherer is joining the company's new and used equipment sales team. Scherer brings several years of automotive sales experience to Glasvan.

He is a former all-star offensive lineman who played for Wilfred Laurier University.

"He brings an outgoing attitude, attention to detail and all-around friendly demeanour to the team and this will surely bring him success in the industry," Glasvan announced in a release.

In other news, Glasvan announced its Alliston, Ont. facility has initiated its first night shift. The new shift runs Monday to Thursday and helps the company achieve a faster turn-around for truck and trailer repairs. Meanwhile, the company has also launched a 24-hour dispatched mobile service that will support equipment after regular business hours. To view the company's new Web site, visit [www.glasvangreatdane.com](http://www.glasvangreatdane.com). □

## Webasto receives CARB approval

**FENTON, Mich.** – Several Webasto products have met or out-performed California's new standards for air quality, scheduled to take effect Jan. 1, the company says.

Webasto's products are among the earliest anti-idle devices to receive approval for the California Air Resources Board's (CARB) new ULEV II (Ultra Low Emission Vehicle) idling emissions reduction requirements.

Approved heaters include the Webasto Air Top 2000 S and Air Top 2000 ST compartment air heaters and Thermo Top Z/C (TSL 17) engine coolant pre-heater. A fourth Webasto product, BlueCool Truck, which provides cold air to cool a truck's bunk in hot weather, did not need review because it has no emissions.

"In one category, particulate matter output was so low that you could theoretically park 20 Class 8 trucks outfitted with Webasto Air Top 2000 S Heaters next to each other and the combined emissions would still meet the CARB requirements for just one truck," Don Kanneth, general manager of Webasto's commercial vehicle division said of the tests. "We had other emission categories that

tested even better."

The new regulation requires that all fuel-operated heaters must meet the new rules for any Class 3-8 equipped truck registered in California and those entering its state borders. As of Jan. 1, no truck will be allowed to idle more than five minutes (in non-traffic situations) in the Golden State. Because a main goal is to limit engine idling during mandatory rest-time for drivers, the new regulation expands beyond fuel-operated heaters to Auxiliary Power Units and any system which produces emissions during the shutdown period. □

## Michelin celebrates 10 years of retreads

**GREENVILLE, S.C.** – Michelin Retread Technologies (MRT) celebrated its tenth anniversary recently and took the opportunity to note its rapid growth.

Since 1997, MRT has expanded to include 45 franchisees and 77 retreading locations in North America.

"The pace at which Michelin Retread Technologies has grown since its inception is a tremendous tribute to the quality and workmanship of our franchisees, as well as the value created by the innovative MRT process and products," said Jean-Michel Guillon, chief operating officer, Michelin Americas Truck Tires. "Being able to apply some of our new tire technologies to the retread products certainly has brought significant value to the fleet customers."

Since its inception, the company has retreaded more than 17 million tires, using 200,000 tonnes of rubber. The company offers more than 200 different retreading options. □



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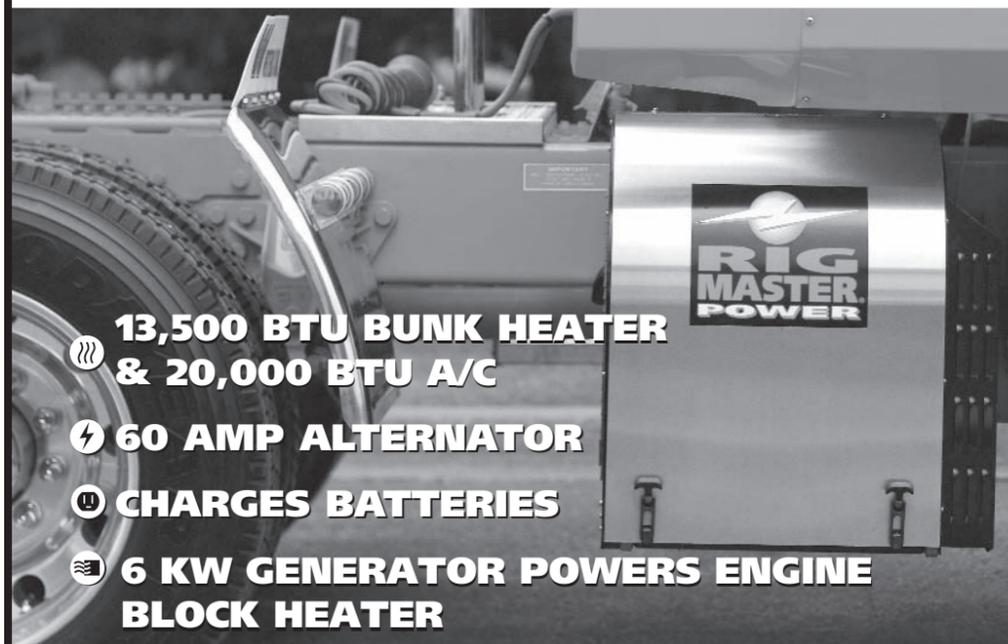
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# Please, give us a break

Dear Editor:

When you look around, you will see that the only thing not delivered by a truck is a baby. We need trucks as much as we need to breathe, because how else do we get food, clothes, heating oil, etc. to our door?

Not only are we not wanted on our highways but a lot of our big coffee shops don't want us on their paved parking lots so they make them too small to get a truck in. A lot of restaurants along our highways, put up signs, "No Heavy Trucks."

The road shoulders near these establishments have "No Parking" signs so we get fined if we stop on them to run and get a coffee. I guess, that is everyone's right and I respect that. Ah, but our government is a different story.

You see, trucks and their drivers are governed by a strict set of rules and regulations and this is good. We need them for the safety of all. Safety being the key word here, I am asking our new Minister of Safety, Mr. Bartolucci who is a strong proponent of highway safety, to look at the hazards that are being generated by our government not making allowances for an industry that needs to pull over and rest/sleep periodically. When drivers cannot get their proper rest, they become hazards.

There are fewer places a driver can park to get the rest that he/she needs. I run northern and southern Ontario and just in that little circle of country I find our rest areas (the few that are out there) did not take trucks into account when they were constructed. There are too few truck stops to handle the volume. We are

not permitted to just pull over and sleep on the shoulders (if there are any) or on/off ramps.

Even some unused inspection station areas are barricaded. Most existing inspection stations only allow us to use half of the area. Drivers are regulated to get eight hours of sleep after working 14 hrs. Not being familiar with the area can force a driver to stop on the shoulder to get the needed rest when his/her body needs it. I'm lucky to know my area enough to plan ahead for most of my rest. But, what about the driver that is unfamiliar with the area they are going through?

Trucks need rest areas, at a designated regular distance, so a driver can get off the highway. Then there are those signs that are well lit up on our highways; "Fatigue Kills, Take a break." Where? □

Kevin Shanahan  
Via e-mail

# US owner/ops have an advantage

Dear Editor:

In your November article *It's a great time to be an owner/operator*, Todd Amen of ATBS Business Services is quoted as stating that income for owner/operators has increased in the last several years in the US.

I'm not surprised. Our friends across the border have a rather large tool in their pocket, namely the US Congress. In September of 2000 US Congress ruled that all carriers must pay fuel surcharges to their owner/operators based on a formula set forth by Congress.

Congress also implemented the following: The motor carrier A) shall pass through to the person responsible for paying for the fuel any fuel surcharge; B) shall disclose in writing to the person responsible for paying for fuel the amount of all freight rates and charges and fuel surcharges; C) is prohibited from intentionally reducing compensatory transportation costs (other than the fuel surcharge) to the person responsible for paying for fuel for the purpose of adjusting for or avoiding the pass through of the fuel surcharge and; Cii) intentionally imposing a fuel cost adjustment for the purpose of avoiding any payment.

Wow! What a concept. Here in Canada we haven't got a chance. Not only will companies not disclose what they are collecting in fuel surcharge, they are deducting up to 25% of the fuel surcharge for everything from administration fees to charging the gross income insurance fee on our fuel surcharge.

How is this even legal? Every time your newspaper comes across my desk or any other paper or magazine related to the trucking industry they are filled with article after article about shortages of drivers and owner/operators.

Well here's a thought: How about paying us what is rightfully ours! Honesty and disclosure might not only keep us around but may also help us in paying some of our bills. □

William Loerts, Owner/operator  
Via e-mail

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**DO YOU WISH TO RECEIVE OR (CONTINUE TO RECEIVE)**

YES     NO

Signature \_\_\_\_\_

Date \_\_\_\_\_

**PLEASE ANSWER THE FOLLOWING QUESTIONS**

2) How many vehicles are based at or controlled from this location? Please indicate quantities by type:

— No. of Straight Trucks \_\_\_\_\_ No. of Trailers \_\_\_\_\_  
 — No. of Truck-Tractors \_\_\_\_\_ No. of Buses \_\_\_\_\_  
 — No. of Off-Road Vehicles \_\_\_\_\_

3) Does this location operate, control or administer one or more vehicles in any of the following Gross Vehicle Weight (GVW) categories? Please check YES or NO:

14,969 kg. & over (33,001 lbs. & over)...	<input type="checkbox"/> YES	<input type="checkbox"/> NO
11,794-14,968 kg. (26,001-33,000 lbs.)...	<input type="checkbox"/> YES	<input type="checkbox"/> NO
8,846-11,793 kg. (19,501-26,000 lbs.)...	<input type="checkbox"/> YES	<input type="checkbox"/> NO
4,536-8,845 kg. (10,000-19,500 lbs.)...	<input type="checkbox"/> YES	<input type="checkbox"/> NO
Under 4,536 kg. (10,000 lbs.).....	<input type="checkbox"/> YES	<input type="checkbox"/> NO

4) This location operates, controls or administers:

Diesel powered vehicles.....	<input type="checkbox"/> YES	<input type="checkbox"/> NO
Refrigerated vehicles.....	<input type="checkbox"/> YES	<input type="checkbox"/> NO
Pickups or Utility Vans.....	<input type="checkbox"/> YES	<input type="checkbox"/> NO
Propane powered vehicles.....	<input type="checkbox"/> YES	<input type="checkbox"/> NO

5) Do you operate maintenance facilities at this location? .....  YES  NO  
 IF YES, do you employ mechanics?.....  YES  NO

6) Indicate your PRIMARY type of business by checking ONLY ONE of the following:

a) <input type="checkbox"/> For Hire/Contract Trucking (hauling for others)
b) <input type="checkbox"/> Lease/Rental
c) <input type="checkbox"/> Food Production / Distribution / Beverages
d) <input type="checkbox"/> Farming
e) <input type="checkbox"/> Government (Fed., Prov., Local)
f) <input type="checkbox"/> Public Utility (electric, gas, telephone)
g) <input type="checkbox"/> Construction / Mining / Sand & Gravel
h) <input type="checkbox"/> Petroleum / Dry Bulk / Chemicals / Tank
i) <input type="checkbox"/> Manufacturing / Processing
ji) <input type="checkbox"/> Retail
jii) <input type="checkbox"/> Wholesale
k) <input type="checkbox"/> Logging / Lumber
l) <input type="checkbox"/> Bus Transportation
m) <input type="checkbox"/> Other (Please specify) _____

7) Are you involved in the purchase of equipment or replacement parts? .....  YES  NO

8) Are you responsible either directly or indirectly for equipment maintenance? ....  YES  NO

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TODAY!

## Keeping the wheels on

Dear Editor:

I want to congratulate Eric Berard for his article on wheel tightening in your December, 2007 issue of *Truck News*.

I will pass on this article to my students. Wheel installation is a very important subject so it is important for us to keep our apprentices, mechanics and drivers informed of this issue at all times. Once a wheel comes off a truck due to improper installation, it's too late. □

Jean Luc Chiasson  
Via e-mail

## Oil and gas industry not seeking HoS exemptions

Dear Editor:

I have read the article on Hours-of-Service and the comments attributed to Dave Bradley of the CTA in the December 2007 editions of *Truck News* and *Truck West*.

Reference is made in the article to "exemptions for logging trucks and those operating in the oil and gas industries."

I wish to make it clear that the oil and gas industry is not seeking exemptions from the regulations. I have spoken with Graham Cooper at the CTA and written to Mr. Bradley to express our concern at the characterization of our industry as having exemptions from the regulations.

There is provision in the regulations for an "Oilwell Service Vehicle Permit" which, if granted, does permit a driver to extend their shift under very limited circumstances. This can hardly be considered an "exemption" from the regulations.

The permit is not issued to every company operating in the oil and gas industry and companies that apply for the permit have to provide substantial proof that they are operating in a safe manner, have a fatigue management system in place and a good carrier profile.

Drivers covered under the permit have to have taken courses specifically designed for oilfield drivers. □

**Patrick J. Delaney, CRSP**  
 Vice-president, health, safety and government relations  
 Petroleum Services Association of Canada

## The real reasons behind driver turnover

Dear Editor:

James, I read, with great interest and pleasure, your column in November's *Truck News* regarding recruitment and retention of long-haul drivers. Most long-haul drivers, with any time on the road, have already recognized the problems which you have described. You are the first person with any "status" in this industry, who has openly presented them for all to see!

Maybe now, the carriers will rethink their layover pay policies and organize their dispatch offices to minimize those layovers. I drove my first tractor-trailer in 1963 and I was in the industry when it moved from hourly pay to a mileage rate.

It may be interesting to note that the mileage rate only applies on those days that the truck is actually under a load or, en-route to a pick-up. According to the Federal Department of Labour, the carrier

is also responsible to supply the driver with a meal allowance and lodging, as well as layover pay, on days that the vehicle is not under a load!

Tarping and extra stops are also "extra." With those things in place, a driver may actually be able to reap a fair benefit for his/her long hours on the road. The layover rate is determined by taking a daily average from the driver's last pay period and meals and lodging are over and above that. The idea of billing the shipper for those expenses is a good one, although, it has been tried before and in some cases, the money may never be passed on to the driver.

Some of these items most drivers are not aware of, and, if they are made aware, it may make a difference. Thank you for being bold enough to print the information that you already have. □

**Merv Strang**  
 Halifax, N.S.



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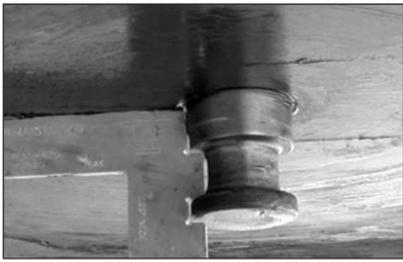
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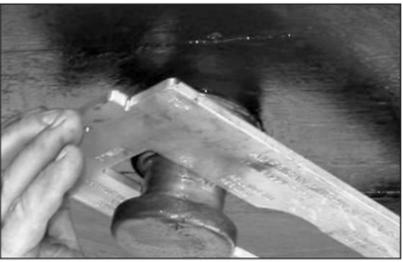
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# "Trapped" on Rt. 119

## Reader warns to be careful in Pa.

Dear Editor:

Recently, while travelling through Pennsylvania, we had the misfortune of experiencing one of those so-called 'police traps.'

I am writing this in hopes of alerting other drivers so they may avoid this potentially costly situation.

We were travelling south on Pennsylvania Route 119 just north of Connellsville in Fayette County when we noticed a sign along the road indicating a bridge with a weight restriction.

A little further down the road was another bridge weight restriction sign, this time with an additional sign that read "Truck Route" and an arrow pointing the direction of the exit ramp.

Believing there must be a bridge ahead on Rt. 119 in need of repairs and unsafe to cross, we followed the truck route sign.

We drove several miles, staying on the truck route and found ourselves out in the middle of the countryside on a narrow and winding road, at which point there was a sign indicating that the truck route ended.

With nowhere to turn and no idea where we were, the only thing we could do was continue. We travelled down a large hill while the road

curved to the right and suddenly found ourselves at the bottom with a small weight-restricted bridge right in front of us.

There was nothing we could do but cross it, as backing around the curve and up the hill would have been next to impossible.

There, sitting right next to the bridge were four state trooper vehicles equipped with portable scales for their perfect little trap.

We were informed that the sign on Rt. 119 warning of the weight restriction was for the bridge we just crossed, which is on an entirely different road.

We were then informed the fine was \$11,000 and we were taken in one of the trooper's cars to see the magistrate.

The magistrate and senior trooper held a private meeting and decided that \$2,000 would be a sufficient amount to allow us to leave and come back at a later date for a hearing.

We were informed that if we could not come up with the \$2,000, then the truck would be impounded.

With \$2,000 in hand, we were back in front of the magistrate and told that if the plea was changed to guilty, then the \$2,000 would suffice and we could go.

When being escorted in the cruiser

back to the truck, the trooper asked my husband if his company would reimburse him for the fine.

My husband replied that this would be all his.

My response to the trooper was "There goes Christmas."

So, if you ever find yourself on Rt. 119, do yourself a favour and IGNORE the truck route detour! □

**Bob and Jane Townsend**  
Clear Creek, Ont.

### Letters to the editor

Have you got a complaint, compliment, criticism or question?

We'd like to hear about it. Send your 'letters to the editor' to *Truck News*, 12 Concorde Place, Toronto, Ontario, M3C 4J2. Or fax your letter to 416-510-5143.

Alternatively, you can e-mail [jmenzies@trucknews.com](mailto:jmenzies@trucknews.com). □





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**The Truck News Staff would like to wish all our valued customers, readers & friends a safe & happy holiday season!**

PEOPLE

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**Peter Macgillivray** has become co-owner of Nova Scotia-based Lockhart Sterling Western Star with **Dave Lockhart**, years after helping the business become a franchised OEM dealer.

Stationed in Nova Scotia in 1991, Macgillivray worked with the founding owners of Provincial Diesel Repair allowing them to become a full line Kenworth dealer. Prior to becoming a dealer, the business had been operated as a diesel repair shop, specializing in engine overhauls.

Provincial Diesel was purchased by Lockhart in 1997, which by then represented Western Star trucks. In 2000, Lockhart had the opportunity to purchase Evangeline Sterling and re-branded his dealership Lockhart Sterling Western Star. In a short span, Lockhart was able to more than double the size of the original business.

With 36 employees and expected revenues of over \$20M in 2007, Lockhart sought out Macgillivray as a partner for his growing business. Both Macgillivray and Lockhart hope to draw from their varied backgrounds to continue the profitable growth of Lockhart Sterling Western Star.

**Adam Whitney** has joined Cummins Canada Limited as a technical support manager for Ontario and the Atlantic provinces supporting Cummins Eastern Canada LP. Whitney officially took his post Nov. 12.

Prior to accepting this position, Whitney worked for Cummins' local distributor in Ontario for about seven years in various sales and management positions.

Whitney received his Masters of Business Administration at York University in Toronto and his Honours Bachelor of Arts, majoring in Business Management and Psychology at the University of Toronto. He can be reached at 905-795-1903.

Fifth wheel manufacturer Fontaine International – North America has named **Henry Bell** as president, with **Terry Mennen** joining the company as vice-president of business development.

Bell joined the Fontaine family in August 2005 as president of the fleet business unit of Fontaine Trailer. He was charged with segmenting the fleet business from the dealer business during a period of tremendous growth. In the process, he hired a new team and led the design, construction and production launch of a new state-of-the-art trailer manufacturing facility in Jasper, Ala.

As president of Fontaine, Bell sets the company's strategic direction and is responsible for all aspects of its operations.

Bell came to Fontaine following a 15-year career with refuse collection vehicle manufacturer, Heil Environmental.

Mennen comes to Fontaine with more than 23 years experience in the commercial vehicle industry. As vice-president of business development, he is responsible for OEM sales, as well as fleet and dealer sales activities. He is also in charge of marketing, customer service and business development. □

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Mark Dalton

# Going **FAST** Getting **FURIOUS**

PART 3

By Edo van Belkom

**The story so far...**

Mark is spending a few days driving loads between Toronto and Barrie for a warehousing company that's moving their whole operation. The work is profitable, but driving the 401 and 400 all day is frustrating, especially when car drivers keep cutting him off and butting into the safe following distance Mark's trying to keep in front of him. At the next on-ramp Mark straddles the lane to keep traffic moving, infuriating drivers behind him, and attracting the attention of a cop up ahead.

Mark continues driving the loads and nearly gets run off the highway by a pair of street racing imports – a lime-green Honda and a tangerine Nissan – who dart through traffic, cutting off everyone in their path. When Mark is forced onto the shoulder, nearly losing his load, he gets furious and vows to get even with the street racing maniacs.



bailed is re-arrested? Hardly ever.

Politicians and everyone else are always talking about getting tough on crime and cracking down on street racing, but that's only when those things are in the news. Every time some teenager or innocent bystander is gunned down it's suddenly time to get tough on gun crime. Or some truck driver is run off the road and a mother-of-two is killed in her mini-van, and it's time to crack down on street racers. But a month or two down the road, when the incident is all but forgotten, there will be few people who remember the urgency of the days immediately following the tragic death.

It has gotten to the point where even the Vatican had to get in on the act with their "Guidelines For the Pastoral Care of the Road," or as everyone else calls them, "The Ten Carmandments."

1. You shall not kill.
2. The road shall be for you a means of communion between people and not mortal harm.
3. Courtesy, uprightness and prudence will help you deal with unforeseen events.
4. Be charitable and help your neighbour in need, especially victims of accidents.
5. Cars shall not be for you an expression of power and domination, and an occasion of sin.
6. Charitably convince the young and not so young not to drive when they are not in a fitting condition to do so.
7. Support the families of accident victims.
8. Bring guilty motorists and their victims together, at the appropriate time, so that they can undergo the liberating experience of forgiveness.
9. On the road, protect the more vulnerable party.
10. Feel responsible toward others.

Sound advice, each one of them,

but forgiveness, courtesy and charity weren't exactly on Mark's mind after nearly being run off the road. Perhaps, thought Mark, the Vatican had mistakenly omitted the other carmandments, the ones that dealt with revenge, retribution and punishment.

Mark considered writing up a few guidelines of his own, then sending them along to the Pope for his consideration. After all, Mark was sure he had a few more road hours under his belt than his Holiness.

Mark pulled into a truck stop off the 400 halfway to Barrie with the intention of taking a break and grabbing a bite before finishing his last run of the day. After pulling into a parking spot, Mark checked his mirrors to make sure he was safe and not in anyone's way.

And that's when he saw them.

Behind Mother Load, near the very edge of the parking lot were two very distinct cars. One was a tangerine Nissan, while the other was a lime-green Honda with flames flickering down the entire side of the car.

"Unbelievable!" he said under his breath.

Mark's first instinct was to look around for a cop. It wasn't an absurd thought since plenty of officers parked in the truck stops when things were slow or they had paperwork to do. And if he could find a cop, he might be able to persuade the officer to check the cars over and maybe even pull them off the road. But as much as Mark wanted there to be a policeman around, there were none in sight.

Okay, he thought, if there isn't a cop around then maybe I can do something about this myself.

But what?

Mark thought about that for a while and in the end decided that he wasn't all that hungry and dinner could wait

until after he'd made it into Barrie. After that decision was made, there was nothing left for him to do but get back onto the highway.

Mark restarted Mother Load and waited until everything was warm and back up running normally. Then he put Mother Load into gear...Reverse.

He backed up slowly, so he wasn't going all that fast when the rear end of his trailer connected with the lime-green Honda. But then again the trailer was fully loaded with everything from books to batteries and what Mark lacked in speed he more than made up for in mass.

Mother Load pushed the lime-green Honda across the parking lot as if it were an empty cardboard box. In fact, the Honda barely lost any momentum when it smashed into the tangerine Nissan behind it. Mother Load and her trailer just kept moving and together the rig and the two cars behind it skidded and screeched across the asphalt until they were forced to a sudden stop by a light post that marked the very edge of the parking lot.

The post was sturdy and the passenger-side door of the Nissan folded around it like a card – its window bursting outward like a paper party favour. Then, satisfied there was nowhere left to go but forward, Mark put Mother Load into first gear and pulled away.

With all the noise of screeching tires, twisting metal and busting glass, several truckers had come out of the restaurant wondering what on Earth was going on? When they saw Mark driving away leaving a mangle of twisted citrus behind him...they began cheering him on as if he'd just won some marathon road race.

"You're welcome!" Mark said, gesturing to them with something that was halfway between a wave and a salute.

Mark took another look around, just to be sure. He'd needed a policeman before and there hadn't been one around.

Now, thankfully, there still wasn't a cop anywhere to be seen. The police would arrive later, and when they did, the drivers lining his way would all swear they hadn't seen a thing.

He gave a short, sharp blast on his air horn and took one last look behind him. The two cars were a tangle of tangerine and lime – an automotive fruit salad that looked a lot like justice.

Mark's only regret was that he wouldn't be around to see the drivers' faces when they saw their cars, then frantically looked around the lot for a cop. Of course, there wouldn't be one when they needed one, and somehow that seemed right.

"I might never catch you," he said.

"But I assure you, I'll get even." □

- Mark Dalton returns next month in another adventure



The continuing adventures of Mark Dalton: Owner/Operator  
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# Drinking and driving laws are about to get tougher in Ont.

Tis the season to be jolly fa-la-la-la-la-la-la-la-la-la (I think I got them all in).

A few words of caution, if you need alcohol to be jolly that's fine, just don't get behind the wheel.

I know you've heard it before but drinking and driving is a definite no-no.

Being convicted carries huge increases to your insurance, and that licence you depend on to make a living will be locked away for a minimum of one year (not to mention the increased risk of you injuring or killing someone in an accident if you're impaired behind the wheel).

Towards the end of next year, Ontario residents will be subjected to a whole new set of rules. Blow between .05 and .08 and you'll be handing over your licence for a period of three days

## Publisher's Comment

**Rob Wilkins**



(presently it's 12 hours) plus that suspension will be recorded on your abstract (which the insurance company has access too). Rumor has it, don't be surprised to see premiums head north by at least 25% on a first offence. I can't imagine what second and third timers will see.

This legislation falls under Bill 203, the same Bill that enables police officers to impound your vehicle and take away your licence for a period of seven days if caught doing 50 km/h over the speed limit.

Bill 203 handles repeat offenders with an iron fist.

Second warnings will result in a seven-day driver's licence suspension and you'll be attending a drinking and driving awareness program.

If you are caught a third time, you'll be receiving a 30-day driving suspension, the mandatory classroom attendance and you'll be required to install an ignition blow device in the vehicle (I can't imagine the boss is going to be too happy about that).

It sounds like these new deterrents will indeed be implemented. Personally, I don't have a problem with them.

In my circle of friends, if we're "out and about" a designated driver will be determined, if we can't find one, it's cab time for all.

In addition, OPP will be stepping up their RIDE programs to include both morning and evening rush hours (in Toronto that means 24 hours a day!).

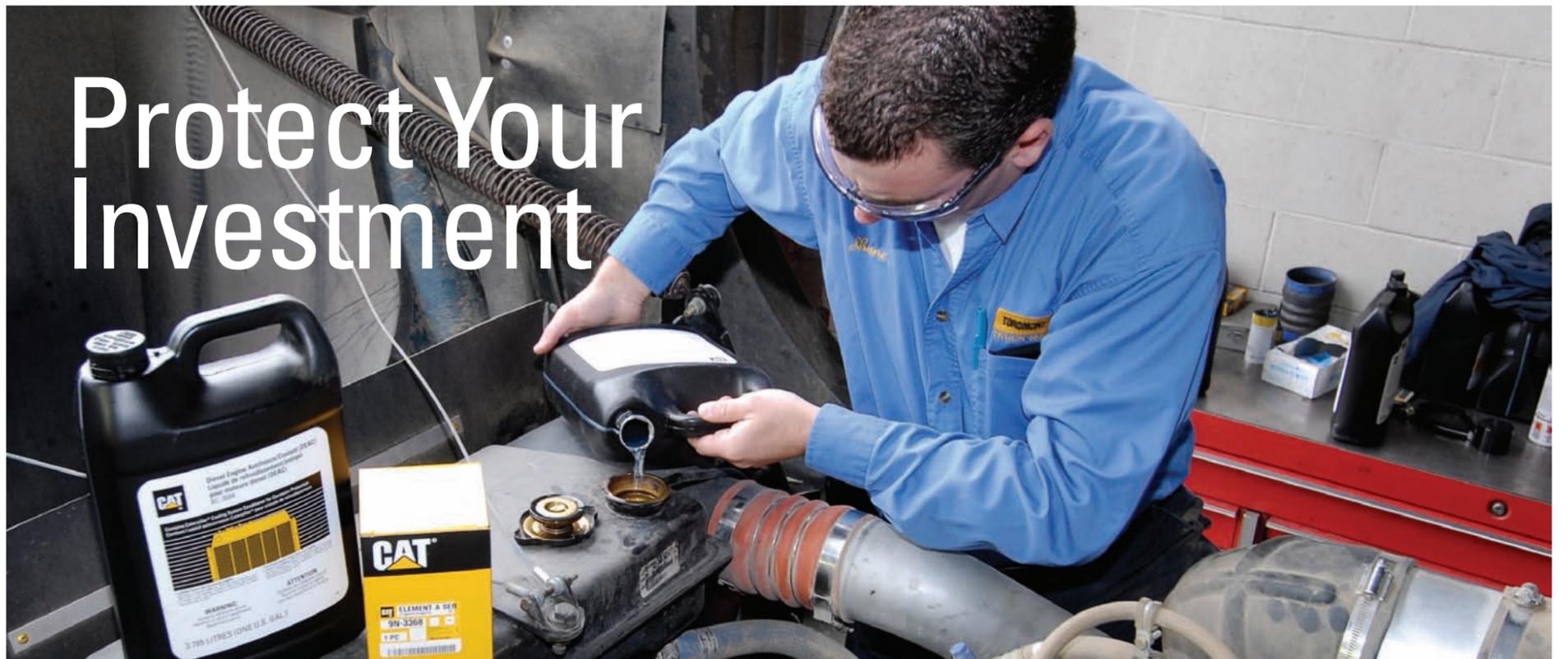
I'm all-in for eliminating the drunk driver from our roads. I also find that the social inacceptance of the act is helping curb the problem.

When I walk into a party with my wife, often the first words from the host's mouth will be "who's driving?"

My response, more often than not is, "I drove here so Lynn (my wife) will surely want to drive home."

Sometimes it even works! Have a safe and happy holiday! □

— Rob Wilkins is the publisher of Truck News and he can be reached at 416-510-5123.

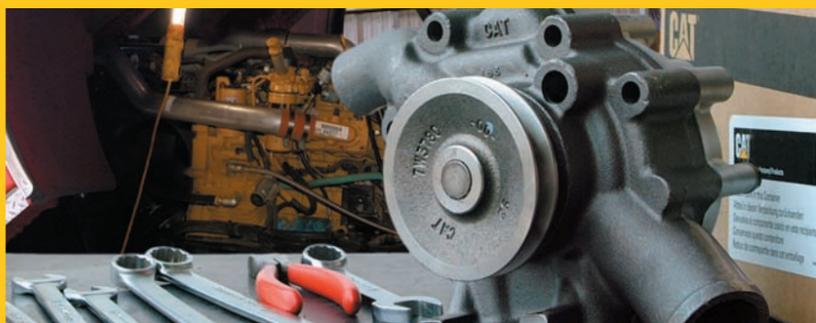


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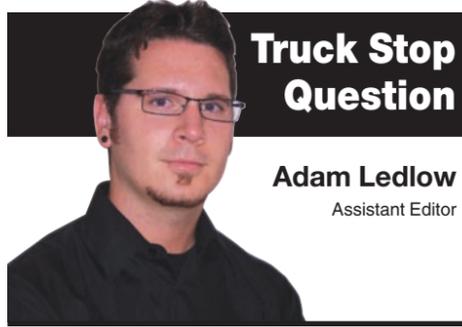
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**BOWMANVILLE, Ont.** – Few topics tend to cause more grumbling among truck drivers than the mention of Hours-of-Service. The new HoS rules, implemented Jan. 1 in Ontario, prevent drivers from splitting their shift, so once the clock is ticking, any downtime can be detrimental to driver productivity. Not surprisingly, certain sectors have felt the crunch worse than others and are looking for a way around the rules. Specifically, B.C., Alberta and Saskatchewan have considered exempting logging trucks and some of those operating in the oil and gas industries from the federal rules. But would this be fair to the rest of the industry? *Truck News* stopped by the Fifth Wheel Truck Stop in Bowmanville, Ont. to see if driver's think Hours-of-Service rules should continue to be enforced universally or on a case by case basis.

**Saini Bihari**, a driver with Muir's Transport in Toronto, says that when



**Truck Stop Question**

**Adam Ledlow**  
Assistant Editor

*Should certain sectors within trucking be exempt from HoS?*

it comes to Hours-of-Service, drivers must follow the rules. Bihari says that he knows of some people who have driven in excess of 20 hours a day in order to get a job done.

"That's not good. Anybody who is driving should be according to the Hours-of-Service," he says. "If at some moment, you get tired, you get sleepy and this is not a small thing. If you are not in your senses there is going to be a disaster."

**Les Tennant**, who operates his own towing company in Bowmanville, Ont., says that certain sectors should



**Les Tennant**

be exempt from HoS – starting with towing. "If...the OPP wants you to move a truck and you're out of hours, hey, you move it," he says.

Tennant says that the only way HoS will be fair is if the rules apply to all industries – not just trucking. "If they're going to do it for everybody, fine. Do it for the guys working in GM for the guys working at Chrysler or whatever, in a plant, (it's the) same thing."



**Alex Tabor**

**Alex Tabor**, who runs his Tabor Farms business out of St. Mary's, Ont., says not just some but all sectors in the industry should be exempt – and he's in one of them.

"I have a short trip here from St. Mary's to just north of Peterborough. I try to run through the night through Toronto and miss all the traffic, get loaded and go back through at about noon hour. You can't do that within a 10-hour drive," he says. "I'm still in favour of the split bunk deal so I can sleep a little bit on this side and sleep a little bit on the other side. Once you start your log, it's gotta run for 13 hours and it can't be done legally for me."



**Randy Burry**

**Randy Burry**, a driver instructor with KRTS in Caledonia, Ont., says that HoS rules should be across the board for everyone.

"What I tell all my students (is) you gotta live with the consequences that happen should you fudge the rules," he says. "If you have an accident and you knew you shouldn't have been driving, you've got to live with those consequences. I tell everybody I drive with: every car around me is my family; I want them all to get home safely."

**Fred Sears**, a trucker with Midland Transport out of Moncton, N.B., says he's been lucky enough to work in the oilpatch in the past, and can understand why they want hours extended (*for a response from the oil industry on this issue, see pg. 71*), but notes that people still need their proper rest. Sears says he'd be in favour of partial exemptions.

"Rules are rules in Canada, coast-to-coast, but when in a specialty, if it's needed to run a little bit (longer), that's one thing. But when it starts causing a problem, then it would have to be readdressed again," he says. "It's hard because everybody wants to work and when the work's there, people want to work to make money." □

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