

# TRUCK NEWS

February 2008 Volume 28, Issue 2

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

## Tax time

*Don't forget to treat yourself to an extra 10% on meal claims*

By James Menzies

**OTTAWA, Ont.** – As tax time approaches, truckers should remember a key change to the meal tax deduction limit that took effect early last year.

Scott Taylor, vice-president of operations with Transport Financial Services, reminds professional drivers the deduction limit was increased from 50% of \$51 per day (\$17 per meal) to 60%, beginning March 19.

For a long-haul truck driver on the road 250 days per year, the 10% increase could result in about a \$380 tax return increase, Taylor points out. No small amount, since it goes straight into your pocket.

While the mid-year rule change would seem to cause confusion, Taylor pointed out Revenue Canada has simplified the tax filing process by creating two different areas for meal tax claims on the TL-2 form. There's now a section for meals purchased pre-March 19 and a separate

Continued on page 10 ■



## Who's driving that thing?

*Are you concerned about who's behind the wheel of the truck next to you? A look at why Ontario's lax driver training standards need to be overhauled.*

By Julia Kuzeljevich

**CALEDON, Ont.** – On Sept. 13, 2007, in Caledon, Ontario, a Honda Civic was struck by a gravel tractor-trailer when the truck's 28-year-old

driver allegedly barrelled through a red light. Vanessa De Ceglie, 19 years old, was pronounced dead at the scene. Her sister Isabel, 23, died

Continued on page 15 ■

## Trucking pioneer named to the Order of Canada

**GORE BAY, Ont.** – Manitoulin Group founder Doug Smith can add yet another honour to his ever-growing list of accolades with his recently announced appointment to the Order of Canada.

The Order of Canada is the highest honour which can be given to a Canadian citizen.

The trucking pioneer is among 61 new members who will be presented with the honour in the New Year.

Smith was chosen, "For his contributions as a business leader, philanthropist and champion of economic and community development in Northern Ontario," according to an article on *SooToday.com*



Smith

Smith is now entitled to add the prestigious "C.M." designation following his name.

Smith was also recently awarded the OTA-Trailmobile Service to the Industry Award at the Ontario Trucking Association's annual convention in November.

OTA officials say the award is the highest honour bestowed on an Ontario trucking executive.

It is presented each year to an individual who has made an outstanding contribution to the development and success of the trucking industry. □

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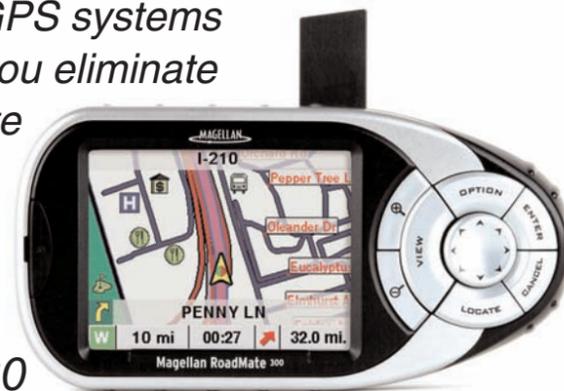
### Inside This Issue...

- **Put to the test:** Some major fleets reveal their findings after putting APUs to the test. Are they worth the money? Page 26
- **Still truckin':** Even a battle with a debilitating disease hasn't been enough to sideline "Johnny Five." Harry Rudolfs reports on his inspiring co-worker. Page 33
- **Eye in the sky:** Even untethered, and in some cases forgotten, trailers can't escape the eye in the sky. Why fleets are beginning to track their untethered trailers. Page 44
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## Beam me up

*Portable GPS systems can help you eliminate out-of-route miles.*

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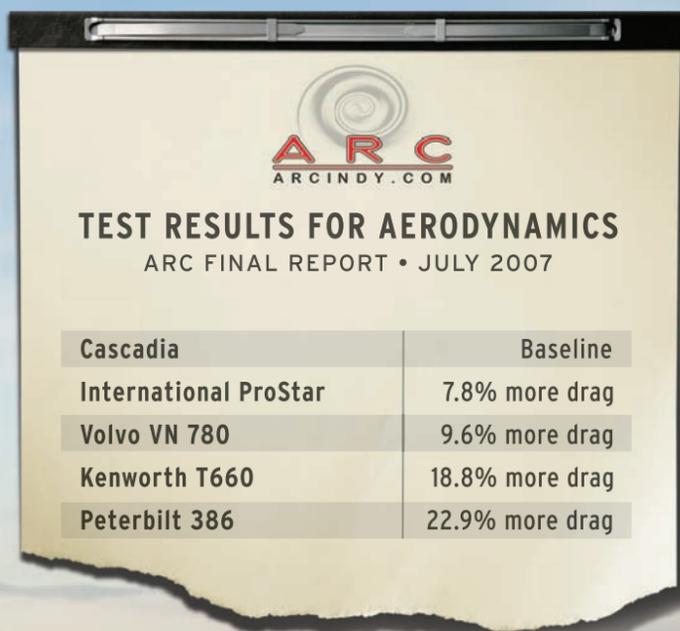
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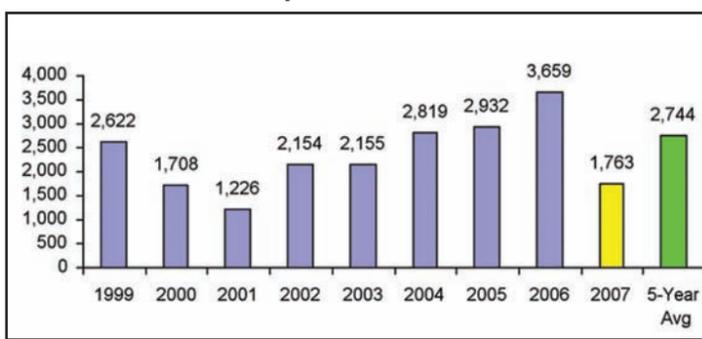
# CLASS 8 TRUCK SALES TRENDS

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## Monthly Class 8 Sales - Nov 07

OEM	This Month	Last Year
Freightliner	270	782
International	350	913
Kenworth	290	598
Mack	147	199
Peterbilt	221	396
Sterling	165	187
Volvo	165	367
Western Star	132	217
<b>TOTALS</b>	<b>1,763</b>	<b>3,659</b>

## Historical Comparison - Nov 07 Sales



## Motor Vehicle Production to Nov 07

OEM	Total Prodn	For Export
International	4,361	3,657
Paccar	4,289	3,671
Sterling	16,255	13,824
<b>TOTALS</b>	<b>24,905</b>	<b>21,152</b>

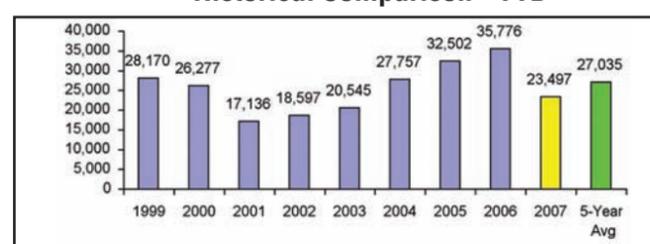
There were 24,905 trucks reported produced in Canada by November this year (note that the Sterling total includes 1161 medium - and light-duty trucks). The vast majority of those are intended for export to the US market. Sterling's St. Thomas, Ont. plant is by far the largest producer of trucks in Canada, 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 third quarter have continued into the final quarter. November sales were 52% off last year's record pace while October sales were 42% off the mark. There was a similar drop in September. August sales were 58% off last year's and July saw sales drop 36%. Other significant monthly drops this year include: a 39% drop in June, a 30% drop in April and a 25% drop in March. The 1,763 Class 8 trucks sold in November made for the third worst November sales since 1999. They were also below the five-year average for the month by about 1,000 units.

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

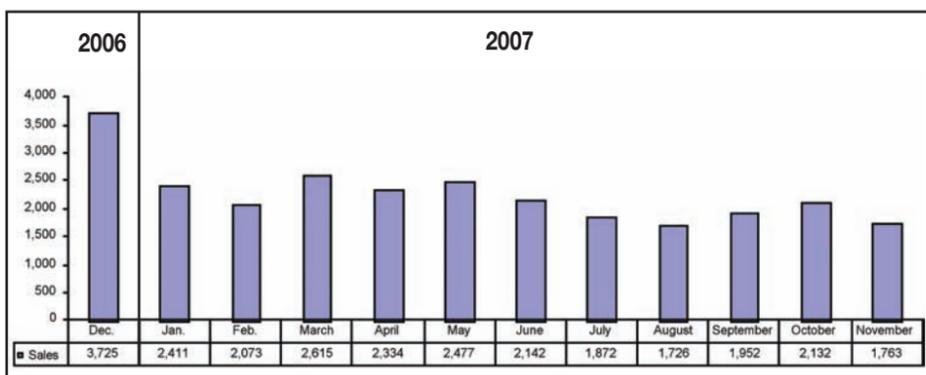
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	339	847	135	186	1,942	628	145	117	0	16	4,355
International	245	905	89	365	2,037	1,174	241	91	17	93	5,257
Kenworth	751	1,264	221	219	748	598	0	25	0	0	3,826
Mack	172	213	113	167	630	171	27	28	0	0	1,521
Peterbilt	388	762	294	163	643	383	137	45	0	0	2,815
Sterling	235	550	64	54	778	488	31	62	12	44	2,318
Volvo	182	164	84	149	771	212	75	61	0	5	1,703
Western Star	330	597	63	69	337	220	50	30	2	4	1,702
<b>TOTALS</b>	<b>2,642</b>	<b>5,302</b>	<b>1,063</b>	<b>1,372</b>	<b>7,886</b>	<b>3,874</b>	<b>706</b>	<b>459</b>	<b>31</b>	<b>162</b>	<b>23,497</b>

## Historical Comparison - YTD



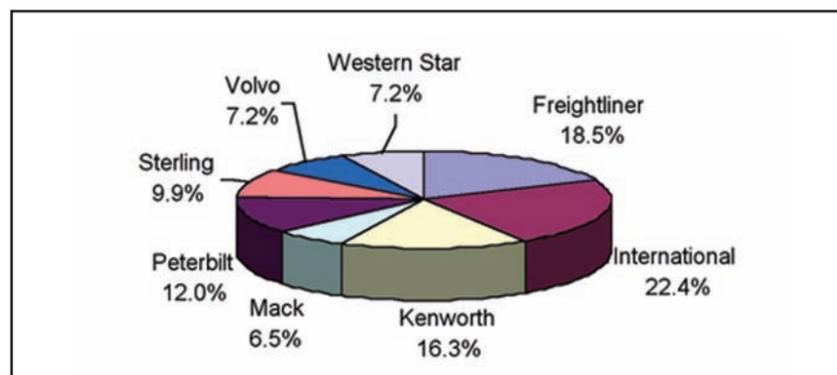
Class 8 truck sales in Canada were at 23,497 units heading into the final month of the year. So year-end sales should come close to 25,000 units – well within the 24,000-26,000 range forecasted by Transportation Media for the year. The 23,497 Class 8 trucks produced to date is about 12,000 units off the record sales posted last year and about 3,500 short of the average for the previous five years. However, the drop in sales from the previous year has still not proven to be quite as precipitous as expected, coming in at about 34% 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 23,497 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.) While the 2,132 Class 8 trucks sold in October marked the first time in three months that sales topped the 2,000 mark, November sales once again dipped below 2,000. The 1,763 Class 8 trucks sold in November also made for the second lowest monthly total of the past 12 months.

## Market Share Class 8 YTD



With a month left to report for 2007, International looks to have a lock on unseating traditional frontrunner Freightliner for the market share lead in this tumultuous year. International has been opening its market share lead over the perennial front runner over the past few months and stands almost four percentage points higher. 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 continues to show strong with a 12.0% 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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 PAGE 57

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# Driver training: One step forward, two steps back

As outlined in this month's cover story by Julia Kuzeljevich, it appears the trucking industry's dirty little secret is out.

As Julia reported, the embarrassing fact you can obtain an A/Z licence in Ontario without ever getting behind the wheel of a tractor-trailer was highlighted during a recent investigative report by Global TV.

One could accuse the Global reporter of sensationalizing the story somewhat – after all, though she did obtain an A/Z licence, most trucking companies would weed her out pretty quickly when her lack of skills became obvious during a road test.

Still, the report will surely heighten already overblown concerns that most four-wheelers have about sharing the road with big trucks.

The trucking industry has known for some time that it needs to revamp its training standards and purge the industry of so-called 'licensing mills' that can set up shop almost anywhere and churn out a steady stream of under-trained drivers.

Unfortunately, when it comes to elevating the industry's training standards for new drivers, it seems

## Editorial Comment

James Menzies



that government doesn't share the same vision or ambition as the trucking industry itself. Witness the impending demise of Alberta's Professional Driver Certificate Pilot Program, which was reported on trucknews.com in December.

The program has been in the works for many years now, and at one point Alberta appeared poised to be the first province to raise its training standards to an unprecedented level, with an apprenticeship-type program that would raise the bar substantially for new drivers.

Now, the province's failure to include a Class 1 licence component in the program has resulted in a lack of interest and it appears the program may ultimately get axed, placing Alberta right back at square one.

In Ontario, proponents of more rigorous training standards have worked tirelessly to introduce a

voluntary truck driver apprenticeship program for professional drivers.

They should be commended for their efforts – it's a giant step in the right direction.

However, the extra time and expense required of prospective drivers is hard for them to stomach, when the option still exists to enroll in a school whose main priority is to help them obtain an A/Z licence as fast – and cheap – as possible, even if it means training them only to pass the road test.

It's no secret that a national training standard must be adopted by each and every province. The Canadian Trucking Human Resources Council has been working towards this goal for some time now.

It's essential that provincial

governments help the industry achieve this goal, rather than erect barriers in its path, facilitating the continuing operation of licensing mills, which remain the scourge of our industry. □

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# Here's a message that requires stressing

Work-related stress has a direct bearing on productivity, according to a new study, recently published in *Perspectives on Labour and Income*. Workers feeling stressed don't tend to work as hard, take more disability days or are otherwise absent from work more often.

Work stress can be measured by several indicators, one of which is job strain. The study found that men with high-strain jobs were 1.7 times more likely than those with low-strain jobs to report lower work activities due to a long-term health problem. Men with high-strain jobs were also 1.5 times more likely to report having taken at least one disability day during the two weeks prior to the survey.

Almost one in five men and women who perceived their regular work days to be stressful took at least one disability day during the two weeks prior to the survey.

The study, interesting on its own,

## Viewpoint

Lou Smyrlis  
Editorial Director



is of particular importance in the trucking industry because the long or irregular work hours many drivers are subjected to may increase stress. (Added to this of course is the stress stemming from time away from home and from shipper demands for adherence to schedules despite constraints arising from poor road conditions, traffic congestion, customs delays, etc.) A couple of other studies had already shown the need for concern in trucking.

According to a Survey of Labour and Income Dynamics, just over seven in 10 truckers reported their professional and personal life as being very or somewhat stressful in 2002.

“Overall, long hours of work appear to have a harmful effect on health, since they lead to unhealthy changes in lifestyle, such as lack of physical exercise, lack of sleep, and poor eating habits. It is therefore not surprising that male truckers had one of the highest rates of non-participation in the labour market for health reasons or because of an illness-related disability (3.7% compared with 2.6% for all workers), according to Labour Force Survey figures for 2004,” pointed out Vincent Dube and Denis Pilon in their own study of the driving profession, *On the Road Again*. They noted that each trucker lost an average of nine days for these same reasons during the year, compared with six for male workers in general.

The latest study found that different sources of work stress do not occur in isolation, but interact with one another. Physical exertion and job insecurity can also cause stress.

Shift workers were more likely to have high-strain jobs than other workers. They were also more likely to perceive their jobs as physically demanding.

Men in physical jobs were 2.2 times more likely to have a work absence than men in non-physical jobs, while women were 1.9 times more likely. On a long-term basis, men and women who worked in physically demanding jobs were about 1.6 times more likely than those in other jobs to have reduced their work activities in the following two years.

The study did find that a supportive work environment tended to mitigate job interruptions due to stress, an observation worth remembering as we head into an economic downturn which will leave cash-strapped fleets looking to do more with less. □

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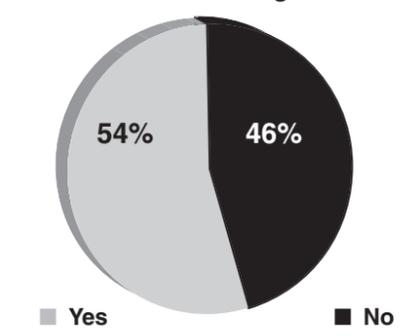
## Did you know?

### The tire buying practices of O/Os and fleets

Canadian fleets purchase about 250 new tires per year on average and more than 300 retreads. The ratio of retreads to new tires is around 3:1 for fleets that do retread, however the ratio indicated in the accompanying chart is impacted by fleets which do not retread or do not retread at normal industry averages. Owner/operators buy 20 new tires per year and go through about 12 retreads.

When buying tires, owner/operators place a great deal of weight on

### Penetration of National Fleet Account Tire Programs



the traction and handling provided by the tire. They also greatly value the quality of the manufacturing that goes into making the tire and want to be sure the treadwear offers the longest possible run-out mileage. The ability of the tire to offer low rolling resistance and pro-

### New and Retread Tire Purchases per Year

	O/Os	Fleets
Avg. No of New Truck Tires	19.9	247.4
Avg. No of Retread Truck Tires	12.0	312.3

Source: Buying Trends Survey 2005, Transportation Media Research

vide improved fuel economy rounds out the top four considerations when purchasing. The fleet manager perspective is almost identical with the exception of placing a higher value on a tire's retreadability.

Fifty-four per cent of fleets have a national account tire programs

through a major tire manufacturer, according to our Transportation Media Research survey. □

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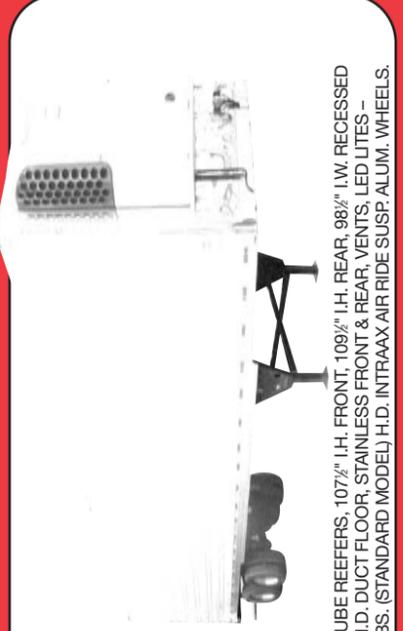
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## LINER ROLLOVERS

A new study debunks the myth that weather is the main cause of livestock truck accidents. Instead, fatigue may be to blame in most cases.

PAGE **18**



## Calling all trailers

feature of the month...

**EYE IN THE SKY:** More fleets are beginning to track their assets, including untethered trailers. We ask a few fleets to describe how an untethered trailer tracking program has helped them improve security and drive out inefficiencies.

page 44-45



## PORTABLE GPS

On-road editor Harry Rudolfs explores the capabilities of various portable GPS systems. With costs coming down, it just may be the time to buy.

PAGE **30**

## AGAINST THE ODDS

The inspiring story of a truck driver who refuses to quit, even when afflicted with Lou Gehrig's disease. We take a ride with "Johnny Five."

PAGE **33**



## A WOMAN'S TOUCH

Schnedier National continues to be a leader when it comes to providing opportunities to its female workforce. Most recently, it appointed Lisann Nicholl to the position of shop manager.

PAGE **50**

## monthly columns...

### WIT AND WISDOM

By David Bradley  
Sharing some of the most notable quotes of the past year.



PAGE **34**

### AWARDS SEASON

By Bruce Richards  
A look ahead to some prestigious awards up for grabs this summer.



PAGE **37**

### SINUS INFECTIONS

By Christopher Singh  
Are your sinuses bothering you? A look at the causes of, and remedies for, sinus infections.



PAGE **38**

### SPICE IT UP

By Karen Bowen  
They don't just taste good. Spices have some surprising health benefits too.



PAGE **41**

### IT'S ABOUT TRADITION

By David Brown  
It's important to protect our traditions, whether it be in trucking or in life.



PAGE **46**

### SURVIVING AN AUDIT

By Dennis DuBois  
Taking credit for your work is the key to surviving a DoT audit. We share a few helpful tips.



PAGE **47**

## Question of the month

*Do driver training standards need to be reformed?*

page 62

## Mark Dalton Survival of the Fittest Part 1



page 60

## departments



**NEW PRODUCTS:** A new rear-view camera system hits the market. Read about it in our New Products section.

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## Windsor councillor aims to ban trucks from Dougall Ave.

**WINDSOR, Ont.** – Windsor City Coun. Drew Dilkens recently demanded the city close Dougall Ave. to heavy trucks, according to a report in a recent edition of the *Windsor Star*.

Claiming the number of trucks using the city route on their way to the border is skyrocketing, Dougall was quoted by the *Star* as saying “I’m fired up because nothing is being done to solve the problem. I asked for solutions and none were provided. Fine – now I’ll do my job, which is to protect residents.”

Dougall is seen as many truckers as a more efficient route from Hwy. 401 to the Ambassador Bridge.

It allows them to avoid the crowded Talbot Road-Huron Church Road corridor. About three trucks per minute take Dougall Ave. during peak travel times, the *Star* reports.

A recent report advised against banning trucks from Dougall Ave., suggesting it would increase congestion on alternate routes to dangerous levels.

Despite the recommendations of the report, Coun. Dilkens appears poised to continue his push to remove trucks from the busy street.

“It’s time to stop doing nothing,” Dilkens said in the *Star*. “We’ve got a problem here. This truck virus is spreading through the city. The report says traffic has raised dramatically of trucks coming up Dougall. It is a residential neighbourhood.” □

- With files from the *Windsor Star*



**POSITIVE SIGN?:** Truck tonnage in the US was up in November, but economists warn there are still tough times ahead, especially for flatdeck carriers most impacted by the housing slump.

## US truck tonnage edges up in November

**ARLINGTON, Va.** – Truck tonnage in the US was up 0.8% in November, the American Trucking Associations (ATA) reports. Its truck tonnage index grew 3.3% compared to a year earlier, marking the second year-over-year increase in eight months.

It is also the largest single gain since January, 2005. Year-to-date, however, truck tonnage was down 1.7% compared to 2006.

ATA economist Tavio Headley, explained the November reading suggests continued volatility and softness in freight volumes, despite the month-to-month and year-over-year gains.

He noted that every monthly increase since March has been followed by a contraction the next month. ATA remains confident the slowdown in US tonnage will continue into 2008.

“Based on the latest economic data and the expected slowdown in the economy over the next few quarters, we anticipate lackluster freight volumes at least through the first half of 2008,” Headley said.

ATA’s truck tonnage index is based on surveys from member carriers. □

## WHTI shelved until June, 2009

**WASHINGTON, D.C.** – US Congress has approved a bill that delays implementation of the Western Hemisphere Travel Initiative (WHTI) until June, 2009. The WHTI would require Canadians to present a passport to cross into the US. Rep. Louise M. Slaughter, chairwoman of the House Rules Committee, has been fighting to have the initiative shelved.

“This is truly a great victory in our fight to prevent the foolishly misguided requirements of WHTI from devastating the economy of Western New York by unnecessarily hampering travel and trade,” said Slaughter. “I am very pleased that I was able to include language that prohibits the implementation of WHTI anytime before June 2009, so that we can develop a comprehensive policy that not only secures our borders, but ensures that our regional economy will be able to reap the benefits from both trade and tourism.”

She added: “The traffic across our northern border is critical to our economy, and we must never sacrifice our relationship with Canada with an ill-conceived attempt to increase border security. I have long said that economic security and physical security are not mutually exclusive. We can, and must, have both.”

Slaughter was also able to withhold \$75 million in Department of Homeland Security funding earmarked towards implementing the program, until the department reports the outcome of its multiple driver’s licence and technology trials.

“My language will help prevent the chaos that we’ve already seen caused with the implementation of WHTI in its current form. By fixing this initiative, we will keep our economy growing and our land borders open to the travel and trade that is a necessity and a right for border residents,” Slaughter concluded. □

## OOIDA issues Call to Action against speed limiters

**GRAIN VALLEY, Mo.** – The US-based Owner-Operator Independent Drivers Association (OOIDA) is calling on its members to oppose the implementation of speed limiter legislation in Ontario and Quebec.

The association, which represents more than 159,000 members, has officially issued the Call to Action on its Web site.

“As you may be aware, the governments in Quebec and Ontario have proposed legislation that would require heavy truck engines to be limited to a maximum speed of 105 km/h (65 mph). The Minister of Transportation in Quebec recently introduced speed limiter legislation as part of an overall road safety package. The good news is the Quebec government has made an informal commitment to postpone enforcing a

speed limiter requirement until the rest of Canada adopts similar laws. In Ontario, the government has not yet introduced legislation, but at this point some officials are still saying they are committed to mandating speed limiters on all heavy trucks operating in and through the province,” OOIDA said on its site, [www.ooida.com](http://www.ooida.com).

“Now is the time for you to stand up and voice your opinion on speed limiters. Whether you live in Ontario, or another Canadian province or in the US and drive in Ontario, you need to call or write the Ontario Transportation Minister and the Ontario Premier ASAP. Tell them your thoughts or experiences about speed limited trucks and how a speed limiter requirement will impact your business, productivity, or ability to haul goods into or out of Ontario.” □

## ATA supports interim final rule on American HoS

**ARLINGTON, Va.** – The American Trucking Associations (ATA) has thrown its support behind the Federal Motor Carrier Safety Administration’s (FMCSA’s) interim ruling to retain the current US hours-of-service rules. The association testified before a Senate Subcommittee, expressing its support for the interim final rule. The interim final rule retains the 11-hour driving day and 34-hour reset provisions.

Dave Osiecki, vice-president of safety, security and operations with the ATA, told the Subcommittee on Surface Transportation, Merchant Marine Safety and Security and Infrastructure, that the current rules enhance truck safety. He said the current HoS rules are “balanced” and promote driver alertness through natural work and rest cycles, while also allowing operational flexibility for carriers. □

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# Meal tax allowance jumps another 5% this year

Continued from page 1

entry area for meals post-March 19. However, it does get more complicated when trying to determine which meals qualify for the 60% deduction limit if a driver is not operating long-haul exclusively.

“Just because a meal was purchased after March 19 doesn’t mean it’s automatically 60%,” Taylor explains. You see, the meal tax deduction limit was only increased for long-haul drivers. By Revenue Canada’s definition, a long-haul truck driver must be away from home for 24 hours at a time, or longer. If a driver is doing local runs and returns home at the end of his or her shift, meals purchased after March 19 still only qualify for a 50% deduction limit.

“That’s where it’s going to get pretty confusing.”

Revenue Canada does its best to explain the changes on this year’s TL-2 form. Taylor urges all drivers and owner/operators to read the form carefully.

They should also read the section that addresses other changes for the 2007 tax year. Those changes can also be viewed online by visiting Canada Revenue Agency’s Web site at [www.cra-arc.gc.ca](http://www.cra-arc.gc.ca). Under the heading ‘Individuals,’ select ‘2007 Tax Package’ and then your province for the latest updates.

Professional drivers may also want to consult a tax professional who’s familiar with the business. Taylor warns that Revenue Canada is taking a closer look at meal claims and the number of audits has skyrocketed in recent years.

“They’ve increased the rates,

but they’re also watching it more closely,” Taylor says. “There have been more audits on meals in the last two years than I’ve ever been aware of before. It’s gotten a lot of attention from Revenue Canada.”

Anecdotally, Taylor says readers of his monthly column in *Truck News* and his existing client base have been reporting an increasing number of meal audits. So it’s more important than ever to have all your ducks lined up before filing, especially in light of the recent changes, he warns.

Using the simplified method of filing using your logbook remains the easiest way for do-it-yourselfers to file their own taxes. But they must be organized, particularly if they run both local and long distance. Taylor suggests reading up on the changes carefully.

“They should spend the time to educate themselves,” he suggests.

“If they think it’s the same-old, same-old, it certainly is not. There are more questions on the TL-2 forms, specifically that employers are supposed to fill out. There are also a bunch of new tax deductions and tax credits available this year, and people want to make sure they don’t miss any of them.”

The extra money will undoubtedly be welcomed by qualifying drivers and owner/operators, but it gets better. The meal tax deduction limit was increased to 65% beginning Jan. 1, 2008. So next year, drivers should enjoy an even greater return. It’s all part of the feds’ pledge to return the meal tax deduction limit to 80% by 2011. □

‘There have been more audits on meals in the last two years than I’ve ever been aware of.’

Scott Taylor

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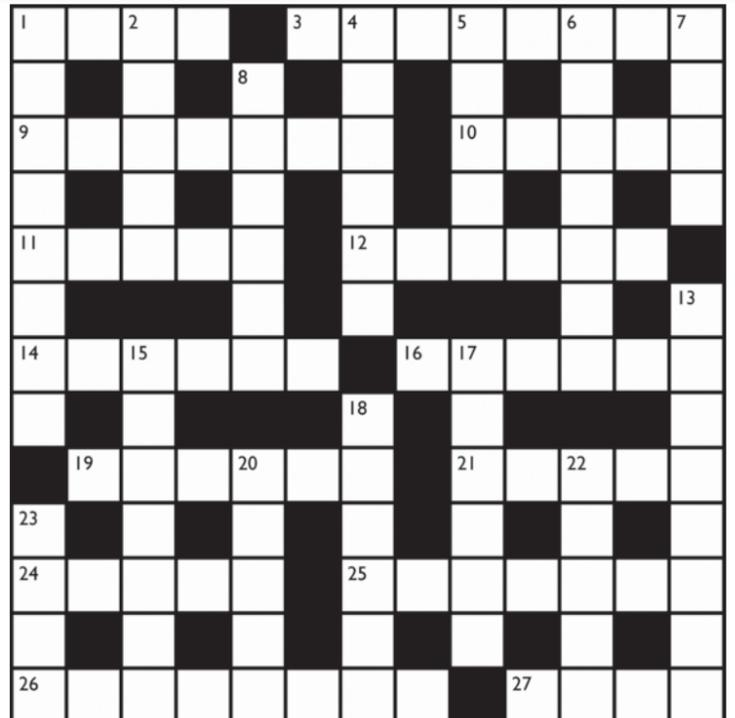
# THIS MONTH'S CROSSWORD PUZZLE

### Across

1. Driving compartments
3. Kojak-with-a-Kodak's weapon (5,3)
9. Dramatic tire failure
10. Farmers' garages
11. Cop fuel, allegedly
12. Pneumatic-suspension item (3,3)
14. Item between driveshaft & differential (1,5)
16. Last word in car's right-side-mirror message
19. Tractors' exhaust pipes
21. Uni, bi & tri suffix
24. Word on Hawaii's license plates
25. See "Heart of Dixie" plates here
26. The LT in LTL (4,4)
27. Suspension component, sometimes

### Down

1. Filled to the max (5,3)
2. UPS-truck colour
4. US passenger-railroad system
5. It's between red and green
6. Malodorous municipal-truck material
7. Trailer's front
8. Bean Town
13. Well-known trailer brand
15. Items that bump up truck's base price
17. Parent company of Kenworth & Peterbilt
18. ON city with GM plant
20. Use Georgia overdrive
22. Harley shipping container
23. Carry cargo



Answers on page 59

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# CTHRC unveils comprehensive guide to HR

By Adam Ledlow

**OTTAWA, Ont.** – Fleet owners, executives, managers and supervisors in Canada's trucking industry have access to a new set of tools designed to help guide their efforts to recruit and retain professional drivers.

Your Guide to Human Resources: Practical Tips and Tools for the Trucking Industry has been unveiled by the Canadian Trucking Human Resources Council (CTHRC) along with Human Resources Essentials, a related three-hour interactive seminar that will be hosted at venues and events across Canada.

"These resources offer practical answers to the recruiting and retention challenges that emerge every day," says Linda Gauthier, executive director of the CTHRC.

"This guide is for the person who wears many hats in an organization, including human resources. They do not need to be a human resources expert to apply the lessons."

The content of the guide and seminar addresses topics such as: the way driver turnover affects profitability; the importance of "fit" when recruiting drivers; effective recruiting strategies for hiring the right people, the first time; and, how to incorporate driver retention strategies.

Each guide also includes a CD "toolbox" packed full of checklists and sample HR forms that can be customized for use in any fleet, while the practical application of the lessons is explained through stories that involve a fictitious company known as ACME Trucking.

Those who attended Human Resources Essentials at the Ontario Trucking Association convention Nov. 15-16 in Toronto, received the first copies of the guide, and most gave very favourable reviews, CTHRC reps said.

Content for the guide and seminar was developed by Alison Cunningham, vice-president, people solutions at Multi-Nexus Corporation, and extensively tested in real-world environments.

Cunningham was an advisor to one of Canada's 50 Best Managed Companies in the transportation sector, and teaches industrial relations and negotiation skills at Queen's University's Industrial Relations Centre.

Visit [www.cthrc.com](http://www.cthrc.com) to order a copy of the guide (\$75 each) or watch for Human Resource Essentials seminars being offered in conjunction with provincial and regional host organizations. □

# Canada's exports to China surge in 2007

**BEIJING, China** – Canada's exports to China grew 27% last year, according to preliminary figures cited by International Trade Minister David Emerson. Emerson, in China last month to open a new commercial annex at the Canadian Embassy there, said Canada is beginning to balance its trade deficit with the emerging economic powerhouse.

"We're starting to turn the corner. It's not where you want it to be, but you've got to start somewhere," Emerson said.

In 2006, Canada recorded a \$26.8 billion trade deficit with China.

"We are of the view that Canada has underperformed over the last 10-15 years in terms of trade with China and our export performance in particular," Emerson said from China. □

# Markel announces Let's Talk seminar lineup for 2008

**TORONTO, Ont.** – Markel Insurance Company will address profitability and cargo handling during two Let's Talk tours in 2008.

The popular seminar series addresses industry best practices and trends to help trucking companies take their businesses to the next level. The interactive seminars feature live interviews conducted by industry journalists with key industry leaders. They are aimed at small- to mid-sized truck fleet owners and managers.

Kicking off 2008 will be the *Let's Talk about Driving a more Profitable Trucking Business 2*. It begins in May and expands on last year's well-attended seminar series on profitability. The series will delve deeper into the business of trucking, organizers say, providing more valuable information on how to maximize profits in a soft market.

Next up will be *Let's Talk about Cargo Handling: How to Protect your Loads, your Customers, and Yourself*. This series, slated for September and October, will address cargo theft, carrier liability and load securement issues, according to organizers. More information about both series is available by calling 888-MARKEL-1.

The series on profitability will be held in May in Montreal, London, Edmonton and Toronto. The cargo handling seminars will be held in September and October in each of those cities.

All seminars run from 9 a.m. til 3 p.m. and include lunch. The cost to attend is \$249, or \$149 for Markel policy holders. For more information, visit [www.markel.ca/Public/InformationSolutions/LetsTalk/](http://www.markel.ca/Public/InformationSolutions/LetsTalk/). □



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- (3) 2003 MAX ATLAS 40'-53' T/A EXTENDABLE CHASSIS
- (3) 2001 LODE-KING 40'-53' T/A EXTENDABLE CHASSIS
- (3) 1994 MOND 40'-53' T/A EXTENDABLE CHASSIS REFURBISHED
- (1) 2000 MAX ATLAS 20'-48' TRIDEM MULTIFUNCTION CHASSIS
- (2) 1997 LODE-KING 53'X102" TRIDEM FLATDECK
- (1) 1995 MANAC 48'X102" TRIDEM FLATDECK, 72" A/R WITH ROLL KIT
- (1) 2001 TRAILSTAR ALUM. 48'X102" T/A FLATDECK
- (1) 2001 TRANSCRAFT COMBO 48'X102" T/A FLATDECK WITH RACK KIT
- (4) 2000 LODE-KING 48'X102" T/A FLATDECK WITH F/A SLIDE
- (2) 2000 WABASH 48'X102" T/A FLATDECK WITH ROLL KIT
- (1) 1999 TRAILSTAR ALUM. 48'X102" T/A FLATDECK
- (1) 1999 TRANSCRAFT COMBO 48'X102" T/A FLATDECK WITH RACK KIT
- (2) 2005 TRANSCRAFT COMBO 48'X102" QUAD AXLE FLATDECK WITH RACK KIT
- (1) 2006 FONTAINE 48'X102" FIVE AXLE FLATDECK WITH ROLL KIT
- (1) 2006 TITAN 48'X102" FIVE AXLE FLATDECK WITH ROLL KIT
- (1) 1999 UTILITY BLACK 53'X102" T/A PANEL VAN, 49" A/R, LOGISTIC POSTS
- (6) 1999 STOUGHTON 53'X102" T/A PLATE VANS, LOGISTIC POSTS
- (9) 2004 MANAC 53'X102" VANS, A/R. LOGISTIC POSTS
- (7) 1999 STOUGHTON 53'X102" VANS 49", A/R, TRANSLUCENT ROOF
- (4) 1997 STOUGHTON 53'X102" INSULATED TRIDEM A/R VANS
- (3) 1994 MANAC 48'X102" VANS, 72" A/R

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- (1) 2004 WILSON 48'X102" ALUM. FLATDECK 10'1" A/R, WINCHES & STRAPS, 5' RACK KIT WITH HIGH ARCH BOWS WITH 6' EXTENSIONS
- (1) 2001 & (1) 1998 CHAPARRAL 48'X102" ALUM. FLATDECK QUAD AXLE, CONESTOGA FULL A/R
- (1) 1999 TEMISKO COIL HAULER B-TRAIN RTAC 5 AXLE, SUPER SINGLES, \$11,000.
- (1) 1993 TRAILMOBILE TRI-AXLE OVERWIDTH CONESTOGA
- (2) 1997 UTILITY 48'X102" FLATDECKS W/SLIDING TARP SYSTEMS 10'1" A/R
- (8) 1995 MANAC 53'X102" VANS, 72" A/R. AS IS \$2500. EA.
- (5) 1995 MANAC (3) 1998 MOND 48' X 102" TRI AXLE VANS, 72" SPRING RIDE 100" LIFT, SOME WITH FULL FRAMES.
- (1) 1994 MANAC QUAD AXLE OPEN TOP TRANSFER TRAILER • BEST OFFER
- (3) 1995 GREAT DANE 30'-33' REEFER PUPS, C/W CARRIER DUAL TEMPS
- (1) 1998 GREAT DANE 48' X 102" REEFER, 60" A/R FLAT FLOOR, TKS3 III, CLEAN
- (1) 1985 FRUEHAUF 30' FRP VAN, RAILGATE
- (17) STORAGE VANS (3) CARTAGE VANS 45' & 48' & 53', SWING/ROLLUPS
- (3) 1995 GREAT DANE 48' X 102" VANS, THERMOCUBE, ROLLUP DOORS
- (9) 1998 53' GREAT DANE VANS 72" S/R, TRANSLUCENT ROOF, W/PLYWOOD CENTRE RUN
- (2) 2003 TRAILMOBILE (20) 2000 MANAC AND STOUGHTON 53' VANS, 49" A/R, LOGISTICS, ALUM. ROOF, ROAD READY.



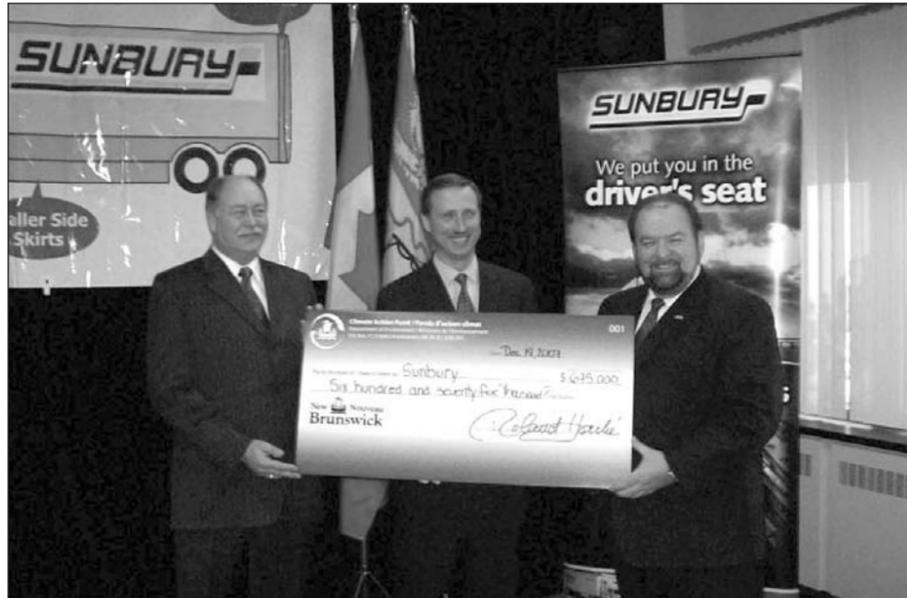
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# Sunbury to equip O/O tractors with APUs

By Adam Ledlow

**FREDERICTON, N.B.** – New Brunswick-based carrier Sunbury Transport is giving a leg up to both its owner/operators and the environment with the latest initiative from its Sunbury Goes Green strategy. In 2008, Sunbury, comprised of more than 220 owner/operators and 70 company tractors, will be installing Auxiliary Power Units (APUs) in its O/O fleet in an effort to eliminate the idle time associated with in-cab climate control. The \$475,000 in funding needed to pay for the installation will be provided by the New Brunswick Climate Change Action Fund (NBCCAF) according to a report by the *Telegraph-Journal*.

Paul Murphy, general manager of Sunbury, says there are three main reasons why the company decided to start the program with the owner/operators: to help the O/Os to become environmentally-friendly and more fuel efficient (the capital cost to purchase APUs was the main barrier preventing owners from installing the units); the reduction of idle time within the owner/op fleet will result in a greater reduction of greenhouse gas (GHG) emissions than in the company tractors; and the move will help improve the financial health of Sunbury's owner/operators by decreasing their fuel costs. The company's green plan calls for



**HELPING OUT:** Minister of Environment Roland Mache (left) and Minister of Transportation Denis Landry (right) present Sunbury's vice-president of transportation, John Murphy, with a cheque for \$675,000 to fund the installation of APUs in Sunbury's owner/operator fleet and the launch of a trailer skirt pilot program.

the installation of APUs in the entire fleet over the next three to five years.

"It is our intention to substantially subsidize the cost to install APUs on Sunbury owner/operator tractors," Murphy told *Truck News*. "It is a win-win situation for Sunbury owner/operators and the environment."

Programs like the current APU installation initiative are nothing new for green-minded Sunbury, which has had an active fuel man-

agement program in place for both company drivers and owner/operators since the mid-90s.

"The great thing with fuel efficiency programs is that they not only reduce GHG emissions but also decrease cost," Murphy says. "The first program we implemented was the installation of on-board fuel management systems. From there we were able to develop training and incentive programs to encourage owners and company drivers to improve fuel efficiency."

In addition to the nearly half million dollars needed to fund the APU program, the NBCCAF will also be shelling out an extra \$200,000 to help Sunbury conduct a pilot program which will explore the benefits and difficulties of operating a van trailer fleet equipped with aerodynamic skirts.

"Not only do we want to determine fuel savings, but also identify any potential operating and maintenance concerns. We will be working closely with the OEMs to resolve potential damage issues due to winter operating conditions," Murphy says.

Sunbury is also spearheading two other environmentally-minded programs. The first, currently underway, has the company hauling about 60 long combination vehicles (LCVs) from Saint John, N.B. to Dieppe, N.B., amid discussions with the New Brunswick Department of Transportation staff to expand LCV use across the province.

Sunbury also has plans to conduct a pilot program to determine the benefits of super-single wide-base tires now that the New Brunswick government has okayed their use on a permit basis.

The carrier's ecological pursuits have not gone unnoticed. Sunbury won the Repair the Air Award Fleet Challenge from the Canadian Department of the Environment in 2005 for its Idle Time Challenge program, which resulted in a 50% reduction in idle time with Sunbury's owner/operator fleet. And just last year, Sunbury was awarded the New Brunswick Minister of Environment's Environmental Leadership Award in the business category to recognize the company's outstanding leadership displayed in fuel management and GHG reductions. The driving factors behind that award were the LCV trials between Saint John, N.B. and Dieppe, N.B. (which resulted in the elimination of over 1,800 truck loads, with no safety incidents); the company's use of APUs and hydrogen injection systems; and the implementation and development of an extensive fuel awareness and training program.

Sunbury's initiatives have not only been widely praised by the community but also by Sunbury staff, both in-house and on-the-road.

"Everyone can clearly see the positive impact our strategy is having on the environment," Murphy says. "Not only are we improving the environment for our children, we are also helping improve the financial performance of the individual owner/operators within Sunbury. We are very pleased to be able to use the resources we have within Sunbury to assist owners in becoming more environmentally-friendly by equipping them with auxiliary power units. The cornerstone of our green strategy is to partner with government, OEMs and our on-road associates to continue testing and trialing green technologies."

For more information on Sunbury visit [www.sunbury.ca](http://www.sunbury.ca).

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# Carriers consider suing over overpass restrictions

## One Quebec fleet claims to detour 8,000 km every day

**By Carroll McCormick**  
**MONTREAL, Que.** – In late January or early February, Quebec carriers affected by the overweight ban imposed on 135 bridges and overpasses last July 19 will learn about their legal options regarding filing lawsuits against Transports Quebec.

The Quebec Trucking Association (QTA) planned to call a meeting to which all interested carriers are invited to attend. Francois Rouette, a transportation attorney with the law firm Cain, Lamarre, Casgrain, Wells will present its legal position on filing suit against the government and what carriers stand to gain.

“We will tell them what their rights and the possibilities are, and they can decide whether they want to file suit. Whether people want to file suit against the government is up to them,” explains QTA president Marc Cadieux. “I will see what the appetite is in the industry for lawsuits.”

The number of carriers who have lost revenue and/or incurred extra expenses number in the hundreds, according to Rouette; the number of trucks that were initially affected by the overweight ban was thought to be about 12,000.

The ban affected, and continues to affect, not only carriers transporting

special overweight loads, but also carriers that routinely carry extra weight in quads, B-trains and les grand trains routier (long combination vehicles).

Carriers and their lawyers can thank two key events, should they wish to proceed with lawsuits.

First, a change in provincial law in the late 1990s lifted the government's immunity to liability for damages resulting from the condition of the road network, making lawsuits possible.

Second, the extraordinary transparency of the Commission of Inquiry into the collapse of a portion of the de la Concorde Overpass.

The very public flaying of Transports Quebec and the assigning of blame provide magnum-calibre ammo for lawyers arguing that this whole debacle is the government's fault.

“We are acting strictly on the basis of whether there is fault,” Rouette explains. “We have hints coming out of the Johnston Commission that something might be amiss. The Commission was so transparent, every testimony and document was available on its Web site. We downloaded everything from the site. Our point is that because of the negligence of the ministry, they made a major mistake

which pushed them to the wall and they closed everything. Evidence states that they were so negligent and incompetent...they did not plan anything, but rather, immediately ordered weight reductions and closures. If you were so negligent that you were forced to close down a system, is this a defence? I cannot see a defence based on this.”

Cadieux notes, “The Johnston Report noted the negligence toward certain inspections and deficiencies that were noted more than 10 years ago. We think there was gross negligence by the ministry.”

The upcoming meeting with carriers will help carriers learn how to build up their claims. After the meeting carriers will be given about 60 days to prepare a full accounting of their losses for suit-planning purposes, according to Rouette.

It is surely anyone's guess how many millions in damages carriers have choked down to date, and how many more millions the restrictions will cost them by the time the last overpass and bridge is repaired or replaced. Rouette reports knowing at least one carrier which shut down permanently and others which were out of action for weeks. Some could not negotiate new rates with manufacturers, others simply said that they could not get compensatory

rates, they would not move the loads.

One carrier reported driving upward of 8,000 detour kilometres every day. Some regions of the province have been completely isolated.

Since the financial burden to carriers varies so greatly, a class action suit will not be launched, says Rouette. Multiple lawsuits will be filed, if they are launched at all, and the claims will be personalized. However, Rouette notes, “The basis for action – fault – is the same for everyone. The cost of the expertise will be shared among the carriers who decide to file suit.”

Reflecting the uncertain and ongoing nature of this saga, this past December Transports Quebec issued its third report on the status of the inspections of the 135 bridges. Of 113 bridges and overpasses listed, restrictions have been lifted on 67. But 49 are listed as needing work, defined variously as reinforcement, major work, demolition or replacement (there are 22 in the latter two categories). Work is scheduled to begin on all of them this year, but it would be wildly optimistic to expect all repairs and replacements to be completed in a time period measured in less than years.

“There is continuous damage (to transporters) because some of the repairs will not be completed until 2009 or 2010,” says Cadieux. “I have not heard anyone recall there being such an important issue (affecting the trucking industry) before.” □

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## Boulevard des Allumettieres opened in Gatineau

**GATINEAU, Que.** – The Boulevard des Allumettieres has been officially opened in Gatineau.

Lawrence Cannon, Minister of Transport, Infrastructure and Communities; Benoit Pelletier, Minister responsible for the Outaouais region and MNA for Chapleau; Roch Cholette, MNA for Hull; Charlotte L'Ecuyer, MNA for Pontiac, and Marc Bureau, Mayor of Gatineau, were recently present to mark the opening.

“This new road will be a key asset for the economy of the Outaouais region,” said Julie Boulet, Minister of Transport of Quebec.

“It was designed with respect for Gatineau Park, the environmental jewel through which it passes. It will reduce congestion on nearby roads, as well as greenhouse gases.”

The governments of Canada and Quebec have invested \$96 million in the project.

The funding was shared equally by the two governments under the agreement to improve the road system in the Quebec portion of the National Capital Region (the Outaouais Roads Agreement). □

# Ontario's training standards exposed by media

*Province moves to close loopholes, like obtaining an A/Z licence without ever setting foot in a big rig.*

■ Continued from page 1

two days later from her injuries.

Caledon OPP laid charges against the truck driver, who was later granted bail in an Orangeville courtroom on Sept. 20 with several conditions, one of which required him to be driven to and from work by another person, but still allowed him to operate a vehicle for his job as a GTA truck driver.

Appalled by this outcome, James Faulkner, a close friend of both DiCeglie sisters, launched a petition in their names ([www.truckpetition.com](http://www.truckpetition.com)) calling for tougher truck driving standards and noting concern about what the petition called 'a lack of standards in the trucking industry which allows schools to hire their own students back the next day to teach new students without proper training and experience.'

Faulkner told *Truck News* that as of Dec. 31, 2007 the petition had broken the 10,000 signatures mark, and had some 150 people campaigning for change in the province of Ontario.

Public outcry following the accident also led to a four-part special investigation of truck driver training in Ontario by Global TV reporter Alex Pierson, who passed her road test for an A licence without, she reported, having spent one minute training in an 18-wheeler.

Featured in the report was Ontario's Minister of Transportation Jim Bradley, who said that "if anyone feels the licensing is inadequate they should be turning in their licence."

John Milloy, Minister of Training, Colleges and Universities, was also quoted as saying that stronger standards were on the way, as was more collaboration with the Ministry of Transportation on driver training issues.

Indeed, according to Kevin Dove, issues co-ordinator and team lead with the Ministry of Training, Colleges and Universities, that Ministry and the Ontario Ministry of Trans-

portation have already met to review training and licensing requirements and are currently working together on an approach to improve commercial driver education.

Dove also told *Truck News* that the Ministry is aware of the petition that asks the government to 'monitor the proper registration of Private Career Colleges' and ensure all accredited driving schools adopt standards suggested by the Advisory Council for Truck Safety.

But he said that while the petition states that 'unscrupulous schools can hire their own students back the next day to teach', "in fact, under the (Sept. 18, 2006) Private Career Colleges Act, 2005 (PCCA), significant vocational experience is required for instructors in registered programs."

Dove told *Truck News* that the PCCA Act outlines new requirements for registration, program approvals, fee collection, tuition fee refunds, student contracts, financial security, instructional staff, advertising and compliance measures. Institutions offering commercial driver training are required to be registered and have their programs approved under the Private Career Colleges Act, 2005 and associated regulations.

But part of the issue the trucking industry is grappling with is that training "schools" don't actually have to register anywhere.

So the problem of licence mills, schools that offer truck driver training (or at least that train to the road test) but which do not register with the MTCU, remains acute.

"It's clear that more monitoring of training schools (is needed), and criteria that would prevent licensing mills from setting up. The Ministries of Training, Colleges and Universities have started to crack down, and are putting larger and stronger requirements into place, but I don't

think that impacts anybody who is not coming under the private career college system," noted Linda Gauthier, executive director, Canadian Trucking Human Resources Council (CTHRC).

Gauthier said that a lot of this is tied to funding mechanisms. A lot of these would-be schools stay in business because they continue to have access to public funding.

The province of New Brunswick addressed this a few years ago by choosing to only fund training that met an industry standard by institutions that were accredited by a recognized body, i.e. CTHRC and its accreditation process, she said.

"Is that what Ontario needs? Maybe and maybe not, but it's clear that in the past MTCU did not have the manpower to monitor and audit the registered schools, and if today they do have that capacity, it still does not cover off the non-registered schools," said Gauthier.

Indeed, with some 105 schools registered in the province of Ontario, the province may have to look at other ways to cover these off.

"You can't prevent someone from starting a business. Where the licensing mills may get away with it is in the lack of awareness and understanding (among prospective entrants). It's buyer beware," said Gauthier.

If the licence mill problem is a 'buyer beware' issue, what should prospective entrants to the trucking industry be looking at that may help them avoid this scenario?

According to Bruce Richards, president, Private Motor Truck Council, it is hard to reach out to everybody who is considering being a truck driver without massive advertising programs for which no one has funding.

"Those who do their due diligence and some checking around can get advice from many of the associations and serious training schools but there is no requirement to even take any kind of training to get a licence, whether it's a truck licence or

a G licence in Ontario. That alone makes it difficult to reach out to people," he said.

One of the other issues specific to Ontario, is that since the September 2007 Caledon accident and the subsequent Global News report, a number of HRSDC counsellors who provide funding for training have actually been discouraging people from taking truck driver training, said Gauthier.

"One, because they think that enough people in Ontario have a Class A licence and so they don't think there's a need for more, and two, because if the training schools have not done a good enough job in demonstrating a shortage, people are not being directed towards this training. So there's a lot of work that has to be done on a variety of levels," she said.

Having the ability to police or restrict the licensing mills is one area where the trucking industry would like to see improvement, but another issue is the lack of a standard for both entry level driver and truck driver trainer, an issue the CTHRC will push on its 2008 agenda.

"Right now as long as you can pass a written and a practical test you can get your licence. We're trying to see if the Ministry of Transportation would change the classification of the A/Z licence so that people would not be able to get their A licence on a pick-up truck," said Gus Rahim, president of the Truck Training Schools Association of Ontario.

While solutions such as introducing a new class of licence may be cost-prohibitive, Gauthier noted that in Alberta and British Columbia, they are looking to endorse their Class 1 licences so that those who will become commercial drivers will be differentiated from those who will drive hydro trucks, for example.

Meanwhile, the quest for a consensus on entry level standards has seen a lot of stakeholder review of issues such as qualified drivers, funding, licensing, immigration, and training.

In the CTHRC's recent GAP project, the Council met with every jurisdiction in the country to identify the gaps between what is coming out

Continued on page 17 ■

**'It's clear that more monitoring of training schools (is needed).'**

Linda Gauthier

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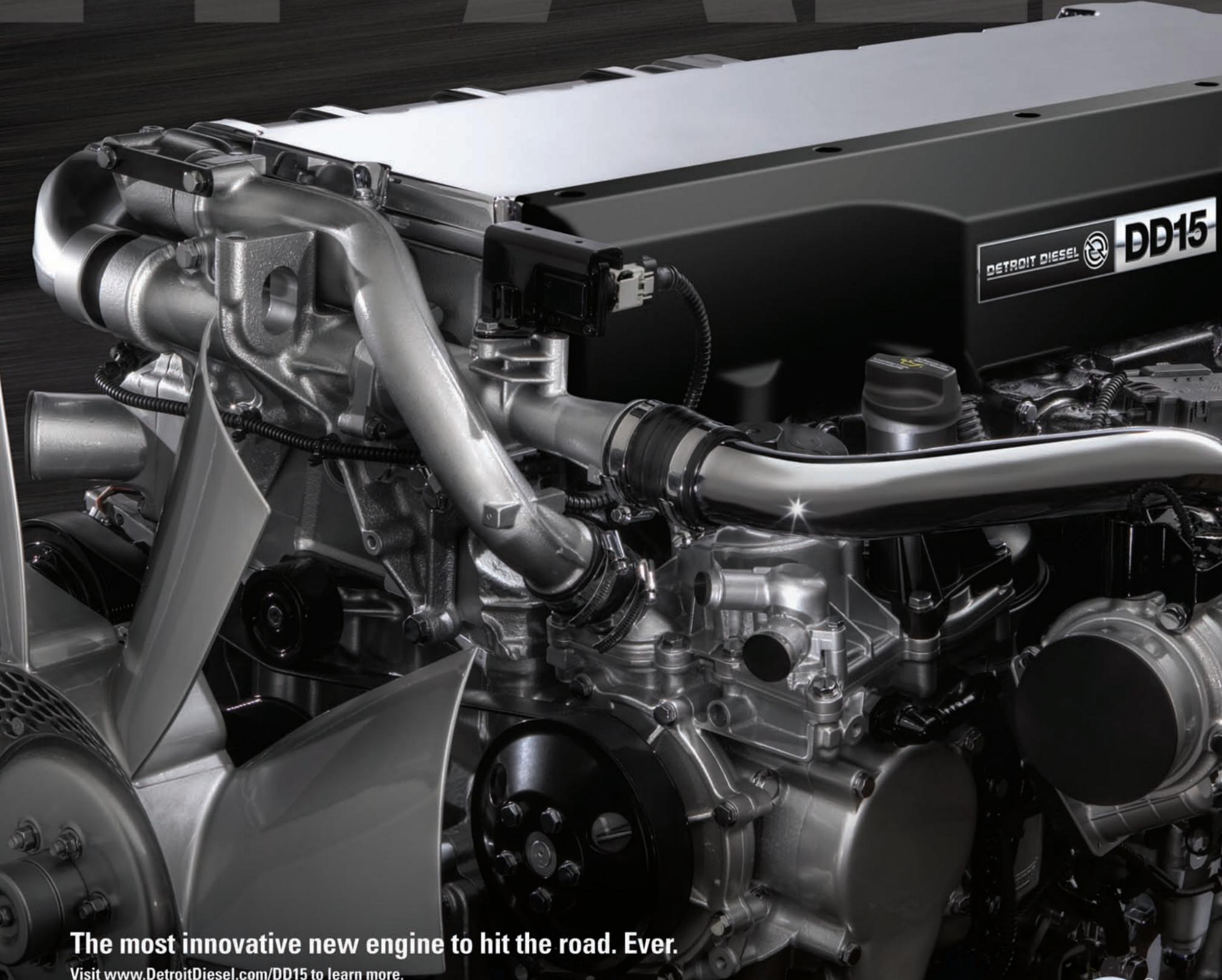
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## Ontario aims to raise the bar

■ Continued from page 15

of the schools and what industry actually expects of drivers.

Under this initiative so far there have been two national meetings and eight focus groups, which met over the course of 2006.

“The Departments of Education, Transportation, Employment and Immigration were involved. We are now embarking on Phase 2 which will address the major recommendations of these meetings, one of which was looking at the need to establish national standards for driver training, and accreditation of training schools. This was agreed upon by all the delegates that were there, so we take for granted that if all the delegates were there who represented the different jurisdictions, then these provinces should be looking at how they are going to attempt to develop licensing criteria,” said Gauthier.

“GAP Phase 2 will go back to each of the jurisdictions and talk to the Ministries of Transportation and Ministries of Education, Training, Colleges and Universities, and say to them, ‘How far have you gone and what are your future plans?’” she explained.

The GAP Phase 2 project is also looking at each of the testing and skill requirements in each of the jurisdictions and developing a matrix to lay it out to see how standards compare amongst the provinces on entry level standards.

Some of the gaps involve the various Ministries of Transportation not assessing for all of the competencies that the industry is looking for, and in some cases not assessing at a high enough level to meet industry requirements, said Gauthier.

CTHRC will hold further meetings with industry and government in March and April of this year and will host a national meeting in November 2008 to report on the results. CTHRC has also developed a career information Web site which officially launches at the end of March.

“Through GAP Phase 2 we hope to encourage the jurisdictions to move forward, and share information. It is an issue for them for public safety,” she said.

Gauthier said that having the relevant ministries collaborating on the licensing and standards issues will mean a more successful scenario.

“It has got to be a cooperative effort where you come together and strategically look at how you’re going to reach the goal.”

At press time the Ontario Ministry of Transportation announced that it would make some recommended changes to its driver licensing procedures following recommendations in an annual report released by the Auditor General of Ontario.

TTSO’s Rahim told *Truck News* that he had received a Dec. 11, 2007 letter from the Assistant Deputy Minister of Ontario’s Road User Safety Division at MTO.

The letter indicated that as of September 2007, the Ministry has begun regulating all beginner driver education schools and monitoring compliance with provincial standards.

In the last year, some 22 schools were removed from a ministry-ap-

proved list because they weren’t up to standard.

The Ministry of Transportation said it also intends to introduce new rigorous monitoring standards and auditing process for driver certification and school licensing.

They will roll out new curriculum standards focused on improving safe driving skills, tighten requirements for driving instructors’ licences and reduce the allowable number of demerit points that an instructor can acquire from nine to three. New driving instructors will not be licensed if they have a single demerit point or criminal code conviction.

The ministry also expects to have a proposal for an improved graduated licensing system program by fall 2008.

With regard to driver certification programs, meanwhile, the Ministry of Transportation said it will “suspend any organization found to be licensing unqualified drivers.”

By 2008, an inspection process will target and follow up on organizations that have unacceptable practices in place.

Meanwhile, a Dec. 26, 2007 proposal from the US Federal Motor Carrier Safety Administration (FMCSA), if passed, may help spur efforts to improve the licensing situation in Ontario.

The proposal, described earlier on [trucknews.com](http://trucknews.com), would soon require minimum standards for anyone upgrading their licence.

Applicants seeking a Commercial Driver’s Licence in the US would have to complete both classroom and behind-the-wheel training from an accredited education program or institution.

Drivers pursuing a Class A licence would require a minimum 76 hours of classroom instruction as well as 44 hours of behind-the-wheel training under the new rules. They would have to show a certificate from a truck driving program before they could obtain their new CDL. The rule would not impact current CDL holders.

The proposal, said TTSO’s Rahim, is something that would help a lot.

“I’m hoping we follow suit. Right away, it means that if you’re going to be licensed to drive a truck, you must have proper training. Having the States do that right now, if that goes through, later on, they may turn around and say, Ontario drivers may not be meeting their standards to drive on their roads. If our Ontario Ministry allows our drivers to go do a road test, sometimes without having actually driven in an 18-wheeler, what does that say about us?” he said.

While the proposed changes will probably come as no comfort to those who have lost loved ones to accidents involving improperly licensed drivers (whether commercial or otherwise), there is no question that any move toward improved regulation and a set of agreed upon training standards is more than overdue in an industry that is constantly fighting to improve its image as a safe one for all drivers. □

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# Exploring the causes of livestock trucking accidents

## Report debunks the myth that weather is usually to blame

By James Menzies

**BLACKIE, Alta.** – The long-held belief that weather is the most common cause of accidents involving livestock transporters has been disproved. Instead, driver fatigue is being blamed for the majority of accidents involving commercial livestock tractor-trailers, according to a groundbreaking study by well-known livestock handling expert Jennifer Woods of Blackie, Alta.

Woods, owner of J. Woods Livestock Services, examined the causes of 415 accidents involving commercial livestock trailers in Canada and the US over a five

year period.

She found 80% of livestock truck crashes were single-vehicle accidents. (Compare that to the US Federal Motor Carrier Safety Administration's Large Truck Crash Causation Study that found only 25% of overall truck crashes were single-vehicle accidents).

And alarmingly, Woods found the livestock truck driver was at fault in 85% of the accidents where the cause of the accident could be determined.

So why are livestock truckers finding themselves involved in a disproportionate number of single-vehicle, at-fault accidents?



**PREVENTABLE:** Most livestock trucking accidents are due to driver error, often related to fatigue, according to a new report.

Woods sums it up with one word: Fatigue.

Her study found that 59% of livestock truck accidents occur between midnight and 9 a.m. However, she gleaned her data

through media reports, and she suggested anecdotal evidence indicates the number is much higher – as high as 90%.

“I think what happened, was so many of the accidents (in the study) came through the media, but the media doesn't pick up on a lot of the ones that happened in the middle of the night if they've cleaned it up by morning,” explains Woods. She also notes that many late night rollovers occur on back roads or on farmland, so they're not always reported by the media. One of Woods' duties as an animal handling specialist is to show up and help at livestock truck rollovers in Alberta, and her own experience suggests late night accidents account for 80-90% of incidents.

Rollovers were found to be the most common type of accident involving livestock tractor-trailers. Eighty-two per cent of documented accidents involved a rollover, with 84% of those rolling onto the right side.

“I believe our trailers roll over more” than general freight vans, Woods tells *Truck News*. She offered a few explanations for that. Firstly, livestock haulers are dealing with volatile, constantly shifting loads. And they also tend to be top-heavy.

Most livestock trucking accidents involve loads of cattle (56%) followed by pigs (27%) and poultry (11%). It's difficult to determine how those percentages compare to the overall percentage of livestock loads being hauled on North American roads, because there's currently no reliable data on livestock transport volumes available.

However, Woods reasons that cattle loads are more prone to rollovers because of the nature of the beast.

“Cattle are more top-heavy – the center of gravity on a pig is a lot lower than the center of gravity of a cow,” she says. “And pigs tend to be decked in the belly (of the trailer) so that puts more weight in the bottom.”

The high percentage of rollovers to the right could have something to do with the design of livestock trailers. A study by Ruhl Forensics and Wilson Trailers found that a loaded cattle trailer “rarely exceeds five degrees before reaching the point of imminent rollover.”

Woods also points out the “dog-

**Continued on page 21** ■

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# Study suggests driver fatigue is usually to blame

■ Continued from page 18

house” (a compartment at the back end of the top deck of a livestock trailer) is located on the right-hand side and it is often loaded with animals, creating an uneven distribution of weight.

The tendency for livestock haulers to flip trucks onto the right-hand side could also hint towards fatigue, as that’s the side the ditch is on and the direction tired drivers are most likely to drift towards, she points out.

The most surprising statistic revealed by the study (not for those in the know, Woods insists, but for other industry observers), is that weather was only a factor in 1% of all livestock trucking accidents. In fact, most accidents occurred in the spring, summer and fall.

“When roads are bad, you pay more attention to your driving,” Woods points out. “You’re more alert when the roads are bad and you tend to drive a little more carefully.”

Armed with the results of the study, Woods says the industry must now take action to reduce its number of incidents. That will require a collaborative plan of attack involving everyone along the supply chain – from producers to drivers and carriers right through to slaughter plants.

“We need more training and we need more skilled drivers,” Woods says. “We have a huge driver shortage to the point where you’re almost just looking for somebody that’s breathing. Our drivers drive a lot of hours too. The industry needs to look at that and plant schedules can play into that too.”

Woods points out that many slaughter plants begin the morning kill with out-of-town porkers rather than taking care of local pigs first. That means pigs from further away must be loaded the night before and trucked to the plant overnight.

A simple scheduling change could allow truckers to load up in the morning and arrive at the slaughterhouse in the afternoon, reducing the risk of driver fatigue. Woods admits that’s not always practical, however. In the hot summer months, livestock is often transported at night because it’s cooler out, providing the animals with a more comfortable ride.

A lack of rest areas has also been identified as a problem. Long-haul livestock truckers complain they have nowhere to stop for rest when they are tired.

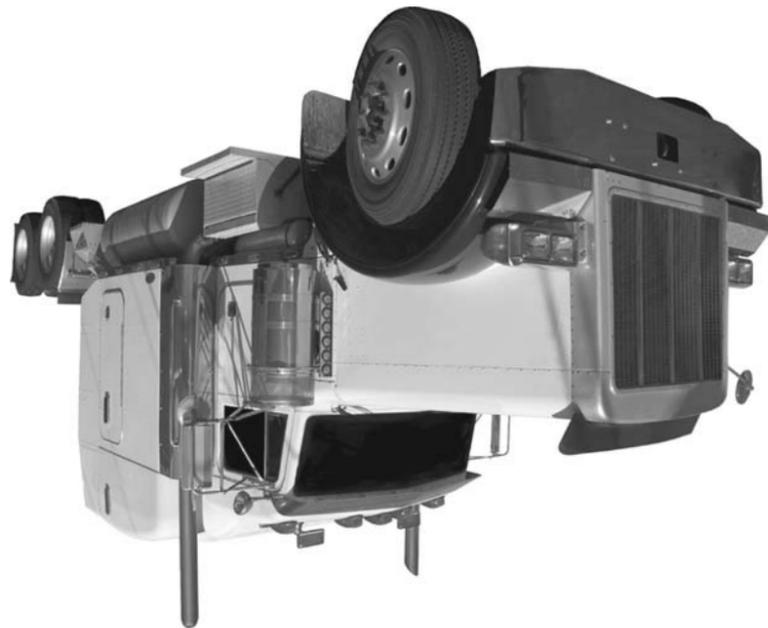
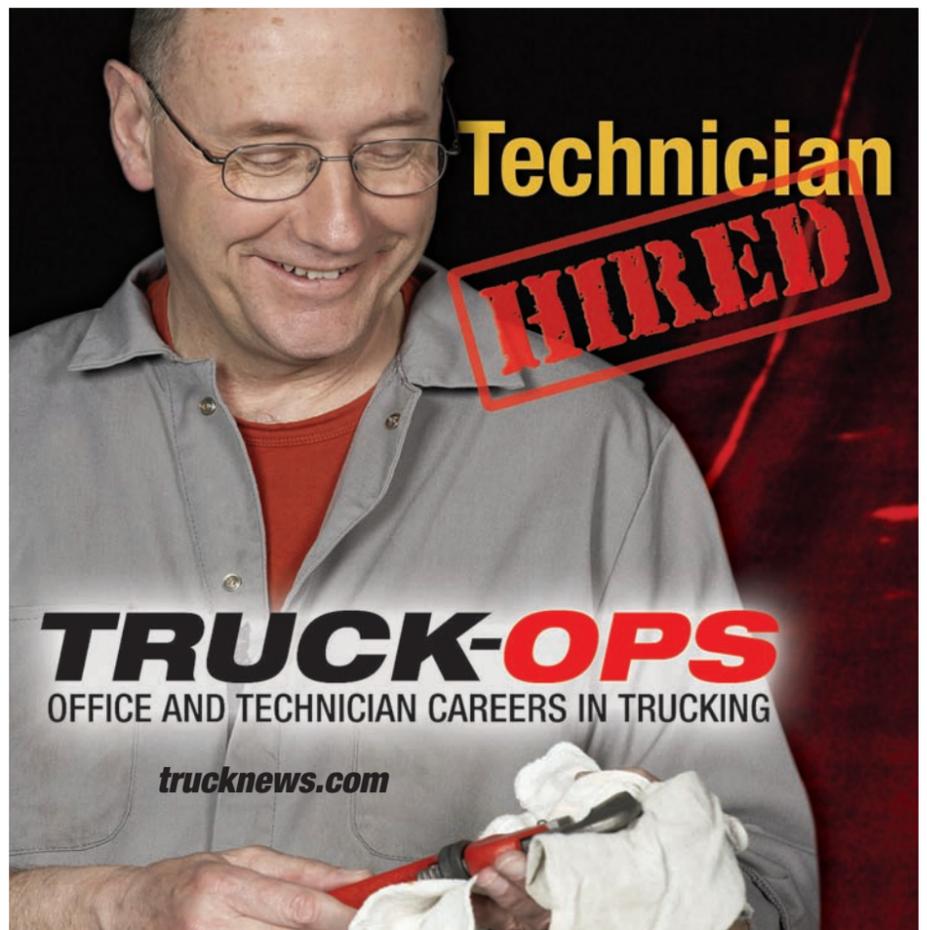
Woods says some trucking companies have implemented a fatigue management program and have already been reducing their accident rates. Hogan Dedicated Services out of Missouri, for instance, hired a fatigue manager who works with drivers overnight, calling them sporadically to check up on them and training drivers on how to recognize signs of fatigue. Almost immediately, the

company reduced its accident rate.

And then there’s the whole issue of training drivers specifically on how to transport livestock before sending them down the road. The industry has developed a training program called the Transporter Quality Assurance (TQA) program and there’s also a Certified Livestock Transporter (CLT) program available.

Woods urges livestock trucking companies to get involved in the programs. For more information visit [www.livestocktransport.ca](http://www.livestocktransport.ca) or Woods’ own site, [www.livestock-handling.net](http://www.livestock-handling.net). □

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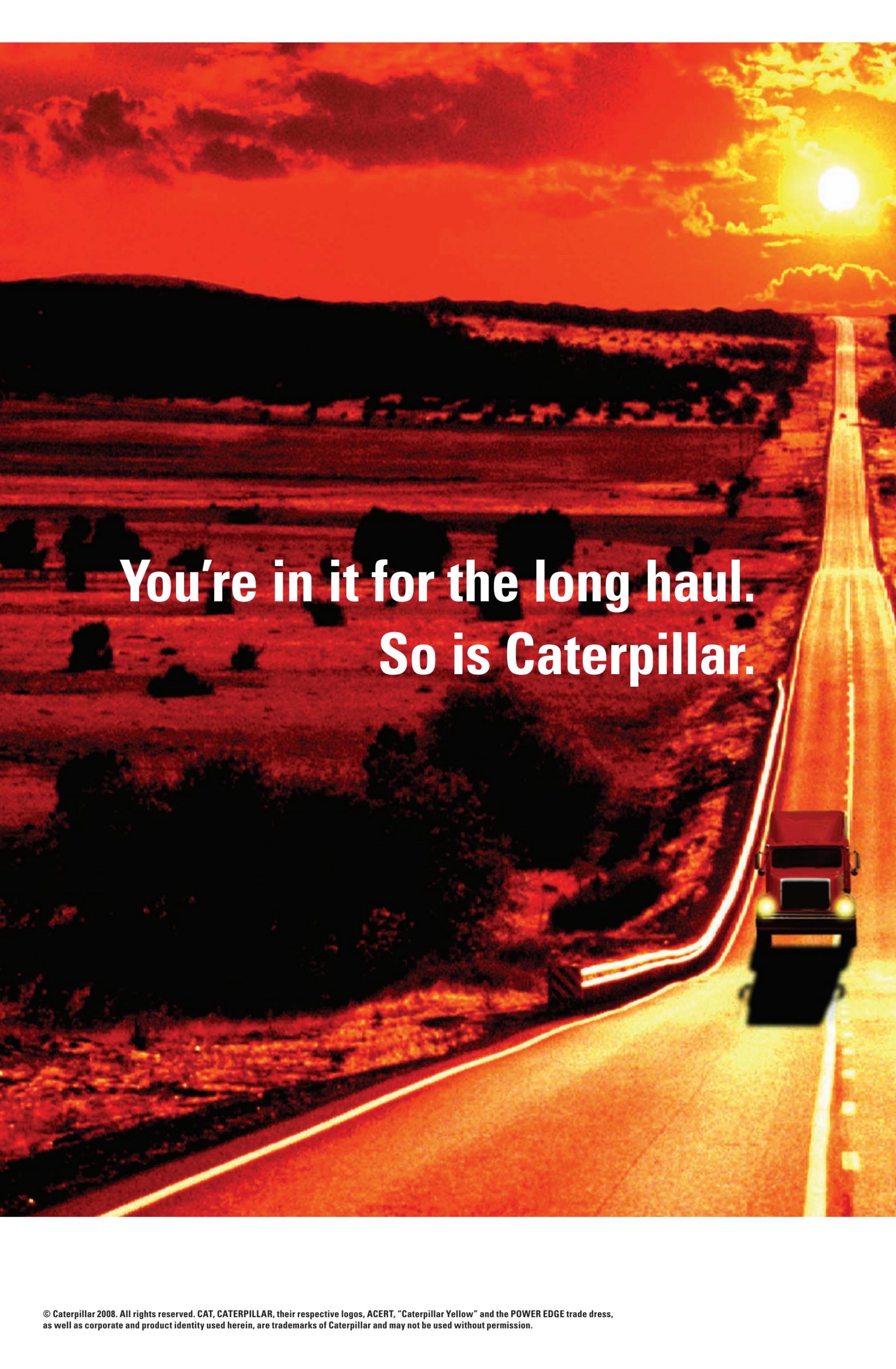
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## Alberta's professional driver certificate program in jeopardy

**RED DEER, Alta.** – Alberta's long-awaited Professional Driver Certificate Pilot Program appears on the brink of demise due to the province's refusal to include a Class 1 licence as part of the training program.

The program, offered in partnership with Red Deer College and driving schools throughout the province, has been unable to attract sufficient interest from students.

According to Dennis McCarty, PDC program chair, "I have talked to many students and companies who want to enter and support the program but when they find out that it doesn't include the Class 1 licence and as the result the student is unable to earn a wage for the majority of the 20-plus weeks, they don't sign up."

He added: "Students that we have recruited to the post-Class 1 program have been very happy with the quality of training that they have received. Reports that we are getting from the carriers are that they are very impressed with these students and the level of training we are getting through this program and would like to continue taking students from this program."

The Alberta Motor Transport

Association (AMTA), Transportation Training & Development Association and other organizations have filed a proposal to the province to modify the course to include the Class 1 licence and shorten the program to 12 weeks – eight weeks of theory and four weeks of a supervised practicum under a coach or mentor.

Adding the Class 1 component would allow students to qualify for Employment Insurance funding, similar to an apprenticeship program.

As a result, the student would not have to go without income for an extended period of time, the AMTA explains on its Web site. Also, a carrier would have a trained driver after 12 weeks.

The AMTA reports some independent driving schools have opposed the proposed changes, citing unfair competition.

"We are not sure why this is an issue as any driving school can go through the process of becoming accredited to provide the training which meets the national standard for the industry," the AMTA responded.

The association said if the program fails, it will be a huge step backwards for the industry. □

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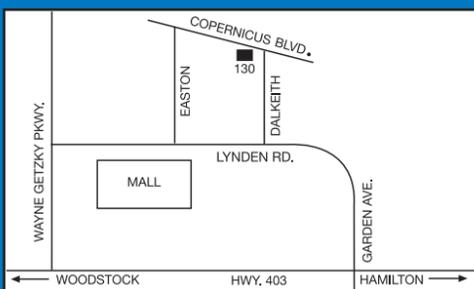
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## Season two of ice road documentary put on ice

**YELLOWKNIFE, N.W.T.** – A popular TV documentary series on trucking on the Contwoyto ice road in the Northwest Territories will not be repeated, because the series made the job appear riskier than it is, according to a report by the CBC.

*Ice Road Truckers* was shown last year on the History Channel. It showcased the lives of truck drivers who haul loads to the diamond mines along the ice road. The series was viewed by more than 3.4 million viewers. Producers of the series wanted to shoot a follow-up, but the company that builds the winter road featured in the documentary says it wants no part of the sequel. According to a report by the CBC, producers sought permission to film a second season but were turned away by the mining companies responsible for building the road.

"It's a TV series built around this romantic notion of people making a dash for money and doing it at a very high risk," Tom Hoefler, a spokesman with Diavik Diamond Mines, told the CBC. "It's very far, far from the reality of how we operate the road, and so we just didn't see any value in continuing that message."

The History Channel is now reportedly looking at shooting the sequel on other ice roads. □

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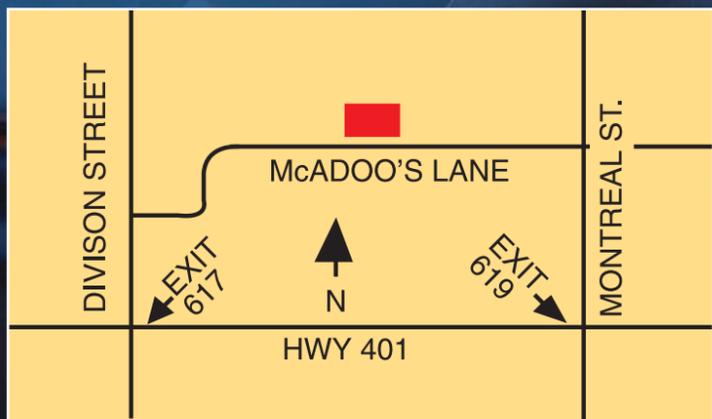
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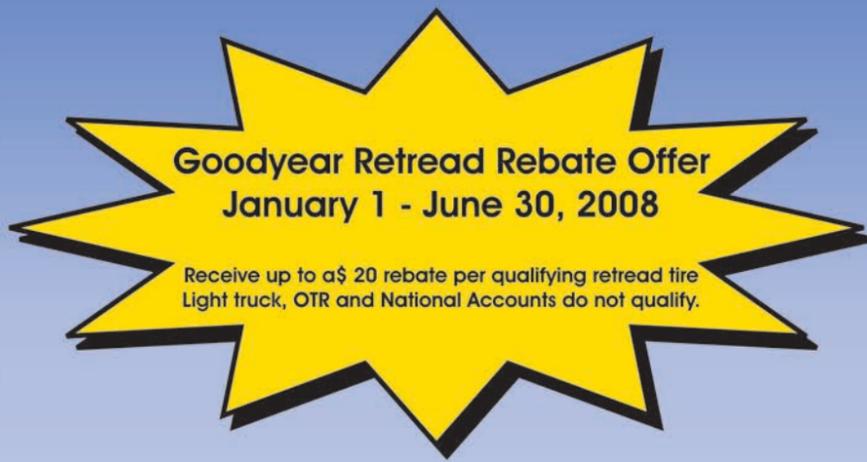
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**Fleets test anti-idling devices**

*Carriers report varying levels of success*

By James Menzies

**ORLANDO, Fla.** – Anti-idling equipment received mixed reviews during a recent panel discussion at the American Trucking Associations annual management conference. Several fleets that have extensively tested anti-idling equipment were on-hand to share their experiences, and while not all fleets enjoyed successful test programs, most still endorsed the use of idle-free cab comfort systems.

Frank Molodecki, vice-president of operations with Montana-based Diversified Transfer and Storage, began testing Auxiliary Power Units (APUs) in 2004. The company's reefer fleet features mostly condo-style sleepers. The company set out to test the effectiveness of APUs in reducing idle-time and improving the quality of life for its drivers.

Unfortunately, Molodecki said his company's APUs were plagued with technical snafus. Only three of 22 APUs involved in the test performed as advertised, with the remainder experiencing substantial downtime. When all was said and done, the test fleet experienced a mere 4/100th of a mpg fuel mileage improvement as a result of the technical problems the APUs experienced. Based on that, Molodecki said the APUs tested would require 15 years to deliver a payback. Downtime on some APUs ranged from one week to a month, thanks largely to parts supply issues.

But despite the bad luck with the equipment, Molodecki remained a believer in the technology. Of the three APUs that worked properly, a 0.5 mpg fuel mileage improvement was realized which resulted in a more favourable 16-month payback. The company saved US\$6,861 on the three units with properly functioning APUs, it reduced its idle time by 40.6% and extended preventive maintenance intervals by four months as a result of the reduction in idling.

"They key becomes the unit that you're purchasing," warned Molodecki. "Know your dealer network. When a unit goes down, the truck can be out for four to five weeks with no network to support you."

Having found a brand that proved reliable through the test period, Diversified Transfer and Storage is now proceeding with its plan to roll out APUs across its fleet.

"We are proceeding forward with one brand," Molodecki told delegates at the ATA conference. He added that because of the failures the fleet encountered, the overall test results "paint a very unfair view of the APU industry as a whole."

Continued on page 28 ■

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# APUs: Worth the investment? Most fleets say 'Yes' despite reliability issues

■ Continued from page 26

Molodecki advised fleets to maximize APU performance by spec'ing premium insulation packages on tractors and to be cognizant of heating and cooling capacity requirements.

Joe Monteleone, vice-president of maintenance with National Freight Inc., experienced similar results during his fleet's APU test program.

"We've had some issues but at the end of that, it has still been worth it," he told delegates. "I think

APUs are something everyone should seriously look at."

National Freight Inc. has about 300 APUs in its fleet and Monteleone said the company has realized a 5% fuel savings as a result. It has reduced its idle-time from 45% to 23% on trucks equipped with APUs as well as lowering maintenance costs.

Monteleone said the fleet has achieved a payback period of four years on its APUs, but added "We

think it should be less – we think it should be two to three years."

Monteleone said the key to the company's success with APUs has been to train its drivers and educate them on the benefits of the technology. "The learning curve with new drivers has affected our savings potential," he said. "They may be a little leery of using the APU."

Both Diversified and National Freight have found that APUs have had a significant impact on resale value. Molodecki said the trade-in value on trucks with APUs is about US\$2,500 higher than trucks without the units. Monteleone said his company has seen the resale value of its

APU-equipped trucks surge by at least US\$1,750.

"The removal of the APU before resale reduces the resale value," noted Molodecki, adding the removal of an APU may also result in unsightly ventilation holes.

Schneider National was also represented on the panel. Steve Duley, vice-president of purchasing, countered the recommendations of the previous speakers by saying "The biggest reason fleets idle is because it's the lowest cost solution."

Duley said Schneider has yet to discover a heating and cooling anti-idling solution that delivers a return-on-investment.

"We can't get a payback on anything that provides heating and cooling," he said, blaming his fleet's already low idle-time of just over 25%. He said the company finds it gets best results through an incentive program that rewards drivers for voluntarily reducing their idling.

Duley did say Schneider does achieve a payback on diesel-fired cab heaters, which are compact, easy-to-use and consume very little fuel. However, he added they require maintenance, draw off the truck's battery and there's a risk of jump starts below 10 degrees F. Cab heaters alone have proven to reduce Schneider's average idle-time from 27.2% to 14%, Duley said.

The company has also tested battery-powered cab cooling systems, which Duley said provide 10 hours cooling at 85 F, are reliable and can potentially displace a truck's existing air conditioning system. On the down side, he added they are costly, weigh 400 lbs, and require planning ahead as they are designed to maintain cab temperature, not cool it down in the first place.

Thermal storage units? They're cheap, mobile and require a low power draw from the battery. But Duley said they provide limited cooling in temperatures above 85 degrees F, are not always reliable, require driver training and have received low driver acceptance.

Overall, Duley reminded delegates that a 0% idle-time is not a realistic target. Even the best systems are not adequate in extreme temperatures, he pointed out. He suggested that instead of trying to eliminate idling altogether, government should allow for the idling of low-emission engines and provide grants for mobile solutions. □

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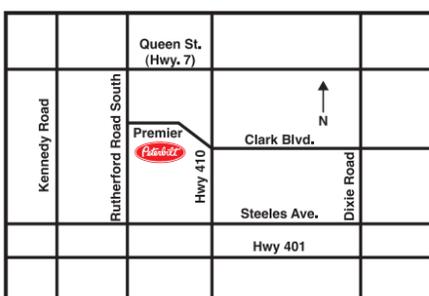
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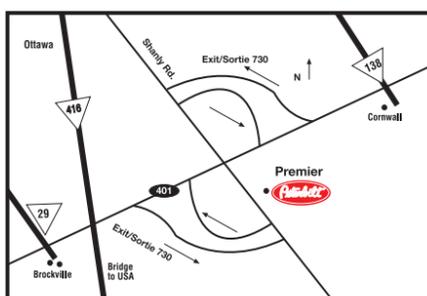
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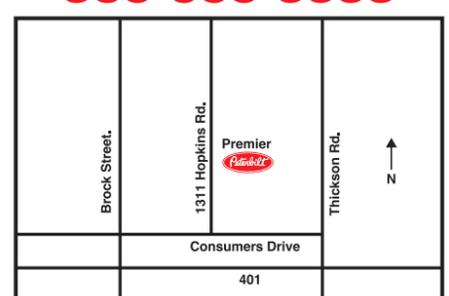
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# Personal GPS, anyone? Why it may be the time to buy

**TORONTO, Ont.** – Today's GPS users owe a debt of gratitude to former president Ronald Reagan. After Korean Airlines flight 007 was shot down by the Soviets in 1983, he directed that the Global Navigation Satellite System be made available for civilian use as soon as it was completed.

Although a highly valued military tool, the technology has resisted the Pentagon's attempts to make it selectively available. During the Gulf War, members of the US forces were purchasing civilian GPS units because of a shortage of military-issue ones. It didn't make sense to restrict public access if their own soldiers were using the civilian models.

**On-road Editor**

**Harry Rudolfs**



The system was originally developed by the US Department of Defense and is still managed by a wing of the US Air Force. It consists of a network of at least 24 satellites sending microwave signals to the four corners of the earth (there are presently 31 satellites in the constellation spinning overhead).

Quite simply, there is no other  
**Continued on page 32 ■**



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# Handheld GPS systems have come of age

## Portable GPS units can help reduce out-of-route miles

Continued from page 30  
 navigational system like it in the world, although the Europeans are feverishly working on their own Gallileo version, as are the Russians and Chinese. Since Reagan's edict, GPS has revolutionized navigation and has been an invaluable aid to map makers, surveyors, scientists and transportation providers worldwide.

Personal GPS units can also potentially save truckers hundreds of miles per year of bad directions.

This past Christmas the product passed the tipping point when an electronic device becomes widely popular and affordable, similar to the way cell phones made a breakthrough a few years ago.

During Boxing Week, I noticed ravaged showcases in electronics stores, and customers frantically buying the demos to get a hold of anything GPS.

The technology has come a long way in a few years. A typical receiver uses about four satellites to fix on its position and vector, but some high-end units are capable of receiving up to 20 visible satellites. If your machine comes with a SiRFstarIII chip, that's a good thing.

Nowadays, even cheap GPS sets are WAAS-enabled and incredibly accurate (WAAS is the technology

that allows air traffic controllers to provide precision approaches, displaying the altitude of an incoming airplane as well as its location and velocity).

GPS is a lot of fun. Just about every model comes with good, up-to-date mapping software. Last week I tried out a friend's Nextar W3G and was impressed. It's the size of a deck of cards and is entirely portable.

The display was nice and crisp and easy to read. It came with routing instructions, points of interest, nearest hospital, etc.

For me, this is all I would need. After pulling off the highway to get a coffee at the Tim's in Napanee (I hate those crowded rest stops on the 401 and avoid them if possible), the machine insisted verbally that I pull U-turns every 50 meters.

Maybe you don't need the biggest and best. In that case you can probably pick up a basic one for about \$200 plus. Garmin Nuvis are considered a good buy in this price range. Have a look at the C340 and C350 models.

Receivers priced from \$400-600 come with lots of bells and whistles. The Tom Tom One XL has a nice big 4.3-inch screen but isn't Bluetooth-enabled.

The Magellan Maestro series

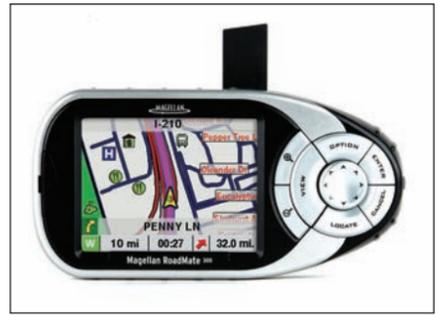
falls into this category and supplies a voice command and control option for about \$500. Most of the others in this range are Bluetooth-friendly and this is a must if you're using a headset and want the convenience of routing your cell phone through the receiver.

But if you want the ultimate, you can get those too.

The Garmin 7200 comes in at just under \$900 and has everything you'll ever need and more, including a video player and hook-up for a rear-view camera. Traffic incident reports are an option for some models but checking around it appears this is only available for the Toronto area when in Canada, and requires a subscription fee payment in most cases.

More truck drivers have laptops than GPS, and software can be purchased to make most Windows and Mac operating laptops GPS-active for around \$100. Microsoft's Streets and Trips converts to a personal GPS with the addition of a small antenna. The problem is getting a good mount for the laptop which can run into additional expense. And still it's not as good as having a small screen directly on or below the dash which you can consult with a flick of the eye.

The primary target for these



**BRING IT WITH YOU:** Portable units such as the Magellan RoadMate are ideal for truck cabs.

GPS devices is the automobile owner with some disposable income. No major manufacturer offers a heavy truck-specific GPS unit, except ALK Technologies which makes the CoPilot Truck GPS navigation system using its PC Miler truck routing.

It provides truck routings in Canada and the US for 53-foot, 80,000 lb trailers including dangerous goods routes, but so far is only available for laptops.

You can pick it up for \$300 with the receiver antenna and \$200 without. Commercial drivers, from taxi to heavy-haulers, love their GPS. With so many types available, from matchbox to television-size there's lots to choose from. One possibility is getting a cross use GPS that works on-road as well as in the bush. Other GPS systems can function directly off your cell phone. Maybe this is the time to consider going GPS. You will never be lost again. □

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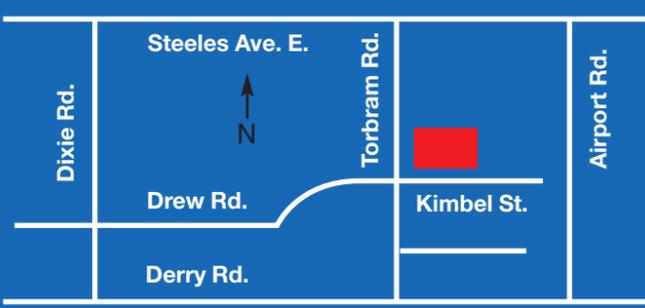
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# Johnny Five fights back

## Trucker refuses to be parked by Lou Gehrig Disease

By Harry Rudolfs

**ORANGEVILLE, Ont.** – John Van Lubeek is fighting a monster of a disease – and he’s winning. Amyotrophic Lateral Sclerosis (ALS), also known as Lou Gehrig Disease, is a progressively degenerative disorder that affects control of voluntary movements. It disables the neurons relaying signals from the brain to the muscles, and strikes six out of 100,000 people. “How come my luck doesn’t work like that in a lottery?” quips the 51-year-old driver on the phone from his home in Orangeville, Ont.

The condition is often difficult to diagnose. Van Lubeek was undergoing therapy for a back ailment when his physiotherapist alerted his doctor to the fact that something was wrong.

“They figure I’ve had it for about two years,” he says. “I, myself, noticed the speech problem first – slurring my words although no-one else noticed it. I also found it difficult to separate sheets of paper, and a little thing like threading a nut onto a bolt became a hard thing to do.”

Known around the yard as ‘Johnny Five’ (his shunt call number for over a decade), Van Lubeek has been driving for Purolator Courier for over 20 years, beginning his career as a step-van driver at the Morse Street terminal in downtown Toronto.

He then drove five-tonnes for a couple of years and switched tractor-trailers soon after, specializing in yard shunting as the courier giant was growing its operations and opening new facilities in the west end of the city.

Despite the diagnosis, Van Lubeek is still doing the job he loves. These days he’s working the midnight shift out of the company’s Metro West hub on Kipling Ave., shuttling trailers between depots around the GTA. Management has been compassionate and understanding, supplying him with a dedicated International ProStar with an au-



**SURVIVOR:** John Van Lubeek has managed to keep trucking, despite being afflicted with ALS, a degenerative muscular disorder. *Photo by Harry Rudolfs*

tomated 10-speed Eaton Fuller that he praises highly.

“I’m fine to drive and all my senses are there,” says Van Lubeek. “The only thing I have wrong is my one arm is weaker than the other and I’m left-handed anyway. So driving the automatic makes it no problem to shift gears.”

To be absolutely clear, Johnny Five has the green light to drive commercially as certified by his doctor and specialists. I got behind him in the line-up leaving the Ontario hub the other night, and he steered straight as an arrow down Hwy. 427. Van Lubeek has excellent driving skills, as anyone in the yard will attest.

“I’m in the top 10% that seems to take longer to be totally disabled.” He’s also taking Riluzole, a drug that seems to

effectively slow the progression of the disease.

Those affected usually remain clear and cognizant, often with no loss of sensory ability, while the voluntary muscles get less and less work and eventually atrophy. But regular exercise can strengthen those muscles not affected and reduce spasticity.

The best therapy might be to keep moving, using low impact workouts like stationary cycling – or shuttling trailers.

The disease is completely non-contagious. To date there is no cure available, nor is there any way to prevent getting ALS.

For the most part, science is in the dark about the cause, and only 10% of the cases seem to have some hereditary component.

Well-known sufferers of ALS, besides baseball great Lou Gehrig, include the late Charlie

Mingus, virtuoso bass jazz artist, and scientist Stephen Hawking, arguably the smartest man in the world.

Van Lubeek attends Canada’s top ALS clinic at Sunnybrook Hospital in Toronto every three months. “They’re amazing people,” he says. “They make you feel like there’s hope.”

He lives with his wife and three daughters, aged 14, 16, and 20 in an Orangeville townhouse.

“Have you ever tried to stay home with four women in the house?” he jokes. “Seriously, I love driving. And the truth is that disability doesn’t pay all that much.”

In fact, he hasn’t missed one day of duty since his diagnosis.

He even works some overtime when Purolator is stuck for drivers. “Let me tell you something, when I work overtime the company is getting its money’s worth,” he says.

Johnny Five admits to getting depressed on occasion. “Everybody gets depressed at times,” he says.

“I can’t say I don’t get depressed, but apparently many people who get this thing just crawl in their house and think it’s over. In this world there are too many people who just give up. I’d like to be an example to give people some incentive to go on.”

No one knows what our purpose is on this planet, but I caught a glimmer of it talking to Van Lubeek.

Simply put, our function is to be the best people we can possibly be, living up to our potential. And there is some measure of redemption available to us truckers, especially if we can bring a fraction of the character and dedication to the trade as does Johnny Five. In an interesting footnote, he was cited for bravery in 1994 when he rescued an elderly man from a burning car in a Scarborough parking lot, just seconds before it exploded.

Johnny Five, himself, supplies the best reason for keeping on trucking. Although he insists his daughters are too young to be partnered, and he wants them to see the world before settling down, “I really want to be around to see my grandkids,” he says. □

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‘In this world there are too many people who just give up.’

John Van Lubeek

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INDUSTRY

# Wit and wisdom in trucking

There are various ways to make a point in life. Some are subtle; some less so. I have always admired those who can turn a humorous phrase to advantage or to get you thinking.

People like Yogi Berra ("the future ain't what it used to be"), Oscar Wilde ("The only thing worse than being talked about is not being talked about") and Winston Churchill ("Personally, I'm always ready to learn, although I do not always like being taught") are among the best of all time. But, wit and wisdom are also in no short supply in the trucking industry.

For the past 17 years at each OTA annual general meeting, I present the *Trucking Industry Quote of the Year* to the member who has said something that is not only humorous, but also poignant. There is never a shortage of material. The following are some of the highlights of the past

## Industry Issues

David Bradley



several years. In order to protect the innocent the identities of the recipients of the Quote of the Year award shall remain anonymous. However, the trucking industry has made the use of one-liners an art form.

Ever tried winning a debate by shouting louder than the other guy, or become so flabbergasted with the person you are arguing with you blow your top?

Sometimes in the heat of debate or an argument it would be worth remembering that: "Things slide easier on bulls%@t than on gravel" and "You can't win an argument with an idiot." Excellent advice all around and guaranteed to reduce your stress level if not your powers of persuasion. We've all had to deal with people that are "so dumb, they couldn't drive a starving rat to cheese." That's life.

The trucking industry has more than its fair share of regulatory issues to be concerned about. For example, concerns and debate over the industry's ability to accommodate the new hours-of-service regulations has been the subject of decades of debate.

The following pithy suggestions were made by carriers during the development of the federal standards: "If you are going to build a sidewalk, build it where people are going to walk" and "Regulations should fit like a well-tailored suit; not too tight in the elbows and the crotch." Makes imminent sense to me.

On being asked what the industry got coming out of a breakfast meeting with a federal cabinet minister a few years back, a carrier replied, "What did I get? Coffee, a donut and a bun."

Ah, the power of understatement. Sometimes you have to take what you can get and come back to fight another day.

Truckers are great at rolling with the punches. And, while we all try to be as optimistic as possible, a dose of reality is also a good thing.

In commenting on the economic state of the industry today, one carrier said: "You can roll a dog turd in sugar, but that still doesn't make it a jelly roll."

A while back another reminded us that "You can't put lipstick on a pig."

Things are what they are. Both of these expressions pretty much sum up the current industry state of affairs. These down-to-earth observations epitomize not only the sense of humour of the trucking industry, but its dry, no-nonsense wit. The industry needs a large dose of both. Luckily, neither is in short supply. □

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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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# The basics of business structures: Sole proprietorships and partnerships

It's not hard to establish a corporation in Canada, and more owner/operators are doing it because it separates their personal lives from their business. A corporation is a distinct legal entity. If it goes bankrupt, the owner/operator may be out of a job but he probably won't lose his house to cover the debts of the business.

But maintaining a corporation requires more paperwork, commitment, and expense than some people are willing or able to give. That's why the vast majority of small businesses in Canada start out as sole proprietorships or partnerships. They're quick, cheap, and easy to set up. I can go out tomorrow and be Scott Taylor's Lawn Care without any special effort or government registration whatsoever.

If you're serious about starting a company, you've probably looked into the tax, legal, and financial aspects of various types of business entities. Since most new small businesses opt for sole proprietorship or partnership, here are some general principles to keep in mind:

## Sole proprietorships

A sole proprietorship is owned by one person operating as an individual ("Scott Taylor") or as a registered, unincorporated business ("Scott Taylor's Lawn Care"). As the owner, you're fully responsible for the profits, losses, expenses, and legal obligations of the business. You also assume any risk associated with

## Tax Talk

Scott Taylor



it. To settle business debts or lawsuits, claims may be made against your personal assets.

For tax purposes, no business structure is simpler. You and your business are one entity. To file your income taxes, you submit an income statement (form T2124) showing your gross business income less expenses and add this net income figure to any other personal income or losses you have. Your federal and provincial taxes as well as your CPP are based on this amount.

The good news: If you have a business loss, you may be able to use it to offset income that you receive from other sources. Even GST/HST is easy for sole proprietors because registering is optional until you reach \$30,000 in sales. Typically, you should register immediately when you start the business.

## Partnerships

In a partnership, two or more people carry on a common business and agree to own and operate that business together. We see this a lot in trucking because so many owner/operators work with family or friends.

Like a sole proprietorship, a part-

nership is easy to create. You don't have to file anything with the government until you hit that \$30,000 sales threshold and register for a GST/HST number. The business itself pays no income tax; instead, each individual partner is responsible for the tax on his or her share of the partnership's income or loss.

Legally, the ties that hold individual partners together are easily undone. If one partner walks away, the partnership is effectively dead. You'll have to start over and will have to re-register for a new GST number and perhaps get new bank accounts and re-sign any contracts.

What makes partnerships complicated are the personalities that can emerge when there's money at stake, especially the sharing of income.

Maybe you and your partners agree to pay one another based on your individual contributions to the business during the year. How do you decide what that amount should be? Who's to say whether each partner is pulling his weight? When times get tough, whose mortgage payment gets paid first? Even with written agreements, I can't tell you how many partnerships I've seen blow up over money, ripping families and friendships apart.

The most common partnership I see involves owner/operators and their spouse. They hope to pay less tax by splitting or sharing the business income on their

individual tax returns.

It's not a bad idea as long as you're consistent. If your spouse is listed as a 10% partner one year, he or she should be at that ownership percentage every year. You can't arbitrarily change the profit-splitting formula to suit your needs. In fact, Canada Revenue Agency can revise a partner's share of the income (or loss) of the partnership to an amount that it deems reasonable.

The bigger question is do you really want to expose your spouse to the liabilities of the business? Partners are personally liable for the company's debts and obligations, and for the actions of the other partners. A legal or financial burden created by one partner will be borne by all. With your spouse as your partner, your entire family's personal assets may be on the line.

If you're starting a business, sole proprietorships and partnerships can get you up and running fast. But ask your advisor about the pitfalls, like personal liability or conflicts with a partner. They may make incorporation worth the trouble. □

@ARTICLECATEGORY:3361;

– 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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# Awards season is gearing up

February is like opening day at the Private Motor Truck Council of Canada. This month marks the beginning of our annual awards season, which leads us towards our June conference during which we present the awards that celebrate and recognize some of the people and fleets that contribute so much to trucking in Canada.

The awards to which I'm referring are given out during our annual conference (June 19-20, Queen's Landing, Niagara-on-the-Lake, Ont.) to some very deserving recipients. The awards have been come to be recognized as some of the most prestigious in the industry, and have been offered by the PMTC for many years – 23 for the 3M Canada sponsored Vehicle Graphics Design awards – and represent the commitment to excellence of PMTC, it's members, and the sponsors that help us maintain the programs.

Competition for the awards brings out the best in trucking and the awards ceremony has become a significant part of our conference.

It's almost a daily occurrence for the news media and some pockets of government to point at what they see as failings within the trucking community. Seldom do those parties offset the negatives by recognizing the important contribution that this industry makes to our economy and way of life. There are so many positive stories about this industry that never get told outside of associations like PMTC.

For that reason we believe it is important to take the time to celebrate in a little more public manner some of the things that this industry and the people in it do so well. As an industry we often seem to take a typical Canadian approach to recognizing our important achievements – we downplay them.

The PMTC awards program, and others like it, offer the opportunity to reflect on the things that make this a great industry in which to work. So many people work so hard to do things 'right' and these awards are an opportunity to celebrate with them.

It's definitely worth the time and the effort to participate and share the feeling of accomplishment. Here's a brief overview of the awards and how to participate:

The *Hall of Fame for Professional Drivers*, sponsored by Shaw Tracking inducts up to four professional drivers each year.

The Hall of Fame resides on our Web site at [www.pmtc.ca](http://www.pmtc.ca) and a visitor can review the outstanding records of the current 28 inductees dating back to 1990.

These are the type of drivers and safety records of which everyone in this industry should be proud.

Nomination forms are available on the PMTC Web site, along with a description of the criteria for entry.

While the award winners are, in the estimation of the judges the best of the best, it is also a mark of distinction for any driver to be nominated, and we encourage the

## Private Links

Bruce Richards



participation of all our members. The *Private Fleet Safety Awards*, sponsored by Zurich, are open to all private fleets in Canada. Awards are available for fleets in three categories based on fleet size.

Past award winners have not only demonstrated excellent on-road safety records, but have in place the programs that deliver those results.

The awards are as much about recognizing the whole package as they are about the on-road performance.

It takes a well-managed safety

program built on solid principles to achieve long-term results.

Simply completing the application (available at [www.pmtc.ca](http://www.pmtc.ca)) will provide any fleet manager a clear pathway, or a 'how-to' for implementing such a safety program. The awards program criteria is based on the best practices of private fleets and winning is a significant achievement.

The *Vehicle Graphics Design Awards*, sponsored by 3M Canada adds the colour and drama to our annual awards luncheon.

This year marks the 23rd seasons for these awards and the competition attracts entries from across the country.

Awards are presented in a number of categories based on vehicle type, and are shared by the fleet and its graphics house.

The graphics competition is open to all truck fleets, private or for-hire, PMTC member or not, as we encourage the trucking community

to put on its finest and strut a little.

Award winners are featured in the PMTC's own magazine, *The Counsellor*, and other industry magazines such as *Truck News*. So join in and enjoy some free promotion, whether a fleet or a graphics house, we welcome your entries. Visit [www.pmtc.ca](http://www.pmtc.ca) and follow the links to submit your entries on-line, and join us at the June conference when the awards are presented. We look forward to another opportunity to award those that help make the trucking community a great one. □

@ARTICLECATEGORY:863;  
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– *The Private Motor Truck Council is the only national association dedicated to the private trucking community. Your comments or questions can be addressed to [trucks@pmtc.ca](mailto:trucks@pmtc.ca).*

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# Beating sinus infections

Sinus infections or sinusitis is a common condition among truck drivers. This is due to the fact many drivers are exposed to dust, chemicals and other harmful substances on a daily basis.

The definition of sinusitis is simply an inflammation of the sinuses and nasal passages. As you probably remember from science class, the human skull contains four major pairs of hollow air-filled cavities called sinuses. These cavities are connected to the nasal passages. The sinuses have several different functions which include insulating the skull, reducing its weight and allowing the voice to resonate within them.

Sinusitis occurs when something such as a chemical, allergen or pollutant causes an irritation of

## Back behind the wheel

Dr. Christopher Singh



the mucus lining inside a sinus cavity.

This irritation leads to inflammation or swelling of the mucus lining which in turn obstructs the normal process that removes bacteria and viruses from the sinuses. As a result, the bacteria or virus will multiply and invade the surrounding tissue within the sinuses causing the symptoms associated with sinusitis.

The signs and symptoms of sinusitis depend largely on which sinuses are affected. However, there are common symptoms which are usually present with most infections which include nasal congestion, headache, pain and pressure in the face and skull (which is worse when coughing or sneezing) and fever. Other symptoms which are specific to the location of the sinuses include tender, red or swollen skin above the sinuses, eye pain, double vision and occasionally sore throat.

It is important to seek medical help when experiencing pain or pressure in the upper face which is accompanied by nasal discharge, congestion or persistent bad breath. Although fever can be a common symptom of both sinus infections and colds, it is recommended that you see your doctor if you are also experiencing facial pain or headaches.

In most cases, your doctor will be able to treat sinusitis relatively easily. However, if left untreated, it can lead to serious medical complications and possibly death.

The diagnosis of sinus infections is most often made based on a medical history and physical examination.

If further diagnostic testing is needed then your doctor will probably send you for a CT scan as it will be able to clearly visualize all of the sinuses and nasal passages.

Another possible diagnostic test is an ultrasound. This procedure is fast and reliable however, it provides less detail than a CT scan.

If you are diagnosed with sinusitis, your doctor will prescribe medications which are designed to reduce the swelling or inflammation in the nasal passages and sinuses, eliminate the infection and promote drainage from the sinuses.

There are also a few things that you can do at home to help open up the sinuses and relieve their dryness. First of all, drink plenty of water to help stay hydrated. You could also try to inhale steam a few times per day by leaning over a bowl of hot water or taking a hot shower.

As I always say, the best treat-

Continued on page 40 ■

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**Tips to beat the sniffles**

■ **Continued from page 38**  
 ment is prevention. Here are a few simple hints on how to prevent sinus infections: Avoid getting colds and upper respiratory track infections by maintaining proper hygiene.

Next, avoid exposure to harmful and irritating chemicals and pollutants such as cigarette smoke and chlorine from swimming pools.

Seasonal allergy sufferers should plan their activities accordingly to minimize their expo-

sure to allergens such as pollen and grass. Finally, stay well hydrated by drinking water and other fluids as this will keep the nasal secretions thin and viscous. Although these suggestions may seem trivial, they will greatly reduce your chances of developing a sinus infection.

Until next month, drive safely! □

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

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# Spice up the winter

## Preventive Maintenance

Karen Bowen



The weather outside may be dull and dreary, but you don't have to be. Each time you stop for a meal, add a little spice to your life. It won't just brighten up your day but it will also improve your health.

The antioxidants from spices and herbs can protect us from various diseases, according to researchers at the University of Wollongong in the August 2006 edition of the *Australian Medical Journal*.

They suggest that we replace salt, sugar, and foods with added saturated fats with herbs and spices.

Suzanna Zick, a naturopathic physician and researcher at the University of Michigan Health System says, "Adding herbs and spices can help you maintain a healthy weight. Plus, they can help prevent certain cancers, and even lower blood pressure, control blood sugar and improve cardiovascular health."

Authors in the July 2006 edition of the *American Journal of Clinical Nutrition* agree, stating that herbs and spices have the highest antioxidant activity of any food type, including fruits and vegetables.

As little as one gram (about half a teaspoon) of cloves will contribute more dietary antioxidant than a half-cup serving of blueberries or cranberries – two foods famous for their antioxidant levels.

And half a teaspoon of dried oregano contains the antioxidant of a half-cup of sweet potatoes.

In fact, herbs and spices make up more than half of the top 20 antioxidant foods!

Cinnamon is the richest spice in antioxidants with the most benefits. It protects against Type 2 diabetes and heart disease.

A 2003 study found that eating just half a teaspoon each day lowers your blood sugar, cholesterol, and triglyceride levels.

Cinnamon also acts as an anti-inflammatory, relieving arthritis. Amazingly, some studies show that just sniffing a bowl of cinnamon can improve your mental alertness, memory and concentration.

To get the benefits of cinnamon, first take deep whiff and then sprinkle some on your oatmeal, toast or cereal to jump-start your day.

Later, add a spoon to some applesauce or fruit.

Ginger is another spice with health benefits.

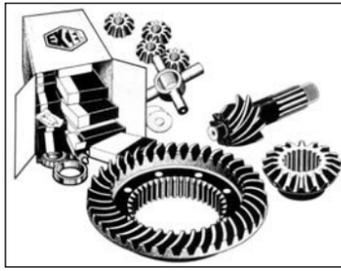
Ginger reduces motion sickness,

Continued on page 43 ■

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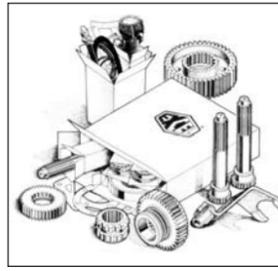
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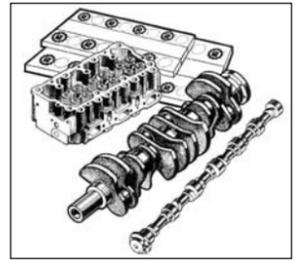
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# Spices are good for more than just taste

## ■ Continued from page 41

morning sickness and intestinal gas and may relieve the pain and swelling of arthritis. Gingerols in ginger can help control nausea, but be careful – over 6,000 mg can bother your stomach.

Because ginger can affect your blood's ability to clot, be sure to talk to your doctor if you're going to have surgery or are taking blood thinners or aspirin.

For motion sickness, try chewing a piece of candied ginger. (Check the label – some use artificial flavouring).

Or, add a quarter teaspoon of ground ginger to carrots, sweet potatoes, or fresh fruit.

Turmeric contains curcumin, which can inhibit the growth of cancer cells by stopping genes from mutating.

Bharat Aggarwal, PhD, a professor of cancer medicine at the

University of Texas M.D. Anderson Cancer Center suggests that we get 500 to 800 milligrams a day. Turmeric also protects blood vessels, reducing heart attack risk. And, it reduces back pain because it's an anti-inflammatory.

However, unlike the previously mentioned spices, you can't just sprinkle turmeric on your food when it's time to eat. You have to cook with it.

For an Indian flavour, add a quarter teaspoon turmeric to boiling water when cooking one cup of rice.

Chili powder is another spice with added benefits.

Research shows that capsaicin, found in chili peppers, has an anti-inflammatory effect, which may help ease arthritic swelling and pain.

Winter is a great time to warm up with a hot bowl of chili.

Or, for a hot new dish, sprinkle a few shakes of chili powder on some baked French fries.

Like chili powder, paprika and cayenne pepper also contain capsaicin, whose antioxidant effects may lower your risk of cancer.

For a spicy popcorn snack, combine 1.5 teaspoons paprika, half a teaspoon ground thyme and half a teaspoon ground red pepper as a popcorn topping.

Oregano has the highest antioxidant activity of 27 fresh culinary herbs, gram for gram, according to a USDA study.

To spice up a can of tomato soup, add three-quarters of a teaspoon of oregano or add half a teaspoon to two cups of pasta or pizza sauce.

Garlic helps your heart. Brigham Young University researchers found that eating garlic regularly can lower your total cholesterol and triglyceride levels

by an average of 10%.

Garlic has been shown to destroy cancer cells.

According to Karen Collins, RD, nutrition advisor to the American Institute for Cancer Research, "Studies suggest that one or two cloves weekly provide cancer-protective benefits."

When munching on veggies, add minced garlic and chopped cucumber to plain yogurt for a light veggie dip.

Be sure to let garlic sit for 10 to 15 minutes after chopping and before cooking so the active form of the protective phytochemicals develops.

Fresh or dried, herbs and spices do more than just make your food look appetizing!

So, try them all – variety is the spice of life. □

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– 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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## TRAILER TRACKING



## Do you know where your trailers are?

*Why untethered trailer tracking is increasingly popular. There's a lot more to it than theft prevention.*

**By James Menzies**

**SURREY, B.C.** – Take a look around almost any major trucking yard and you'll see them there. Abandoned and neglected, these long-forgotten trailers sit perched on tired landing gear.

These trailers are costing their owners money, and it's usually because they've simply slipped through the cracks.

Advancements in battery technology and improved affordability are making untethered trailer tracking (UTT) systems a more appealing option for fleets.

While the obvious reason for implementing a trailer tracking system is to prevent theft, the real payback is achieved through improved asset utilization.

The US Federal Motor Carrier Safety Administration (FMCSA) recently released the results of a pilot project on UTT systems. Two major American fleets were involved in the project – Celadon and Landstar. In a post 9/11 world, the FMCSA's interest in the subject was obvious.

"There are three times as many trailers as tractors and there are many empty trailers sitting un-

watched and they can be subject to theft and potential terrorism," Amy Houser, and engineer with the FMCSA said during a recent Webinar.

Following the September 11 terrorist attacks, the FMCSA became aware that there were trailer tracking technologies available that weren't widely used. This piqued the agency's interest in light of the heightened threat of terrorism and escalating concerns about cargo theft – a \$50 billion a year problem in the US.

The FMCSA launched its pilot project to explore not only how UTT systems can improve security, but also how they can improve fleet efficiencies.

"In a hot economy, which certainly isn't the case right now, we're looking for more capacity and we can't find our trailers," pointed out Dan Murray, vice-president of research with the American Transportation Research Institute, a partner in the pilot program. "Sometimes they're left in the lot and sometimes our shipper customers are using them for just-in-time inventory storage. At \$20,000-\$40,000 per trailer, we can't afford to

have these assets lying low."

Mike Gabbei of Celadon said the company owns 8,100 trailers – 350 based in Canada. His fleet established five objectives when taking part in the project: determine trailer idle-time; decrease the cost of fuel consumed while chasing trailers around; avoid connecting to the wrong trailers and wasting driver productivity; improve its ability to bill customers for trailer detention; and improve cargo security.

Celadon equipped 3,000 trailers with Qualcomm's T2 UTT solution, which was integrated into the carrier's operational system. When data in Celadon's operational software did not match the information transmitted by the trailer tracking system, an exception report was filed.

"We improved the data quality in our system from order entry right through to the collection of the invoice," Gabbei explained. "We can provide customers with accurate, up-to-date information and by knowing where our trailers are, we are eliminating wasted fuel and improving driver and tractor productivity."

Allen Hoffer reported similar success on behalf of Landstar, which in-

stalled 8,500 SkyBitz units on its van trailer fleet. Hoffer said Landstar increased its revenue-per-trailer and loads-per-trailer due to improved equipment utilization.

A unexpected benefit was that Landstar also improved its owner/operator retention rate, "based on the fact we weren't sending them out to chase trailers that weren't there. We would send them to a trailer and get them out on the road, which increased their profitability."

If not for its use of UTT, Hoffer said Landstar would have spent \$35 million to acquire new trailers to haul the same amount of freight it was able to deliver by improving its utilization of its existing trailer fleet.

The company now is looking at equipping its specialized trailer fleet with the technology.

With all the benefits achieved through the more efficient use of equipment, it's be easy to forget what UTT systems were first designed for: preventing cargo theft.

Hoffer said Landstar reported about 300 lost or stolen trailers in 2002. In 2007, with its UTT program in place, that number dropped to 30

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– a 90% reduction. Hoffer did concede that a 100% theft reduction is not a realistic target, even with an untethered trailer tracking system.

“There’s a number of reasons why,” he explained. “A trailer could be moved inside a metal building which would cause a disruption in reporting. And also, it could be a person who is familiar with Landstar and familiar with the systems, so they may be able to locate the system and disable it.”

UTT systems are also gaining acceptance here in Canada. Brad Aitken, director of business development with TransCore’s GlobalWave, says improvements in battery life and cost reductions have made the systems more attractive.

“We’ve been selling these systems for 10 years but in the last year or so, we’ve really seen an up-tick in the business,” he told *Truck News*. He noted batteries now can last five years or more. As recently as a few years ago, batteries tended to die after two or three years of use.

Surprisingly, it’s small- and medium-sized fleets that are the earliest adopters, he said, generally those that don’t have an in-cab tracking system in place and want a more cost-effective way to track their equipment.

Jamie Williams, president of PeopleNet Canada, which partners with AirIQ and SkyBitz to offer UTT solutions, confirmed “there’s an awful lot of interest in Canada.”

He added the main motivator for Canadian fleets is the ability to reduce their operating costs.

“The technology is giving them a better view of their assets at all times. If they have unused assets in their yards and at customer sites, it’s just a cost. They’re trying to drive out as many inefficiencies as possible and one is unused assets that aren’t moving and aren’t making them any money.”

Coastal Pacific Xpress of Surrey, B.C. had two purposes for adopting an untethered trailer tracking system.

“One is that we’re self-insured,” IT manager Clint Hall told *Truck News*. “And even more importantly,

‘We improved the data quality in our system from order entry right through to the collection of the invoice.’

Mike Gabbei, Celadon

a lot of our trailers do sit in yards and we’re interlined so we have a lot of carriers touching our equipment.”

Using geofencing (the ability to map out an area and send an exception report when a trailer leaves that area), CPX established a number of landmarks.

“When a trailer is within that landmark for a certain amount of time, it sends a message saying ‘I’m here,’” Hall explained. CPX has been using untethered trailer tracking for more than a year. While Hall admitted it’s difficult to calculate an exact return-on-investment, he said the company is well past the evaluation stage and is confident it is benefiting from the use of the technology.

Similarly, Berry & Smith Trucking

out of Penticton, B.C. has been rolling out a UTT program in its fleet. When contacted by *Truck News*, controller and IT manager Dorothy Vankoughnett, relayed the story of a trailer that was inadvertently hooked up and hauled off by a driver from another carrier.

Using its UTT system, Berry & Smith was able to locate the trailer in the other fleet’s yard – and was able to bill the company for the use of the trailer to boot.

“Had we not had the tracking, we wouldn’t have known where it was,” Vankoughnett said. “In the past, it has taken us a couple of weeks to find one of our trailers.”

The company has recently placed an order to equip the remainder of

its van trailer fleet with the systems.

Establishing a payback on UTT systems isn’t easy, since there are many intangibles at play. How, for instance, can you measure the cost of the trailer thefts that didn’t happen because the system was in place?

TransCore’s Aitken said most fleets achieve a payback simply from downsizing their trailer fleet.

“We have one fleet that held off buying five new trailers in 2008,” he said. “One of our large customers in the US held off buying 400 new trailers. They’re able to get more done with less equipment.”

For companies interested in implementing a UTT program, there’s no shortage of options. Popular providers include: SkyBitz; GE Trailer Fleet Services; TransCore; Shaw Tracking; GeoLogic Solutions; AirIQ; and Qualcomm, to name a few. Fleet managers should do their homework, since there are many variables to consider, including: battery life expectancy; size (can it be mounted covertly?); response time; and cost. □

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# We must protect our traditions, in trucking and in life

Everything we do is about tradition but traditions are slowly disappearing from our way of life. All of our lives are made up with small and large traditions which are important to us as individuals and to our families.

It seems like today whatever we believe in is always being challenged or we are being told we can't do it.

The most recent comment I heard lately was our school kids were not being allowed to say "Merry Christmas" at Christmas time and now they have to say "Happy Festive Season."

Whatever happened to freedom of speech or being encouraged to say what's on your mind?

What about the old tradition of our fathers teaching their sons how to drive their first vehicle or a tractor-trailer?

It won't be long now before that

## The Simple Truth

David Brown



isn't allowed anymore.

My name is David Brown and I am one of you.

I was a truck driver, driver-trainer, safety and compliance guy and a former policeman who tried to do his best for the community and our families.

I needed a new challenge and I am now a recruiter for a large carrier in Mississauga and I have been given

a great opportunity to write for the readers of *Truck News*.

I am proud and honoured to speak to you as a person who can relate to your concerns and thoughts for this industry.

I am going to try my best to touch everyone who reads this magazine and to make you feel as brothers and sisters in arms because that is who we are.

This is my first article so

whether you like it or not please let *Truck News* hear about it and speak your mind. For starters, I want to address an issue called

'As truck drivers, we have one of the largest fraternities in Canada.'

David Brown

"tradition."

I can remember as a kid at Christmas time waking up and

finding out that Santa Claus had eaten the cookies I had left him. This was tradition in my family back then and so it remained when my kids were waiting for Santa on Christmas Eve.

This was a family tradition. It won't be long before we can't leave cookies out because it offends someone.

I think we are losing perspective on what is and is not important.

As truck drivers, we have one of the largest fraternities in Canada, and we all seem to fight with each other and push against the system when we should be embracing it.

How many young people today know why we remember November 11?

It is scary how many don't. We need not look for fault, blame or pointing the finger, we need to make changes, now before it is too late.

It seems as though not so long ago the transport driver was the first vehicle to pull over to offer assistance at an accident scene. What happened to that camaraderie between truckers?

Is it gone? It seems like those traditions and some "Thank-yous" have come and gone.

What happened? How can we get this back?

Why are we in such a rush that we don't think of it? Why do we think we are going to get there any faster?

Why don't we care any more than or as much as we use to? I see the lack of caring every time I interview new drivers.

They act like I owe them a job, a life, a living. No I don't.

They owe themselves a world of their own opportunity which is out there available to all of them. Slow down and look.

Don't be in a rush; there are only 24 hours in a day, seven days in a week and 365 days in a year.

I talk about tradition because it has so many answers to the concerns we have in trucking.

We look at everything in trucking starting with the driver shortage, our concerns at the bridge, FAST, ACE and everything else as it still comes back to tradition.

We need to change what once was. As a former police officer I can tell you that I couldn't wait for a trucker to pull over and help me at a serious crash site. They made my job easier.

Think about it. Many of them are now too busy driving by, splashing up snow and slush on our windshield, instead of helping. What happened to the old trucker traditions? Let us get some of the trucker traditions back before it's too late. □

@ARTICLECATEGORY:862;

— David Brown is the recruiting manager for The Rosedale Group. He is also the president of Carriers Coach Solutions helping new drivers make their way into the industry. You can reach him at [www.rosedale.ca](http://www.rosedale.ca) or [www.carrierscoach.com](http://www.carrierscoach.com).

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# Boost audit scores by taking credit for your work

It's easy to understand why those who run professional fleets still shudder when they hear about a pending facility audit. All too often, the dreams of "excellent" grades are replaced by the reality of "satisfactory" marks.

The difference in the scores can be linked to your understanding of the audit process and an idea of the details that auditors want to see.

Why would your fleet be targeted by auditors? Each carrier has a carrier profile, which tracks events such as collisions, convictions and failed roadside inspections that occur anywhere in Canada. A facility audit is typically triggered as a carrier's profile deteriorates. In Ontario, a high priority is given to carriers that have already faced a 'First Intervention,' which is typically a warning letter.

Facility audits can also be triggered by factors such as a disgruntled employee who files a complaint about your company procedures, a climbing Out-of-Service rate, or a high-profile collision that involves a fatality.

Regardless of the reason for such a visit, the final results of an audit will be reflected in your home province carrier profile. Either way, it will have an impact on your company's reputation.

In Ontario, half of the points available in an audit are linked to vehicle profiles, which involve the records that pertain to equipment maintenance, while the other half are linked to driver profiles, which are dominated by logbook entries and related records.

Fleets also have the option of including an audit of safety programs and training profiles, which can account for 10% of the final score.

In these cases, the remaining 90% of the points are split between vehicle and driver profiles.

Fleets often lose these all-important points because they fail to take credit for the work they do. Training is conducted but not documented; mechanics repair minor defects but fail to complete the related paperwork; drivers are disciplined for logbook violations, but there are no documents to prove that warnings were issued.

A smooth audit process comes down to the quality of such paperwork.

Driver trip inspection reports will be called into question if they fail to identify a single defect for months at a time. And your company's attention to detail will be questioned if a mechanic skips a comprehensive PM checklist and simply scrawls "full service" across the page.

Periodic Vehicle Maintenance Inspections (PMVI) also need to be conducted on a schedule that matches your company's written Periodic Vehicle Maintenance Statement – even if that statement is stricter than the schedules required by equipment manufacturers. Auditors, meanwhile, want to see a record of such inspections that have occurred over the previ-

## Ask the Experts

Dennis DuBois



ous two years, complete with the dates and odometer readings associated with each visit to the shop.

The audit of a driver profile tends to focus on the paperwork that surrounds hours-of-service requirements. Log sheets are cross-checked with records such as toll and fuel receipts, and then compared to the rules for different duty cycles. (Don't be surprised if an auditor questions a coffee stain or cigarette burn that conveniently obscures a time stamp).

The paperwork is also scrutinized to ensure that drivers have

recorded dates, locations for duty status, on-duty time, and the names of co-drivers.

Companies that choose to include safety programs and training profiles in their audit scores need to provide files that reflect any convictions that have occurred since a driver was hired, details about individual road tests, and proof of training that involves hours-of-service and trip inspections.

Driver files will also need to reflect any required training for transporting dangerous goods, securing loads, adjusting air brakes, or removing and repairing wheels or rims. Details of issued safety bonuses should also be in place.

Drivers need to report every collision, and operators must also provide proof of the actions taken in its wake. The latter proof can include the findings of a safety review committee or police report,

along with details about the driver's remedial training.

If any of that paperwork is missing, it might be better to limit the audit to a focus on driver and vehicle profiles.

After all, the quality of the paper trail will mean the difference between a satisfactory and an excellent audit experience. □

@ARTICLECATEGORY:3361;

– Dennis DuBois is a senior advisor in Markel's Safety and Training Services Department. Prior to joining Markel in 1995, he had served as a district safety manager for a large truck rental firm, and as an independent safety consultant. Send your questions, feedback and comments about this column to [letstalk@markel.ca](mailto:letstalk@markel.ca). Markel is the country's largest trucking insurer providing more than 50 years of continuous service to the transportation industry.

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A Canadian trucker has come up with the Blindside Helper, an **add-on mirror** he claims helps drivers see the right side of their truck, assisting with backing maneuvers. The large mirror surface has riveted Velcro straps that are affixed to the passenger side sun visor. To see how it works, check out the video on the company's Web site, [www.blindsidehelper.com](http://www.blindsidehelper.com).

Can't get enough of the popular *Truck News*' series, **Mark Dalton: Owner/operator?** Now you can listen to an audiobook version of Edo Van Belkom's popular fiction series in your truck. Graphic Audio has released the first 10 Dalton adventures with actors, music and sound effects. The stories can be purchased on CD by visiting [www.graphicaudio.net](http://www.graphicaudio.net) and browsing the titles for 'Mark Dalton.'



The Hitch Company is bringing the Swift Hitch to Canada, a **wireless colour camera system** with built-in night vision that simplifies the task

of hitching up to trailers. The magnetic camera can be mounted to the rear of a truck and the image is then viewable on a high-resolution in-cab display, the company says. The system is battery-powered and can be recharged via a truck's 12-volt lighter. For more information, visit [www.hitchcompany.com](http://www.hitchcompany.com).

Kyocera has made available a **portable speaker with headset** allowing truckers to communicate with family or dispatch while keeping both hands on the wheel. The Kyocera Bluetooth portable speaker with headset allows a driver to talk through a robust speaker while driving, switching easily to a small earpiece for privacy when required with no risk of call interruptions, the company says. The portable speaker also serves as a docking station for the Bluetooth headset. The portable speaker weighs just 2.19 ounces. The entire unit can be charged via USB, AC adapter or an in-cab adapter. The set is supported by Bell Mobility

and is available through cellular accessory retailers.

Spray Control Systems has come out with a **diamond-plated fender** to complement its line of Minimizer trucker fenders and accessories. The new fender provides the heft and look of metal, the company says, and gives fenders the high-quality, rugged appearance in demand today. However, they're tougher and more indestructible than actual metal fenders, the company claims. More information is available at [www.minimizer.com](http://www.minimizer.com).

Tracking

SkyBitz has expanded its **satellite-based asset tracking services** to include two new offerings: Cargo Sensor and Tractor/Trailer ID. Cargo Sensor utilizes ultrasonic technology to monitor the entire length of the trailer for pallets. It can be easily installed in a safe location to prevent load damage. The system provides knowledge of the trailer's load status, allowing for improved real-time decision making for the redirection of assets. Meanwhile, Tractor/Trailer ID remotely identifies a tractor that is hooked onto a trailer. Fleets can then ensure the correct tractor is picking up the correct trailer, the company says. The tractor information is communicated via SkyBitz's GLS system and displayed on an easy-to-use Web portal. For more information, visit [www.skybitz.com](http://www.skybitz.com).

Components

Shell Lubricants has introduced a new **long-life axle fluid** the company says offers improved fuel efficiency. Shell Spirax ASX R has delivered a fuel economy improvement of more than 1% compared to competitive products, the company says. The new axle fluid is specially-formulated with synthetic base oils and additives providing improved lubrication of the drivetrain. It also lowers operating temperatures to extend equipment life, Shell officials announced. The new lube is designed for heavily-loaded axles and provides extra protection against gear wear and pitting, reducing premature failures, the company says. More information can be obtained by visiting [www.shell.com](http://www.shell.com) or talking to your local Shell Lubricants supplier.

Oil Purification Systems has introduced a new **on-board oil refining system** the company says can reduce oil maintenance costs by 80% or more. The system continuously cleans the engine's oil, extending drain intervals to up to hundreds of thousands of miles, the company claims. The company says a six- to 10-month payback is possible due to the increased oil change intervals. For more information, visit [www.ops-1.com](http://www.ops-1.com).

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# Meritor WABCO upgrades RSSplus

By James Menzies

**DETROIT, Mich.** – Meritor WABCO has introduced an enhanced version of its Roll Stability Support (RSS) trailer stability system which the company says boasts more advanced features and added value.

RSSplus builds on the company's current offering but has been specifically engineered for the North American marketplace and offers increased functionality. The new system will be available through trailer OEMs late in the first quarter of 2008 and also as an aftermarket retrofit. Meritor WABCO currently has about 4,000 RSS units on the road today. The system detects when a rollover is imminent and takes preventive action, such as applying the necessary braking pressure to each individual wheel-end.

"As pioneers of this significant technology, we are pleased to be bringing the next echelon of trailer stability capabilities to the marketplace at a more reasonable cost," said Jon Morrison, president and general manager of Meritor WABCO Vehicle Control Systems. "With the largest population of trailer stability systems in place today, this new system is the culmination of valuable customer feedback and the work of our industry-leading engineering teams."

While OEMs will ultimately set the price, the RSSplus system is expected to cost end-users between US\$700-\$900. But that includes the cost of the ABS system, Meritor

WABCO representatives pointed out. Retrofits will likely cost about US\$1,400-\$1,500, the company said, provided the trailer wheels are already equipped with ABS sensors.

The RSSplus stability system offers improved roll mitigation, according to officials. It also offers simplified installation and advanced communications capabilities through on-board data recording. Events such as interventions, can be communicated via the Power Line Carrier (PLC) communications system. RSSplus can now also be used on trailers with both spring and air-ride suspensions.

Troubleshooting is easier with the new system, thanks to the use of standardized SAE diagnostics. Standard blink codes can be used to diagnose problems, and the system is compatible with Meritor WABCO's TOOLBOX software.

The PLC capability allows the system to communicate with the driver via the truck's PLC display. Owners can also use telematics devices to communicate data. Some of the data that can now be shared include: suspension weight; tire pressures; and wheel-end temperatures.

The enhanced trailer stability system is well-suited for dry van, reefer, flatdeck, tanker, HazMat and B-train applications, the company announced. It does not yet support long combination vehicle (LCV) configurations. RSSplus is backward-compatible so it can be easily retrofitted on a fleet's existing trailers. □



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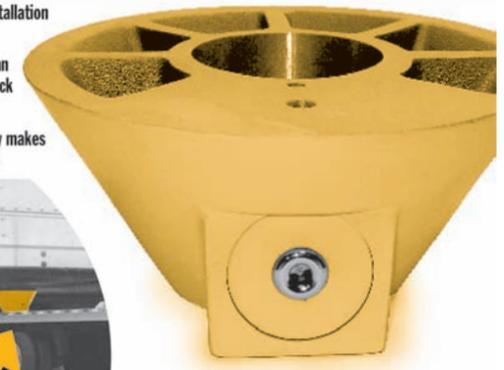
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**Preferred driving region:**  Canada  U.S.A.  Both

**Preferred Trailer Type: (Check all that apply)**  
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 Tankers  Straight Trucks  Super B  Reefers  
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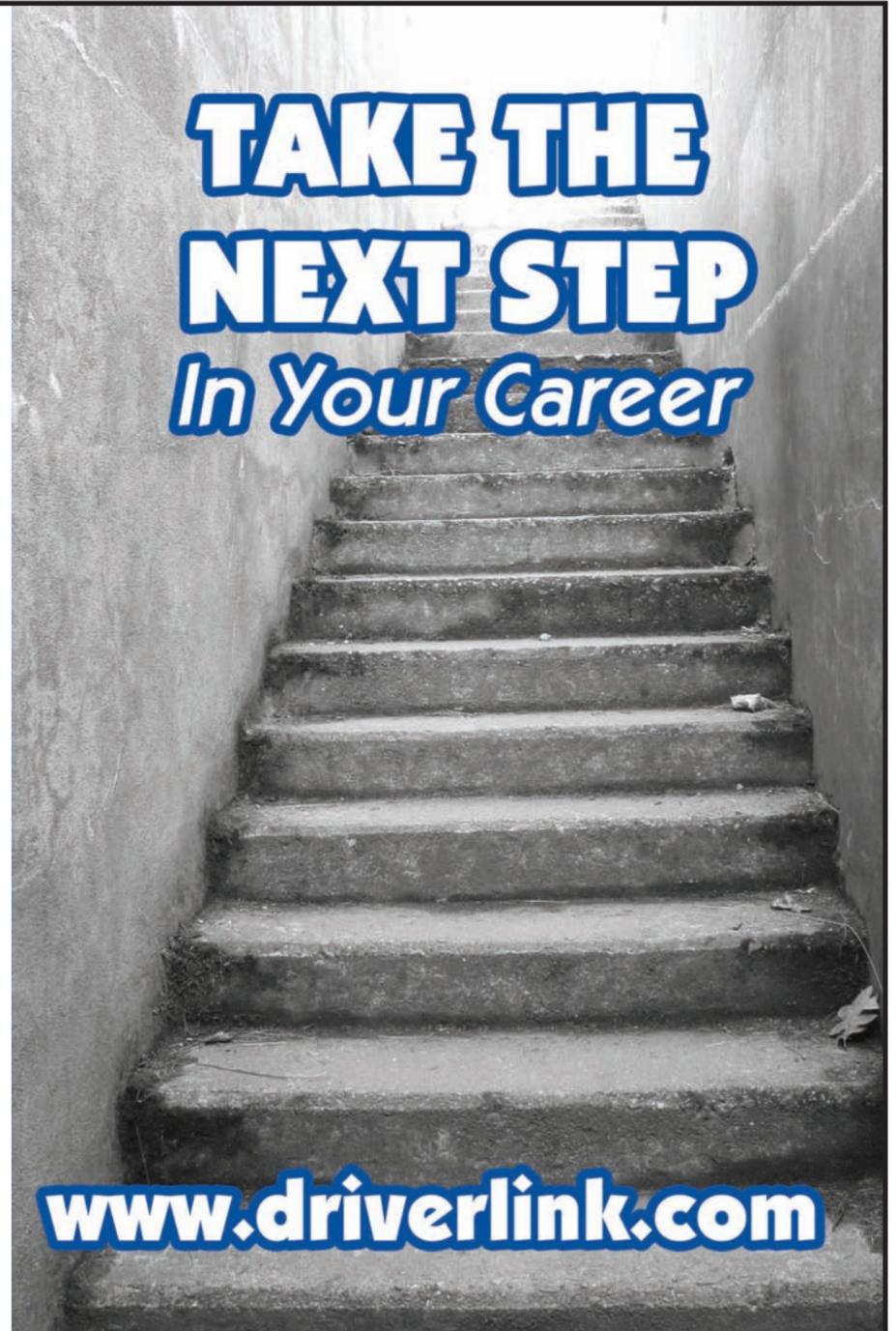
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# Maintenance manager adds a woman's touch to the shop

By Adam Ledlow

**ABERFOYLE, Ont.** – Schneider National is continuing to lead the pack when it comes to promoting women's roles in the trucking industry, most recently appointing Lisann Nicholl to the position of shop manager at the company's Aberfoyle, Ont. terminal. Nicholl, who has worked with Schneider for almost 16 years, took up the traditionally male-dominated position in early November.

But Nicholl has never let gender stand in the way of her career. She says that both the company and her co-workers have always been supportive of her goals.

"If you show an interest in something, Schneider will train you to get you where you want to go. They're

big on goals," Nicholl told *Truck News*. "I've been with the company for so long and a lot of the mechanics have been here for a while, so the staff here have been very good to me. They have been very patient and were quite happy that I had made the move over to the shop."

Having grown up on a farm, Nicholl has always been around heavy equipment, so the move into trucking was natural. Starting as a driver in 1992 after owning a restaurant for four years, Nicholl rose through the ranks of the organization, holding positions ranging from recruiter to operations manager, before deciding she wanted to learn yet another end of the business.

Nicholl is first to admit how unusual it is for a woman to be running

a shop the size of Schneider National's, but that stigma has never caused her to second-guess her career choice.

"Schneider is very progressive and they have a lot of women at different levels of the organization," she says. "I've never felt uncomfortable here or held back or wanted to go anywhere else. They're just a really good, supportive organization."

Schneider has made a name for itself in recent years as a female-friendly workplace, led by Ellen Voie, Schneider's manager of recruiting and retention programs, and also chairwoman of Women in Trucking, a new association which encourages women to join the industry and promotes their accomplishments.

"I would like to get more involved because I think it's a great organization and clearly gaining momentum," Nicholl says.

"I think inherently women do and can bring a different perspective to the business and (for men) to be part of those types of organizations is important," says Sandro Caccaro, vice-president and general manager of Schneider National Canada. "That's 50% of the population that you're missing out on. Personally, I'm of the opinion that we need to promote and develop regardless of gender. But certainly, when you're not open in an industry that's so male-oriented and dominated, you're missing out on half the talent pool. As far as I'm concerned, the industry needs to upgrade its talent."

And Schneider has been doing just that. In fact, the vast majority of the management staff at the Aberfoyle facility, are indeed women. "It's a nice way to be outnumbered," jokes Caccaro.

With men far outnumbering



**TOPS IN THE SHOP:** Maintenance Manager Lisann Nicholl credits Schneider with providing equal opportunities for employees of either sex. Photo by Adam Ledlow

women in the industry at large, the trick, Nicholl says, is trying to make jobs in trucking a more attractive option for the fairer sex.

"Trucking isn't exactly an attractive area to be in. It's not very glamorous," Nicholl says. She suggests choosing a forward-thinking company, which actively works to promote women in the industry.

"I think women could play a part in it no matter what they wanted to do, from driving to mechanics to whatever they think they could fit into. I really see it being more cross-functional; definitely women are taking more and more interest in the trade. If they enter on the ground level like I did as a driver, they could actually choose to come in the office."

As Nicholl enters a new phase of her career at Schneider, she is enjoying learning the ropes in her new job, the respect she continues to receive from fellow staff, and her stunted 60-hour work week, a welcome change from heinous hours she had once put in at the restaurant.

"I can put my feet up now and relax," she told *Truck News* with a laugh. □

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## OEM/DEALER NEWS

## Volvo to recall up to 125,000 trucks

**GREENSBORO, N.C.** – Volvo Trucks North America is voluntarily recalling 125,000 trucks in North America, due to an error in the light control module which could potentially cause a fire.

All VN and VHD trucks built for the North American market between 2003 and today are affected, Volvo informed the National Highway Traffic Safety Administration. Volvo VTs built in 2005 and in 2007-2008 are also affected. For details on the recall, visit the NHTSA Web site at: [www-odi.nhtsa.dot.gov/recalls/recallsearch.cfm](http://www-odi.nhtsa.dot.gov/recalls/recallsearch.cfm) and then enter Campaign ID number 07V573000.

“On certain heavy-duty trucks, the circuit protection (ie. automatic circuit breakers) used to protect the vehicle lighting system may not provide adequate protection,” the Web site reports. “If a short circuit occurs and is left untreated, components and wiring may be subject to overheating which could possibly result in a vehicle fire.”

Customers will be contacted around Feb. 25 and advised to return the trucks to their dealers, which will then replace the circuit breakers with fuses. Owners can contact Volvo Trucks at 800-528-6586. Reference recall number RVXX0707. □



## Navistar acquires GM MD business

**WARRENVILLE, Ill.** – Navistar, maker of International trucks, says it has reached an agreement to acquire GM's medium-duty truck business. The two companies have entered into a non-binding memorandum of understanding. Under the deal, Navistar will acquire certain assets, intellectual property and distribution rights for GM's medium-duty product line.

Navistar, under the deal, will be able to manufacture GMC and Chevrolet-branded vehicles in the Class 4-8 GVWR range. Related parts and services businesses are also involved in the deal.

“The deal would leverage Navistar's strengths in commercial trucks and engines, and advance its strategy to build scale and reduce costs,” the company said in a release.

Troy Clarke, president of GM North America, said, “Navistar's ex-

pertise in building International brand commercial trucks and its track record in the medium-duty segment makes them an excellent choice to acquire and continue growing the business. We intend to work closely with Navistar to make this transition seamless to our dealers and customers.”

“This is another example of how we're strategically growing our business for trucks, engines and parts, building scale and reducing costs,” added Daniel C. Ustian, chairman, president and CEO, Navistar International Corporation. “We are proud to incorporate the GM truck brands into our portfolio, and will utilize the scale to build on the success of both the International and GM product lines and their respective distribution networks.”

The deal is expected to close in 2008. □

## ArvinMeritor buys Mascot Truck Parts

**MISSISSAUGA, Ont.** – ArvinMeritor has entered into an agreement to acquire Mascot Truck Parts, a major remanufacturer of transmissions, drive axle carriers, steering gears and drivelines, based in Mississauga, Ont. Terms of the acquisition were not disclosed.

Mascot's 170 full-time employees, six remanufacturing locations, and current customer base will become part of the ArvinMeritor team.

“This expansion of our remanufacturing business makes sense for our customers and aligns with our business strategy to grow the aftermarket business,” said Carsten Reinhardt, president of ArvinMeritor's commercial vehicle systems business. “Mascot has a similar passion for providing its customers with high-quality, dependable, remanufactured components – all of which complement the ArvinMeritor remanufacturing model.”

“Our reputation for quality, customer service, wholesale-only distribution, and extensive product knowledge are considerable assets that we have developed for many years. We believe this arrangement between ArvinMeritor and Mascot will offer the market products and services unmatched by our competition,” said Glenn Hanthorn, president of Mascot.

Mascot's six Canadian remanufacturing locations – including three in Mississauga, Ont. and one each in Edmonton, Alta., Moncton, N.B. and Boucherville, Que., as well as its network of logistic centres across North America, – will become integral to ArvinMeritor's remanufacturing business, said officials.

ArvinMeritor established its axle carrier remanufacturing operation in 1982 at its Florence, Ky., national parts distribution centre, and has since moved that operation into a major remanufacturing center that now includes brake shoes, transmissions and trailer axles, with 275,000 sq.-ft. and 220 employees in Plainfield, Ind. □



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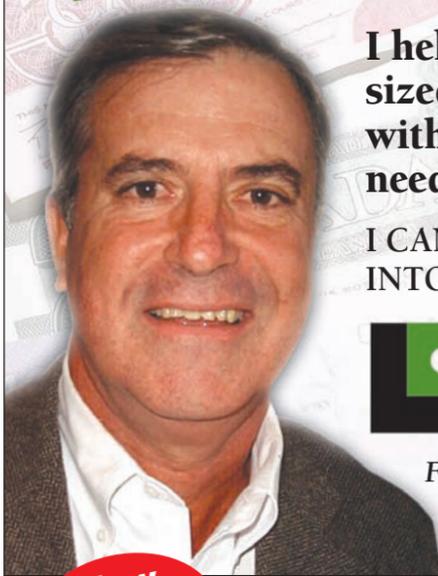
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## Control TPMS changes hands

**WATERLOO, Ont.** – Tire expert Michael Stark has announced he has purchased Control TPMS, a company offering tire maintenance solutions such as tire pressure monitoring systems. The company offers a full range of products and services to help companies maintain, monitor and care for their tires.

“By interfacing multiple systems to create a single solution is what sets us apart from the competition – we are a one-stop source for tire maintenance,” Stark tells *Truck News*. The US DoT has estimated 5.4 million gallons of fuel are wasted each year as a result of trucks running under-inflated tires, Stark points out.

“Since about 80% of tires worldwide are scrapped with their problems originating from low tire pressure, the need (to properly monitor

tire pressures) is apparent and very immediate,” adds Stark.

The company offers solutions to fleets with vehicles of all types and sizes. Stark says the company’s tire pressure monitoring systems typically deliver a payback in less than a year. For more information, call Control TPMS at 519-841-9559 or e-mail info@controltpms.com. □

## Raydan revenues down in 2007

**NISKU, Alta.** – Raydan Manufacturing’s reported financial results for the six-month period ended Oct. 31 saw a drop in the company’s performance from last year.

Quarterly revenue was \$4,494,113 with a loss of \$460,090 compared to revenue of \$6,501,883 and a net profit of \$351,267 for the same period one year ago. Revenue for the six-month period was \$9,997,030 with a loss of \$378,231 compared to revenue of \$12,308,274 and a net profit of \$453,539 for the same period one year ago. Raydan officials said the company is focused on controlling all discretionary spending.

The vocational truck market dropped significantly in 2007 due to the pre-buy of 2006. While Raydan is not overly dependent on the oil industry, the downturn experienced by that sector in Alberta has had a ripple effect throughout the entire economic spectrum. Most areas are now recovering and by March, it is expected that the Alberta economy will rebound.

Raydan remains positive about its operations, however is concerned about the slowdown in activity in the oil and gas sector in Western Canada. In addition, it is difficult to predict the direction of the US economy going into 2008. The company says it continues to diversify its operations and is in the process of consolidating its Ontario operations into a new facility in which a chassis mod shop will be incorporated. □



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**OPEN FOR BUSINESS:** Penske officials and local dignitaries recently cut the ribbon on a new Quebec City facility.

## Penske opens new Quebec facility

**QUEBEC CITY, Que.** – Penske Truck Leasing recently cut the ribbon on a new \$6 million facility in Quebec.

The new 18,000 sq.-ft. facility is located at 2824 Rue Einstein, Ste-Foy. It offers commercial and consumer truck rental services, full-service truck leasing and contract maintenance services.

The location services about 600 vehicles and boasts 70 leasing customers.

Penske announced its newest facility has four service bays, a truck washing bay and a three-lane fuel island with high-speed fuel pumps. The shop features wireless technol-

ogy capabilities, allowing technicians to wirelessly conduct diagnostic repairs.

The building was also built to minimize its use of electricity, with FE fluorescent bulbs with electronic ballasts providing the main source of light.

“The move to a more spacious, state-of-the-art facility in Quebec City translates to added value for Penske customers,” stated Ken Coats, senior vice-president of maintenance services, Penske Truck Leasing. “We will add more associates in the future as we continue to expand in the Quebec City market.” □

## Shell awards scholarships

**CALGARY, Alta.** – Shell Canada, along with the Heavy-Duty Distributor Council of Canada, has announced the first winners of the Heavy-Duty Technician Scholarships. Introduced last June, the scholarships are designed to support the next generation of skilled workers by providing financial assistance to Canadian students in a transport-related program. The five regional winners were selected to receive a \$1,000 scholarship, based on their academic merit, financial need and desire to contribute positively to the future of the trucking industry:

*Paul von Conrad* – Northern Alberta Institute of Technology;

*David Thompson* – Red River College;

*Anthony Baines* – Mohawk College of Applied Arts and Technology;

*Julien Bradet* – Centre Wilbrod-Bherer;

*Jennifer Willis* – Nova Scotia Community College.

“These students represent the future of the industry in Canada,” said Diane McFarlane, general manager, Shell Lubricants Canada. “For Shell, supporting the development of these students today is a way of encouraging the skills and values that we will need in our business down the road.”

For more info on the scholarship, visit [www.shell.ca/transport](http://www.shell.ca/transport). □

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OEM/DEALER NEWS

## Mack announces winners of free payment contest

**MISSISSAUGA, Ont.** – Mack Canada and Mack Financial Services are taking care of the truck payments for eighteen Canadian customers, winners of the Mack Highway Free Payment Extravaganza during the first three quarters of 2007.

The program gives Mack customers who finance a new Mack highway truck through Mack Financial Services the chance to win free payments.

Winners so far in 2007 include:

Free payments for one year - Equipments Lalancette Inc., Eugene Cullihall, Robert Henderson, J.E. Culp Transport Ltd., Knysh Construction Ltd., and Norman Ritchie.

Free payments for six months: Brian Petit, Eagle Trucking Ltd., Edward Allen Shelly, Tarj Trucking Inc., P.P.W. Construction Management Ltd. and T.H. Forsythe Haulage Limited.

And free payments for three months: Carl McKinley, M.E.L. Excavating & Cartage Ltd., Lorne Kew, Dyland Danz, Bar-Pex Enterprises Ltd. and Baird Inc. Winners for the fourth quarter have yet to be announced. □

## Fontaine targets fifth wheel aftermarket

**IRONDALE, Ala.** – Fifth wheel manufacturer Fontaine International has created a new company dedicated to providing parts and support for the aftermarket.

Fontaine Parts Connection will provide fleets, dealers and distributors with Fontaine parts, fifth wheel maintenance training, tools and support for the Fontaine International line of fifth wheels, the company has announced.

Roger Crawford has been appointed president of the new company while Britt Caple has been named director of sales and marketing.

“Forming an entirely new company enables us to focus resources on meeting the needs of our aftermarket customers,” Crawford explained. “Fontaine fifth wheels are requested on more new production Class 8 trucks in North America than any other brand, which means that there’s a large aftermarket parts market out there. For quality, reliability and longevity, we recommend installing only genuine Fontaine parts when replacing or rebuilding a Fontaine fifth wheel.”

More information about the new company is available at [www.fifthwheel.com](http://www.fifthwheel.com) or by calling 800-874-9780. □

## Goodyear eyes North Bay for retread plant

**NORTH BAY, Ont.** – Due to increasing demand for off-the-road retreaded tires in the construction, mining, forestry and recycling industries, Goodyear Canada will be building a new retread plant in North Bay.

The project is scheduled to be completed in the fall of 2008.

The new 80,000 sq.-ft. facility is designed using lean manufacturing principles to support the continuous flow of production.

“Goodyear has been a committed corporate citizen, operating a retread plant in the city of North Bay for the past 21 years,” said Glenn Bennett, business centre manager for Goodyear Canada.

“Moving the retread operation into a larger facility reinforces our commitment to the Northern Ontario community.”

“Our associates are second to none in the industry,” said Mark Pillow, director of commercial systems and off-highway for Goodyear Canada.

“The plant’s ISO 9001 registration is a tribute to the quality management systems they have put into place.”

According to the Tire Retreading Information Bureau, approximately 18.6 million retreaded tires were sold in North America in 2006, with sales in excess of \$3 billion. □

## Shaw Tracking adds 24 fleets

**MISSISSAUGA, Ont.** – Shaw Tracking has exceeded its targets for the first quarter, having implemented Shaw Tracking Fleet Management Solutions on 24 new fleets over the last three months.

“This might be a sign of the state of the industry but as profit margins continue to be tight, carriers are looking for ways to improve efficiency and reduce costs. Investing in fleet management technology is the only way to help manage drivers and vehicle productivity, while improving asset utilization,” said Mike Ham, vice-president of business services for Shaw Tracking.

Shaw Tracking says it continues to offer integrated on-board computing technology and value-add wireless solutions. Shaw says it has been focused on providing scalable over-the road fleet management business solutions for organizations of all sizes. Features such as signature capture, bar code scanning, automated HoS, integration, exception-based reporting and multi-mode communications are designed to provide carriers with the tools they need to manage their assets and improve overall fleet efficiencies, the company adds. □

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# Sell the bad truth, not the good lie

## Why e-discovery matters to your fleet

By Julia Kuzeljvich

**TORONTO, Ont.** – It's 3 a.m. and you've taken the call. One of your drivers has been involved in an accident, he's on U.S. soil, and things are a mess.

You rub your eyes and ponder the next step.

There is the obvious protocol of gathering as much information as possible from witnesses and through photographs.

But it doesn't end there, now that the world of electronic discovery has changed.

For truckers involved in accidents on US soil, the atmosphere is often quite litigious with many potential areas of exposure. And in the blink of an eye, your whole operation is involved.

Since December 2006, new US Federal Rules for Civil Procedures (FRCP) now lay out how enterprises must respond when asked to produce documents in a lawsuit.

The amendments now introduce the phrase "electronically stored information" to existing Rules 26(a)(1), 33, and 34, to acknowledge that electronically stored information is discoverable. Its aim is to be broad enough to cover all current types of computer-based information, and flexible enough to handle changing technology.

There is a "Safe Harbour" provision, which provides that a court "may not impose sanctions on a party for failing to provide electronically stored information lost as a result of the routine, good-faith operation of an electronic information system."

It responds to the routine modification, overwriting, and deletion of information that happens in normal use of electronic information systems.

Nevertheless, these e-discovery rules add to already stringent data retention conditions (for companies under Sarbanes-Oxley for public firms) and increasingly focus on technology that will retrieve and restore documents stored on backup tapes or hard drives.

According to Brian Wood, a partner with Lind, Jensen, Sullivan and Peterson, the amount of information that is available, whether on paper, or electronically, "is incredible."

"Trucking companies should therefore have a records retention policy to safeguard against documents that may become inadvertently destroyed," said Wood.

Wood was part of a panel of experts speaking at the recent OTA convention on US liability issues for Canadian fleets.

The panel also discussed the services of the Trucking Industry Defense Association (TIDA), which has been working in close association with OTA.

TIDA, founded in 1993, includes among its membership some 1,000 motor carriers, truck-

**"Trucking companies should...have a records retention policy to safeguard against documents that may become inadvertently destroyed,"**

– Brian Wood, lawyer

ing insurers, defence attorneys and claims servicing companies.

The association aims to reduce the cost of claims and lawsuits against the trucking industry and to advocate on behalf of the industry's interests through providing resource materials and contact information for companies facing legal and/or insurance issues.

Courts in the US will tend to look at as much data as possible, from data that is the easiest to process, because it is active and online, down to data that has been erased or is fragmented or incomplete.

Basically, even data you thought was gone for good can be called upon as evidence. Accessing fragmented or erased data can take hours at a steep price, sometimes to the plaintiff.

"E-discovery is so vague, they can still come after you for something you've missed," said Mehdi Arradizadeh, director of claims with Schneider National.

It's also not unusual now for Google, YouTube and social networking site searches to yield admissible background information about the character of those involved in a lawsuit.

"The use of the Internet is incredibly important from a claims perspective," said Arradizadeh.

And according to Arradizadeh, the larger trucking companies implicated in litigation suits will often find themselves paying for many of the plaintiff's legal costs, "so if you're a large company you'd better have a protocol in place," he said.

Such a protocol might include keeping all manner of safety and maintenance records as well as employment files.

This could include logbook entries as compared to satellite tracking devices, as compared to a truck's ECM. In Ontario, the CVOR record and inspection reports may be subject to investigation.

Any discrepancies in logbook entries could potentially lead to further investigation of a company's training procedures, and then the plot thickens.

Then there are the damage issues.

Trucking companies who are involved in litigation procedures may be subject to damages considered compensatory, covering medical expenses, whether for treatments since the time of the accident and going into future treatments, as well as lost wages and property damage.

General damages are considered to be those relating to pain

and suffering and mental anguish.

Punitive damages, meanwhile, act to punish a defendant for acts done in the past, and to deter them from any future acts.

Stanley Tassis, a partner with Laxton Glass LLP in Toronto, noted that in Canada, punitive damages are generally capped and rarely awarded in truck accident cases.

"But there is a proliferation of reports detailing items such as future home care and medical costs," he said.

"Any damage claims have to have a causal relationship to the accident," said Doug Marcello, partner with Marcello and Kivisto, LLC. He also noted that where companies may get hit hard on the compensatory damages side, there is frequently a lot of opportunity to attack a plaintiff's credibility on the general damages side.

But in the interest of good defence, it is important to disclose, to your attorney, any information or discrepancy that, while it may be an oversight, could be construed as wilful destruction or put you in the potential hot seat.

"I can sell a bad truth but I can't sell a good lie," said Marcello.

The panel experts stressed the importance of good record retention and having a protocol in place to deal with the potential for defending against a claim.

But they also noted areas where an organization such as TIDA could help pick up the pieces in the event that a Canadian driver is involved in an accident in a jurisdiction that is completely unfamiliar.

TIDA membership, for example, provides the opportunity to access attorneys in-sync with emergency response protocol and with local state laws.

But while you cannot erase the fact that an accident has occurred, "You can influence what happens from the point of the accident onward. You need to get someone to the scene ASAP as the driver may be too in shock to handle the information," said Richard Bapst, regional claims manager for The Great West Casualty Company. □

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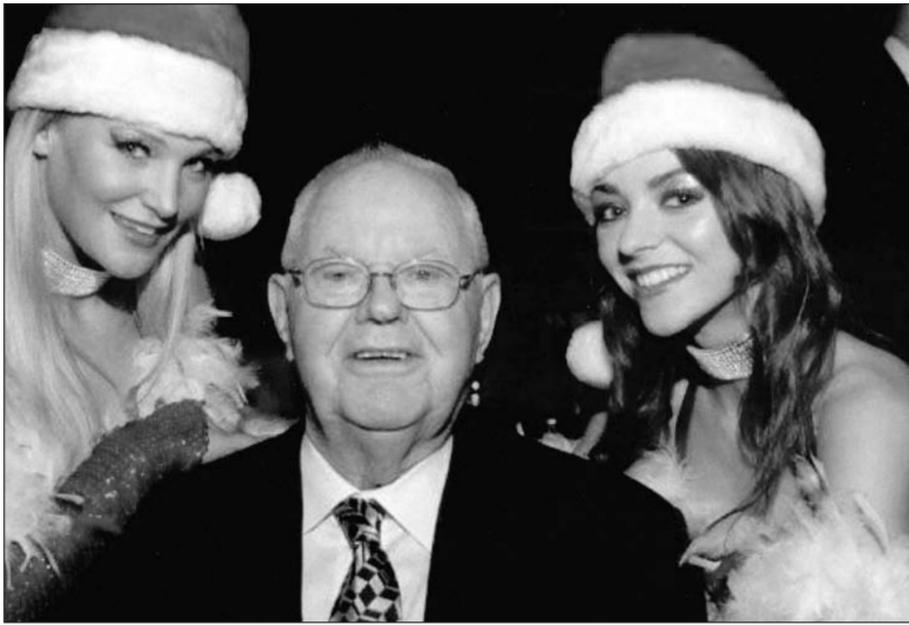
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FLEET NEWS



**CELEBRATING 70 WITH SANTA:** Wilson Group founder Carl H. Wilson discusses delivery strategies with two of Santa's helpers at the company's 70th birthday party at the Palais Royale Ballroom in Toronto. The recent celebration, which had a 1930s theme, featured awards presentations, speeches, big band music and a Las Vegas floor show, along with delicious edibles and plenty of bubbly. Word has it that in true '30s style, guests had to knock twice and tell the doorman "Louie sent me" before being allowed access to the festivities.

## Day & Ross acquires logistics firm

**HARTLAND, N.B.** – The Day & Ross Transportation Group, a wholly-owned division of McCain Foods Limited, has announced it will be acquiring Wesbell Logistics Services, a division of The Wesbell Group of Companies Inc. The transaction is subject to the completion of due diligence, customary clearances required from the Competition Bureau and Transport Canada and the signing of definitive agreements.

Terms were not disclosed. "Day & Ross is committed to the expansion and enhancement of our services throughout North America," said John Doucet, president and CEO. "In Wesbell Logistics, we have found an attractive strategic asset with a like-minded partner who shares our values and our commitment to

the highest-quality service. They have a stellar reputation and management team, long-term customer relationships and a relentless commitment to on-time execution."

In a previous interview with Transportation Media, Doucet had stated he wanted his company to expand to \$1 billion in sales by the end of 2008.

"That's the good thing about being a national carrier. If things are slow in one part of the country you can shift your focus to other geographical areas that are growing," he said.

Wesbell Logistics is being acquired as a going concern and its operations will be merged with the Day & Ross Dedicated Transportation business under the leadership of Paul C. Mazze, currently the vice-president and general manager of Wesbell Logistics.

Mazze will work alongside Wayne Morin at Day & Ross to integrate the two operations.

"The combination of Wesbell Logistics' Eastern Canada multi-client distribution network with Day & Ross' cross-Canada network positions us well for continued growth as a low-cost transportation supplier," Doucet said.

Wesbell Logistics offers dedicated contract carriage and value-added parts distribution, the fastest growing segment in the trucking industry. Wesbell Logistics also offers complementary services such as warehousing and route management.

Established over 50 years ago, the Day & Ross Transportation Group – operating as Fastrax, Sameday, Target Canada (International), Day & Ross (General Freight), Day & Ross (Dedicated Contract Logistics) and Sable Warehousing – has grown to become one of the largest national transportation companies in Canada. □

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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

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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

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## Western provinces shouldn't adopt federal HoS rules

Dear Editor:

I read with great interest and contempt, the articles about the CTA wanting the western provinces to adopt the hours-of-service regulations for intra-provincial trucking.

As I understand these rules only apply to carriers having a safety rating for intra-provincial operations, so why the concern from the CTA? I am tired of Eastern Canadian trucking companies pushing to change the industry to suit their wishes, if you do not like the rules in certain regions stay out! Our trucks do not go east of Manitoba in Canada!

I have a small 10-truck operation that runs Western Canada and all of the US so therefore a federal National Safety Code rating. I do not care if the intra-provincial carriers can run longer hours.

If the carriers that are federally-regulated can not compete, as the AMTA claims, start an intra-provincial company!

These associations represent the large carriers who want a level playing field for driver recruitment, but they would cry if we small carriers could buy fuel and tires at their cost.

Us little guys should start our own association with small carriers and owner/operators only with home bases in Alberta.

As for the threat by CTA to withhold federal transfer payments to rebel provinces, bring it on! Remember, Alberta sends more than it receives. □

**Dean Graham**  
V. Graham and Sons Trucking  
Alix, Alta.

## Trucking is much different in the west

Dear Editor:

The Canadian Trucking Alliance's view of western logging and oilfield operations' need for hours-of-service exemptions shows its complete lack of knowledge of western operations, working conditions or western work ethic.

I'm sure that if Eastern Canadian fleets could only work nine months a year and some of that time was only allowed from 10 p.m. til 10a.m. when the frost is in, they would have to amend their opinions. □

**Robin Graham**  
Via e-mail

## Letters to the editor

Have you got a complaint, compliment, criticism or question?

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## Government should stay out of trucking

Dear Editor:

I just read the online article written by Carl Cave (*Web Exclusive, trucknews.com*).

Very good. It is about time that we got the government and the private sector out of the trucking industry and let the industry govern itself.

The trucking industry should be making the rules for the hours-of-service, etc.

Ontario is trying to put a speed limit in force for commercial vehicles and now I hear that Quebec is doing the same.

I guess that about 80% of the trucks on the road today follow a company speed limit.

I travel from Creston, B.C. to Edmonton, Alta. every week.

I usually do three trips a week.

The last couple of weeks I have set the cruise at the speed limit from Fort Macleod to Edmonton and out of the six trips there were only a couple of trucks that passed me. I lost count of the number of cars that went by me.

If they want to limit the speed of trucks then they had better take a look at the cars as well.

All the limiters will do is take trucking back 20 years.

No doubt there will be a lot more rear-end accidents with cars running into the back of trucks as they talk on their cell phones or apply their make-up. □

Wayne Long  
Via e-mail

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Mark Dalton

# Survival of the FICTIONAL



PART 1

By Edo van Belkom

Mark didn't know the name of the place but he'd eaten there a dozen times before. Like just about every other Mom and Pop greasy spoon along the Trans-Canada Highway, they served an all-day breakfast and those meals always seemed to hit the spot. And the price? How could you beat a few bucks for your choice of bacon, ham or sausage, two eggs any way you like 'em, hash brown potatoes and a cup of coffee to wash it all down? It had gotten to the point where Mark had been eating all-day breakfasts for months on end and had begun to know the difference between Ontario and Alberta bacon, and preferred cube cut hash browns over sliced.

On this morning, Mark had paid the extra dollar to treat himself to bacon and sausages, simply because he couldn't decide on one or the other. He'd ordered his eggs scrambled because he'd found that short order cooks couldn't screw up scrambled eggs the same way they could sunny-side-up or once-over-easy. The hash browns were lightly browned and smothered in ketchup, and the coffee was ordered to go in a large paper cup so Mark could head out on the road as soon as he was finished eating.

Not that eating this kind of breakfast was something you could do in a rush. All that meat and potatoes took time to savour and even more time to digest and if it took him 20 minutes to get it done, then so be it. Mother load would always be there, but eating breakfast – at breakfast time, no less – happened just once each day.

When Mark was done eating, feeling all fat and bloated from his meal, he tried to get up from his seat but felt his pants – and his waistband in particular – putting up a fight.

He reached down to set his pants right, but had a hard time sliding a thumb between his stomach and the waistband of his pants. He could force a finger in there with some effort, but even after he'd adjusted his pants, there was no way he'd be able to sit behind the wheel of Mother Load for eight hours without some serious discomfort, maybe even pain.

"Stupid pants," Mark said, sitting back down at the table.

He decided to undo his pants and loosen his belt, but when he had the belt open he realized that he was already on the last hole. That was a bit of a shock since there had been three extra holes in the belt when he'd bought it, and now his waistline had expanded through those three holes and was looking for a fourth.

"Lousy belt," he muttered under his



breath.

Then he pulled his multi-tool from his pocket and used the knife blade to poke a new hole in the belt. The blade was sharp and pierced the leather easily, making the belt a full size larger.

Mark smiled at his handiwork, pleased that he'd found such an easy solution to his problem. Then, leaving his pants undone, he hitched his belt up to the hole he'd just made and got up from the table. Again he tried to run his thumb between his stomach and the waistband of his pants and this time he was able to run his fingers all the way around.

"Good as new," he said.

Mark left the diner moments later and headed across the parking lot toward Mother Load. Although his truck was parked at the farthest end of the lot, Mark immediately saw that something was not right. The driver's side door to the rig was open and swinging back and forth on its hinges. Mark knew that he forgot to lock his rig from time to time – especially when he stopped for a bathroom break and a coffee – but he'd never left the door open wide like that.

He quickened his pace, anxious to see what was going on. And a moment later he saw it, some guy's rear-end sticking out the open door. Obviously, he'd left the door to his truck unlocked and some guy cruising the lot had noticed and was rifling through his truck to steal anything he could get his hands on.

'As if making a living driving a truck wasn't tough enough already,' Mark thought.

Then he shouted, "Hey you! Get out of my truck!" and started to run.

The guy inside Mother Load stopped what he was doing, backed out of the cab and looked over his

shoulder at Mark.

Mark charged across the parking lot toward him.

Realizing he was busted, the guy jumped down from Mother Load and began to run away.

Mark picked up the pace. "Stop thief!" he shouted. He was less than 100 yards from Mother Load but it felt like 100 miles. He'd started out sprinting at a good clip, but the dash lasted no more than 15 or 20 yards before he began losing steam.

In seconds his legs felt like lead and he couldn't get enough air into his chest to satisfy his aching lungs. Five... six...seven more strides and Mark was done.

There were still 50 yards to go and all Mark could do was bend forward at the waist, rest his hands on his knees and try to catch his breath.

When he looked up again the thief was gone. He heard a rig starting up somewhere beyond Mother Load, but in seconds there were several trucks on the move and it was impossible to tell which one belonged to the guilty party.

But suddenly, catching the guy who'd robbed his truck became less of a priority. Now, job one was keeping the big breakfast he'd enjoyed down in his stomach.

He turned back around in the direction of the diner and began shuffling toward it as quickly as his rubber legs and noodle knees would take him.

Someone must have called the police because by the time Mark came out of the restroom there was a young OPP officer looking for him.

"You the one who was robbed?" the constable asked.

There was a name tag on his vest that had his badge number and a name – Pye.

"I guess I am," he said. He'd finally caught his breath, but his clothes were uncomfortably damp with sweat.

The officer pulled out his notebook and said, "What happened?"

Mark sighed. "Well, I came out of the restaurant after breakfast and I saw this guy inside my truck. The door was open and he was kneeling on the driver's seat like he was looking for stuff."

"And then?"

"I started running toward him and he...well he ran away."

"How far did you run?"

"Oh, well, I don't know..." He pointed. "From here to there, I guess."

"Here to where?"

"About to where that truck is." He pointed to a Freightliner that was less than midway between the diner and Mother Load.

"So about 150 feet?"

It was an accurate estimate, but it didn't sound like very far. And looking at the distance he'd run, it hadn't been very far at all. "This guy was in really good shape," Mark said. "Like an Olympic runner, or something."

The officer looked at Mark, his eyes going up to Mark's head, then down to his shoes. "Oh, yeah. He would have to be, to get away from you so easy."

Mark clenched his teeth to keep himself from saying something stupid.

"What did he take?" the officer continued, not missing a beat.

"I don't know yet," Mark said. "I haven't been back to the truck."

"Maybe we should check it out."

They left the diner and headed out to Mother Load. "It can't be a lot, though. I don't keep much stuff loose in the cab. My guess is he got a couple of magazines, a CD or two, and less than \$10 in change."

"It's a good thing you came along when you did, then."

Mark thought the young policeman was trying to be smart again and he was getting irritated with the rookie's condescending tone. "Yeah, why's that?" Mark said, ready to have it out with the officer.

"Well, if you hadn't, then maybe he would've have gotten away with more of your stuff."

"Oh, yeah," Mark said, all of the fight suddenly gone from his body. This young man wasn't judging him, and he didn't have an attitude. All he was doing was his job. "Right."

Mark felt terrible, unsure exactly what his problem was. He was either getting old, ornery or fat. Probably all three. □

– Next month Mark returns in Part 2.

The continuing adventures of Mark Dalton: Owner/Operator  
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# The debut (and retirement) of 'Mack Truck' Menzies

Since starting with the *Truck News* team, James Menzies (our editor) has been very accommodating in allowing me the freedom to determine the subject matter of this column. I appreciate his trust however I fear the "gloves will be off" after he reads this.

I'm going to let you in on a little-known secret. James, mild-mannered journalist by day, is also a prize-winning boxer by night. Okay, maybe I shouldn't use the word "prize" or for that matter "winning" but he does lace up the gloves. You can imagine my surprise when he announced he was training for his first official fight. He was actually going to get in the ring and trade blows with another human being. No more plastic clown punching dummies, this was the real thing.

His fight was part of a charity event held in late November (I never did find out what that charity was but rumour has it, a short guy with a bad afro was involved.) Weighing in at just over 200 lbs, James was fighting in the heavyweight division. His Gorilla-like opponent, sporting arms the size of tree trunks and tipping the scales at 220 pounds, didn't scare him a bit. A day or two before the fight, James assured me that I shouldn't worry if it looked like he was being beaten to a pink pulp. You see, he had a plan, he was going to dance and prance his way through round one until his opponent was exhausted, then go for the jugular in the final two rounds.

Fight night arrived and a large contingent of *Truck News* staffers made their way to the downtown venue. We found ourselves sitting beside a large group of Menzies supporters (AKA his family).

As we waited, the tension built. "In this corner, weighing 202 pounds, hailing from Brooklin Ontario, please welcome James 'Mack Truck' Menzies." The crowd

## Publisher's Comment

Rob Wilkins



roared – at least we did anyway. Dressed in bright red satin shorts and red muscle shirt, James bounced his way into the ring throwing punches wildly in succession. I have to admit, he looked good but I think his intro may have contributed to the final outcome. He built a good sweat just getting to the ring.

The bell rang and James' plan took effect. He danced his way to the centre of the ring and tapped the Gorilla man's gloves. What happened next was a blur. Gorilla man came out swinging and swing he did. I mean, this guy was like the Tasmanian Devil on a pork chop. Despite James' best efforts to "dance and prance," blow after blow connected. I knew at that point his game plan was out the window.

Long story short, James lost that round, won the second and the third was a dead-heat (at least in my opinion). It indeed was a night to remember. The final bell rang and our warrior stood in the middle of the ring, soaked in sweat waiting for the judges' decision.

After the fight, James announced it was his first and last ring appearance. A decision most welcomed by his friends, family and especially his fiancée, Jessica. As for the final outcome, the next time you see James 'Mack Truck' Menzies, you'll have to ask him. All I can say is that his swollen face is looking better these days. □

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– Rob Wilkins is the publisher of *Truck News* and he can be reached at 416-510-5123.

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**Weight:** 120 lbs.

**Eye Colour:** Brown

**Hair Colour:** Black

**Missing Since:** Sep 29, 1996 **From:** New Liskeard, Ontario, Canada

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**BOWMANVILLE, Ont.** – A well-publicized trucking accident can do more than just damage mere equipment. The reputation of the industry at large takes a hit each time an overturned tanker finds its way onto the six o'clock news. A surge in high-profile trucking accidents also increases the likelihood of in-depth reports by news agencies, like a recent three-part feature which aired on *Global TV*. In it, the reporter explored the failings of the industry's training standards after earning an A/Z licence within a matter of hours – with no highway experience and never having set foot in an actual big rig. Is the situation really that dire – and dangerous – or did the reporters happen to focus on a few bad eggs?

*Truck News* stopped by the Fifth Wheel Truck Stop in Bowmanville, Ont. to see if truckers think standards for training are in need of a serious tune-up.

**Louis Leroux**, a 37-year veteran



**Truck Stop Question**

**Adam Ledlow**  
Assistant Editor

*Do driver training standards need to be improved?*



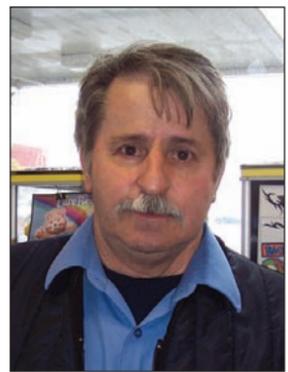
**Louis Leroux**

with Clarke Road Transport in Montreal, says that the standards themselves aren't necessarily the problem, but rather the lack of en-

forcement.

"You cannot make a driver out of a week or even three months (of training)," says the ex-driving instructor. "I believe in apprenticeship; to go as a trainee on the road for two, three, four months and they should never be put directly on the highway to start with. It's okay with a trainer, but after that, do city work for a couple of years and then gradually (move to highway driving)."

**Claude Bolduc**, a driver with RONA in Quebec, says the trainers are guilty of overlooking simple points



**Claude Bolduc**

when giving lessons. For example, Bolduc says that when most training schools take students on the road, the trailer is empty, which doesn't allow for a driver to develop "feel."

"When you drive unloaded and with a load it's not the same thing. It's not the same feeling – especially when you back up," he says.

Bolduc suggests that schools should send all drivers back for some level of training, if nothing else, to hone up on what rules have changed in recent years.



**Jean-Claude Triudul**

Montreal trucker **Jean-Claude Triudul** says not all training is created equal. In his native Quebec, Triudul says it takes Quebec drivers about a year to acquire their licence, while some Ontario schools have drivers on the road in just 60 hours. Besides the poor on-road habits he sees, Triudul says pushing for more intensive logbook training would benefit the industry as well.



**Lorne Lynch**

**Lorne Lynch**, a driver with Sunbury Transport out of Fredericton N.B., says the lack of "seat time" is one of the main problems with driver training today.

"When I took my course we had to go out on the bad roads... (and) the back roads," Lynch says. "A lot of them now just drive around the towns and cities, they don't really get out there."

Lynch says that a prolonged orientation with a new driver's employer would help ease the transition. However, Lynch says that teaching the basic fundamentals of driving is paramount to developing a well-rounded trucker, because a poorly trained driver can be a dangerous thing. "I've seen people out there that can't even back a truck up. I've had to get out of my truck and actually back a guy's truck up for him." □

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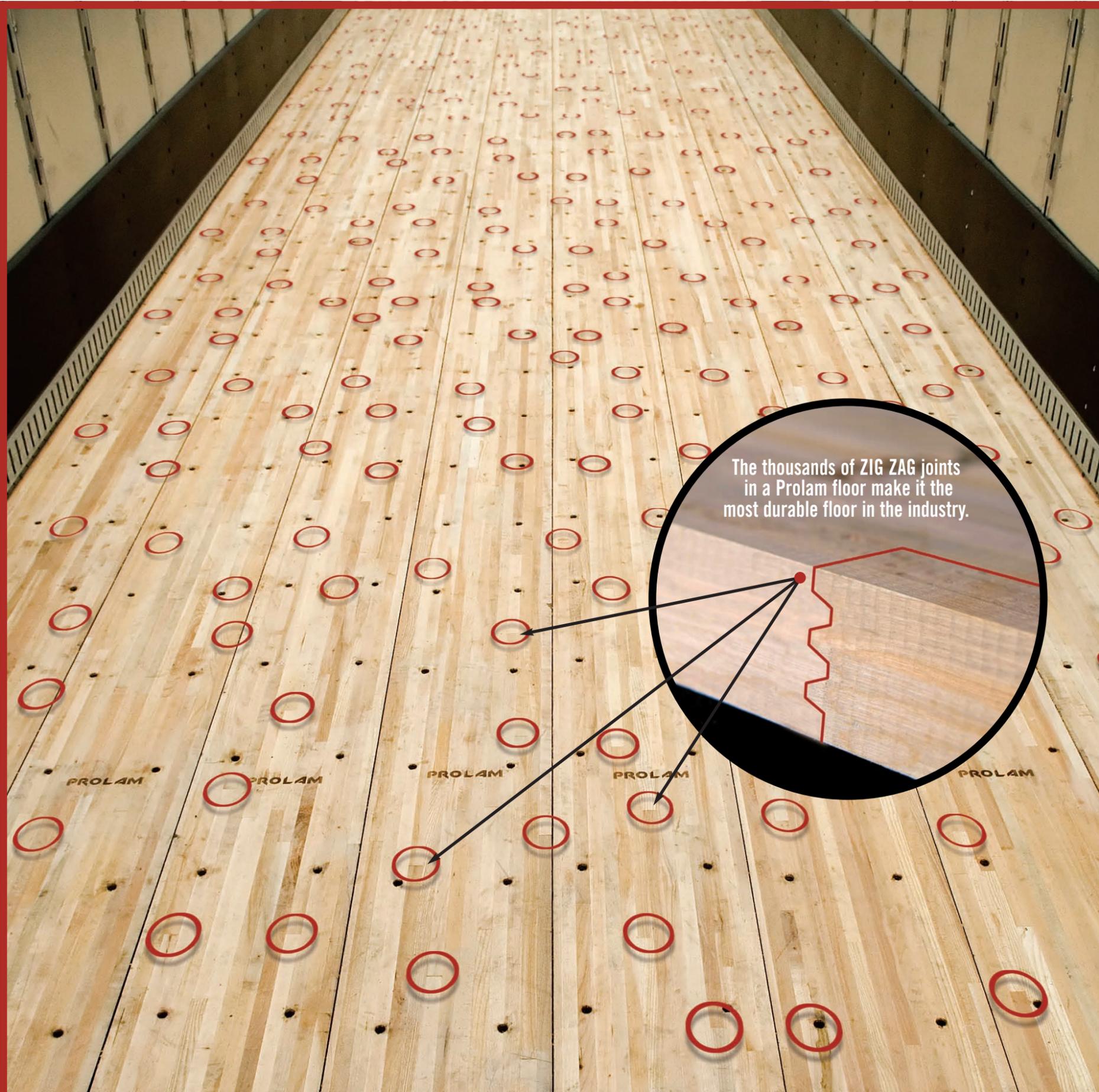
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