

TRUCK NEWS

May 2008 Volume 28, Issue 5

TRUCK
WORLD
2008
Map & Exhibitors List
pages 48 & 49

Delivering daily news to Canada's trucking industry at www.trucknews.com



Photo by Adam Ledlow

TAMPER PROOF?: Matt Koski of Toromont Cat programs the speed limiter of a truck at 105 km/h.

Ontario introduces speed limiter legislation

Plot to limit truck speeds to 105 km/h enters the end game

By James Menzies

TORONTO, Ont. – A long-awaited and much-maligned law was introduced in the Ontario Legislature March 19 that would require all trucks operating within the province to have their speed

mechanically limited to 105 km/h. It marks the beginning of the end-game for the Ontario Trucking Association (OTA) and its partner associations including the Canadian Trucking Alliance, which have been lobbying for the law for

two and a half years.

The law, as written, would apply to all trucks operating in Ontario, regardless of where they are domiciled.

Specifically, Bill 41, introduced by

Continued on page 12 ■

Mid-America Rundown

Highlights from the industry's largest trucking trade show

LOUISVILLE, Ky. – Another Mid-America Trucking Show has come and gone, and once again it was a whirlwind of new product announcements, state of the industry reports and pulled pork sandwiches. *Truck News* has all the highlights of the show (minus Kentucky's famous pulled pork sandwiches, for better or for worse) in a special section from pages 54-71.

While there were no earth-shattering new product launches at this year's show, there was still plenty to report on.

Much of the talk this year revolved around the environment; specifically anti-idling solutions gaining CARB approval, and low-emission transport solutions such as hybrids and alternative fuel-powered trucks.

Also of note at this year's show was an overview of selective catalytic reduction (SCR) technology, provided by Daimler Trucks. Daimler was defending its position to adopt SCR after claims by a competitor that called the technology into question. You can find that on pg. 87.

The Mid-America Trucking Show is the largest stage for OEMs and suppliers.

Check out our complete coverage in this issue to see what you missed. □

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Inside This Issue...

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- **A true hero:** Goodyear named its annual Highway Hero at the Mid-America Trucking Show. However, this year's winner says the young girl he saved is the real hero. Page 54
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A titanic introduction

Mack unveils new heavy-hauler, the Titan

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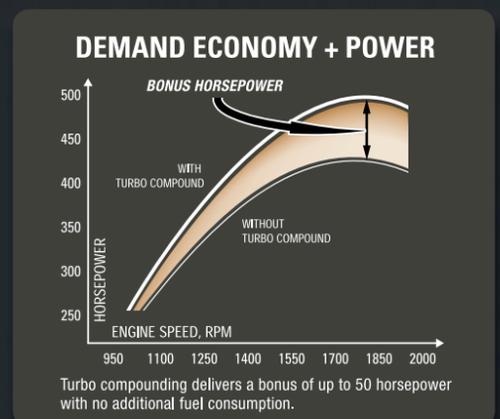


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CASCADIATM 

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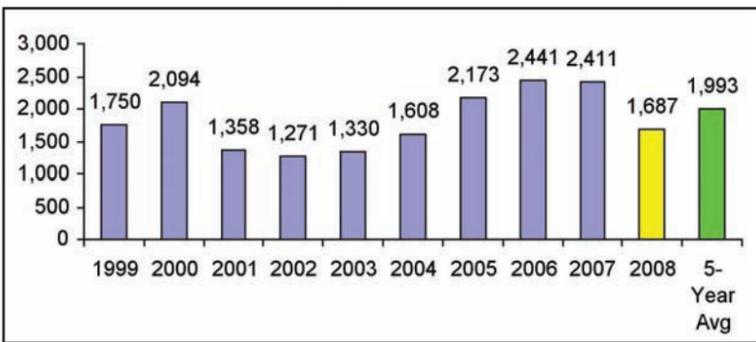
CLASS 8 TRUCK SALES TRENDS

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Monthly Class 8 Sales - Jan 08

OEM	This Month	Last Year
Freightliner	310	613
International	437	537
Kenworth	303	320
Mack	104	191
Peterbilt	219	258
Sterling	127	196
Volvo	128	122
Western Star	59	174
TOTALS	1,687	2411

Historical Comparison - Jan 08 Sales



Motor Vehicle Production to Jan 08

	Total Prodn	For Export
International	4,444	3,729
Paccar	4,659	3,964
Sterling	17,156	14,563
TOTALS	26,259	22,256

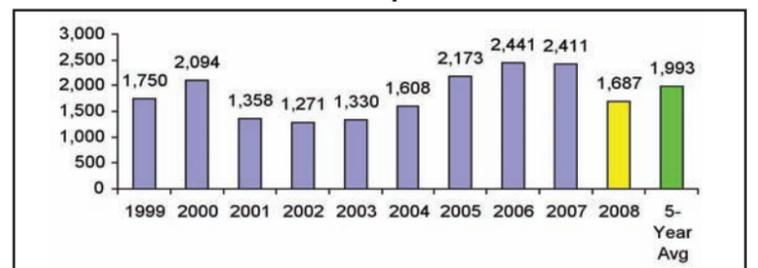
Canadian Class 8 sales started the year off with a whimper, not surprising considering that the pre-buy strategy many fleets used to avoid purchasing trucks with 2007 engines remains in play. Serious doubts about the economy on both sides of the border are creating excess capacity. Sales marked the first time January's totals came in below 2,000 units since 2005.

With the days of coping with parts and materials shortages and record demand for new trucks now nothing but a memory, truck manufacturers instead now face the need to continue to bring their operations in line with the reduced sales. But their production strategy must also leave them prepared for the next jump in sales volumes as fleets and owner/operators respond to the next round of engine emissions standards in 2010.

Class 8 Sales YTD (Jan 08) by Province and OEM

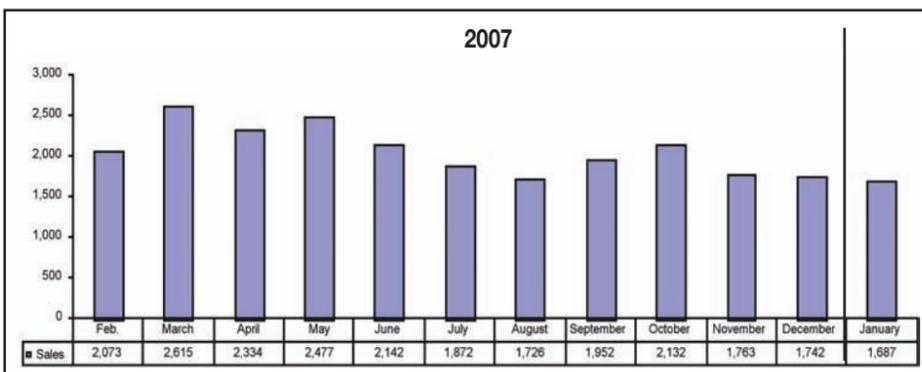
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	38	66	15	28	112	33	16	2	0	0	310
International	20	79	14	16	184	91	17	6	0	10	437
Kenworth	39	122	15	18	58	50	0	1	0	0	303
Mack	9	8	10	14	36	23	2	2	0	0	104
Peterbilt	20	49	24	23	43	22	37	1	0	0	219
Sterling	11	15	7	5	66	22	0	1	0	0	127
Volvo	2	15	3	13	62	19	5	8	0	1	128
Western Star	19	22	1	1	7	4	3	2	0	0	59
TOTALS	158	376	89	118	568	264	80	23	0	11	1,687

Historical Comparison - YTD



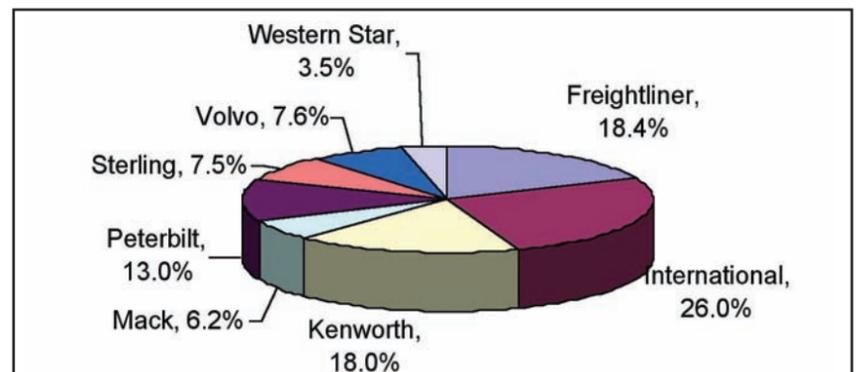
In 2006, a record 39,131 Class 8 trucks were sold in the Canadian market. In 2007, sales dropped considerably down to 25,239 units as about a third of fleets, according to our research, employed a pre-buy strategy to get around the 2007 emissions standards. The impact of that strategy is likely to continue to affect sales for the first half of 2008, perhaps longer if projections for the North American economy don't improve.

12 - Month Sales Trends



Monthly total sales never climbed above the 3,000 mark last year, after doing so seven times in the previous record-setting year. It's highly unlikely to see such strong monthly figures this year either. The 1,687 Class 8 trucks sold in January are about 300 units below the five-year year-to-date average and make for the worst month of the past 12-month period.

Market Share Class 8 YTD



Last year International wrestled the market share lead from perennial front runner Freightliner and International has jumped out of the starting blocks with a strong lead in January, capturing more than a quarter of sales. Whereas Freightliner's share of sales has remained roughly where it ended up at the end of last year, hard-charging Kenworth started off 2008 with a play for second place.

Source: Canadian Motor Vehicle Manufacturers Association

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Creative Directors: Carolyn Brimer,
 Beverley Richards, Carol Wilson
Circulation Manager: Vesna Moore
V.P. Publishing: Alex Papanou
President: Bruce Creighton

Advertising Sales

Inquiries: Kathy Penner (416) 510-6892



Doug Copeland
 Regional Account Manager
 (416) 510-6889
 dcooperand@trucknews.com



Bill Gallagher
 Regional Account Manager
 (519) 589-1333
 Fax: (519) 395-5073
 wgallagher@hurontel.on.ca



Rob Wilkins
 Publisher
 (416) 510-5123
 wilkins@trucknews.com



Kathy Penner
 Associate Publisher
 (416) 510-6892
 kpenner@trucknews.com



Brenda Grant
 National Account
 Sales
 (416) 494-3333
 bgrant@istar.ca



Don Besler
 National Account
 Sales Manager
 (416) 699-6966
 donbesleris@rogers.com

Editorial

Inquiries: James Menzies (416) 510-6896



Adam Ledlow
 Managing Editor
 (416) 510-6890
 adam@
 TransportationMedia.com



Julia Kuzeljevich
 Contributing Editor
 (416) 510-6880
 julia@
 TransportationMedia.ca



John G. Smith
 Technical Correspondent
 wordsmithmedia@rogers.com

Subscription inquiries

Anita Singh (416) 442-5600 (Ext. 3553)

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 PAGE 69

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We've got a great story to tell, so let's tell it

Where were you on March 29 at 8 p.m.? For some, the answer will come without a moment's hesitation. For others, the date and time will hold no significance.

I'm referring to Earth Hour, which was celebrated by Toronto, Vancouver and hundreds of other communities around the world. I participated in my own little way, by dimming the lights. Okay, my motivation may have had as much to do with avoiding the chagrin of my neighbours (most of whose homes were also dark) as making a statement.

And okay, I may have cheated a little bit – the Leafs game *may* have still been on my TV.

But hey, my little contribution was better than nothing at all, right?

If you were on the road that night, you may have been unable to take part in the symbolic gesture. I certainly hope no drivers were running down the highway without their headlights on in a misguided attempt to participate.

The energy saved during Earth Hour, although significant, is not enough to save the world. And I

Editorial Comment

James Menzies



don't think organizers of the event were foolish enough to think it would be.

Instead, it was a pretty successful effort to bring attention to the plight of our planet.

It's amazing, really, that what started as a grassroots attempt to raise awareness was so widely publicized and so incredibly successful right around the world. Kudos to event organizers, the World Wildlife Fund.

The trucking industry could learn from these folks.

Over the last several years, the trucking industry has made remarkable progress in reducing its own environmental footprint. New technologies such as EGR, advanced aerodynamics, idle-reduction devices, particulate filters – have all combined to drastically reduce the emissions created by

our industry.

These aren't symbolic gestures, these are real, long-term solutions for reducing NOx and PM.

But how good a job have we done at communicating these success stories to those outside our industry? Does your neighbour know that an enviroTruck, to steal a term from the Canadian Trucking Alliance, is essentially smog-free?

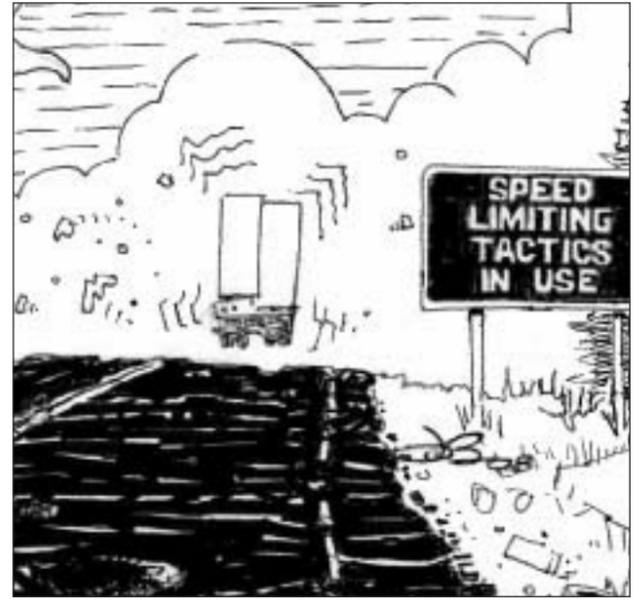
Does the paperboy understand that the next round of emissions reductions coming down the line in 2010 will essentially eliminate NOx altogether? Does your local Member of Parliament know that the trucking industry has incurred billions of dollars in expenses to comply with each new round of emissions standards put forth by the Environmental Protection Agency?

Probably not.

As an industry, we need to do a better job at communicating our success stories to the general public. We have a great story to tell, and with environmental consciousness at an all-time high, we finally have an audience to tell it to. □

@ARTICLECATEGORY:3362;

– James Menzies can be reached by phone at (416) 510-6896 or by e-mail at jmenzies@trucknews.com.



Mortgaging the future

Few roads seem more plagued by debilitating twists and turns than our path towards some sort of coherent national infrastructure strategy.

Aside from what's been happening of late on the West Coast, the rest of the country continues to be mired in delays and indecision. The degree of our ineptitude was stressed at the recent Transpo 2008 conference. As David McFadden, chair of National Energy and Infrastructure Industry Group, Gowling, Lafleur, Henderson, LLP, pointed out, all major infrastructure projects in Canada's manufacturing heartland, remain at the discussion stage or stuck in regulatory reviews. This despite the fact that congestion and delays are adding significant costs to an already beleaguered manufacturing sector. Construction on the Niagara to GTA Corridor, for example, is not likely to start for another decade, even if everything went smoothly

Viewpoint

Lou Smyrlis
Editorial Director



with the environmental assessment process.

Even if regulation was not an issue, funding is. In Ontario alone it would take an estimated \$143 billion to bring transportation infrastructure up to an acceptable standard.

Yet there's very tight competition for funding with health care pushing towards taking up to 50% of government budgets. With our population quickly aging, can we realistically expect this situation to improve? As McFadden pointed out: No government is going to stand up and say it is going to cut health care spending so it can invest more money in infrastructure

projects. There's just no chance of that happening.

For McFadden, and others, the answer lies in seeking alternative financing models. He believes that if we don't turn to public-private partnerships (P3s as they're often called) to start rebuilding our infrastructure we will all be in a lot of trouble.

But are public-private partnerships really the best way to solve our infrastructure problems?

I don't think so.

Under such arrangements, the private sector typically takes on the building of the project as well as arranging the financing to get it off the ground.

But, of course, nothing is for free. The government agrees to pay back the substantial loans secured by the private sector, usually over 25 or 30 years.

Being able to access such substantial amounts of money so quickly and delaying repayment over such a stretch of time, however, does make such arrangements an easier sell to an electorate

loathe to accept tax hikes.

But the reality is, by not paying now, we pay more later. Even supporters of public-private partnerships don't refute the fact that governments are able to borrow at interest rates that are one or two percentage points lower than that available to private investors.

A two-percentage differential on a 25-year loan will increase borrowing costs by a whopping 28%, as the *Toronto Star's* Thomas Walkom calculated for a recent column.

But it's not just a question of money. After so many years of neglect, it's also a question of leadership. Public-private partnerships may be the only option left to governments too pre-occupied with the next election to take the lead on the long-term decision making required for infrastructure projects. □

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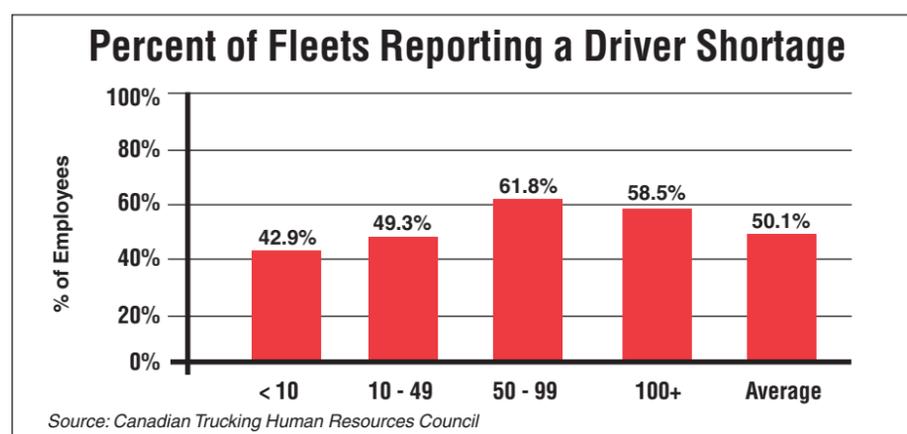
– Lou Smyrlis can be reached by phone at (416) 510-6881 or by e-mail at lou@TransportationMedia.ca.

Did you know?

The depth of the driver shortage dilemma

Despite significant improvements to its human resource strategies in recent years, trucking remains plagued with an acute driver shortage. And while that may not seem as important an issue during the current economic downturn, once the economy regains its stride and freight volumes return to normal levels, both carriers and shippers are certain to feel the impact of not having enough drivers to move all the freight that needs to be moved.

Trucking, traditionally a laggard



in human resources practices, has improved its performance in this regard. The turnover rate for Canadian fleets is down to 23% compared to 36% back in 2004, according to research conducted for the Canadian Trucking Human Resources Council. The quit rate is also down, coming in at 13% in the

latest CTHRC research, compared to 18% back in 2004.

Despite those improvements, however, the job vacancy rate is up compared to 2004, rising to 12% from 10%. More than 42% of Canadian fleets, regardless of size, report experiencing a shortage of drivers. The shortage is particularly

acute among the larger fleets.

Inadequate training is an underlying issue many feel is contributing to the shortage. Three quarters of fleet managers surveyed said although there were Class 1/A drivers available, too many were not sufficiently qualified.

Although compensation is still considered a key obstacle to attracting and retaining drivers, interestingly, it is no longer considered the main obstacle. Working conditions/quality of life was identified as the top obstacle by the majority of fleet managers (44%) participating in the survey, followed by the aging of the work force, chosen by 40% of the sample and then compensation, chosen by 39%. □



COMING TO N.B.

Long combination vehicles (LCVs) will be taking to the roads in New Brunswick. The province will begin issuing permits for their use by the end of June.

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feature of the month...

DO IT YOURSELF?: How complicated is it to set a speed limiter? That's the question *Truck News* posed to the experts at Toromont Cat.

Can Ontario possibly make it simple and cost-effective, yet also tamper-proof?

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YARD HUSTLERS

Harry Rudolfs explores the world of shunting. A look at how the equipment has evolved and why shunting appeals to a certain breed of driver.

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A TRUE HERO

Goodyear named its annual Highway Hero at this year's Mid-America Trucking Show. But the winner said the true hero was the girl whose life he saved.

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OFF THE ROADS?

Plans are underway in the Lower Mainland of B.C. to move more containers off the roads and onto ships. But is it a practical plan? Or will the costs be too much for shippers to accept?

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Question of the month

Do you support the mandatory use of speed limiters?

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Mark Dalton Survival of the Fittest Part 4



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monthly columns...



SPECIALIZED SERVICE

By Scott Taylor

Does your accountant know the ins and outs of the trucking industry? If not, you could be losing out.

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THE PAPER TRAIL

By Rick Geller

Identify at-risk drivers before it's too late and take proactive measures to help them.

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COME JOIN US

By Bruce Richards

A preview of the PMTC's annual convention for private fleets.

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RESPECT YOUR ELDERERS

By Dave Brown

We can learn a lot from our veteran drivers.

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SURVIVAL TIPS

By David Bradley

Some tips on surviving the current downturn.

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YOU'RE GIVING ME AN ULCER!

By Christopher Singh

Ulcers are a common condition for truck drivers. A look at how you can avoid them.

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departments



NEW PRODUCTS: International's new 5900i set-back front axle is designed for the toughest jobs.

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IN BRIEF

US truckers slow down to protest fuel prices

WASHINGTON, D.C. – Truckers across the US parked their rigs or slowed down to a crawl Apr. 1, to protest rising fuel costs.

Some referred to it as a strike, while others simply took the day off, in hopes of raising awareness about the impact surging fuel costs are having on owner/operators. There didn't appear to be any one organization behind the protests, but in today's Internet age, truckers have been coordinating and discussing the protest online for weeks.

There were staged protests in several areas and a rolling roadblock on the New Jersey Turnpike.

The American Trucking Associations did not condone the protests, however the group has lobbied Washington in recent weeks to help control fuel prices. The Owner-Operators' Independent Drivers Association, as a trade association, is not legally allowed to support a strike by its members.

While it's not likely to impact diesel pricing overnight, the effort seems to have accomplished one thing.

The protests caught the attention of the US mainstream media. Entering the word 'trucker' into the Google News search engine the next day revealed dozens of news reports on the activities from across the US. □

Women in Trucking reaches 1,000 member mark

PLOVER, Wis. – Women in Trucking, an organization that encourages the employment of women in the trucking industry, has signed its 1,000th member just a year after being formed.

"Our rapid growth confirms what we've known all along," said Ellen Voie, WIT chairwoman, "that an association like this was long overdue. With a very active board combined with enthusiastic members we firmly believe we can make a difference in the trucking industry. One of our goals when we started WIT a year ago was to have 1,000 members before the end of our first year. We've met that goal, and now we hope to double again within the next six months."

The group provides a platform to voice the successes and struggles of women in the trucking industry.

It promotes female-friendly work places in the industry and attempts to break down barriers to entry for women.

Members of WIT include 80 corporations, 203 drivers, 133 non-driving individuals and 56 students. Nearly 20% of members are men, Voie said. □



NO LONGER TOPS: More Canadian men now work in retail than behind the wheels of trucks, StatsCan says.

Truck driving no longer Canada's most common job for men

OTTAWA, Ont. – Retail salespersons and sales clerks have usurped truck drivers as having the most common occupation among Canadian men.

According to Statistics Canada's 2006 census report on the country's labour force, 285,800 men said they were retail salespeople or clerks while only 276,200 men called themselves truck drivers.

The number of male retail salespeople surged nearly 29% between 2001 and 2006, which ultimately gave them the edge. Retail sales was also the most common occupation for women, the census showed, with 400,000 women employed in that sector.

Statistics Canada said the growth in those jobs is a reflection of expanding consumer spending in retail stores. □

Ice road truckers to hit the big screen?

YELLOWKNIFE, N.W.T. – A major Hollywood movie studio has purchased the rights to a TV show about ice road truck drivers in the Northwest Territories, which may be used as the premise for an action film. It's been reported that 20th Century Fox has recently purchased the rights to *Ice Road Truckers*, the History Channel's documentary series, for use in an upcoming film. However, the film remains in "concept stages" at the moment.

Debuting last year, *Ice Road Truckers* followed six truckers as they hauled loads along the Contwoyto ice road from Yellowknife to the territory's diamond mines.

The show brought in 3.4 million viewers in the US, as viewers tuned in to watch how the truckers endured frigid northern temperatures and braved the risks associated with hauling industrial loads on an ice road.

Though the show is set in Canada, it is not currently available to Canadian audiences.

A production crew is filming new episodes on the winter road between Inuvik and Tuktoyaktuk, N.W.T., with four of the show's original drivers involved once again. □

– With files from CBC News

Truck News wins awards; Ritchie takes top honours

LOUISVILLE, Ky. – Joanne Ritchie, OBAC executive director and author of the *Truck News* series of columns "Voice of the Owner/Operator," won the Truck Writers of North America's (TWNA) Best of Magazine Writing award.

Ritchie's column was selected from dozens of award-winning entries during the TWNA Communication Awards ceremony, now in its fifth year and celebrated annually at the Mid-America Trucking Show.

Other *Truck News* writers also fared well at the event. Winning gold awards were executive editor James Menzies for his story 'Up in Smoke' detailing Ontario's waste oil heater ban and managing editor Adam Ledlow for his article 'Seeing Green,' which outlined the environmental efforts of a Southern Ontario fleet.

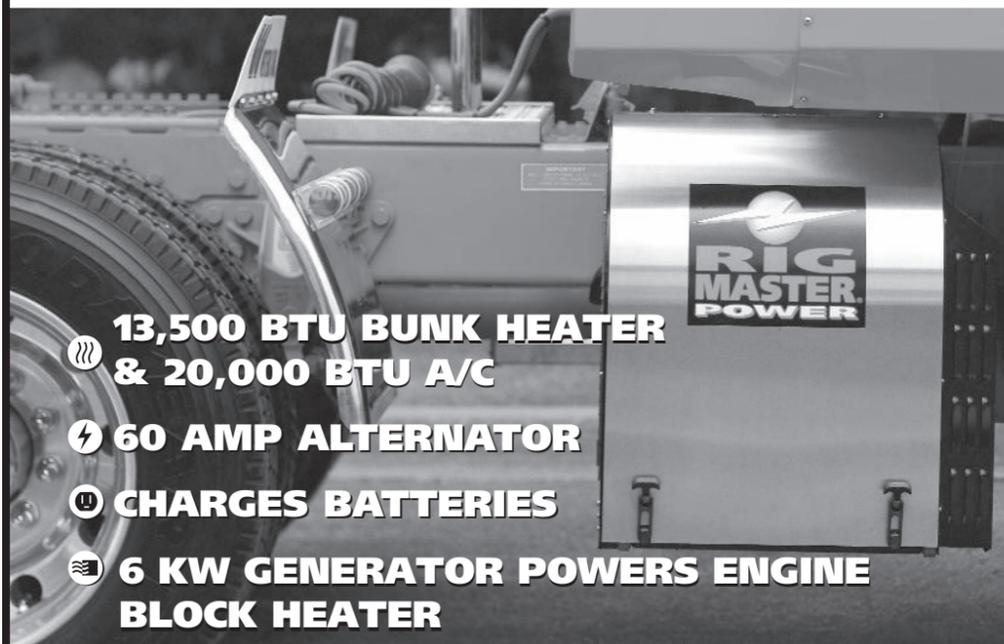
Silver awards were also presented to Menzies for his Volvo I-Shift transmission road test and Ledlow for a piece on D-trains. Also receiving a silver award on behalf of the group was JD Ney, a contributor to *Motortruck Fleet Executive* for a piece on tires, 'Let Your Tires Do The Rolling.' □

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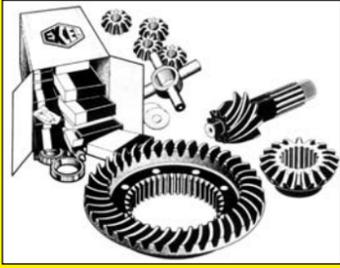
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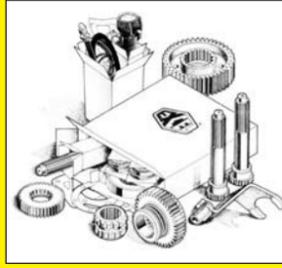
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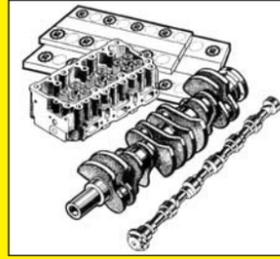
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ATA says industry will spend record amount on fuel

ARLINGTON, Va. – The trucking industry will pay a record amount for fuel in 2008, according to projections from the American Trucking Associations.

The US-based trucking industry lobby group projected the industry will shell out US\$135 billion for fuel this year, up US\$22 billion compared to 2007.

The association's president and CEO Bill Graves said the industry is experiencing the highest prolonged fuel prices in history. Fuel is beginning to surpass labour as a fleet's largest operating expense, he pointed out.

"The trucking industry is making great strides in its efforts to reduce overall fuel consumption. But an affordable supply of diesel fuel is imperative to keep our trucks moving," said Graves. "There is little to suggest that fuel prices will decline any time soon. Yet every day, ATA hears new stories from its members about how escalating fuel prices are hurting their businesses and affecting their livelihood."

Over the past five years, the cost of filling up a tractor-trailer has surged 116%, the ATA reports. The association is calling on US Congress and President George W. Bush to increase diesel supplies to counter further price spikes. □

Seatbelt usage among US truckers hits record 65%

DENVER, Col. – The number of professional truckers buckling up their seatbelts jumped dramatically in 2007 to a record level of 65%. US Secretary of Transportation Mary E. Peters made the announcement during a national conference of state commercial vehicle law enforcement officers.

"Though we've made great strides, we won't rest until 100% of commercial motor vehicle drivers wear a seatbelt 100% of the time," said Secretary Peters.

Currently, 82% of passenger vehicle drivers wear seatbelts. A survey conducted in 2003 found that only 48% of truck drivers used seatbelts. In 2006, this figure had improved to 59%.

The results announced by Secretary Peters were the findings of the largest and most comprehensive study ever conducted, officials said.

Secretary Peters credited the increase, in part, to the creation of a coalition established by the DoT in 2003 with the purpose of increasing seatbelt usage among truck drivers. She also credited a 2007 public service announcement the DoT produced starring NASCAR driver Rusty Wallace for helping to raise seatbelt awareness among truckers. □

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Ontario seeks amendments to Michigan Business Tax

TORONTO, Ont. – Ontario Premier Dalton McGuinty is encouraging Michigan Governor Jennifer Granholm to amend the Michigan Business Tax Act (MBT) and restore tax reciprocity between the two jurisdictions or risk impeding trade and worsening current economic difficulties.

In a letter to the Governor, McGuinty calls the new MBT, “a tax barrier to cross-border trade that affects at least two of Ontario’s key industrial sectors: automotive parts and trucking, both of which are major suppliers to Michigan’s industry.”

According to McGuinty, “Cross-border trade between Ontario and Michigan has flourished, in part, because of the elimination of taxes on foreign companies that do not have a permanent establishment in our respective jurisdictions. It is a long established practice in Ontario not to tax Michigan-based companies that do not have a permanent establishment in our province.” And, he added, “nor does Ontario have a gross receipts tax,” which is a key component of the MBT.

David Bradley, president of the Ontario Trucking Association (OTA), whose association, along with the Automotive Parts Manu-

facturers Association (APMA), has been leading the charge to get the MBT changed, welcomed the Premier’s intervention. “This is precisely the kind of message that needs to be conveyed to the Michigan government; that the Ontario government is watching the situation closely and is very interested in an outcome that treats Ontario companies the same way Michigan companies are treated here.”

OTA and the APMA have been working closely with the Canadian Consulate General in Detroit. Last month, a bill was passed in the Republican controlled state senate to restore tax reciprocity, and the associations are hopeful that an identical bill will soon be introduced in the House of Representatives.

OTA estimates that if imposed on Canadian trucking companies, the MBT could amount to an additional tax of \$1,000 per truck per year. “When the industrial heartland of North America is already reeling from slower economic growth, off-shore competition and a thickening of the Canada-US border, this tax is not only unfair and inconsistent with international tax norms, it only serves to worsen an already dim economic situation for the region,” says Bradley. □

Border congestion costly: Report

WASHINGTON, D.C. – A new report released yesterday says relieving bottlenecks at the US/Canada border should be made a priority during the US presidential election.

The report, published by several groups including think tank the Brookings Institution, said Canada and the US must work together to develop a “border of the future” which would take advantage of new technology to assist with the smooth flow of people and goods across the border. The report also calls on both countries to improve border infrastructure such as bridges, rail lines and ports.

John Austin, director of the Brookings’ Great Lakes Economic Initiative, said legislators must think of the region that includes upstate New York through to Minnesota as well as the southern portions of Ontario and Quebec as a single region linked by the Great Lakes.

“We’re not islands; we’re mutually dependent,” Austin was quoted as saying by the *Associated Press* recently. “We need an attitude adjustment. We have powerful attributes that we can build on and bene-

fit from, if we have effective leadership.”

However, he added growth in this key area must be a federal priority.

“There’s an obsession with China around the globe,” Austin said. “We do more trade with Canada in one day than we do over weeks and months with China.”

‘We do more trade with Canada in one day than we do over weeks and months with China.’

John Austin

The report points out that trade across the Ambassador Bridge in a single day matches the annual total of US exports to Japan.

The report criticizes increased security initiatives for shippers, including advanced notice requirements for cross-border shipments.

“What really alarms us is the speed at which these new requirements are being put on border crossings,” said Sarah Hubbard, vice-president of government relations with the Detroit Regional Chamber. “We depend on a free flow of traffic with Canada.”

The report says both countries should have a strategy in place by 2015 to reduce congestion and red tape at the border. □

– With files from the *Associated Press*

OTA: How’s Port Huron treating you?

PORT HURON, Mich. – The Ontario Trucking Association (OTA) is surveying drivers to learn about the treatment they are receiving at the Port Huron, Mich. border crossing.

The survey stems from complaints about excessive wait times and the poor treatment of drivers at the crossing. The OTA has installed a survey collection station inside the US Customs compound (secondary crossing) at Port Huron and would like all drivers to take a moment to complete the survey.

The results are completely confidential and only OTA will have access to the surveys, the association insists. The OTA will collect drivers’ comments for the next three months, and then will address concerns with US Customs Border Protection and the Michigan Department of Transportation. Ideally, OTA says it will be able to improve the drivers’ level of satisfaction. Survey forms can be obtained from the specially-marked survey station located inside the US Customs compound. They are located in the hallway where drivers line up to see Customs officers after being referred for secondary processing.

Of particular interest to OTA are details such as: time and date of crossing; how often they cross at Port Huron; whether they were treated in a professional manner by staff; length of wait time; and whether adequate seating was provided. There’s also a space to provide additional comments. □

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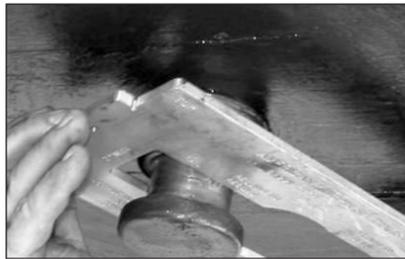
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OOIDA eyes NAFTA trade implications

■ Continued from page 1

Ontario Transport Minister Jim Bradley (no relation to OTA chief David Bradley) reads: "No person shall drive, or permit the operation of, a commercial motor vehicle on a highway unless the vehicle is equipped with a speed-limiting system that is activated and functioning in accordance with the regulations."

While the wording appears to encompass all trucks – including those built prior to the mid-90s when speed limiters first became a standard feature on engines – OTA's Bradley assured *Truck News* that only trucks with speed limiter technology built into them will be covered by the law.

"That will be clarified in the regulations," he said.

But while the wording of the legislation is likely to be fine-tuned, it now appears very unlikely that the controversial Bill will be defeated. Once a Bill is introduced in the Ontario Legislature, "it is the government's expectation that barring Opposition stalling, shifting government priorities, or unforeseen circumstances, the Bill will pass, and the government will bring its considerable resources to bear on making sure this happens," says a document on the Ontario government's Web site.

The Bill is expected to gain all-party support (remember, a member of the Opposition Conservative party attempted to introduce the law as a private-member's Bill back in 2006), which means there may not be any appetite to defeat the proposed law at Queen's Park.

The OTA says speed limiters will improve highway safety while reducing greenhouse gas emissions by as much as 280 kilotonnes per year.

OTA's Bradley said the law was "a significant step forward for highway safety and for reducing greenhouse gas emissions" and added the association "urges the Ontario Legislature to pass this legislation without delay."

But despite the momentum gained by the movement, the issue remains extremely divisive within the industry, both inside Ontario's borders and even in outside jurisdictions. The owner/operator community, represented by both the Owner-Operators' Business Association of Canada (OBAC) and the Owner-Operators Independent Drivers' Association (OOIDA) in the US, has been the most vocal in condemning the proposed law.

OBAC executive director Joanne Ritchie told *Truck News* that "MTO is pandering to a handful of carriers who are either too cheap, too lazy or too greedy to compete fairly. Rather than pay their drivers a decent rate, invest in training and anti-idle technology, and implement internal safety and compliance regimes, these carriers have bamboozled government into taking these responsibilities off their shoulders."

She questioned Minister Bradley's contention that the speed limiter law will get speeding trucks off the highway.

"Stepped-up enforcement of speed limits and reckless driving will," she countered. "The proposed legislation will not achieve the government's purported objectives of a cleaner environment and safer roads. It's a red herring designed to take the heat off the cops that have failed miserably at getting speeding and reckless driving on our highways under control."

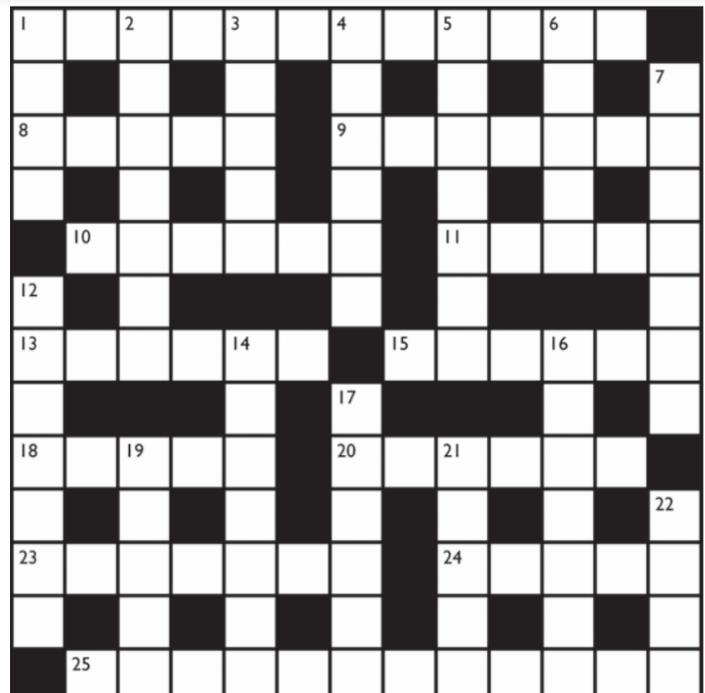
THIS MONTH'S CROSSWORD PUZZLE

Across

1. Cab-mounted monitoring device (4,8)
8. Trucks reclaimed by banks, briefly
9. New-truck-deal factor, frequently (5,2)
10. Licence-plate production venue, sometimes
11. Layover alternative to sleeper
13. Tractor-axle type
15. Modern oil filter type (4,2)
18. Dash-gauge alternative, _____ light
20. Stop at the diesel pump (4,2)
23. Mack vocational model
24. Chrysler Canada truck brand, way back when
25. A stud puller, you might say (5,7)

Down

1. Canvas cargo cover, briefly
2. Goods brought into Canada by truck
3. Succumbs to corrosion
4. Diesel-fuel specification, _____ rating
5. Atlas constituent (4,3)
6. CD-player button
7. Description of a really rural road (3,4)
12. Suspension elements
14. Documents formally presented at Customs
16. It's called Georgia overdrive
17. Yonge or Bloor
19. State with "Famous Potatoes" plates
21. An international-trade agreement
23. The H in KPH



Answers on page 89

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South of the border, the OOIDA, which represents 150,000 members, is also opposed to the law.

"We have been looking at the NAFTA implications," said Rick Craig, director of regulatory affairs with OOIDA. "We do have attor-

neys looking at it and the impact this could have on trade."

In the meantime, Craig said those who oppose the law should continue to call, write and e-mail their local MPPs. OOIDA is watching with interest, with the expecta-

tion that carrier groups in the US may follow suit if the Ontario law is successfully introduced. The American Trucking Associations (ATA) has already voiced its support for mandatory speed control in the US, although it prefers the settings to

be fixed at the OEM level.

"This really becomes sort of the first battle ground," Craig told *Truck News*.

While carrier groups in the US have expressed some support for

Continued on page 14 ■



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Bill unlikely to be defeated

■ Continued from page 13

similar legislation on their side of the border, not all US-based fleets support the Ontario initiative. Kendra Adams, acting president of the New York State Motor Truck Association told *Truck News* that the issue remains contentious among her association's members.

"Our carriers are split on it," Adams said.

The association hasn't taken a formal position for or against Ontario's proposed rule. While Adams was hesitant to comment further on the Ontario proposal, she added "In light of rising fuel prices, we're seeing more and more of our carriers reducing speed limiters on their vehicles."

Bruce Richards, president of the Private Motor Truck Council (PMTTC) of Canada, another association that has opposed the mandatory enforcement of speed limiters, says his group's position has not changed.

"We're still trying to get the Ministry to take a broader approach to speed control and not zero in on trucks specifically," said Richards. "We're not anti-speed limiters. But if we zero in on trucks, we run the risk of overlooking the larger part of the vehicle population."

Richards said he expects the Bill to become law, because "As I understand it, all the Opposition parties are in favour. It's a popular

move to make – it's a no-brainer for a politician to say 'I'm going to control the speed of trucks.'"

So with the speed limiter legislation poised to become law, attention must now turn to enforcement tactics. Emna Dhahak, senior media liaison officer with the MTO, told *Truck News* that "MTO enforcement officers will be trained on devices capable of reading speed limiter settings and detecting tampering. This technology will be used at strategic roadside locations. As well, the legislation allows the police and MTO to charge a vehicle operator and driver for not having an activated speed limiter, if the vehicle is given a speeding ticket over a prescribed speed."

She said any penalties would likely also count against a carrier's CVOR rating.

The training of enforcement officers is not yet underway, the MTO official told *Truck News*, but she said "If the legislation is passed, Ministry staff will be developing supporting regulations over the summer, after which officer training will commence."

When the regulations come into force, probably next year, MTO plans to launch an educational period of six to 12 months before cracking down with fines. For coast-to-coast reaction, see related stories, continuing to pg. 21. □

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Western reaction: Western associations want to follow suit, but provincial will lacking west of Ontario

By Jan Westell

DELTA, B.C. – Like their Ontario sister organization, the Western Canadian trucking associations support a move to limit truck speeds to 105 km/h. But unlike in Ontario, the associations have had little luck convincing their respective Ministries of Transportation to adopt the policy.

The B.C. Trucking Association (BCTA) has supported a national initiative undertaken by the Canadian Trucking Alliance (CTA) to implement speed limiters. On its own, the BCTA has supported speed limiters as being valuable from both a safety and environmental perspective, and has lobbied the B.C. provincial government on this issue, promoting the associated benefits.

"We have informed the government of B.C. of our support for speed limiters, and most recently have reminded them of the potential for a reduction in greenhouse gases associated with speed limiters," says Paul Landry, the president and CEO of the BCTA.

"The initial response that we got, when we first raised this with the provincial government is that 'speeding trucks is not an issue in B.C.," said Landry, of a discussion that happened about a year and a

half ago. "I guess we were disappointed with that response, but again: as part of our climate change package, as part of a series of proposals that we made in respect to reducing greenhouse gas emissions from trucks, we reminded the government of the value of speed limiters."

Landry says many of its members are already managing speeds, so operating in Ontario shouldn't pose a challenge.

"They either use speed limiters or they monitor the speed of their trucks and/or they take action with respect to drivers that engage in speeding practices," he says. "Speed management is very common in the industry. This is one approach to dealing with that, although some companies would prefer other approaches. But Ontario has decided that we should be using the technology that exists in the vast majority of trucks, to put something more concrete in place."

In response, a spokesperson for the B.C. Ministry of Transportation and Highways, says B.C. is part of a federal group that's considering speed limiters.

"We've been working with Trans-

Continued on page 16 ■

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Mixed messages in Manitoba

■ Continued from page 14

port Canada on this issue to understand the implications of this device at a national level, given that commercial trucks travel daily across provincial boundaries," says Jeff Knight.

Bob Dolyniuk, the general manger of the Manitoba Trucking Association (MTA), says his organization also endorses speed limiters. As for Ontario's new law, the general manager would like to see the actual wording of this new legislation before commenting further.

"I guess it has often been said 'the devil is in the details,'" says Dolyniuk, who is interested in knowing when, where, and how the new Ontario legislation will be enforced, and if the speed limiter rule will be applied to US-based trucks.

"Specifically, there's been a view that at times, Americans are treated differently than Canadians in Canada," he says. "Well, sometimes things may or may not be applied to them, and we would hope that if the intent of this legislation is applied to all trucks operating in Ontario, that would include Americans as well."

The MTA has made clear its position in favour of speed limiters to the Manitoba provincial government, and like the BCTA, has yet to reach an agreement on the topic.

"The province knows our position on speed limiters, and as a matter of fact: the province of Manitoba has recently taken steps to actually

increase the speed on the Trans-Canada Highway, and Hwy. 75, to 110 km/h, which we were opposed to," says Dolyniuk, noting the speed is presently sitting at 100 km/h.

"In spite of all our efforts, it would appear that this increase is going to happen," he adds of a higher speed limit, which is expected to be passed shortly by the Manitoba provincial government.

Colin Lemoine, a spokesperson for the Manitoba Ministry of Infrastructure and Transportation confirms that a Manitoba transport board did approve an increase in speed, which is now awaiting provincial government approval.

The Manitoba spokesperson believes that this increase is not out-of-place with other speed limits across the Western provinces.

"There are speed limits at 110 km/h in Alberta, in Saskatchewan and in other provinces. So Manitoba is not in any different position from them, but I guess that's why a federal group needs to look at the effects of these speed limits, all those types

of things," says Lemoine of a federal task force presently considering a national consensus.

The Alberta Motor Transport Association (AMTA) is also in favour of speed limiters and previously supported a proposal made by the CTA and the Ontario Trucking Association (OTA) on the matter. Like the MTA and BCTA, it is not getting any support from its provincial government to control speeds.

"We know that there are owner/operator types that seem to think that this is not a great thing to do," AMTA executive director, Mayne Root says of an opposing sentiment that doesn't support legislation for speed limiters.

"There is a whole lobby of people that believe that the (trucking) com-

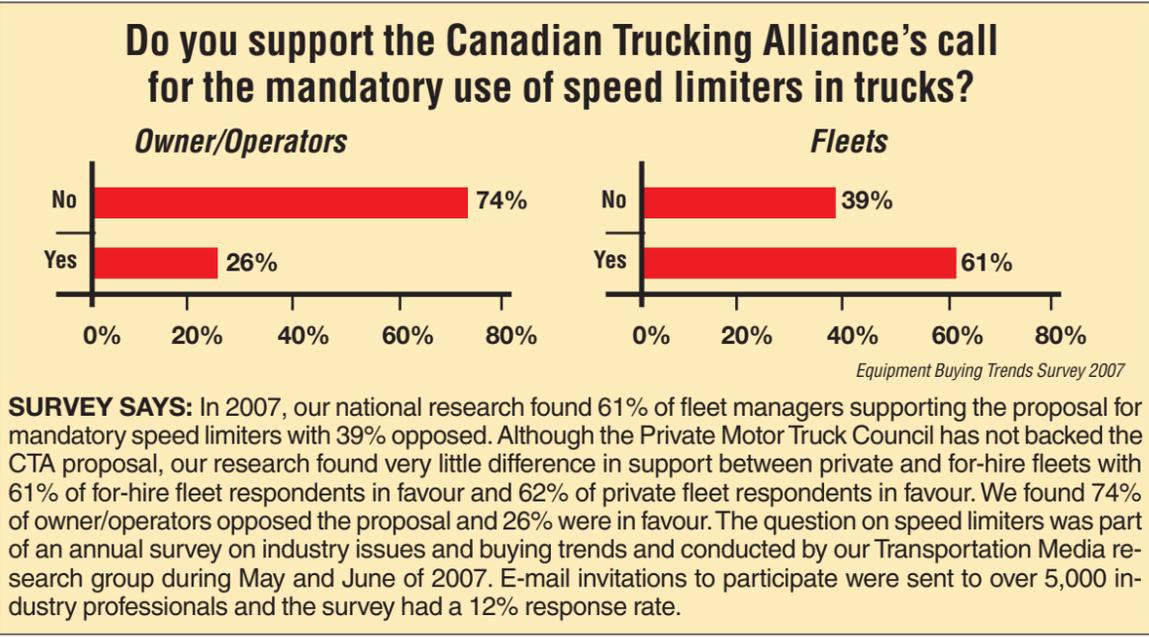
panies already have this ability."

Root says the AMTA supports the research that has been undertaken by the CTA and the OTA, supporting the reliability and cost-effectiveness of a control device that limits speed.

While Root emphasizes that the AMTA's focus is on the trucking industry, enforcing speeds with all vehicles has certainly been a topic of discussion within the association, especially with one member who spoke out recently, recollected the executive director.

"The comment he made was: 'If the speed limits were enforced, with everybody, would this be a big issue?' And, probably it wouldn't be," said Root. □

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Eastern reaction:

Will Quebec proceed with its own speed limiter law now that Ontario went first?

By Carroll McCormick

MONTREAL, Que. – Like Quebec, which passed into law three months before expected a Bill that will cap commercial truck speeds at 105 km/h, Ontario has wasted no time adopting its own 105 Bill on March 19.

One might think that Ontario's Bill 41 should help Transports Quebec to firm up its own thoughts on just when to make 105 mandatory (the law is on the books, but the start date for it has not been set), but Transports Quebec spokesperson Nicole St. Marie says, "I don't know whether the Ontario decision will have any impact on our decision here."

She notes that Transports Quebec and other provinces' administrators are still discussing 105; Quebec has been promoting the idea of a harmonious adoption of 105 laws across the continent.

"The discussions are supposed to end this spring and after, we will know whether the law can be applied at the end of this year or early next year," St. Marie adds.

Despite what Quebec might wish, however, Ontario's Bill is written to mandate 105 for all heavy trucks driving in the province, regardless of origin.

Atlantic Provinces Trucking Association president Peter Nelson speaks both to the idea of similar legislation east of Quebec, and how eastern carriers will cope with 105 in Ontario, should it be the first to demand compliance:

"Ontario's initiative in regards to enacting speed limiter legislation was expected. It is not the issue here in Atlantic Canada that it is in Ontario and Quebec. Prince Edward Island's highest posted speed limit is 90 km/h and Newfoundland is 100 km/h. More than 90% of roads in New Brunswick and Nova Scotia would be posted at 100 km/h. The major carriers and the 'work smarter' owner/operators in Atlantic Canada have slowed down as diesel prices have gone up, and they have slowed down voluntarily."

Of course, if truckers always respected the posted speed limit, most provinces would have no need for 105 laws, but point taken.

A 105 law in Ontario will pose no difficulties for New Brunswick's Sunbury Transport, according to Paul Murphy, manager of business improvement.

"Our company fleet is already governed at 100 km/h, so compliance won't be an issue."

The maximum speed of the company's trucks had been 97 km/h, but was raised to 100 km/h three years ago.

"From a safety point of view, we are self-insured. I don't care what people say: the faster you go, the more risk there is of an accident."

One *Truck News* reader com-

mented a while ago that carriers were afraid to impose top speeds on their owner/operators, for fear of offending them and causing defections to other carriers, but Murphy notes, "We manage our owner/operators' speed with Qualcomm's SensorTRACS. We review that on a weekly basis. The target with them is 105 km/h. We give them the tools for things like safety and fuel usage, but ultimately they have to manage their own rigs. We are very active in green initiatives with the provincial and federal governments. Speed is something we are work-

'It is not the issue here in Atlantic Canada as it is in Ontario and Quebec.'

Peter Nelson, APTA



ing on with our guys all the time."

Paul Easson, general manager with Eassons Transport in Berwick, N.S., explains that the carrier has activated speed limiters on all its company tractors. Some are set at 105 km/h, others at 100 km/h, depending on driver preference.

In any case, the company drivers earn a bonus for having no more than 5% of their time over 100 as well as an idle time bonus for idle hours less than budgeted.

As for its owner/operators, Easson says, "Owner/operator speed is not limited but it is monitored so we can deal with anyone who leads the group for speed."

He adds, "My personal opinion on speed limiters: Reduced speed is safer, more economical and environmentally-friendly. It is simply good business. There are some valid arguments against speed regulation but I think the benefits win hands down." □

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Speed limiter activation: Tamper-proof or user-friendly?

By Adam Ledlow

CONCORD, Ont. – Though Bill 41, which would limit the speed of big rigs operating on provincial roads and highways to 105 km/h, has not yet been passed, the odds now seem heavily weighed in the proposed legislation's favour.

Though many Ontario carriers have been governing their fleets' speed for years already, hundreds more may soon need to make the switch. This means that there soon could be thousands of trucks needing to have their speed limiters activated.

Speed limiters are electronic microchips which have been installed standard on virtually all heavy-duty trucks since the mid-1990s. The Ontario Trucking Association (OTA), which has been the main proponent pushing for



HOW IT'S DONE: Toromont Cat lead hand Matt Koski says setting speed limiters is a simple process – if you have the software. *Photo by Adam Ledlow*

mandatory speed limiters since 2005, has said the activation process is simple. But is it?

According to Matt Koski, lead

hand and dyno operator at Toromont Cat in Concord, just north of Toronto, it *is* – as long as you have access to the appropri-

ate software.

"If a man has his own truck, he can regulate speed if he has certain software – he can go in a change it to whatever he wants to," Koski says. Using a laptop or PDA, "you go into Configurations, you go into Vehicle Speed Limit, and you punch in 105. It's as simple as that."

Larger fleets are more likely to have access to the necessary software for set-up, but Koski says that any changes made to the engine's configurations will have to be done by the owner. If you're an owner/operator and don't have access to the software, taking your rig to an authorized dealer for speed limiter set-up should be a half-hour job – as long as your engine is electronic. However, if you're still operating a rig with a mechanical engine, Koski estimates about four hours of labour and \$200 in parts.

"The mechanical one is definitely going to cost you a good bit more," he says, noting that mechanically limiting your speed also isn't as precise as an electronic chip.

Fortunately, it's likely the law will apply only to trucks manufactured since the mid-90s, when speed limiters became standard, according to the OTA.

One of the main concerns is that if speed limiters are so easy to set up, won't they be just as easy to tamper with and to raise the maximum allowable speed? The short answer is yes, but don't expect to get away with it.

"The ECM (Electric Control Module) needs an input from the vehicle's speed sensor which is on the back of the transmission," Koski says.

"If 105 km/h is set as a maximum, once reached, the ECM will cut the fuel down and not allow the truck to go any faster. (However) there have been people disrupting that signal, so the ECM doesn't know what the vehicle's speed is."

Should a driver decide to tamper with the signal, the vehicle speed limit protection will kick in, Koski says. If the ECM loses the vehicle's speed signal, it will automatically go to a pre-programmed default RPM value, which will usually cause the rig to go even slower than 105 km/h.

As well, the configurations for vehicle speed, the vehicle speed limit protection, and RPM are all password-protected, so each time one is accessed and/or changed, the user leaves a "signature." Therefore, changes can be tracked back to the user – so meddlers, beware.

That said, Koski admits that there is always some way to beat the system and it's only a matter of time until someone comes up with a "tampering solution." But you'll still run the risk of ending up on the wrong end of a radar gun. And if the law is passed as written, tampering with the speed limiter settings will carry additional fines. □



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TORONTO, Ont. – The following are snippets from the many letters and e-mails *Truck News* received since posting information about Ontario's new speed limiter legislation on trucknews.com:

I'm all for safety but this is the wrong way to do this. Let the police do their jobs, as we pay fuel tax to pay them already!

I'm not saying that speeding is good, but we are a company that runs the US, where the limit is over 100 km/h. I hear there's a shortage of drivers – there's a shortage of trained drivers. The qualified drivers and owner/operators are being pushed out.

– Gord Speers

I have absolutely nothing against speed limiters for trucks. What I do have a problem with is limiting the speed of the trucks and not the cars. If you are going to limit the speed of one, limit them all.

If limiting the speed of trucks is good for the environment, then think what it would do if you limited the speed of all the cars and small trucks on the road.

– Keith Vaughan

Much more thought needs to go into speed limiters on trucks at 105 km/h. Trucks cannot maintain that speed going up most hills and they will slow other traffic. Govern them at 75 mph – this will be better for US and Canadian trucks running in both countries. Unless you're trying to keep US trucks out of Ontario.

– Brian Ferguson

I believe if this going to take place for commercial trucks, it should be mandatory for motorcycles, snowmobiles and personal vehicles as well.

Just think of the lives this would save, not to mention the environmental impact. It's about time we stop picking on just the trucking industry – what's good for the goose is good for the gander.

– Doug Scott

If we really want to cut down on greenhouse gases, the government should encourage other fuel alternatives. If they are really serious about slowing down the speed on our highways, they would monitor the four-wheelers as well.

With today's technology, it would be very easy to do so. I drive my truck under 100 km/h, a lot of time even at 95.

I know how much I am saving on my diesel bills. But when you are living in the north and where the double lanes do not exist much and we are passing each other on hills, you need some extra speed.

– Gaetan Carriere

My concern is about the safety of



everybody on the road. I was traveling westbound on the 401 near Kingston along with my wife who

was driving her truck.

Our trucks are governed at 105 km/h but my truck was a little faster

and out-pulled hers on the hills. I went to pass her as the roads were clear and there was very little traffic.

After I was about halfway up her trailer, an SUV started to flash his high-beams in our mirrors, swerving from right shoulder to left shoulder.

After I got by my wife, the SUV flew past us, cut me off and slammed on the brakes. We were both hauling B-trains and were grossed out at 63,000 kgs. I did everything in my power not to hit him and did not.

He stopped and got out, I stopped and got out. My wife called the police. The driver of the SUV and I got into a very heated dispute over me taking too long to pass my wife, which took 45 seconds.

The roads are not going to be any safer at 105, because of drivers in four-wheelers who don't have the patience to wait or the knowledge to understand.

– Andrew Barlow □

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De-mystifying the Nova Scotia cell phone ban

Will CBs be included in the ban? What about walkie-talkies?

By Carroll McCormick

HALIFAX, N.S. – On Apr. 1, Nova Scotia introduced a ban on using cell phones while driving, joining Quebec, whose own ban kicked in that same day, and Newfoundland, who has had the ban since 2003. Forgivably, given that interpretation seems to be nine-tenths of the law, speculation about exactly which communications devices fall under the ban is spawning its own micro-mini urban mythology.

Trucker William Gerhardt exclaimed in an e-mail to *Truck News*, “We are located in Lunenburg Nova Scotia and use walkie-talkie phones and were told that you can not use any device like that including CBs by a government employee who asked

transportation officials. How reasonable is a law like this?”

Great Village-based trucker, Donald Cock, tracked down by land line at the Double C Truck Stop in Debert, said, “A friend of mine in the RCMP said the 10-4 system is Okay. You just can’t have a cell phone stuck up to your face when you drive.”

However, he added, “They tell me a headset isn’t legal.”

Paul Easson, general manager of Easson Transport in Berwick, commented from his Blackberry on Easter Sunday (he was not

driving at the time), “I have not seen the actual legislation but have not heard it banned anything but cell phones.”

Wayne Onda, executive director of the Trucking Association of Nova Scotia, stated, “It is a cell phone and text messaging ban.”

Who has it right and who does not?

The wording of Bill 7 is short and sweet: “It is an offence for a person to use a

handheld cellular telephone or engage in text messaging on any communications device while operating a vehicle on a highway.”

‘Don’t start interpreting the law. Don’t embark on rumours.’

Mark Gallagher, RCMP



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Otherwise, notes the amendment to the Motor Vehicle Act, “This Section does not apply to a person who uses a handheld cellular telephone or other communications device to report an immediate emergency situation.”

So there it is: Do not use your cell phone clutched in your hand while driving. Do not text message on any communications device, while driving. If that seems too easy to believe, believe Sgt. Mark Gallagher, the official spokesperson for the RCMP in Nova Scotia.

“You can’t go beyond what the letter of the law is. We are not going to start interpreting the law. The law is the law. What I say to people is: ‘Don’t start interpreting the law. Don’t embark on rumours.’” He also stated that the RCMP is not interested in CBs or walkie-talkies.

But hang on a second. What is this text messaging business? Don’t truckers do that from their on-board computers? Hoping for more grist for a best-selling book of cell phone ban myths, I asked Easson if he thought the ban covered on-board computers.

“On-board computers have always had notices on them saying ‘Do not read while driving.’ The newest units we have now have text-to-speech so we will migrate toward that. I am sure drivers read messages while on the road regardless of the warning.”

Good answer, Paul, but now I feel millions in royalties slipping out of my sweaty paws.

The port of best hope seemed to be the Justice Department, which Sgt. Gallagher advised would give an interpretation of the law. But one reach short of the wharf I became becalmed at the Department of Transportation and Infrastructure Renewal.

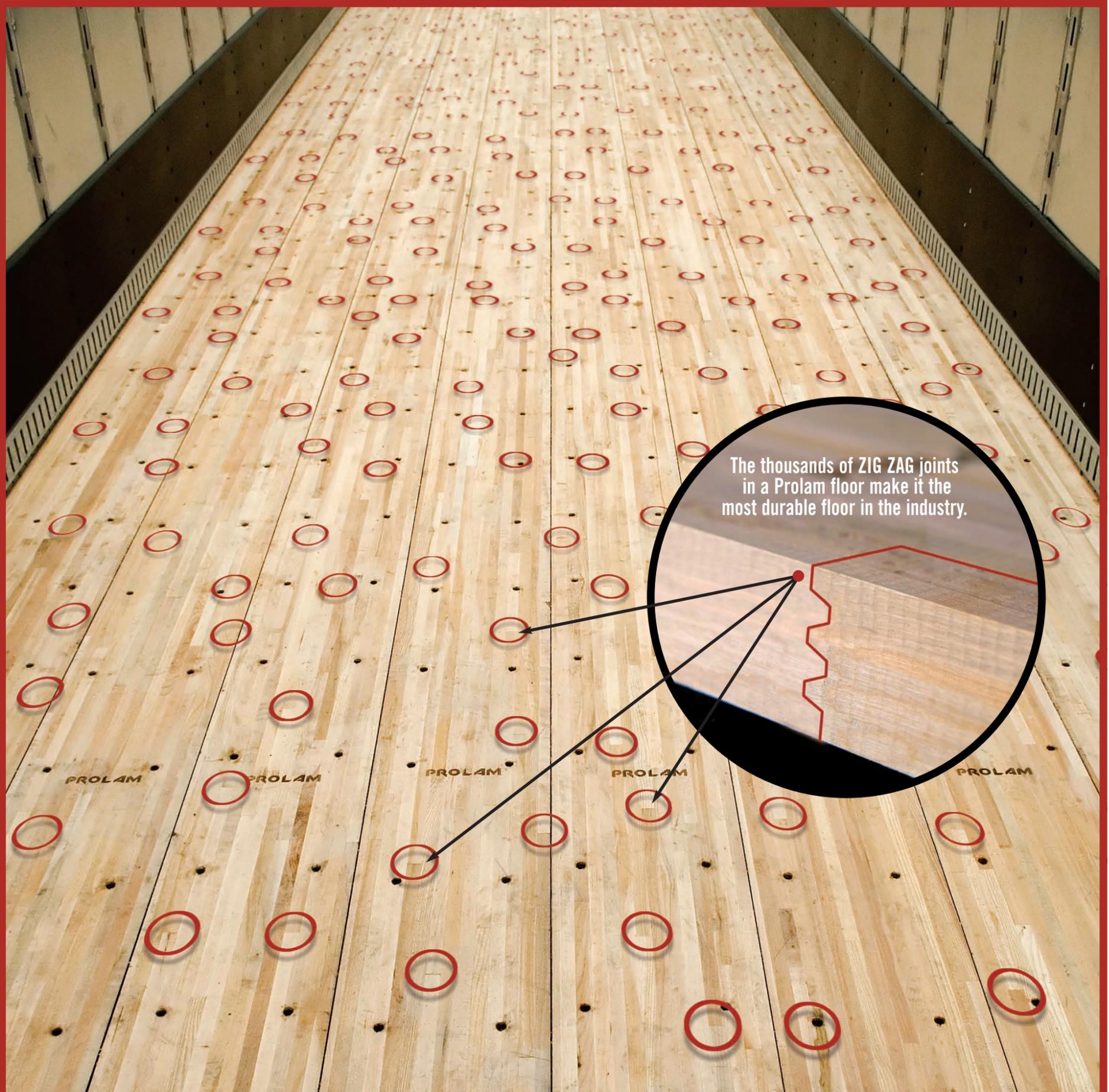
“The legislation is specific to cellular telephones. What the Bill is intended to address is cell phones, Blackberries and handheld items,” says spokesperson Cathy McIsaac. As for headsets, she says, “If it is hands-free technology, it will be permitted.”

She also stated that CB radios are not part of the ban.

Straightforward is as straightforward does, except that everyone knows that a law without fuzzy edges is like a lawyer without a job. I asked Sgt. Gallagher what would happen if a person were stopped and ticketed for using a 10-4 or CB, you know, by a peace officer who hadn’t read this article.

“If something like that were to happen, people must realize the information on the ticket has to go to the Crown prosecutor first. They have to be comfortable before the charges go ahead. This has happened before.

“The people could be contacted and told that the charges would not be laid. If you receive a ticket and don’t agree with it, the side of the road is not the place to debate it. Inform yourself as far as the letter of the law. You can call the province and get an interpretation of the law in writing. Take it to the RCMP and discuss it. If there is no discussion let the courts decide.” □



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LCVs get green light in N.B.

FREDERICTON, N.B. – Applications from the trucking industry to operate long combination vehicles (LCVs) under special permit on four-lane highways in New Brunswick will be accepted by the Department of Transportation effective June 30.

An LCV is a twin semi-trailer combination with an overall length of 40 metres.

They have been operating on Routes 1 and 2 between Saint John and Dieppe as part of a pilot project since 2005.

The safety of these vehicles has been subject to a University of New Brunswick study that determined they were safe for use on New Brunswick's four-lane highways.

"These types of operations can provide transportation efficiencies contributing to our Atlantic Gateway work and our provincial agenda to become self sufficient by 2026," said Transportation Minister Denis Landry.

"The operation of LCVs on major corridors can also provide environmental benefits such as fuel savings and greenhouse gas reductions that contribute to the province's Climate Change Action Plan."

Landry said that the department will be applying strict permit and operating conditions to all carriers approved to operate



LONG TIME COMING: Long combination vehicles (LCVs) are finally gaining acceptance in some regions of Canada. New Brunswick is accepting applications for permits beginning in June.

LCVs in New Brunswick.

Companies will be required to submit to the Department of Transportation a detailed application covering such items as access to origin/destination, commodities transported, and driver and vehicle information.

The department will review the applications against established criteria to determine if a special operating permit will be issued.

Further information regarding the approval process and vehicle specifications for LCV operations in New Brunswick may be obtained by contacting the Department of Transportation at 506-453-2802. □



A GOOD CAUSE: Bradley Crowe (left), son of Craig Crowe Trucking owner Craig Crowe, accepts the Small Business Safety Excellence Award on behalf of his father during the recent awards ceremony.

NSTSA holds first-ever safety awards

KENTVILLE, N.S. – The Nova Scotia Trucking Safety Association recently held its first Safety Excellence Awards, honouring some of the safest carriers and industry leaders in the province.

The awards were held during NSTSA's 2007 annual general meeting in Halifax on Feb. 27. Attending as guest speakers at the event were Murray Scott, Minister of Transportation and Infrastructure Renewal, and Nancy MacCready-Williams, CEO of the Workers' Compensation Board of Nova Scotia, who also doled out the Safety Excellence

Awards to the following recipients:

Small Business Safety Excellence Award: Craig Crowe Trucking of Truro, N.S.

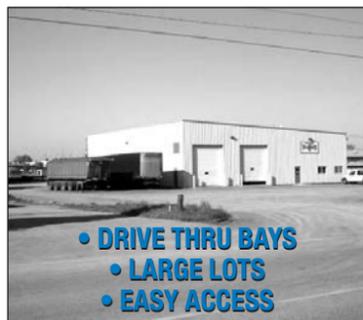
Large Business Safety Excellence Award: Holland's Carriers Ltd. of New Germany, N.S.

Occupational Health & Safety Committee Safety Excellence Award: Midland Transport, Sydney Terminal.

Progress Achievement Award: Day & Ross, Dartmouth Terminal.

Partner Recognition Award: Paul Cormier, Nova Scotia Transportation and Infrastructure Renewal. □

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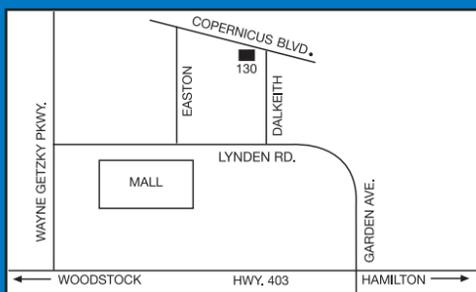
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Quebec trucker shut out of US

By Carroll McCormick
GATINEAU, Que. – One day before heading south in his company rig, Daniel Martineau opened a letter from the Societe de l'assurance automobile du Quebec (SAAQ). To his astonishment, it advised him that his Class 1 licence was only valid in Canada.

"I was ready to leave for the US on March 5. If I had left before that letter arrived, I would have gotten into shit. My driver's abstract shows that I can't drive anymore in the US," says Martineau. Over the next two weeks he scrambled, unsuccessfully, to figure out how this had dropped on his head, while pulling domestic loads to keep some cash coming in.

Then another letter arrived from le Service de l'evaluation medicale, the same branch of the SAAQ that prepared his letter, informing his wife Rita Gagnon that her Class 1 for the US was also worthless because of a hearing problem.

As far as Martineau could gather after two weeks of burning up the phone lines, the US and Quebec cooked up this restriction sometime in early February. "I don't know why they came out with this rule now. I would like to find out why, after 10 years – Boom!"

In actuality, the seeds of Martineau's dismay were sown in 1998 at the beginning of his second career as a long-haul trucker, after leaving his job as director of warehousing for Loeb.

His pre-licence medical had uncovered a problem with his binocular vision. It could have disqualified him immediately from getting his Class 1, but SAAQ granted it anyway, using its pouvoir discretionnaire (discretionary power). The only restriction was that he could not drive taxis, buses or ambulances.

This seemed harmless, but what escaped Martineau's attention for a decade is that under a 1999 Canada/US Medical Reciprocity Agreement, and apparently even before that, his Class 1 had never extended to driving tractor-trailers in the US. Before the Reciprocity Agreement was signed, truckers had to carry separate medical fitness cards. But recognizing that their medical standards for commercial drivers were nearly identical, the two countries agreed to recognize the commercial driver's licence as proof of medical fitness to drive south or north of the border.

However, according to an Ontario Trucking Association document, the agreement forbade Canadians who had "insulin-dependant diabetes, had monocular vision, were hearing impaired or were epileptic on anti-convulsive medication" from driving in the States.

A slightly different list of medical conditions in an SAAQ brochure does not explicitly mention monocular vision, but does include any Class 1, 2, 3 or 4B licence granted under its discretionary power.

So far so bad. A goal under the re-

ciprocal agreement had been to flag disqualifying medical conditions with a Code W (Condition W in Quebec), a universal indicator that was to appear on driver's licences. But according to Audrey Henderson, director of programs with the Canadian Council of Motor Transport Administrators (CCMTA), "Code W was put into abeyance while the US finishes looking at its medical processes. As far as I know, the US is still reviewing and developing that."

In fact, says SAAQ, there was a delay in applying the reciprocal agreement, period. Somehow or other, drivers like Martineau did not pick up the fact that they had no

licence to drive in the US. One SAAQ official did admit, however, that early SAAQ letters were so garbled that it finally solicited the help of school children to judge their comprehensibility.

In 2006 SAAQ began a push to work on the agreement. It mailed letters to over 7,500 heavy truck owners and Class 1, 2, 3 and 4B licence holders, advising them of conditions of the reciprocity agreement. But only on Feb. 25, 2008 was the SAAQ computer system able to begin sending letters to drivers advising them of their Condition W status. One stick in the eye in this tale, which cost Martineau and his wife \$3,600 in income by Mar. 21, is that what counts as inadequate monocular vision, or distant binocular acuity, or microstrabismus, whatever, reportedly varies between Quebec, CCMTA and the US Federal Highway Safety Administration.

"The US is in the process of renewing its medical tests, as is

Quebec. We are trying to harmonize as much as possible the tests between Quebec and the US and Quebec and the rest of Canada," explains SAAQ's Sylvie Boulanger.

The kicker is that were Martineau a US resident, he might qualify for his Class 1. But the only short-term hope for this trucking couple was that the new medicals they took in March will demonstrate that the pouvoir discretionnaire can be removed, letting them head south again. "This," says Boulanger, "is a problem we are examining in order not to penalize Quebec drivers who want to drive in the US."

And as luck would have it, this story has a happy ending. Just as *Truck News* was heading to press, Martineau called to confirm the March medicals taken by he and his wife have vindicated them.

The pouvoir discretionnaire was indeed removed, and both of their abilities to run into the US were restored. □



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Forum to explore green trucking

TORONTO, Ont. – Natural Resources Canada’s eco-ENERGY for Fleets (FleetSmart) and the US Environmental Protection Agency’s SmartWay Transport Partnership are holding a forum for transportation industry professionals to explore practical solutions to today’s ‘green’ challenges. The FleetSmartWay Forum will focus on the return on investment from green practices and managing education, training, and technology necessary for success in a green world.

“A series of seven panels over two days, highlighted by an engaging keynote speaker, will provide delegates with the tools and knowledge required to calculate the costs to implement green practices in their fleet operations,” organizers said in a release.

The first day will focus on calculating the return on investment in corporate operations, driver training and technologies. The second day will focus on building a green plan, overcoming barriers, and managing, measuring and encouraging success. The final word will come from the buyers of green services.

Organizers say the forum will be of interest to fleet executives and managers, supervisors, driver trainers, labour representatives, training schools, carriers and shippers, government officials, and consultants serving the on-road transportation industry.

The event will take place at Weston Bristol Place Hotel in Toronto Sept. 30-Oct. 2. An early bird special of \$525 per person is available for those who register before Aug. 29. The cost is \$595 thereafter. Single day purchases are also available for \$325. Details are available by contacting Leah Quelch at leah.quelch@antian.ca or by calling 888-758-1122. □

CTA wants provincial trade made easier

OTTAWA, Ont. – The Canadian Trucking Alliance is urging Canada’s Premiers to make progress on promises made more than six months ago that would strengthen domestic trade between provinces and territories by reducing barriers to trade flows. Last August, Canada’s Premiers announced they would be working to harmonize transportation regulatory codes and eliminate those standards and regulations that are “unjustifiable” barriers to trade in the transportation sector. The Premiers instructed ministers responsible to do this work by July.

CTA initially welcomed the news, having long argued that since trucking is primarily regulated by the provinces, the industry is subject to a patchwork quilt of provincial regulations and standards. With the July deadline fast approaching, CTA is looking to see some progress and has written to the Council of the Federation (whose membership is made up of the provincial Premiers).

CTA says that the lack of harmonization in trucking regulations is most harmful in three key areas: the National Safety Code (NSC) for trucks, truck weights and dimensions standards, and taxes on new tractors and trailers. □



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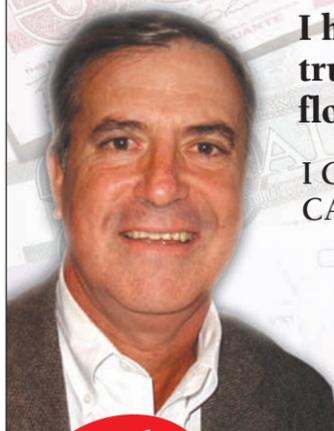
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Container barges on the Fraser River may reduce pollution, at a cost

By Jan Westell

SURREY, B.C. – The Vancouver Fraser Port Authority is promoting a plan to use the Fraser River as a transportation route for shipping containers on barges.

A discussion about using the Fraser River to short-haul container barges was put forth by the chief operating officer of the VFPA. Chris Badger was speaking at one of a series of public dialogues on sustainable growth and the economy, organized by Metro Vancouver recently. It's an environmental concept, intended to cut down on trucks that travel between Vancouver and Hope.

"We think it's a wonderful idea," said Badger, after the meeting. "The competitive cost of trucking is continuing to increase. We believe it's going to become very cost competitive."

When asked about the potential for more pedestrian ferries in the Metro Vancouver area, not unlike Sydney, Australia and Hong Kong, Badger wasn't quite as enthusiastic about getting cars off the road, in favour of truck movement.

"Companies have tried to set that up. The trouble is, cars are fairly in-elastic," said the former director of operations and harbour master for the Port of Nanaimo, where pedestrian ferries failed to gain acceptance, as



PRACTICAL?: The Fraser Port Authority would like to move containers from road to river in hopes of relieving congestion and reducing emissions.

he says has happened elsewhere in the Lower Mainland. "Costs are closer with trucking and barging. The potential is definitely there."

The president of the B.C. Trucking Association is skeptical about the logistics of using container barges on the Lower Fraser River, although Paul Landry can see some environmental advantages to the plan.

"If the waterways can be used to take pressure off the roads, it's probably a good thing," he said.

Presently containers that arrive by ship are unloaded and stacked, explained Landry. A truck picks up the container, and delivers it

to the customer, which could be nearby in the Lower Mainland, or a longer distance – across the country. Adding a barge to that transportation plan, may get complicated, and costly, according to Landry.

"Since the containers don't move themselves, it will be trucked to its final destination," says Landry.

Landry compares the concept of barging containers to Hope with flying an aircraft from Vancouver International Airport to Langley, a short distance, and maybe not worth the effort considering the logistics involved, de-

spite the environmental benefits.

"Yes. You get people off the roads," says Landry, who can understand the appeal of fewer vehicles on the road and the environmental benefits. "There are other things to be considered," he adds.

In Badger's discussion in favour of container barges, he noted that the container-carrying capacity of the Lower Fraser River could be increased by up to 10 times to create a water-based container highway that would take thousands of trucks off the road. The cost of transferring containers more than once – from deep-sea vessels to short-haul vessels and then to trucks or rail – in their trip from port to market has been prohibitive until now, he added.

Such a system could vastly reduce the number of kilometres driven by trucks to deliver goods from the port to local businesses, according to Badger. Rather than trucking a single container through the most densely populated part of B.C. to get to a warehouse or a Canadian Tire in Surrey, hundreds of containers could be brought to a terminal on the Fraser in Surrey.

Fraser Docks already handles 200,000 to 300,000 containers a year in Surrey, and Badger says the container traffic on the Fraser is only at 10 to 15% of capacity. □

B.C. puts the brakes on high-polluting trucks with new regulations, fines

VANCOUVER, B.C. – Drivers of trucks that emit smoke are now subject to fines in B.C., thanks to a law that was announced recently by the provincial government.

The new regulations came about after the Ministry of Transportation and Highway's AirCare On-Road (ACOR) program changed from an educational system to an enforcement system, with the introduction of fines to drivers of high-polluting diesel trucks.

"The exhaust from diesel vehicles contains particulate matter, which damages our health and our environment," said Transportation Minister Kevin Falcon. "We want to reduce smog-forming emissions from heavy trucks across B.C., and that's why we are launching a

new system of issuing fines to high-polluters."

Two mobile testing units will conduct spot checks on the road, as well as periodic enforcement at inspection stations across the province. The units are operated by certified ACOR inspectors with the transportation ministry's Commercial Vehicle Safety and Enforcement (CVSE) unit, which has the authority to stop commercial trucks that are emitting smoke. If the vehicle exceeds legislated emissions standards, the driver will be issued a \$95 fine and a warning to obtain mechanical repairs within 14 days.

ACOR inspectors use the standard snap acceleration test to measure the opacity (how much light is blocked by the smoke) of diesel

emissions. The test is accepted in North America as the standard test for identifying malfunctioning diesel engines. Higher opacity readings are connected with higher particulate matter emissions.

In other words: vehicles with dark smoke are more likely to be tested, because dark smoke is a sign the vehicle may be operating outside allowable limits. For an engine that was built pre-1991, the maximum allowable opacity is 55%; for a model built 1991 and later, the maximum allowable opacity is 40%.

Falcon noted that it's in the best interest of truck drivers to keep their vehicles running clean. "A well-maintained diesel engine means cleaner air, lower fuel costs, lower maintenance,

and a longer engine life."

B.C. is concerned about emissions standards, not only to promote clean air, but also to prevent secondary consequences and reap the benefits, according to the B.C. environment minister. "Clean technologies could save our health-care system up to \$85 million a year – and alleviate the human suffering that cost represents," said Barry Penner. "B.C. is already the first province in Canada to make emissions reduction technology mandatory in older commercial transport diesel vehicles."

The province introduced a new hotline, which will allow B.C. citizens to report an excessively smoking truck: 888-775-8785.

For more information, visit www.th.gov.bc.ca/ACOR/. □

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Make sure your tax preparer knows trucking

It's May and the snow is gone and hopefully your income tax return is as well. But really, how the heck are you supposed to know whether your tax return and business income and expenses were handled correctly?

We get a lot of calls from owner/operators looking for assurance or insight that their affairs were handled properly. They ask about everything from meal claims to spousal income splitting to CCA classes and deductions. These are important issues to understand, because you're responsible for the accuracy of your tax return, not your accountant or tax preparer.

What kind of errors do we find? Let's break it down into three categories:

Income

We're all looking to reduce our tax obligation. But one fellow called and asked me to review his return because he suspected that his taxable income was *too* low. I don't hear that very often.

The owner/operator sent me his 2004 to 2007 income statements and receipts and I recognized the problem right away: his fuel expense as a percentage of his gross income was too high.

The carrier he works for shows its fuel surcharge under the heading "reimbursements" on its broker settlements. Normally, a reimbursement should not be recorded as in-

Tax Talk

Scott Taylor



come when an owner/operator is getting money back for tolls, permits, or other expenses that the carrier pays for. A fuel surcharge is different. It should be recorded as income or reduction to the fuel expense.

Funny thing is, the other accountant handled the fuel reimbursement correctly in 2004 and 2005, but not in 2006 and 2007. Maybe he was in a rush, or the return was handed off to a junior staff member with less experience.

Regardless, if the owner/operator hadn't questioned the return, the mistake may have triggered an audit. CRA could assess for all the corrected tax bills at once, and charge additional expensive interest and penalties.

Sloppy GST/HST reporting

You can recover the GST/HST you paid or owe on purchases and expenses related to your business by claiming input tax credits on your GST/HST return. Sounds simple enough. Yet GST/HST for commercial carriers has its own set of wrinkles. For example, while review-

ing an income statement and balance sheet I discovered that the owner/operator's bookkeeper didn't claim the HST he paid on a trailer purchase into his refund. The bookkeeper's response was that he didn't have all the paperwork.

I guess he was too busy to pick up the phone and call his client for the details. I believe that had I not questioned it, the refund would not have been claimed. The owner/operator will get a nice payback for simply reviewing his accounting, but his bookkeeper made a silly mistake. Of course there was GST/HST on the purchase. When was the last time you bought something and GST/HST wasn't charged?

Personal and corporate finances

I had another incorporated owner/operator come in with his financial statements looking for advice. He was using another accountant and had questions about how things were handled between his corporate statements and his personal return. I understood his confusion.

The headings and breakdowns of items were so non-specific, clearly the accountant didn't have a trucking background. So we put a short list of questions together for him to present to his accountant. He called me a week later to say that the accountant was offended that he was questioning things. Well folks, financial statements are no good if they

can't be understood. After all, you are running a business. Do you just want your taxes done or do you want some tax planning as well?

For example, 2007 was a tough year and many owner/operators showed low incomes. Did your accountant call you to discuss reducing your depreciation claim on your equipment? Reducing your available CCA in a low-income year and paying a small, reasonable tax bill is better than claiming it all and paying a ridiculously small tax bill.

You can level off your income for future years when (hopefully) you make good money and you can claim the CCA you saved against a high income.

Look, no one's going to ask me to back up a tractor-trailer to a loading dock. I can barely back my utility trailer into my driveway. You're the professional driver – that's your job. In the same light, you hire an accountant to guide you through the financial aspects of your business. When it comes to your accounting, make sure you get the right professional help. □

– 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 or call 800-461-5970.

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Polish the crystal ball

Identify high-risk drivers before it's too late

It is easy to understand why fleets want to re-train drivers in the wake of a crash.

Certainly, managers want to correct any of the bad habits that led to the incident in the first place.

Safety should be a priority at every company.

The problem with this reactive approach is that the damage has already been done. Business has been disrupted, property has been destroyed, and people have been hurt.

A more effective High-Risk Driver Intervention Strategy will identify the worst habits of all, correct these issues, and avoid a crash before it happens – and you don't need a crystal ball to make that possible.

Indeed, by comparing your employee records to the experience of other fleets, you can identify the high-risk drivers who present the greatest likelihood of a crash, and intervene before an incident ever occurs.

Consider the valuable research that allows you to predict these situations.

According to the US Federal Motor Carrier Safety Administration, 28% of truck drivers have recorded some form of violation in the past year.

That statistic is particularly troubling when you consider the American Transportation Research Institute (ATRI) study that makes a clear connection between each type of violation and the likelihood of a crash.

For example, drivers who are cited for reckless driving are 325% more likely to be involved in a crash in the next year; speeders are 56% more likely to bend steel, break glass or crack fiberglass during the same time period.

Every violation is a cause for concern, whether it involves the first speeding ticket or a motorist's complaint about an erratic lane change.

Even an Electronic Control Module can offer some insight into a driver's troublesome habits. After all, fuel economy will certainly suffer if a driver has a lead foot, and an excessive number of hard braking events will identify someone who tends to tailgate.

By using the industry statistics, however, you can identify the specific actions that present the biggest likelihood of a future incident, and make these a priority of your intervention program.

Your insurance company's safety advisor can also use these statistics to calculate the financial impact of the future crashes, and generate a figure that can be used to justify any related training investments.

The true financial impact of these crashes might shock many fleet managers.

Simple math tells us that a fleet with an operating ratio in the neighborhood of 2% will need to



Ask the Experts

Rick Geller

raise an extra \$1.25 million in revenue to recover a mere \$25,000 in collision-related costs. To put it another way, a relatively small crash may require every employee in a small fleet to work several months without realizing any profit.

You can't afford to overlook the opportunity to avoid an incident like this.

If an existing employee or a po-

tential hire has a speeding ticket, it is important to recognize that this person may be falling into the "high-risk" category of drivers. A detailed over-the-road evaluation is vital to determine the nature of the problem as well as any issues with the related attitudes.

Even your best drivers can fall into bad habits, but there is an important distinction between this group and the high-risk drivers. The best drivers or job candidates will be visibly upset by the first blemish that appears on a clean abstract, and they will embrace any opportunity to improve their skills to ensure that such incidents never happen again, in contrast to drivers who blame everyone except themselves.

These are the individuals who will try to justify a speeding ticket by complaining that police officers were sitting at the bottom of the hill, and will avoid telling you about such violations as long

as possible.

In the words of the Transportation Research Board of the National Academies: "90% of the time, high-risk drivers think they are very good drivers."

But you know better, and you can do something about it.

This is the time to intervene in their bad habits and poor attitudes, and prevent the crashes that are coming. □

– Rick Geller is national manager of safety and training services for Markel Insurance Company of Canada and has more than 25 years experience providing loss control and risk management services to the trucking industry. Send your questions, feedback and comments about this column to info@markel.ca. Markel Safety and Training Services offers specialized courses, seminars and consulting to fleet owners, safety managers, trainers and drivers.

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Canada's private carrier community to meet in June

The Private Motor Truck Council (PMTC) of Canada has prepared an informative agenda for its June 2008 conference and everyone in the trucking community should have this event marked on their calendar.

The dates are June 19-20, and we are returning to Queen's Landing in the heart of Niagara-on-the-Lake, Ont. This beautiful hotel is reminiscent of a southern mansion and has easy access to many of the area's attractions. This annual conference has become the single best opportunity for those involved with private trucking to join their peers and industry suppliers in a relaxing forum where they can participate in educational and instructive seminars on current issues. The seminars cover a wide range of topics and this review should convince any fleet manager of the value of spending some time with other fleet operators and industry suppliers. The agenda includes seminars topics such as:

- *Trucks and Terrorism:* How criminals and terrorists can infiltrate your fleet, and how you can protect against them;
- *Human Resources: Trucking's Most Important Asset;* A review of H.R. projects and new tools available from the Canadian Trucking Human Resources Council;
- *Keeping it Green:* A panel of industry professionals discuss creative steps they have taken to reduce their



Private Links
Bruce Richards

company's impact on the environment;

- *Outlook on Trucking:* James Menzies, executive editor of *Truck News/Truck West* will provide insightful views on the state of trucking in Canada and some thoughts on the future;

- *2010 - We're Doing It Again:* With a new round of emissions restrictions scheduled for 2010, now is the time to learn about the technology options that will be available. Presenters will discuss lessons learned from the 2007 experience and explain how they plan to comply with the 2010 regulations.

Let me preview a little of what you can expect to learn during the conference:

Criminals and terrorists can infiltrate even the best-run fleets and use them for their own purposes. Following 9/11, the US and Canada joined forces to develop this seminar to teach fleets and enforcement personnel tactics for reducing the risk - the seminar will deliver practical and valuable advice for safeguarding your fleet.

The Canadian Trucking Human Resources Council is the leader in developing tools for managing people in the trucking community. CTHRC will review its most current projects including Career Awareness, Closing the GAP, and the Guide to Human Resources: Practical Tips and Tools for the Trucking Industry. As a bonus, the guide will be available at a special PMTC conference price.

There are many ways to reduce the impact your fleet has on the environment and the companies on our panel have each taken creative approaches to the issue. The environment is first on everyone's list these days, and the panel will share ideas on how you can help to keep it green.

It's always interesting to look back on events that have impacted the trucking community and to speculate a little on the future. James Menzies, executive editor of *Truck News* will do just that as he addresses our breakfast seminar.

Remember the concerns with fuel emissions regulations in 2007? Well, we are going to go through it again in 2010. This seminar will explain the technologies available to meet the new regulations, and discuss lessons learned in 2007.

And of course we'll mix in a little social time at the Chairman's Reception and Dinner evening, where we will experience an evening

of great food and entertainment featuring a trio of stand-up comics with fabulous reviews.

A highlight of the conference is the Annual Awards Luncheon. This is the event at which we celebrate the best that trucking has to offer. The Private Fleet Safety Awards, sponsored by Zurich recognize some of the safest private fleets in Canada. We continue celebrating excellence with the induction of professionals into the Hall of Fame for Professional Drivers, sponsored by CPC Logistics. The Hall of Fame resides on the PMTC Web site (www.pmtc.ca) where you can see the names of those enshrined.

And of course the Vehicle Graphics Design Awards, sponsored by 3M Canada are always a crowd favourite. You'll enjoy seeing the creative designs that carriers (private and for-hire) use to promote their products or services. It's a colourful presentation of extremely effective marketing tools.

Conference registration information is available on our Web site or by calling the office at 905-827-0587. Register now and please, say hello when you're there. □

- *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.*

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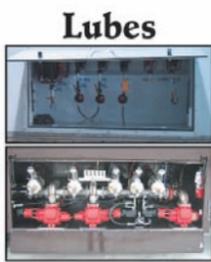


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Thursday, June 19

9:00 am **Registration and Coffee**

9:30 am **Seminar I: Trucks and Terrorism**

Criminals and terrorists can infiltrate even the best-run fleets and use them for their own purposes. Since 9/11 fleet operators and enforcement personnel have expressed concern with preventing illicit use of truck fleets for criminal purposes or terrorist attacks.

The United States FMCSA and Canada's RCMP have developed this seminar for fleets and enforcement personnel to teach effective tactics for reducing risks. This seminar will offer practical and valuable advice for safeguarding your fleet.

Our presenter, Constable Paul Webb, is the Criminal Interdiction Coordinator for the Niagara Regional Police force and he has extensive experience with this subject.

11:45 am **Conference Lunch**

1:15 pm **Seminar II: Human Resources - Trucking's Most Important Asset**

The Canadian Trucking Human Resources Council is the leader in developing tools for managing people in the trucking community. Linda Gauthier, CTHRC's Executive Director will moderate presentations on recent CTHRC projects such as new *Career Awareness* tools, ongoing *Closing the GAP* events, and *Your Guide to Human Resources - Practical Tips and Tools for the Trucking Industry*.

Note: Copies of Your Guide to Human Resources will be available for purchase at a special PMTC conference price.

3:00 pm **Seminar III: Keeping It Green**

Reducing our impact on the environment is one of the key challenges faced by industry today. We've assembled an interesting panel of companies that have taken significant steps to do just that and each will describe what worked for them and the hurdles they had to overcome to do their part in keeping it green.

6:30 pm **Chairman's Reception and Dinner**

Every conference needs a break from business and we've lined up an evening of laughter to help you unwind after day 1. We've called on Russell Roy and friends to provide a 3-act comedy show with some of the funniest comedians around. These seasoned comedians will deliver a night of fantastic entertainment, as they take to the PMTC stage following dinner in the Grand Georgian Ballroom.

Friday, June 20

8:00 am **Registration and Buffet Breakfast**

9:15 am **Seminar IV: An Outlook on Trucking**

James Menzies, Executive Editor of Truck News/Truck West will address this breakfast seminar with views on the state of trucking in Canada and some thoughts on what might be in store for the future.

10:30 am **Seminar V: 2010 - We're Doing It Again**

2010 will bring a new round of emission restrictions that will affect truck engines. Presenters in this seminar will discuss the lessons learned in 2007 and explain the technologies available to meet the 2010 standards. It's timely information that fleet operators need as we approach the new round of regulations.

12:15 pm **PMTC Awards Luncheon Reception**

12:45 pm **Annual PMTC Awards Luncheon**

Join us as we celebrate some of the very best in trucking with our annual awards ceremonies:

- Some of Canada's safest private fleets will receive the PMTC - Zurich Private Fleet Safety Award in recognition of superior safety performance.
- The PMTC - CPC Logistics Hall of Fame for Professional Drivers will welcome new inductees with many years of safe driving - truly the cream of the crop.
- The PMTC - 3M Canada Vehicle Graphics Design Awards, always a highlight of the conference, will salute creativity and imagination in vehicle graphics design.

2:30 pm **Conference Adjourns**

**Registration Questions?
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¹Fee includes all events and meals for both days

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Note: Those cancelling prior to June 9, 2008 will be entitled to a refund less a \$50.00 processing fee. No refunds will be offered after June 9, 2008.



Regulation of truck training schools under Private Career Colleges Act

Currently, there are 105 truck training schools in Ontario which are registered as private career colleges. That's 20% of all registered private career colleges. Clearly, this is a segment of post-secondary vocational training that cannot be ignored by the provincial government.

I am devoted to dispensing legal advice to a broad cross-section of private career colleges, and the national and provincial career college associations. Private career colleges or "trade schools" as they are sometimes referred to, are critical to economic growth in Ontario. Here is a non-exhaustive list of why we can expect growth in the trades:

- The number of skilled trades people over the age of 50 is growing, and existing birth rates are too low to replace the aging workforce;
- There are over 100,000 emi-



grants to southern Ontario each year, many of whom can prosper learning a trade and filling the "labour-market demand";

- Domestic infrastructure is aging, and needs to be replaced;
- Developing countries are building infrastructure at an alarming rate, and Canadian-trained workers are in demand abroad;
- The void for trade schools is not being filled by other types of institutions such as publicly funded community colleges.

Transportation and logistics companies are integral to replacing

existing infrastructure, transporting products in the ordinary course (ie. your grapes and bananas to the grocery store), and supporting industrial growth.

The financial remuneration for truck drivers appears to be quite competitive relative to many other types of vocational training. Truck training institutions can therefore be quite profitable.

But there is now an added "compliance" cost of doing business. As of Sept. 18, 2006, the sector was regulated under the Private Career Colleges Act, 2005. The legislation is as much a response to a political problem as it is consumer (student) protection legislation: under the previous legislation, many students (especially foreign students) claimed to have been misinformed/misrepresented at the time they paid their tuition to Canadian

private career colleges. Foreign students, and especially foreign governments, protested. The Ministry of Training Colleges and Universities responded. And as of Sept. 18, 2007, even truck training schools with not-for-profit status, are regulated.

Shortly after the Act came into force, the Ministry issued a "Notice of Proposal to Revoke a Licence" to many allegedly non-compliant schools. I acted on many of those licence revocation proposals, and I can tell you that most or all of them were avoidable.

The full tuition refund provisions give rise to class proceedings which can bankrupt your school overnight. Under those provisions, students (an entire class) can seek a full refund of their tuition for contract deficiencies or mispre-

Continued on page 38 ■

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Take measures to avoid sanctions

■ Continued from page 37

sentation, and can even seek a refund after they have taken your courses and earned accreditation! These provisions have been criticized, but this is now the law.

So I leave you with a terribly non-exhaustive list of proscriptive measures to take to avoid sanction by the Ministry:

- Have a signed, written enrolment contract with your students. The contract must contain everything that is mandated by the Ministry but should also have wording specific to the school's program to protect the school from potential student litigation (including "class action" lawsuits, called "class proceedings" in Canada – usually contemplated in relation to the automatic tuition refund provisions);
- Ensure that your enrolment contract is reviewed by legal counsel, as you are otherwise "betting the farm" that it is correct and exhaustive;
- Have a carefully drafted student complaint procedure that meets the requirement of the Act, and live by this complaint procedure;
- Counsel familiar with the subject matter should maintain proper corporate record-keeping and minute books. Any proposed changes to management or ownership will require the approval of the Superintendent of Private Career Colleges.
- Have counsel draft a privacy and records retention policy which complies both with the Superintendent of Private Career College's requirements and with PIPEDA;
- Communicate with the Ministry of Training Colleges, and Universities (directly or through your counsel). MTCU regulates a huge sector, so ensure they understand the nuances, and the benefits of your program;
- Do not publish misleading advertising and do not assume that MTCU will miss advertising in foreign language or ethnic community newspapers; MTCU reviews these constantly for objectionable conduct;
- If you have an existing OSAP Institution Code or wish to apply for one, understand fully the benefits and responsibilities of accepting student loan funding;
- Be "transparent," operate with honesty and integrity, and in a manner that is financially responsible.

In an environment where there is a growing labour shortage, there is much opportunity for the growth of trucking schools. Taking precautionary, as opposed to reactionary, more costly measures to build a promising business, should not discourage passionate entrepreneurs with a vision for success. □

– Harris M. Rosen is partner with Fogler Rubinoff LLP. To consult with the writer or purchase a copy of the Private Career Colleges Act, 2005 Annotated, call 416-941-8847 or e-mail hrosen@foglerrubinoff.com.

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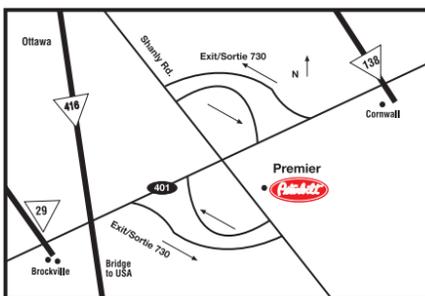
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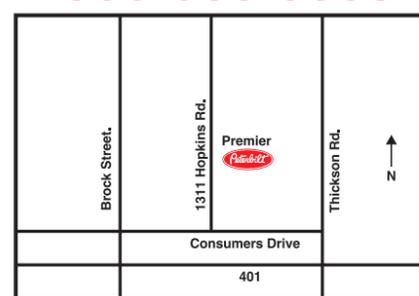
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Let's honour veteran drivers, not treat them like children

Making veteran drivers in Ontario re-qualify for their licence at 65 years of age is a joke. It's a complete disrespect of the veteran's experience and the dedication they have had for this industry since they started driving. It is also discrimination.

If you are going to do it for one age, you might as well do it for everyone.

I think most veteran drivers have earned the right to "leave the table without asking."

We should be complimenting them, not humiliating them by making them do an air brake test.

There are other ways to determine if the veterans should no longer be out on the road.

The veteran driver should be treated with the utmost respect. Why are they being treated with so much disrespect?

The Simple Truth

David Brown



Many generations of younger drivers misuse the CB radio by swearing on it and using foul language.

I have never heard a veteran driver use foul language towards anyone at any time.

He is just doing his job, professionally.

Many accents are now common in our industry, and they are being mocked by younger generations of drivers which degrade the New Canadian who is trying to get his start in the industry.

We should be making role mod-

els of our veteran drivers and learning from their knowledge and experience.

Many new drivers today can't back up their truck and trailer. I've met drivers that have actually offered payment to other drivers to back their trailer into the dock. This is pretty scary if you ask me. Have you ever watched a veteran driver back up? It's a beautiful thing - smooth as silk.

Let us not forget this, as we can learn so much from the veteran driver.

He has earned the right to be respected for his professionalism and his ambassadorship to the trucking industry.

I can remember an incident that occurred a long time ago, when I was driving.

I had to back into an inside dock at a customer's facility. It

was a bright sunny day and the roads were bone dry.

All eyes were on me, the new driver, waiting my turn to back inside this place without a scratch to the truck, trailer or the building.

As I backed up, the sun was in my eyes and I began realizing I was not in line with the dock and the building, so I began my second attempt to hit the spot.

At this time, I got out of the truck to re-evaluate what was happening and then got back in the truck to try again.

It took another couple of tries to get up to the dock safe and sound, but I did it without a scratch.

The driver behind me, who was waiting his turn, had been rolling his eyes back into his head, blew the horn a couple of times and even offered the old "Trudeau salute."

My truck was finally inside the dock and as I was chalking the wheels I noticed my anxious driver friend make his attempt to back into his dock. He was determined to get it in his first attempt, without checking his position or slowing down.

He was even standing on the top step using only the driver's side of the truck to back up and then all I could hear was: crash, smash, scrape, and the sounds of the aftermath of him hitting the wall and making one helluva mess. I was laughing inside. All I wanted to do was return his "salute."

The driver that was behind him was a veteran driver who appeared very content and minded his own business the entire time. He had been around for some time and once he was inside, parked and safe he got out of his truck and came over to my truck and shook my hand.

He told me that I had done it the right way. I have never forgotten that day. I am not saying that all new drivers disrespect and put down veteran drivers, but there are a lot of drivers that do.

Learn from the experience that is out there on our roads.

I am sure many veteran drivers have even picked up a thing or two from the younger drivers and maybe even added it to their own "bag of tricks." □

@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 by visiting www.rosedale.ca or www.carrierscoach.com.

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My muffins and the missing millions

What's happening to all the surcharge money being paid out by shippers?

Just before heading out to the Mid-America Trucking Show in Louisville last month, I stopped by the little organic bakery down the street to grab a few muffins for the trip, only to find the price of my favourite muffins had bumped up by nearly 30% since my last visit.

The clerk apologized, saying the cost of transportation and raw materials had risen, and they simply had to pass the increases along to the customer – me, in this case.

Ironic, I thought, that while I'm beating my head against the wall trying to get owner/ops to turn their backs on cheap freight, wholesalers and retailers are telling their customers how transportation costs are driving up prices.

Cheap freight, of course, is a sort of all catch-all term for loads that have been passed down from broker to broker, each skimming their 20% or so off the top, for freight that doesn't pay well right from the start, or for carrier rates that just aren't sustainable.

Cheap freight is the bane of our existence, yet there never seems to be a shortage of folks out there willing to haul loads that don't even cover costs.

The bakery where I get my muffins doesn't buy its flour by the truckload. It probably gets a few dozen 100-lb bags each week, which are turned into delicious, healthy snacks.

The price of the flour and other raw ingredients might be under some pressure because the biodiesel craze – diverting soybeans and other food crops to fuel production – is having an impact all over the world, but I'm sure that's only part of the problem.

So, if my muffins cost more, according to my baker, because transportation providers along the way are imposing fuel surcharges on the delivery of the raw ingredients, why are so many truckers still complaining about poor rates and low fuel surcharges?

If I had to guess, I'd say about one-third of the owner/ops I talk to these days are doing well.

Some tell me they've never made as much money as they're making today, and much of that comes from fuel surcharges.

While the record price of fuel is eating up much of what they collect, they're running conservatively, and saving even more of what they're paid.

At the same time, I talk to owner/ops who are collecting a miserly 15-18 cents a mile, often less, for fuel. Basic arithmetic suggests that with fuel at or close to four dollars a gallon, a fuel surcharge somewhere in the 50- to 60-cent range would be more realistic.

I also talk to carriers who claim

Voice of the O/O

Joanne Ritchie



they're losing loads to rate-cutting competitors. Yet, who ever admits to cutting rates? We can't all be victims.

There has to be a perpetrator in there somewhere.

Ya think maybe there's a connection between carriers who don't pay surcharges to their owner/ops and those who can

seemingly afford to run for 20% to 30% less than fair market rates?

Those carriers couldn't afford to run their company trucks for that kind of money, but they can still find owner/ops willing to do

the work at a loss.

Notice I said willing? Nobody forces you to haul freight.

If you decide to run in spite of the losses, you hurt not only yourself, you're taking others down with you.

It's a chicken and egg thing. Or maybe I should say it's a flour and muffin thing. Do owner/ops work cheap because the customers won't pay, or do customers get

away with paying less because owner/ops will run for less?

My muffins cost more than they did a few weeks ago, but because I like the all-natural ingredients

and the yummy taste, I'll pay the price rather than go down to the local donut hole and buy a puck made of highly processed flour.

Consumers have choices, and so do shippers, carriers, and owner/ops.

'If you decide to run in spite of the losses, you hurt not only yourself, you're taking others down with you.'

Joanne Ritchie

The bottom line? As long as there is someone out there willing to do the work for less than cost, we're keeping the cheapskates in business.

Think about it: could a carrier really afford to run its trucks for 30% less than cost? Of course not. So how can those invisible rate cutters afford to offer discount rates in the face of massive increased fuel costs?

Because they can download the loss to someone farther down the supply chain. And they'll continue to do it until there's no one left to run at a loss.

There are two possible outcomes here: you'll eventually be bankrupted by your losses, or you can dry up the supply of cheap labour voluntarily. The folks at my muffin shop won't lose a minute of sleep tonight because they're charging 30 cents more for a muffin.

They know their costs, and they're doing the logical thing passing the cost on to the customer. I'll bet there are more than a few truckers lying awake tonight wondering how they'll get through to pay day, again.

Take a lesson from my baker: know your costs, know the market, and don't haul cheap freight. It's the only way to guarantee survival. □

– Joanne Ritchie is executive director of OBAC. Is this a half-baked idea? E-mail her at jritchie@obac.ca or call toll-free 888-794-9990.

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Carrier survival tips: Part 1

Building understanding in tough times

One of my members recently told me about one of his very good, long-time owner/operators who had decided to leave to join another carrier.

The member company is well-managed and by all appearances a good carrier to work for.

It caps owner/operator fuel costs, pays amongst the highest rates in the province and tries to treat its owner/operators fairly when it comes to work distribution. So, why did the owner/operator leave?

The reason given was the politics of the job and a change in pace. Seems the member company believes in and practices sound, long-term business strategies, not the least of which are speed control, hours-of-service accountability, the use of satellite tracking, etc. Things the owner/operator in this case felt were too much of an intrusion into his business.

This is an increasingly difficult issue for the industry.

It begs the question: How do we reconcile the control that many carriers think they need to maximize efficiency and to be compliant (whether required by law, insurance and/or legal liabilities)

Industry Issues

David Bradley



with the desire of owner/operators to retain their independence and to be their own regulator? There is no answer for all situations that I know of.

But, I do know that the answer or at least part of the answer lies in improved dialogue, understanding, respect and trust.

These are things that are a challenge in any business relationship, but are perhaps a particular challenge in trucking which was founded to a great extent on independence of spirit and entrepreneurship.

Also, at times we seem to suffer from a bit of a persecution complex in trucking.

I hear it from carriers who complain that everyone from their customers, to their suppliers, to the banks, to the regulators, is against them.

I also hear from owner/oper-

tors who feel that everyone – the carriers, the regulators and enforcement community, and the trucking associations are against them, or at least do not represent their views.

This is somewhat understandable and usually reflects one's bargaining power, or what they perceive to be their bargaining power, especially in times like the present when there is an over-capacity problem in segments of the business.

The reality in today's market of course is that *everybody* is getting squeezed.

Who is squeezed first and/or hardest is to a great extent irrelevant, but your perception is your reality.

Even in good years the profit margins in trucking are razor thin, so it should not come as a surprise that many carriers particularly in the more capacity-sensitive sectors are struggling to break even and have been doing so for some time (of course, there are always exceptions to this rule).

Most carriers I know have tried to shelter their drivers and owner/operators from the full impact of the deterioration in their

revenue base.

But, as time passes and things don't seem to get better – the US economy for instance – some carriers have had to take further steps.

So, there have been layoffs and some have made cuts in compensation in order to better compete. Is the motivation to survive or to prosper?

Trust me folks, for many it's the newest edition of the reality show "Survivor."

Many have demanded more of an effort from their people to control fuel economy (through speed control, reducing idling, out-of-route miles, etc.) in return for capping the price of fuel as an example.

Others are making an extra effort to avoid the costs associated with non-compliance such as fines, higher insurance premiums, etc. I am sure that in many cases, these actions and the reasons behind them could and should be better explained.

These are not designed to make drivers or owner/operators more miserable. They are survival strategies.

Next month, I will tackle the question: 'What are the associations doing about the high price of diesel fuel?' □

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



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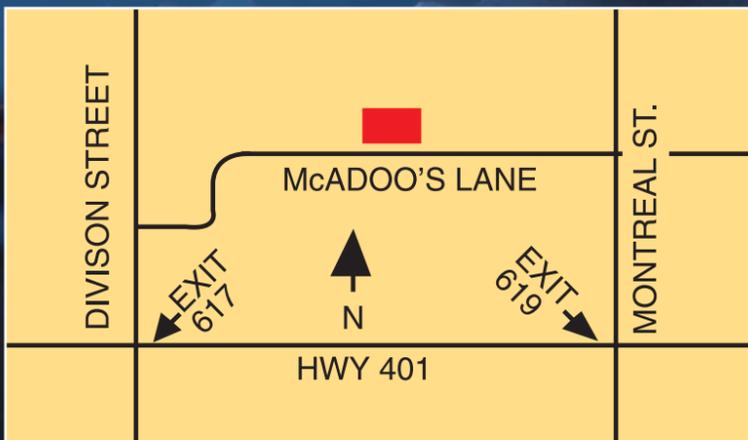
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ENGINE OILS

Synthetic versus mineral

At triple the price of conventional motor oils, are synthetics worth the cost?

By James Menzies

TORONTO, Ont. – Why is it that a guy with a \$60,000 BMW parked in his driveway is more likely to treat his vehicle with synthetic motor oils than an owner/operator or fleet with double that amount invested into a Class 8 truck? After all, isn't pretty much anything labeled 'synthetic' better than 'non-synthetic'?

In short, yes. But with synthetic heavy-duty engine oils costing about triple the price of conventional mineral oils, the increased cost just doesn't make sense for a lot trucking operations. That being said, there are proven benefits of using synthetic heavy-duty engine oils (HDEOs), such as extended drain intervals and more reliable start-ups in cold weather. Some users have even reported fuel economy gains of 1-2.5%. But at a cost of about triple that of conventional HDEOs, the major question surrounding synthetic engine oil, is its ability to deliver a payback.

Nonetheless, more customers are beginning to inquire about the benefits of full-synthetic HDEOs, Shell's Walt Silveira told *Truck News* while at the Mid-America Trucking Show.

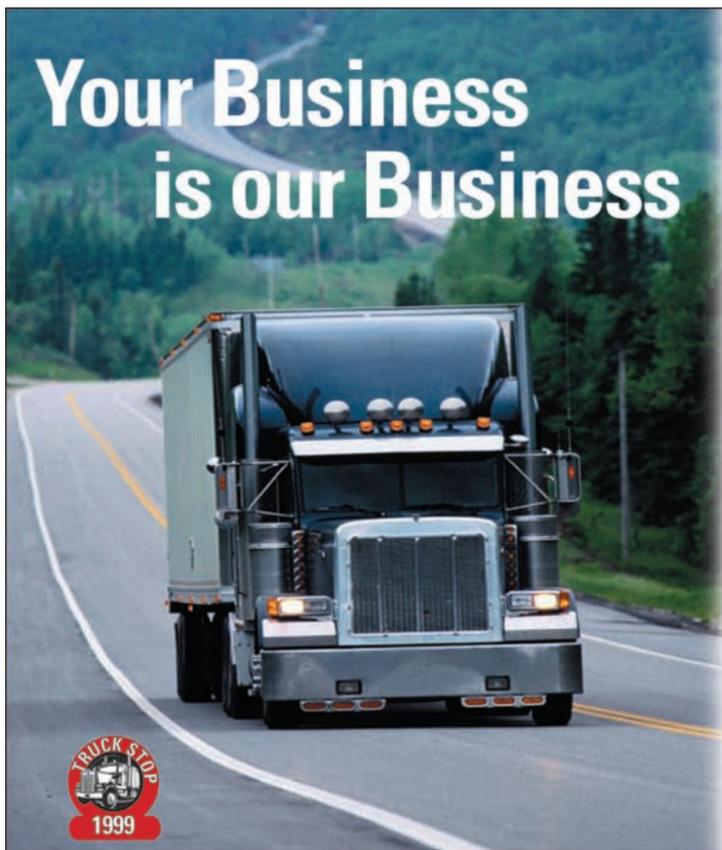
"People are becoming more interested in high-performance products," Silveira said, noting an increase in visitors to the Shell booth wanting to talk about synthetic lubes. "There's more conversation around full-synthetics than we've heard in the past. We're seeing more interest and a need to further educate people on the benefits of full-synthetics."

Mark Pagnanelli, heavy-duty sales and marketing manager with Castrol has also noticed an up-tick in interest in full-synthetic HDEOs. However, he admitted fleets are slow to embrace the technology, mostly due to the increased cost.

"A lot of people are looking to get some of the purported fuel economy benefits and interval extensions. More fleets are looking at the opportunity, but they're not jumping in with both feet," Pagnanelli said. "It comes at a significant premium, so they want to see the true benefits and how the product holds up. There's a lot of testing going on, but not a whole-hearted switch, based on the costs involved."

Despite the performance enhancements of full-synthetic HDEOs, not all suppliers are as enthusiastic about the product's potential. Claude Van Kessel, marketing director with Total Lubricants (formerly Tribospec, but acquired by Total last December), said unless you're operating in extreme temper-

Continued on page 50 ■



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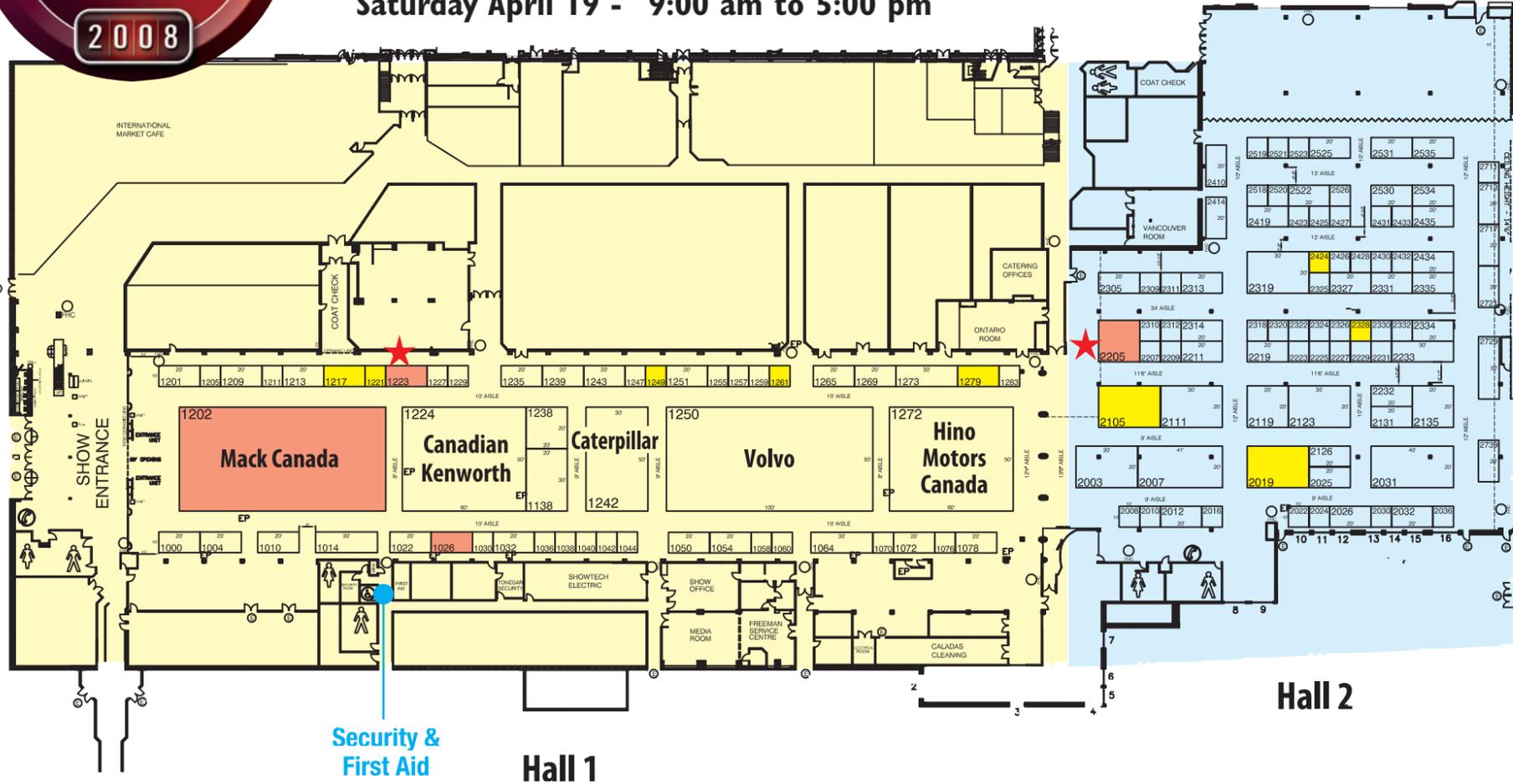
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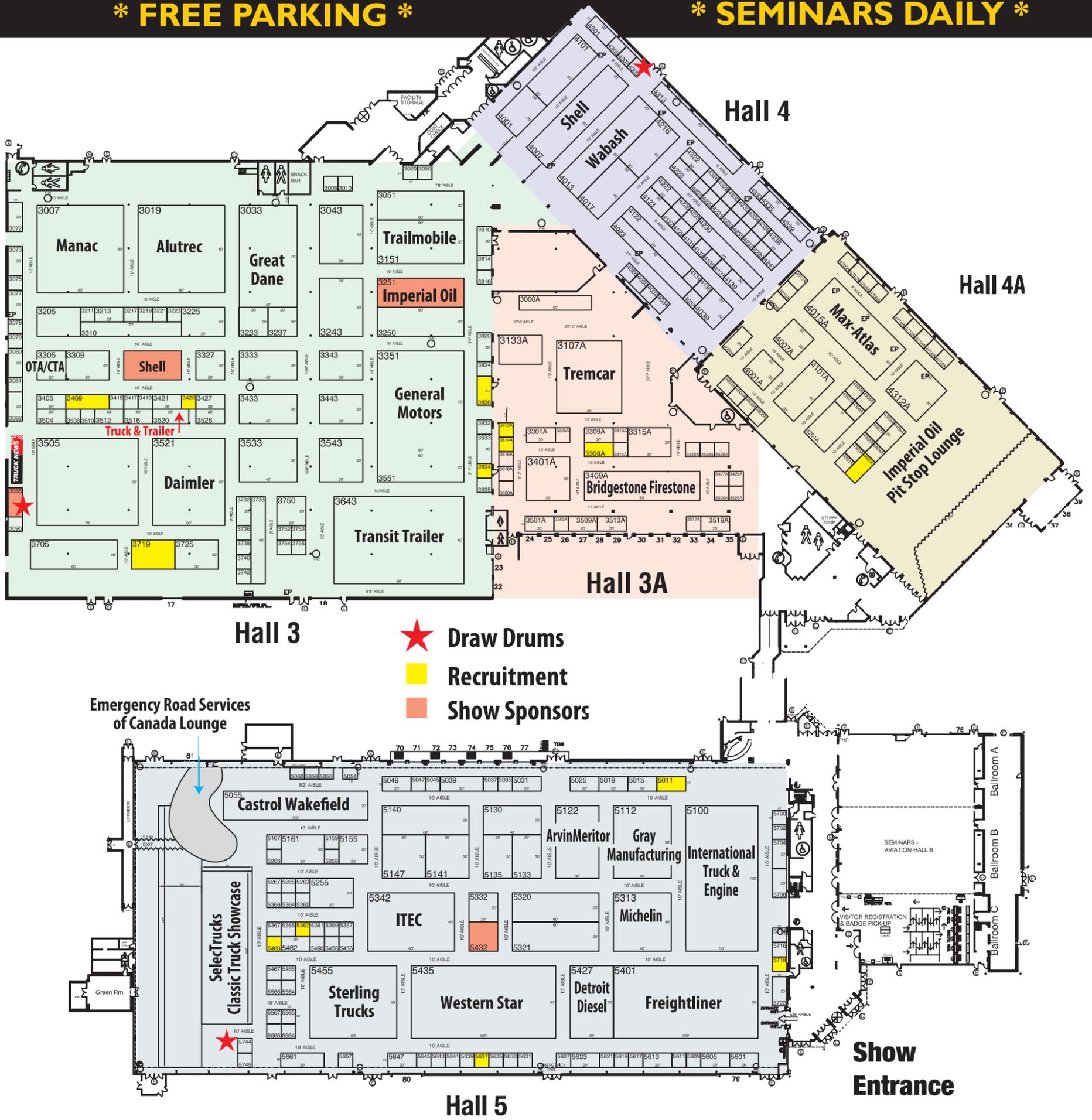


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ENGINE OILS

Synthetic oils: Worth the cost?

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atures, the benefits of full-synthetic HDEOs are not likely worth the investment.

"I think a top-quality mineral oil like a CJ-4 oil is a better choice for the industry than the synthetic," Van Kessel noted. "In our opinion, the move from mineral to synthetic will be slow. We have mineral products that are as effective as synthetics and are less expensive and meet the requirements of the manufacturers. As long as you meet or exceed all the manufacturers' recommendations, you don't need to go to synthetic. But it's a trend – people like the fact it's called synthetic."

Total Lubricants, which does offer a line of full-synthetic HDEOs, concedes there are benefits to using synthetic lubes in extreme temperatures – notably, in the northern reaches of Canada. Beyond that, the

biggest benefit is extended drains, and Kessel pointed out "The fleet supervisor doesn't want to see the drivers every 75,000 kms, because yes, the engine may sustain 70,000 or 80,000 clicks, but there are other parts of the truck that need to be lubricated (more frequently)."

When touting the benefits of synthetic oils, most suppliers have focused on extreme weather performance characteristics. In its product literature, Chevron reports its Delo 400 Synthetic products offer "easier cold weather starting due to excellent low temperature pumpability."

Synthetic oils boast a lower "pour point" – the lowest temperature at which the oil will flow, which is why they allow for more reliable start-ups in the dead of winter.

"Conventional 15W-40 (oils) do not have the low temperature performance of synthetics and are get-

ting no closer," said Clinton Smith, with Imperial Oil. "Synthetics are best suited for low temperature and very high temperature applications."

Reimer Foundations, a sand, gravel and concrete transportation company based out of Valleyview, Alta. has made the switch from conventional HDEOs to Petro-Canada's Duron Synthetic 5W-40, and reports advantages that go beyond improved operation in temperatures that routinely reach highs of 38 C in the summer and as low as -35 C in the winter.

The company's fleet of nine gravel trucks, 14 mixers as well as other construction equipment has also extended drain intervals by about 200 hours of operation.

"We're getting really good performance out of our oil. For example, one of our trucks has about 1.4 million km on it and there is absolutely nothing wrong with it, and it requires very little top-up – about two litres per week," said Randy

Bond, manager of Reimer Foundations. Paula Del Castilho, category manager, commercial transportation lubricants with Petro-Canada, recently told trucknews.com's WebTV program, Transportation Matters, that its fleet customers make the switch for a variety of reasons, but cold weather performance generally tops the list.

"Usually with synthetic oils, there is some sort of other performance capability added to it," she explained. "Usually fleets that are looking at synthetics are looking for some added benefit to it, some added capability."

But unfortunately, placing a dollar figure on those improved capabilities is not always easy, making it difficult to measure a return-on-investment. Shell's Silveira said fleets and owner/operators are becoming more sophisticated when it comes to calculating cost-per-mile, which helps measure the value of a product such as a synthetic lubricant. He said customers should meet with their supplier to discuss the potential benefits as they apply specifically to their unique operation.

"Every fleet maintenance operation is a little bit different, so it gets down to talking to the customer and finding out how they measure ROI and how they measure true cost-per-mile," Silveira explained.

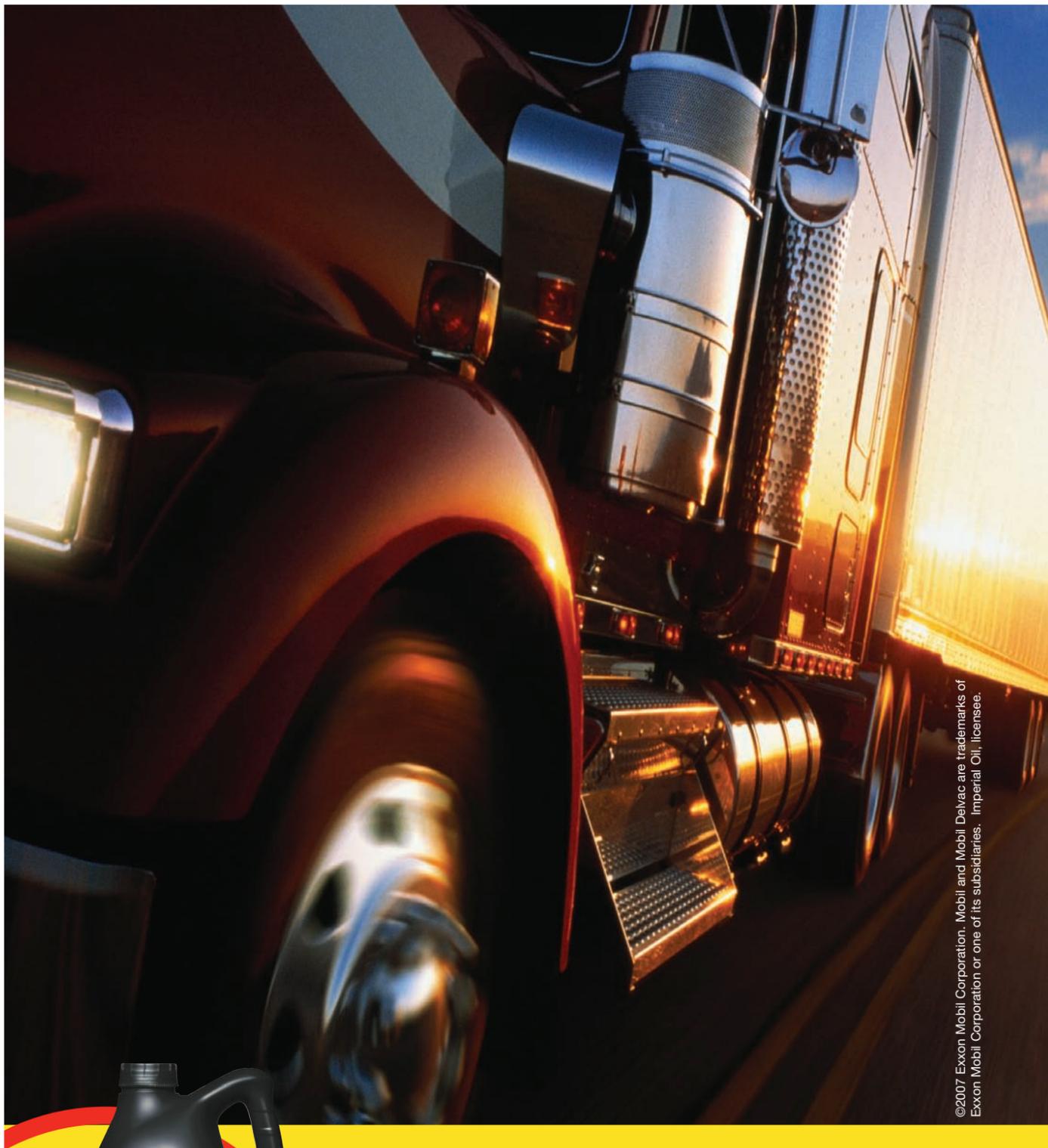
With increasing fuel costs, the value proposition behind full-synthetic HDEOs appears to be evolving. Fleets are most interested in whether synthetic HDEOs can truly deliver a fuel savings – even a saving of as little as 1% can be substantial in long-haul applications. Owner/operators on the other hand, appreciate the reliability and reduced downtime that can be realized during the winter months, especially if they operate in Northern Canada.

Customers wanting the cold weather start-up capabilities of a synthetic oil, without the prohibitive cost increase, can consider another option – using synthetic HDEOs in the winter time and switching back to a conventional mineral oil when the temperature warms up.

Total Lubricants' Kessel said conventional and synthetic HDEOs are fully-compatible, so an operator can seamlessly switch between the two types of oil without even flushing the engine between changes. In fact, conventional and synthetic HDEOs can even be "blended" to offer more modest performance improvements at a lower cost. There are also "semi-synthetic" options, which use a high quality base stock comprised of a combination of mineral and synthetic oils. These offer some of the benefits of synthetics at an easier to swallow premium of about 15-20%, notes Pagnanelli, whose Castrol Hypuron falls into this category.

For now, the industry seems divided on whether full-synthetic HDEOs will ever become mainstream. At about triple the purchase price of conventional oils, Shell's Silveira said "the operator wants to see, will he be getting three times the value?"

Most fleets and owner/operators are not yet convinced. But with diesel surpassing \$4/gallon, the future popularity of synthetic HDEOs may depend on its ability to deliver fuel savings. □



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Don't forget the little guys

Shunters receive little recognition for working wonders in the yard

By Harry Rudolfs

TORONTO, Ont. – Even the average dumb-ass four-wheeler is familiar with the “stars” of the highway: the glamorous Freightliners, Kenworths, Macks, Volvos, Internationals and Peterbilts.

But shunt trucks usually go unnoticed and unappreciated.

Yard tractors do the grunt work behind the scenes in closed yards, terminals, ports and distribution centres, operating night and day, often reversing as much as driving forward. The little dogs lift outrageous loads and thread trailers through obstacles into seemingly impossible spots and corners.

But today's shunt truck was only an afterthought. According to Kalmar Industries, makers of Ottawa tractors, the first truck equipped with a hydraulically-lifted fifth wheel was fabricated in Kansas in 1958. Fifty years later, in April 2008, Kalmar has just produced its 45,000th shunt truck.

Even so, these specialized trac-

On-road Editor

Harry Rudolfs



tors were slow to catch on. In the old days, trucking companies would supply the shunt driver with an old city truck to move trailers around the yard. The hydraulic concept picked up speed in the late 80s and early 90s with the introduction of Just-in-Time material handling and automated loading systems.

Today's fast-paced shipping environment would not be possible without shunt trucks. And a good shunt driver is worth his or her weight in platinum.

It's estimated one can do at least three times the work of a driver who has to crank the dollies and pull the pin manually.

Shunt trucks squat a little lower

than Class 8 tractors and the hydraulic boom has to be able to fit inside the frame so the fifth wheel can lie flush with the deck.

The cabins are square, narrow and flat-sided with lots of glass allowing almost 360-degree vision. Entrance is gained through the rear sliding door with steps accessing either side of the trailer.

Yard donkeys generally sit on single axles with rigid rear suspensions; tandems might be necessary for some heavy on-road applications but they are rare. Manufacturers can and do create just about any kind of variation of shunter, from articulated sectional frames to special gooseneck booms.

The trucks' short wheelbases give them amazing maneuverability. Power is supplied by Cummins or Cat engines, usually around 200 hp since the units aren't required to go fast. Allison automatic transmissions are ubiquitous in the shunt truck world as are Meritor axles.

Two major shunt truck manufacturers supply most of the world's needs: Kalmar which makes the Ottawa models in Ottawa, Kansas, and Capacity which produces the Trailer Jockey brand at a plant in Longview, Texas.

Ottawa is the most recognizable name but Capacity has also established a major presence in Canada. Some companies with large fleets tend to have both makes in their repertoire. Although some shunt drivers prefer one to the other, I've driven both and they're so similar I

have to look twice to see which brand I'm driving.

There's a new player on the scene, as well. Terminal Investment Corp. (TICO) manufactures its own version of a terminal tractor at its plant in Savannah, Georgia. According to its Web site, they've been making shunts for use in ports since 1985, but are now marketing them throughout North America. TICO's cab is fiberglass rather than metal, and is much wider, allowing the insertion of a second seat for training purposes.

A company looking to buy a shunt truck should consider whether it will be utilized in-plant or be required to drive on-road. The majority of terminal tractors sold in Canada are plated and street legal. Still, the urge to go for the off-road option must be tempting.

Customers going this route can choose an industrial engine rather than one of the EPA07 motors with soot-burning capabilities.

An off-road tractor, however, can never leave the yard under its own power, and fuel and servicing have to be supplied on-site.

I'm curious to hear how the new engines are functioning in the shunt community.

Having to stop shunting operations for 20-50 minutes while the DPF unit cycles through a high temperature burn-off is a new variable that shunt drivers never had to deal with before. It could throw a wrench into some tight shipping schedules. Unofficially, I've heard that a small percentage of users are

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CENTRE OF THE ACTION: Shunter Akber Popal enjoys the job because of the non-stop action in the yard. And the fact he gets to go home after his shift.

having problems with their EGRs and that new software patches are on the way from engine manufacturers.

Another factor is exhaust stack damages, which are not uncommon in this kind of work. On-road terminal tractors with EPA07 engines now come with very expensive exhaust stack components that can cost \$3,000-6,000 to repair. Hence, Kalmar and Capacity have mounted steel plates and posts around the catalyst and DPF units to minimize damages.

Shunt truck manufacturers have a slough of options available, from beacon lights to motorized and heated mirrors. John Uppington, Ottawa manager for Woodbine Truck Centre in Markham, Ont., won't sell an Ottawa tractor without including a "fifth wheel unlatch interlock" which prevents the jaws from opening while the vehicle is in motion.

Capacity, on the other hand, likes to boast about its Dura-Ride rear suspension. According to Mike Hignett of Glasvan Great Dane in Mississauga, Ont. (the Capacity dealer for southern Ontario), the system, "provides a stable platform even when the trailer is lifted 16 inches...It's a lot more comfortable for the driver and smooths out the rough ride. It also reduces the vibration on trucks, ultimately resulting in less downtime and maintenance."

A shunt truck's life is measured in hours instead of kilometres. The average life span of a shunt truck is about 10 years, and it will work about 3,000 hours per year, though there are many that work twice as hard. Leased units may cycle every three to five years, while purchased tractors might be kept for seven years before being upgraded.

OK Transportation has a long time association with Canadian Tire Corporation so it's natural that they should provide shunting services for the retail giant in Brampton, Ont. OK currently has 28 shunt trucks servicing three different clients (using a mixture of Ottawa and Capacities). But the dedicated CTC tractors get the most work, operating two 10-hour shifts per day, from 4 a.m. to midnight.

According to the OK management team, the units get traded in every four or five years when they reach 18,000-20,000 hours.

Shunt truck users can range from major US transport companies who float up their own equipment to small business owners who see an advantage in buying their own shunt truck.

"The market is so diversified,"

says Uppington of Woodbine Truck Centre. "In some cases, the only equipment a customer may own will be a forklift truck and a shunt truck. All the other vehicles in the yard are owned by carriers."

Ray Stewart, owner of National Shunt Service of Cobourg, Ont., sees a niche in supplying shunt equipment and drivers to businesses across Canada. He currently looks after the shunting needs of various customers in Southern Ontario and one client in Chilliwack, B.C.

"We bring a lot of other things to a client, like dock audits, yard maintenance checks, space and volume management solutions," he says. Stewart has also developed the software for a handheld radio frequency dispatch platform that works off the wireless router from a customer's shipping/receiving computer. The shunter is provided with a handheld unit that clips into the truck where he can record and cross off assigned moves and locations. "It also provides a database for shippers in real-time from which they can extrapolate information."

Stewart says the shunting business has not suffered despite the downturn in the economy.

"Our business tends to operate in distribution centres where we're seeing continuous growth and investment by national and international companies," he says.

It has been a bad winter for drivers in most of Canada, and the same is true for shunters. I asked top NSSL driver Mike Maclellan what he does to keep rolling.

"I call it waltzing trailers around in the snow," he says. "You lead and they follow. You try everything to get going - salt, shovel. If you know your equipment well, you know how to put it in gear as the revs are coming down so you get a little jump. Otherwise you just spin."

Last year I went on assignment and worked a week of shunt shifts at Purolator's Ontario hub to get into the character of the story. This year I took a pass: it's just too hard and intense, but never boring.

Better to leave shunt driving up to people that enjoy it, like my colleague Akber Popal who works nights at the Metro West facility.

"I do like this job. You're always the centre of action, sometimes running around outside opening barn doors. This is a busy place so there's always something to do. I watch drivers come in from Moncton and Calgary, but I'd rather go home at the end of my shift." □

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Goodyear names Highway Hero during emotional ceremony

LOUISVILLE, Ky. – There were very few dry eyes in the building when Goodyear named its annual Highway Hero at the Mid-America Trucking Show.

Those present at the Truck Writers of North America (TWNA) awards dinner agreed each of the finalists, including Ontario's David Virgoe, who lost his life reportedly steering into the ditch to avoid hitting oncoming motorists when street racers cut him off, were heroes. However, it was Richard Filiczowski, a driver with C.R. England out of Zion, Ill. at the time, that was ultimately named the winner – an honour he said really belonged to nine-year-old Abby Bern, the girl whose life he saved.

When Filiczowski was named the recipient of Goodyear's 25th Highway Hero Award, he was surprised to learn that Abby and her mother Marty Bern were present to congratulate him. After a tearful embrace, Filiczowski approached the podium and declared that Abby was so strong during the ordeal, that she was the true hero.

The dramatic rescue unfolded on Apr. 26, 2007, when Filiczowski (now out of Bountiful, Utah) was awoken from the sleeper cab by his wife, who was behind the wheel and had just witnessed a car veer across several lanes of traffic, landing in a pond. Filiczowski quickly dove into the water in an attempt to save the trapped motorists.

"I dove right in because I saw

Abby pounding on the car's back window. My only instinct was to get her out of the car as soon as possible," he recounted. "In situations like that, seconds count."

Abby's father was also trapped in the car, his legs pinned beneath the dashboard. The 42-year-old father of three was strapped into the vehicle by his seat belt. Once Abby was removed from the vehicle and taken to safety, Filiczowski and other passersby attempted vigorously to free her father. Tragically, they were unable to do so in time, and he succumbed to his injuries.

"I wish I was faster for him," Filiczowski said. "My only regret, I just wish I was faster."

Donn Kramer, director of marketing for Goodyear Commercial Tire Systems, said "Richard's name is on the award, but his wife and tandem truck driver Janet is equally deserving. Together, their heroics are truly inspiring."

Other finalists for the award included: Virgoe, who was honoured



RE-UNITED: Goodyear Highway Hero Richard Filiczowski was re-united with the girl he saved, Abby Bern and her mother Marty, during a recent ceremony.

post-humously for saving several lives on Hwy. 400 north of Toronto last summer. His employer Wilburn Archer and widow Debbie, made the trek from Ontario to represent him at the ceremony. Rick Tower of Yreka, Cal., who rescued an 82-year-old woman from her sinking car after it left the road and plunged into the Klamath River. And Ronnie Green of Regina, N.M., who saved a pregnant woman from a brutal attack in which she was run over by her boyfriend's truck. □

Carrier Transcold exceeds EPA requirements

LOUISVILLE, Ky. – Carrier Transcold was at the Mid-America Trucking Show to showcase its low-emissions trailer product line. The models on display at the show boast improved fuel-efficiency and lower sound output than previous models, the company said. They also exceeded emissions requirements from both the Environmental Protection Agency and the California Air Resources Board.

"Carrier solutions allow an environmentally-conscious trucker or fleet owner to satisfy EPA and CARB minimums and to achieve the best overall particulate matter reduction," said David Kiefer, product manager, trailer products.

Carrier's newest trailer refrigeration units (TRUs) surpass EPA particulate matter requirements by 30%, company officials pointed out, which is also about 20% better than other models in the marketplace. They also produce 19% less NOx and hydrocarbons than the latest EPA allowance. In addition, the newest TRUs are 1-2% more fuel-efficient and about 1 dB quieter than previous models. The latest engines will be found on models 2100, 2100A and 2500A reefers from Carrier's X2 Series, as well as the Ultima, Ultra and Genesis models.

For more information, visit www.trucktrailer.carrier.com. □



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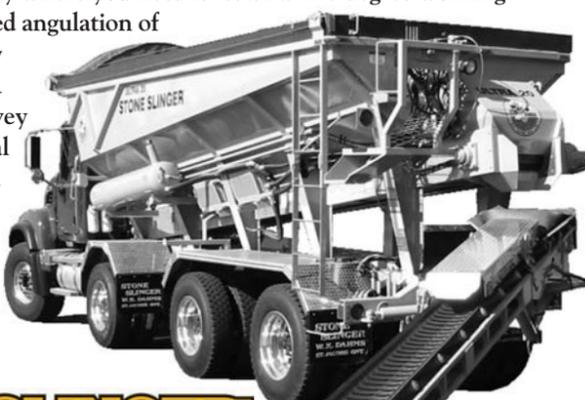
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GREENER PASTURES: Peterbilt's Model 330 hybrid will go into full production this summer, the company announced at the Mid-America Trucking Show.

Peterbilt expanding line of hybrid and natural gas trucks

LOUISVILLE, Ky. – Peterbilt's medium-duty hybrid trucks will be in full production this summer, the company announced at the Mid-America Trucking Show.

The Model 330 and Model 335 hybrids will begin rolling off the line at Ste. Therese, Que. this summer. Both will feature the Eaton hybrid-electric system.

The Model 330 is expected to deliver fuel savings of 30% in urban driving cycles while the Model 335 will achieve fuel economy improvements of up to 60% when used in utility applications.

"With higher fuel costs and growing concerns with the global carbon footprint, Peterbilt is at the forefront in the development of green technologies that help the environment by providing greater fuel savings and reducing emissions," said Bill Jackson, Peterbilt general manager and PACCAR vice-president.

"Our medium-duty hybrid vehicles have been proven in testing across North America to demonstrate impressive fuel efficiency improvements."

Both models will come with the PACCAR PX-6 as the base engine.

Also on the hybrid front, Peterbilt announced it will enter full production of its hybrid Model 320 Hydraulic Launch Assist (HLA) truck in the fourth quarter of this year.

The hydraulic hybrid is well-suited for vocational stop-and-go applications such as refuse collection, company officials explained at Mid-America.

Similar to the hybrid-electric drive trucks, the hydraulic system captures kinetic energy produced during braking and then uses that energy to help launch and accelerate the truck. However, that energy is transferred hydraulically rather than through the use of batteries.

Peterbilt officials said the HLA truck will not only save fuel, but will extend brake re-alignment service intervals by 50% per year.

"The Model 320 HLA is an ideal environmental option for re-



A NATURAL FIT: Peterbilt has teamed up with Canada's Westport Innovations to develop a LNG version of the Model 386.

fuse applications," Jackson said. "Dramatic improvements in fuel economy, reductions in emissions and lower maintenance costs spotlight the Peterbilt Model 320 Hydraulic Hybrid as the environmentally-responsible, fuel-efficient solution for municipal and residential solid waste transportation fleets."

The HLA vehicle can be operated in either "fuel economy" or "performance" modes. When operated in fuel economy mode, savings are achieved when the stored energy is used to launch the vehicle on its own.

In performance mode, the stored energy is blended with power generated by the diesel engine, which still allows for fuel savings, but also results in improved acceleration and performance.

Peterbilt also said it will be expanding its natural gas offerings, thanks to a partnership with Canada's Westport Innovations. The two companies will develop a natural gas version of Peterbilt's Model 386 highway truck for Wal-Mart.

"Our vehicles paired with natural gas utilization offer another viable option to our customers seeking lower emission, fuel-efficient vehicles," Jackson said.

The new offering will complement Peterbilt's current Model 320 LNG trucks, about 50 of which are already deployed throughout the US. □

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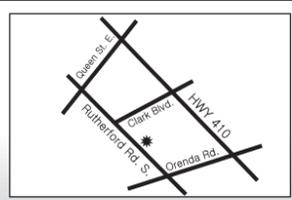
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Mack launches Rawhide version of Pinnacle highway tractor

LOUISVILLE, Ky. – Mack unveiled what one official is calling “the most opulent truck ever offered within the Mack product line” at the Mid-America Trucking Show.

The Mack Pinnacle Rawhide edition features exterior styling enhancements as well as improved interior comfort, the company announced.

“The Rawhide Edition combines classic styling with all the technology benefits of the Pinnacle model, and the next generation of luxury and comfort,” said Jerry Warmkessel, Mack marketing product manager for highway products. “This is definitely a truck that will draw attention – the Rawhide Edition is a highway bulldog in all its shining glory. It will be popular with fleets for driver recruitment and retention, as well as with discerning owner/operators.”

Mack officials said the new version of its popular highway tractor is another sign the company has



HIGHWAY BULLDOG: Mack has dressed up its highway truck, the Pinnacle, with a Rawhide version aimed at image-conscious fleets and owner/operators.

no plans to abandon the highway market. The newest offering is available in three cab configurations: 60- and 70-inch mid-rise sleepers as well as a day cab. The truck has a set-forward front axle which gives it a bold stance while

also maximizing payload, Warmkessel explained.

Other features sure to be appreciated by owner/operators are a large “Texas-style” chrome bumper, stainless steel cab and sleeper skirts, forward-mounted

dual seven-inch stacks, a 13-inch stainless steel sun visor and four chrome air horns.

Inside, the Rawhide version of the Mack Pinnacle features soft button-tuck Ultraleather and two-tone embroidered seats. A selection of classic colour combinations are available, each of which reflects a “wild west” theme. The dash panel is brushed nickel and the leather-grip steering wheel features chromed spokes.

While it’s undoubtedly an owner/operator truck, Warmkessel said some fleets have also expressed interest in purchasing the Pinnacle Rawhide edition as a reward truck for top-performing drivers or as a driver retention tool.

Mack also re-launched its Titan heavy-haul tractor at the Mid-American Trucking Show. The truck was first unveiled at the ConExpo construction show in Las Vegas earlier in the month. A full report on the Titan can be found on pg. 80. □

Webasto heating products certified by California Air Resources Board

LOUISVILLE, Ky. – The California Air Resources Board (CARB) has many in the trucking industry concerned about strict idle-reduction standards, which took effect Jan. 1, 2008.

Webasto Product North America announced at the Mid-America Trucking Show, that it received certification for several products that meet or out-perform CARB’s latest requirements. The company considers that its idle-reduction devices are in the forefront, to be certified for CARB and its new ULEV II (ultra low emission vehicle) for idling emissions reduction requirements.

Approved heaters include the Webasto Air Top 2000 S and Air Top 2000 ST compartment air heaters and Thermo Top Z/C (TSL 17) engine coolant pre-heater.

“Webasto’s most popular air heaters, sold as original equipment by a number of OE heavy-duty truck producers, as well as through aftermarket channels,

surpassed all emissions categories from CARB, and many measured in a range well below LEV II regulated levels,” said Don Kanneth, general manager of Webasto’s commercial vehicle division.

“For example, in one category, particulate matter (PM) output was so low, that you could theoretically park 25 Class 8 trucks outfitted with Webasto Thermo Top heaters, next to each other, and the combined emissions would still meet the CARB requirements for just one truck. We had other emission categories that tested even better.”

Specifically, the new CARB ULEV II regulation requires that all fuel-operated heaters must meet the new rules for any Class 3-8 truck registered in California, and those entering its state borders. The regulation also affects other commercial vehicles: those with a gross vehicle weight over 10,000 pounds.

Under CARB’s latest restrictions, no truck is allowed to idle more than five minutes, in non-



CARB-COMPLIANT: Webasto says its cab heaters meet stringent emissions standards laid out by CARB. In fact, the company says 25 of its units can be operated simultaneously without exceeding CARB’s emissions limits.

traffic situations, in California.

A mandatory shutdown at the five-minute mark is also required. Because the main goal is to limit engine idling during mandatory rest-time for drivers, the new regulation expands beyond fuel-operated heaters to auxiliary power

units, and any system which produces emissions during the shutdown period.

All idle-reduction devices must meet CARB’s exhaust gas limits on nitrous oxide, particular matter, carbon dioxide and other gases that are damaging to air quality. □

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Espar unveils three new cab heating products

LOUISVILLE, Ky. – With all the flack truckers are getting about unnecessary idling, wasted fuel, and environmental harm, Espar has come up with a new solution to keep drivers warm while they are taking a break from the job.

Espar Heating Systems' "Baire Necessity," is a portable air heater, which uses the company's Airtronic D2 system. The heating unit is mounted on the window of the passenger side of the cab, and plugged into the vehicle's cigarette lighter. The independent fuel source comes from a half-gallon diesel tank that is attached to the portable unit.

This air heater allows drivers to stay warm without the permanent installation of a bunk heater, and without unnecessary idling. Drivers can take this system with them as they move from truck-to-truck at freight terminals, or potentially seek out the unit at a truck stop, which could supply them to drivers for temporary no-idle relief.

"This system offers some unheard of possibilities," said John Dennehy, Espar's vice-president of marketing and communications, who noted that a truck driver could use the portable heater for "one week, one night, or one hour."

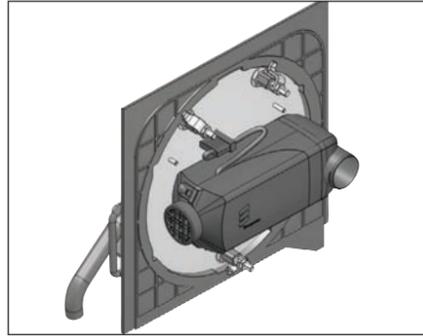
Dennehy says that Espar has already received a great deal of interest about its new portable heater, from various industries. He anticipates the demand will grow, espe-

cially with environmental standards becoming increasingly rigid, to deter idling. The company has even had enquiries from recreational vehicle owners, but he expects the trucking industry will initially have the greatest demand, in particular freight yards and truck stops. However, he's not sure what type of growth will eventually develop.

"Quite frankly, I don't know what our mix is going to be," he said, of an economical unit expected to cost between US\$1,200 and \$1,500. "The market is really going to tell us what they want to do with it."

Espar also featured two other new heating units at MATS: The "Hybernator on-frame system," which connects directly to the truck fuel system, and provides engine-off heat to the cab, the engine and the fuel system using the CARB-approved Hydronic 5 heater, according to Espar. The company states that this heater provides heat continuously and circulates engine coolant through the engine's coolant circuit. Thus, drivers stay warm and safe and are also assured of quick engine starts when it's time to get back on the road, according to Dennehy.

The "Hybernator in-frame" system is based on the on-frame system, but enables the installation of the unit between the frame rails, without the drilling of frame com-



BAIRE NECESSITY: Espar has a new window-mounted cab heater.

ponents. Espar states that this type of installation dramatically increases affordability, by reducing installation time and complexity. The system still provides engine-off heat to the cab, the engine and the fuel system using the Espar Hydronic coolant heater, with a number of different operating switches, to meet individual requirements.

Espar heaters are designed for mobile applications such as truck, bus, marine and automotive. The systems utilize 12- or 24-volt battery systems and gasoline or diesel as an on-board fuel. Espar air heaters use forced air as a heating medium, while the Espar coolant heaters circulate the engine coolant to transfer heat. Timers and remote key chain starters are available, according to Espar, making it possible to program pre-heating for up to a week in advance, or remote-start pre-heating a vehicle. □

Cummins APUs CARB-compliant

LOUISVILLE, Ky. – The Cummins ComfortGuard auxiliary power unit (APU) is now California-compliant, the company announced at the Mid-America Trucking Show. The California Air Resources Board (CARB) requires diesel-fired cab comfort solutions to have exhaust aftertreatment systems such as a diesel particulate filter (DPF). The new rule kicked in Jan. 1.

Cummins said it has complied with the requirement by offering its ComfortGuard APU with either a stand-alone DPF or an engine installation kit that routes the diesel exhaust gas through the truck's main DPF. Both options will be in production by the end of June, the company announced.

The exhaust adapter kit is designed for use with 2007 Cummins ISX engines.

"Cummins is the only manufacturer with experience in the design and production of all the components in an APU – diesel engines, diesel exhaust aftertreatment systems, alternators and controls," said Shawn Wasson, APU business leader for Cummins. "That experience is critical to designing products that offer superior performance, low maintenance and cost-saving advantages for the trucking industry." □



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IN DEMAND: Bendix plans to double its ESP installations in 2008.

Interest in stability systems continues to grow: Bendix

LOUISVILLE, Ky. – Bendix predicts increasing demand for stability systems will allow the company to double its sales this year alone.

Company officials said at the Mid-America Trucking Show that they expect to have 80,000 trucks equipped with the Bendix ESP Electronic Stability System on the road by the end of 2008. That would double the number currently operating with the system. The company says it will once again double sales by the end of the decade.

Fred Andersky, marketing manager – electronics, with Bendix, said 7% of the 2007 truck build was equipped with Bendix ESP. It comes standard on Mack and Volvo (with no delete credit) as well as Kenworth and Peterbilt (with a delete credit). It remains an option on International trucks.

Andersky said 90% of highway trucks can now be purchased with ESP and there is continued growth on the vocational side as well.

“Even during an industry downturn, we saw more and more interest in the technology in 2007,” said Kevin Romanchok, Bendix product line director for electronics.

Bendix continues to emphasize the differences between its ESP full-stability system and other systems on the market which the company refers to as “roll-only” stability systems. The electronic stability system offered by Bendix has increased capabilities, and it can help prevent other loss-of-control situations beyond rollovers, explained Andersky. It features additional sensors such as a yaw and steer angle sensor, which the company said helps to identify

potential incidents earlier and respond sooner.

“The market is still having a problem understanding the difference between full-stability and roll-stability systems,” he said.

To help explain the differences, the company is penning a white paper on the subject, which will be released in late April.

“As the industry becomes more interested in stability technology and begins to recognize the value it offers, we believe it’s important that industry participants fully understand their stability options,” said Andersky.

Bendix is also honing its sights on the trailer market and has developed new trailer stability systems. Bendix TABS-6 Advanced and TABS-6 Advanced MC (for trailers with multiple axles) are both roll stability systems for trailers, aimed at addressing a broad range of trailer types and configurations, the company announced at the Mid-America Trucking Show.

Andersky said the TABS-6 Advanced product is the industry’s first single-channel, tank-mountable trailer roll stability system. The single-channel solution covers about 90% of the trailer market, Andersky explained. The remaining 10% of the market can purchase the TABS-6 Advanced MC system, which can accommodate a range of configurations from two sensor/two modulator systems all the way to six-sensor/three modulator systems, the company explained.

Bendix said its trailer stability systems are priced competitively and easy to install. □

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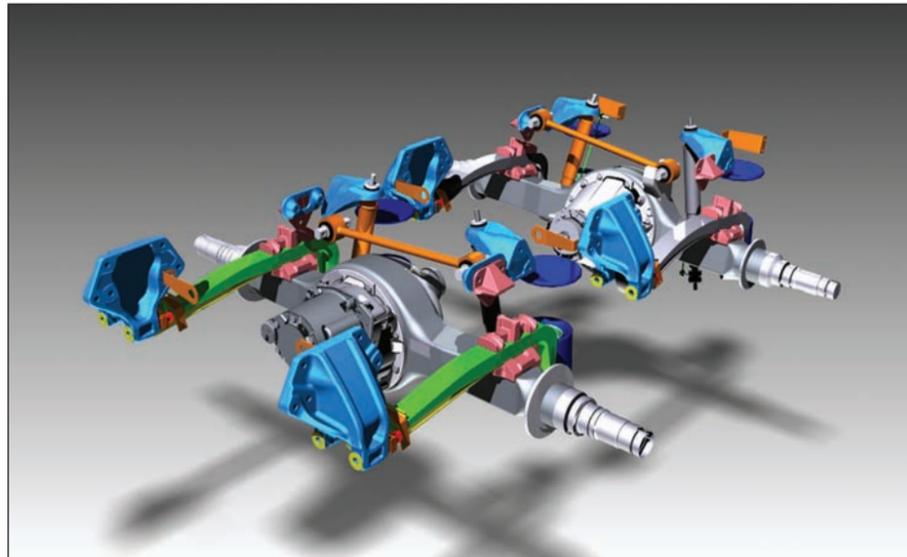
LOUISVILLE, Ky. – Kenworth announced several product upgrades at the Mid-America Trucking Show, amongst them a series of new front and rear suspensions for medium- and heavy-duty models.

The proprietary Kenworth AG130, AG210L and AG400L were unveiled at this year's show. The AG130 is a front axle air spring suspension, the AG400L is a tandem rear suspension and the AG210L is a single axle rear suspension for medium-duty models.

Mike Dozier, chief engineer for Kenworth, said each of the new suspensions has its own benefits. The AG130 provides better handling and road feel, the AG400L offers increased torque management capabilities which makes it ideal for air disc brakes, and the AG210L offers improved performance for Class 6 and 7 applications, he explained during a press conference here.

The AG130 features a four-bag air spring configuration, which is two more air bags than most offerings, Dozier pointed out.

"Four air bags help reduce road inputs and vibration to provide the best riding suspension we've ever offered. Drivers will definitely feel the difference," Dozier said. It is also about 20 lbs lighter than other 12,000-lb.-rated front-end suspensions and like the AG400L, is well-suited for use with air disc brakes.



BRING ON THE TORQUE: Kenworth's AG400L suspension is designed to handle high levels of torque, making it ideal for air disc brakes.

Kenworth also showcased some interior improvements to several of its trucks, including the T2000. Upgrades to this aerodynamic model include the addition of the Kenworth Driver Information Center as well as new standard multiplex instrumentation.

Company officials said the driver info center will improve driver productivity, by providing drivers with real-time trip information such as mpg, engine and idle hours, idle percentage and optimum RPM. It also features a "sweet spot indicator" which allows drivers to measure their own performance in real-time.

"Fuel economy performance has never been more important



MORE INFO: The Kenworth T2000 will now feature a Driver Information Center to improve fuel efficiency.

with today's high diesel prices, and these features really can help drivers maximize their potential in getting the best fuel economy possible," said Kenworth's

Dozier. "The Kenworth Driver Information Center option for the Kenworth T2000 provides a cost-effective technology tool to help enhance fuel economy performance and reduce operating costs."

The new T2000 dash has been redesigned to provide a more ergonomic and visually appealing layout.

Highlights of the new dash include a new speedometer and tachometer cluster, featuring large two-inch diameter gauges with chrome bezels, an engine hour meter, odometer, trip odometer and outside temperature gauge.

The multiplex design allows for easier serviceability, Dozier added.

Beyond the T2000, Kenworth also announced interior enhancements on its other Class 8 and medium-duty models. They include new finish trim accents for cabs and sleepers. Also announced was a new seat insert material called Marathon, which is more stain-resistant than previous materials, company officials claimed.

"The high-quality, durable material for Kenworth's proprietary seats, and attractive wood finish trim accents for our cabs and sleepers offer modern styling and provide a quality environment for customers," said Gary Moore, Kenworth assistant general manager for marketing and sales. □

Tuthill introduces new steerable hydraulic drive axle for on-/off-highway applications

LOUISVILLE, Ky. – Tuthill Drive Systems has unveiled a new steerable hydraulic drive axle for trucks that operate both on- and off-highway.

The EZ Trac front wheel drive system was introduced at the Mid-America Trucking Show. Tuthill officials say the axle can be retrofitted to existing vehicles or added on new equipment.

It was designed to simplify in-

stallation (it can be installed in one-third of the time usually required for mechanical axle installations) while offering improved payload.

The company said formerly, truck height had to be raised to accommodate the add-on, which raised the center of gravity of the vehicle. Previous options were also heavy, which lessened payload capabilities.

The EZ Trac, however, is designed so it can be installed without increasing the truck's ride height while also maintaining existing steering angles and suspension. Tuthill officials claimed the EZ Trac also offers improved handling by controlling the amount of power that is brought to the front wheels compared to mechanical axles that control power to the whole truck.

A cab-mounted switch allows the driver to engage or disengage the system "on the go," allowing on-highway vehicles to go off-road at the flick of a switch.

Tuthill will be marketing its new EZ Trac to Class 6-8 heavy-duty operators in applications including: utility; construction; mining; logging; excavating; and agricultural. For more information, visit www.tuthill.com. □

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Trailer tail promises to improve fuel mileage by 5.1%

LOUISVILLE, Ky. – A young company with a mandate to promote fuel efficiency has launched a rear drag reduction device, which is purported to increase fuel efficiency by more than 5.1%, at 100 km/h, at the Mid-America Trucking show.

ATDynamics has developed a collapsible “trailer tail” extension that not only offers drag reduction, which should cut emissions and lessen fuel costs, but is also designed to improve vehicle safety by providing additional stability and reduced spray at the rear of the trailer, the company announced. It’s a concept that has already attracted one prominent partner. Utility Trailer has entered into a market distribution agreement with ATDynamics, in a quest for economic and environmental benefits. It’s a similar issue for many in the trucking industry today, according to the company’s CEO.

“Diesel prices are at record highs and concern over global warming will lead to even stricter emissions standards,” said Andrew Smith. “At this critical time, we are providing long-haul fleets a trucker-touch technology that can reduce fuel consumption and pay for itself in less than a year.”

The device is constructed of lightweight, rugged panels, designed to

endure daily wear and driver abuse, yet enable smooth opening and closing, according to the principals behind ATDynamics. The tail collapses from four feet to three inches in length in less than eight seconds, and is considered to be user-friendly.

“If a driver is comfortable on a reefer trailer, they will have no problem opening this,” says Smith, who notes that otherwise the tail offers no change in regular freight operation. “It’s big, simple, and easy to understand.”

While the trailer tail adds up to five feet to the rear of the vehicle, the new device has been given an allowance by the US Department of Transportation, because it is “purely for aerodynamic purposes,” says Smith, who admits that similar allowances in Canada have yet to be approved.

“We are right now working with the Canadian federal government,” says Smith. “It is our goal to have this all throughout North America for obvious reasons.”

The trailer tail, which consists of four flaps that connect like an open box on the rear end of a trailer, is made of “honeycombed” aluminum and weighs about 250 lbs, which works with side skirts for optimum aerodynamic capability. The compa-



WHAT A DRAG: Despite the potential for significant fuel savings, trailer tails such as this one introduced at Mid-America are not yet legal in Canada.

ny had the device tested by a third party, where it also showed that at 68 mph the trailer tail yields potential efficiency gains of greater than 6%. Based on average long-haul trailer mileage, ATDynamics believe that its drag reduction device can deliver more than a billion dollars in fuel savings annually to the North American trucking industry

“With the high cost of fuel, tech-

nology continues to examine how to make trailers more aerodynamic, in order to lighten the load and ease fuel costs,” says engineering manager, Chuck Horrell. ATDynamics is an affiliate of the Environmental Protection Agency’s SmartWay Transport Partnership, a voluntary program which accelerates the trucking industry’s efforts to conserve fuel and reduce emissions. □

Western Star announces new options, product upgrades at Mid-America Trucking Show

LOUISVILLE, Ky. – Western Star has fine-tuned several of its trucks and added some new options which were shown for the first time at the Mid-America Trucking Show.

The company’s 4900 SA day cab and sleeper cab models are now available with a 1,875 sq.-in. copper brass radiator, which Western Star officials claim is now the biggest radiator in the on-highway industry.

The larger rad was introduced to offer improved cooling in extreme-duty applications such as stationary pumping for oilfield services.

T.J. Reed, product manager, Western Star Trucks, showed the new radiator to *Truck News* at the show, and explained it can be packaged into existing hood envelopes without grille or hood modifications.

“The radiator’s copper brass and bolted steel tank construction results in an extremely durable product with heavy-duty chassis mountings,” he said. “The massive and efficient cooling package allows for maximum peak performance of 625 hp and 2,050 lb.-ft. of torque.”

Beginning in the fourth quarter of this year, Western Star customers will be able to spec’ their trucks with air disc brakes. The disc brakes will accommodate GCWs of up to 120,000 lbs, Reed said.

The disc brakes will be welcomed by heavy-haulers and premium on-highway fleets, the company announced.

The latest generation disc brakes are gaining in popularity because they offer improved stopping performance and require less maintenance.

Western Star has also upgraded its LowMax tractor. The LowMax can be ordered as either a day cab or with a sleeper.

Updates include an improved cooling package consisting of a 1,625 sq.-in. aluminum radiator and improved fan technology for better cooling.

The updated LowMax also handles better thanks to improvements to the front suspension and steering system, explained Reed. The distinctive LowMax is highly-customizable, and features dual chrome six-inch stacks as well as other chrome and stainless steel accessories.

The company has also introduced a new Holland aluminum fifth wheel top plate which reduces weight by 100 lbs.

Holland officials say the new top plate is the lightest in the industry and does not require greas-



TOTALLY RAD: Western Star trucks now come with a larger radiator for improved cooling.

ing. Holland has also integrated its Holland Hitch Sliding wheel with its Low-Weight Slider system, saving an additional 85 lbs. The new Holland offerings are available immediately for order on Western Star’s on-highway tractors. □

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MOVING AHEAD WITH LNG: Kenworth offers a liquid natural gas (LNG) version of its T800. The company says LNG is cheaper, and cleaner, than diesel.

Kenworth highlights green initiatives

LOUISVILLE, Ky. – There was a heavy emphasis on the environment at this year’s Mid-America Trucking Show, a topic that dominated Kenworth’s annual press conference at the show.

Among its environmental initiatives was the expanded launch of Kenworth’s Clean Power cab comfort system. The battery-based system is now available on W900 and T800 truck models with 72-inch sleepers, company officials announced at the show. The system offers about an 8% fuel savings, Kenworth claimed, since it allows for heating, cooling and hotel load power without idling. The system boasts zero-emissions and is CARB-compliant.

“Kenworth Clean Power system offers a much lower life-cycle cost compared to a typical auxiliary power unit over a four-year period,” said Kenworth’s Gary Moore. “The typical APU’s cost includes aftermarket installation, emissions compliance equipment for operation in California, and fuel consumption that is significantly higher. As a result, the Kenworth Clean Power customer can receive a payback in a little over a year, compared to more than two years for an APU user. It’s definitely important to thoroughly explore the life-cycle cost equation before making a decision.”

Kenworth also announced it will be in full production of its medium-duty hybrid trucks by this summer. The company’s T270 Class 6 truck and its T370 Class 7 offering will both be available as hybrid-drive vehicles. Both will be built at

Kenworth’s Ste. Therese, Que. plant. Officials at the Mid-America Trucking Show claimed the hybrid versions of these trucks will offer a 30% fuel economy improvement in pickup-and-delivery applications and about a 50% savings in utility operations. The base engine will be the PACCAR PX-6 and each vehicle will feature Eaton’s hybrid-electric system.

Kenworth general manager and PACCAR vice-president Bob Christensen also addressed the company’s environmental initiatives at the show.

“High diesel fuel prices and new environmental rules will drive innovative new technologies in the commercial vehicle market,” Christensen said. “Kenworth is recognized as a technology leader and we are introducing practical solutions for these market realities.”

In addition to hybrids and anti-idling solutions, Kenworth is also actively developing trucks that run off alternative fuels such as liquefied natural gas (LNG).

Several of these T800 LNG trucks are already in service at ports in California. The company utilizes Canadian firm Westport Innovation’s LNG fuel system as well as a Cummins base engine. Full production of the LNG-powered T800 will commence in 2009, Kenworth announced.

Mike Dozier, chief engineer for Kenworth, said the company’s LNG trucks will reduce NOx by 33% and greenhouse gases by 20%. He also noted natural gas costs significantly less than diesel. □

Kinedyne celebrates 40th anniversary

LOUISVILLE, Ky. – Kinedyne marked its 40th year in the industry at this year’s Mid-America Trucking Show.

“Four decades is a long time to keep growing, to keep improving,” said Jim Calico, vice-president of sales and marketing with Kinedyne. “I view our history of achievement as a direct reflection on the outstanding quality of the entire Kinedyne team.”

The cargo control company made its debut in 1968 as the brainchild of Jim Klausmann. Since then it has evolved and widened its product line. Highlighted at the Mid-America Trucking Show this year were: Kinedyne’s Kaptive Beam Decking System and Rhino Web.

The Kaptive Beam Decking System is made of high-strength aluminum alloy track material, captive decking beams and a selection of options which provide cargo securement in van trailers. Rhino Web is a strap material which the company says offers better abrasion resistance and 30% more tensile strength than standard straps. □

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Peterbilt announces upgrades across entire product line

LOUISVILLE, Ky. – A new front suspension, wider availability of ComfortClass and enhancements to the company's medium-duty truck dashes are highlights of Peterbilt's press conference held at this year's Mid-America Trucking Show.

The company will begin offering a new front air leaf suspension, which Peterbilt officials claim will deliver improvements in ride and overall service maintenance. The new suspension will be available on Peterbilt Models 384, 386, 388 and 389 beginning this fall.

The upgraded suspension has a lower spring rate for improved isolation of road inputs, providing a 20% improvement in ride while also maintaining the roll stiffness and handling performance of a taperleaf suspension, explained



WIDER AVAILABILITY: Comfort Class, a no-idle cab comfort system from Peterbilt will now be offered on Peterbilt trucks with 63-inch sleepers.

Landon Sproull, chief engineer for Peterbilt. The reduction of road inputs into the cab will not only improve the ride for the driver, but also components which may last longer as a result of the

improved smoothness, the company said.

Peterbilt also announced availability of its battery-based cab comfort system, ComfortClass, will be expanded to include

63-inch sleeper configurations beginning in June. Currently, ComfortClass is available only in Peterbilt's Class 8 trucks with 70-inch sleepers.

ComfortClass provides idle-free heating, cooling and hotel load power for up to 10 hours, saving customers as much as 8% in overall fuel economy. The system is compliant with stringent emissions standards in California and can be plugged into shore power when it's available. In cold climates, a small diesel-fired heater is used to keep the bunk warm.

"It provides climate control performance as effectively as traditional systems, but uses much less energy to do so," explained Sproull.

Peterbilt's medium-duty lineup was not ignored when the company was upgrading its vehicles. The truck maker's entire line of medium-duty conventional trucks will be equipped with a new dash that features an enhanced ergonomic instrumentation layout and the ability to equip the vehicle with Peterbilt's navigation system.

The new dash will be available in July. It will also feature an enhanced side window defrost system and new dash panel colours, company officials have announced.

"Peterbilt is bringing a new level of class to its medium-duty conventional line with our dash facelift," explained Sproull. "The integration of the Peterbilt Navigation System may enable medium-duty customers to save thousands of dollars in reducing out-of-route miles."

On the manufacturing side, Peterbilt announced it is employing the use of a new chassis robotic paint system which provides improved coverage and finish. The system is already in operation at Peterbilt's Denton, Texas truck plant where it is used on Pete's entire line of Class 8 trucks. □

SAME ROADS – NEW CHALLENGES

October 1 & 2, 2008

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Event:	Hosted by Natural Resources Canada's ecoENERGY for Fleets (FleetSmart) and the US Environmental Protection Agency's (EPA) SmartWay Transport Partnership.
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Target Audience:	This forum is critical to Fleet Executives and Managers, Supervisors, Driver Trainers, Labour Representatives, Training Schools, Carriers and Shippers, Government Officials and consultants serving the on-road transportation industry. This is a fantastic opportunity for the trucking, bus, transit, municipal, utility and urban fleet employees to network.
Where:	Westin Bristol Place Hotel, 950 Dixon Rd., Toronto, Ontario, M9W 5N4 Tel: (416) 675-9444 or 1-800-837-5184 Room Rates: \$155.00 Reference: FleetSmart Forum
When:	September 30, 2008 (Registration only) October 1 & 2, 2008.
Registration:	Delegate fees (All prices quoted are Cdn. + GST): Early bird special \$525.00 per person for registrations prior to August 29th All sessions thereafter \$595.00 Single day purchases are also available at \$325.00 Details and registration forms are available by contacting Leah Quelch: Email: leah.quelch@antian.ca Phone: 613-233-6464 Toll free: 1-888-758-1122 Web: Antian.ca
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Hankook Tire says R&D paying off

LOUISVILLE, Ky. – Hankook Tire announced its emphasis on research and development is paying off, with the company reaching US\$3.4 billion in global sales in 2007.

The company says this cements its place as the fastest-growing tire manufacturer in the world. Sales in North America increased more than 9.5% in 2007 compared to the prior year. Hankook officials say the company commits about 5% of its revenue to research and development.

"Despite a challenging year for the industry as a whole, improving the quality and reputation of our products has allowed us to build margins without adversely affecting our sales growth in both new and established markets," said Hankook CEO, Seung Hwa Suh. □



Freightliner introduces new version of Cascadia, more options for Class 8 trucks

LOUISVILLE, Ky. – Freightliner introduced a new version of the Cascadia at the Mid-America Trucking Show, which features a 72-inch sleeper.

The Cascadia 72-inch XT is aimed at the flatbed and tanker markets. The newest version of Freightliner's flagship highway tractor boasts a stand-up sleeper with 78 inches between the base of the bunk and the ceiling. Customers can choose between a second bunk or storage cabinets along the back wall of the cab.

The new version of the Cascadia is available for order immediately, the company announced. It plans to introduce additional sleeper options throughout the remainder of the year, including: 60-inch raised roof; 60-inch XT; and 48-inch XT variations.

Freightliner also announced at the show that its Cascadia has been certified by the US EPA SmartWay

program. The Cascadia joins the Columbia and Century Class S/T as SmartWay-certified offerings from Freightliner.

Smartway-certified trucks are 10-20% more fuel efficient and up to 90% cleaner than other trucks in the market. To qualify, trucks must include: an EPA07 engine; fuel tank fairings; an integrated roof fairing; tractor-mounted cab side extenders; aerodynamic mirrors and bumper; an approved anti-idling solution; and low rolling-resistance tires. Customers can now order a Smartway-approved truck from Freightliner and not have to worry about upfitting the various required components.

Air disc brakes are now a factory-installed option on Freightliner's Cascadia, Columbia, Coronado and Century Class S/T Class 8 tractors. The Bendix ADB22X-V air disc brake is designed for 22.5-inch



EXPANDING FAMILY: The Freightliner Cascadia family has grown to include a 72-inch XT model.

wheels and is approved for all on-highway applications, Freightliner officials announced at the Mid-America Trucking Show. They can be spec'd on all drive axles offered by Freightliner but only with Axle Alliance Corp. steer axles.

Disc brakes are gaining popularity as they provide better stopping performance, less brake fade and less

maintenance than traditional drum brakes.

"The air disc brakes are a better choice because stop time is improved and easier and faster brake maintenance allows for less downtime, impacting the bottom line for owner and driver," said Melissa Kellogg, director of product marketing for Freightliner. Disc brakes will be a factory-installed option beginning in June, the company said.

Freightliner also announced the availability of more factory-installed options for its Class 8 models. The Meritor WABCO Electronic Stability Control (ESC) system will be available this spring. Eaton's VO-RAD collision warning system will also be available as a factory option, beginning this spring.

"Each of the new options available for our Class 8 vehicles enhances efficiency and safety," said Kellogg. □

Cobra previews Bluetooth CB radio

LOUISVILLE, Ky. – Interest was high at the Cobra Electronics booth at the Mid-America Trucking Show. However, the new product that was causing such a stir, a CB radio with Bluetooth wireless technology, is not available until July. The 29 LTD BT with Bluetooth technology, allows drivers to have phone conversations on the road, because calls from a mobile phone are synched with the CB radio.

"We are thrilled to offer the first CB radio with Bluetooth technology, which will help drivers communicate more safely and conveniently," said Tony Mirabelli, senior vice-president of sales and marketing for Cobra. A noise canceling microphone allows calls to be heard loud and clear, even over a noisy engine, states Cobra product manager, Ramon Sandoval, who was manning the MATS booth. Incoming audio is routed through the radio's five-watt CB speaker, making it easy for the driver to hear the caller, he adds.

"That's the biggest thing that people like, besides the hands-free (capability)," he said. "The truck is a noisy environment."

The Bluetooth feature also gives drivers the ability to answer and terminate calls by pushing one button on the CB microphone, allowing drivers to stay focused on the road. The new auto redial feature also allows for one-touch redialing of the last phone number called.

Otherwise, the 29 LTD offers Cobra's CB radio standards, such as instant access to emergency Channel 9, and tactile controls to allow the driver to feel where the dial is in its rotation, without taking their eyes off the road. As well, the new unit offers: four-watt AM RF power output; talk-back controls to adjust the desired amount of modulation talk-back that is present at the speaker; "Delta Tune" to clarify incoming signals; and adjustable "Dynamike" boost, which increases the microphone's sensitivity for increased voice clarity.

The 29 LTD BT is expected to retail for \$189.95, in both the US and Canada. □

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Cummins makes headway in North American engine market

LOUISVILLE, Ky. – Despite a slowing US economy and inconsistent freight volumes south of the border, Cummins said it enjoyed its best year ever in 2007 and is poised to continue its growth in the coming years.

Jim Kelly, vice-president of Cummins and president of the company's engine business, said Cummins will continue to diversify in an attempt to "dampen the cyclical" of the industry.

While engine sales have stalled in North America, Kelly said the company is enjoying increased sales in other parts of the world, most notably Brazil.

"Our business outside of North America continues to grow at a very brisk rate," Kelly said during a press conference at the Mid-America Trucking Show.

He said Cummins wrapped up 2007 holding 38% of heavy-duty market share in North America, and initial figures indicate that has increased to 44% in January, 2008. Cummins now enjoys a 45% market share on the mid-range side of the business, he added.

"We feel pretty good about those numbers," Kelly said. "The customers are voting with their wallets."

He noted Cummins had only 27% of heavy-duty market share prior to the launch of its EPA07 engine line.

Jeff Jones, president, sales and market communications with Cummins, said the company has increased market share with each of the OEMs that offer its engines.

It has also made headway with "the elusive owner/operator market," he said.

Cummins now has 42,000 EPA07 engines operating in the real world, many nearing 100,000 miles. Jones said "they are performing as we promised."

He said the engines are achieving fuel economy better than or equal to Cummins previous generation engines and that there have been very few warranty claims.

As a testament to the engines'



07 A GOOD YEAR?: Cummins officials said despite a downturn in the North American engine market, the company is continuing growth here and in global markets.

real-world performance, Jones said the top 100 North American fleets are operating close to 50% Cummins power.

As for 2010, Kelly reaffirmed Cummins position that it can meet EPA2010 emissions standards for heavy-duty engines without the use of exhaust aftertreatment.

However, Cummins will employ Selective Catalytic Reduction (SCR) on its mid-range engines. On the heavy-duty side, International has joined Cummins in electing for in-cylinder EGR solutions to meet 2010 emissions standards while Daimler and Volvo have opted for SCR.

Kelly would not predict which technology will ultimately win out in 2010.

He said Cummins is "not going to be part of that debate, because we have a foot in each camp." However, he stressed offering one solution for heavy-duty customers and another for mid-range users "Is not because we're hedging our bet. It's because we're offering the best fit for each application."

Cummins feels SCR is practical for medium-duty applications where a truck typically returns home daily.

Urea supply issues may affect long-distance carriers, however, which is one reason why Cummins opted against SCR for its heavy-duty engines.

The company has already started developing its 2010 engines and plans to begin customer field testing in May. □



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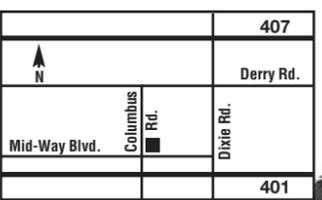
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New options for Thermo King reefers

LOUISVILLE, Ky. – Thermo King has introduced new options for its trailer refrigeration units (TRUs), including an electric standby option and an environmental management system.

Thermo King's new SmartPower system lets customers operate the reefer on electric power, significantly reducing fuel consumption. Craig Fisher, director of marketing for Thermo King, announced the availability of the new system at the Mid-America Trucking Show, where he also claimed it is three times more efficient than running the reefer off the diesel engine alone.

About 80% of reefers in Europe have an electric standby option, and Thermo King officials expect the concept to gain in popularity on this side of the pond as well.

The reefer switches to electric mode when a power cord is connected and the standby unit is switched on. It automatically returns to diesel power mode when there's a power interruption, the company explained.

"North American customer interest has been very high in the SmartPower electric standby option, due to all of the new envi-

ronmental legislation across the country," said Jerry Duppler, trailer product manager with Thermo King.

The company also announced several other enhancements to its reefer line at the show, including a new environmental management system. When placed inside a refrigerated trailer, the system kills any bacteria which could lead to product spoilage. The system is developed by Thermo King's parent company, Ingersoll Rand, and can also be used inside warehouses and distribution centers.

Also discussed at the show was Thermo King's OptiSet + system which allows a driver to easily select the ideal refrigeration temperature for virtually any product. So far, nearly 500 items have been added to the database. A driver simply selects the commodity he or she is hauling from the menu and the reefer temperature will be set to the best temperature for that particular product, Fisher explained.

"There are things in (the database) I haven't even heard of, but our customers haul them," Fisher said. □

Vanguard showcases upgrades at MATS

LOUISVILLE, Ky. – Vanguard National Trailer displayed a variety of new products at the Mid-America Trucking Show, including improvements to technological access. Vanguard has designed an electronic user manual, via the use of a microchip and a USB port, information which can be accessed with a laptop. The company indicates that existing or expanded memory would allow for easy retrieval of information pertaining to a variety of requirements, including a trailer manual, customer information, or other data pertaining to maintenance.

"Plug in the USB, and (the driver) gains information about the trailer," said Bob Taylor, Vanguard's director of trailer sales.

Vanguard has also developed new sidewalls that are fastened with a strong adhesive, instead of using rivets. This manufacturing process is intended to provide additional sidewall strength, while eliminating potential rust and corrosion points.

"There is no riveting, and assembling is easy," said Taylor.

As well, the commercial trailer company has developed a "pultruded" composite floor, that is not only lighter in weight, but more moisture-resistant, which Vanguard says will offer an extended life-cycle. The company states that this type of flooring could take up to 700 lbs of weight off of a 53-foot trailer, without negatively impacting trailer integrity.

"Also, like the sidewalls, there are no fasteners, and no screws going down," said Taylor.

"It's a nice, clean floor. It will not rot. It doesn't take moisture from water."

Vanguard has also expanded its



BETTER BUILD: Improvements in manufacturing have helped strengthen Vanguard's trailers, the company says.

product line to include pup trailers and converter dollies, both featuring extensive galvanized components. The dolly features a frame that has been: galvanized for maximum protection against corrosion; made from a single piece beam; and built modularly to allow easy replacement of components. The dolly is counterbalanced for effortless maneuvering; has a fifth wheel with bolted construction for easy maintenance; and is open for easy access to air system and ABS.

The 28-foot trailer features: galvanized components; a 100-inch interior width, 110-inch height, optional racking to increase load capacity; 1 3/8" laminated oak flooring; with sheet and post, or composite sidewalls.

"The galvanized components on our products reduce corrosion, minimize maintenance and extend trailer life," states Taylor. "It's all about how we can save our customers these critical pennies-per-mile. We listened to the needs of our customers and have developed quality options that meet those needs." □

Navistar launches custom parts line for LoneStar

LOUISVILLE, Ky. – Customers of International's new LoneStar highway tractor can now customize their truck by purchasing accessories from a new parts line exclusively for LoneStar owners.

Navistar announced the availability of its new DoubleSix Customs parts line at the Mid-America Trucking Show. Initially, the collection will include 40 interior and exterior parts, but company officials said the line will be expanded to provide more options. Included in the initial offerings are sun visors, light bars and panels, exhaust, shifter accessories and door handles.

"Today's professional drivers take great pride in their trucks and customization is extremely important," said Rommel Miranda, vice-president, sales and marketing, Navistar Parts. "Customers want to portray a professional image as well as make a statement about themselves and their truck."

The new custom parts line is named after the infamous Route 66.

"On Route 66, there was no doubt who owned the road," pointed out Miranda.

The custom parts will be offered through International's dealer network beginning in the fall. The LoneStar was first introduced at the Chicago Auto Show last month and was re-launched at the Mid-America Trucking Show. Company officials say that in addition to its bold new look, customers also will appreciate the ability to customize the truck by fitting it with stylish add-on components. □



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Grote introduces four new LED product lines

LOUISVILLE, Ky. – At this year's Mid-America Trucking show, Grote announced several additions to its LED product line, including a new LED work lamp.

The Per-Lux LED WhiteLight work lamp has many benefits according to Grote: the light pattern is brighter; it offers colour more closely resembling natural sunlight; and the new lamp features more effective coverage of a desired illuminated area, with multiple beam options.

As a result of these features, the lamp is considered to be safer, and offers a more optimal work environment, even in off-road driving conditions.

"This is a first for the Per-Lux brand," said Mike Grote, the business development manager for forward lighting at Grote. "Per-Lux is a legendary brand that, until now, only offered lamps in high-powered halogen and incandescent versions."

The LED WhiteLight work lamp has lower power consumption, according to Grote, with less than an amp of power needed to operate the lamp.

The instant-on nature of its LEDs is also considered to be more energy-efficient than halogen lamps.

The new LED work lamp has a glass lens with a chemical and corrosion-resistant, and heavy-gauge

stainless steel housing, which has made the product prominent with the transportation market, according to Grote.

The vehicle lighting company also introduced a new SuperNova LED single-diode back-up lamp, which features Grote's LED WhiteLight technology. Steve Green, the business development manager for signal lighting, said the product was developed with high output LEDs.

"The advancement in Grote's LED WhiteLight technology and its related surface mount electronics production systems, have migrated to our SuperNova signal lighting line," Green said.

The lamps feature standard Grote male pin and hard-shell terminations, which are fully encapsulated in patented specially-formulated potting, which is intended to provide thermal protection as well as corrosion, shock and moisture resistance.

Another addition to the SuperNova line, is the 4" round and 6" oval LED stop, tail and turn lamp.

With Grote's male pin or hard-shell terminations, these lamps are considered ideal for fleets that want to upgrade from incandescent lights to LEDs, according to Green.

"It's a more cost-effective option than has ever been avail-



BRIGHT IDEAS: Grote announced new additions to its product line at the Mid-America Trucking Show.

able before."

In this same announcement, Grote is featuring new additions to its "hi count" LED product line, with what the company considers "ultra-stylish" clear lens lamps.

With the addition of clear lens red and yellow products, a full portfolio of lighting options is now available, according to the lighting company.

The new lamps include: clear lens hi count LED round and oval stop, tail, turn lamps; clear lens hi count LED square corner lamps; and clear lens hi count LED 2", 2.5" and rectangular market lamps.

Grote's new lamps meet all FMVSS 108 and SAE requirements for visibility and safety. □

Chemical supplier ready to provide urea

LOUISVILLE, Ky. – The world's largest chemical distributor has announced that it will be providing urea to the North American trucking industry in time for the EPA2010 emissions standards.

Brenntag, which claims to be the largest distributor of automotive-grade urea in the world, said it will be ready to meet the trucking industry's demands by 2010. Urea will be required by truck fleets and O/Os who opt for Selective Catalytic Reduction (SCR) in 2010. That's the technology that Volvo Group and Daimler have announced they will adopt in order to comply with the next round of EPA emissions requirements. Cummins will use SCR on its mid-range engines.

In response, Brenntag has launched a program called "Urea 2010" which the company says will ensure there are adequate supplies of urea for OEMs and fleet operators throughout the US and Canada. The company announced it will focus on the "fast and reliable delivery" of urea, offering partial and full tank deliveries for fleets and suppliers. As 2010 draws nearer, the company is planning to finalize distribution deals through truck stops. More information is available at www.brenntagnorthamerica.com. □

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Phillips introduces more durable nosebox

LOUISVILLE, Ky. – When a US trucking fleet required a larger nosebox for its trailers' expanding electronic requirements, Phillips set out to develop a larger and more durable compartment.

That new product is referred to as the "i-Box," – what Phillips indicates is a durable, non-corrosive housing which can withstand harsh weather conditions, and is much larger than previous boxes.

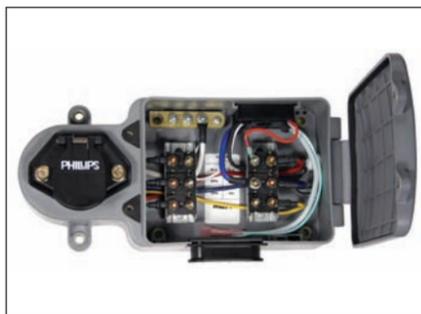
"The new Phillips i-Box, short for 'intelligent nosebox,' offers 35% more interior working room than standard noseboxes," says the company's director of sales, Bill Phillips, who was demonstrating the nosebox at the Mid-America Trucking show.

Phillips' new design came about because the modern trailer has become more electronically complex, according to the director of sales, and must accommodate extra wiring for additional electronic systems such as ABS, trailer tracking, and weigh-in-motion systems. Ample space for existing and future connec-

tions reduces the potential for pinched wires and connections that can become unconnected, according to Phillips.

"When designing the i-Box, we were interested in solving more than just the problem at hand," said Phillips. "We also looked to the future to see what we could integrate into this new 'intelligent box.' We made room for our award-winning Permalogic trailer dome lamp controller. This all-electronic controller ensures the trailer dome lamps will be turned off by simply stepping on the brake pedal. In addition, we offer integrated USB ports to house important trailer documents such as schematics, registration information and maintenance records."

The hinged door rotates 180-degrees to give plenty of access to the terminations inside, added Phillips, who noted that one of the most important features is the standard quick-connect socket integrated into all i-Boxes. "Let's face it: even the best connection can corrode over



time. When it does, the quick-connect socket, or QCS, can be replaced with a quick couple of turns of a ratchet."

The Phillips i-Box is designed for dry vans, reefer trailers and doubles. It will be available through OEMs as a fleet spec' as well as a retrofit. Phillips offered two examples of the i-Box at MATS: one was a standard i-Box with the basics, which is used on Vanguard trailers (also on display at the show). The other version of the i-Box displayed, was loaded with Phillips PERMALOGIC trailer dome lamp controller, which also includes a USB flash memory. □

Eaton, Dana renew Roadranger marketing deal

LOUISVILLE, Ky. – Ten years after diversified industrial manufacturer Eaton Corporation and Dana Holding Corporation created the original Roadranger marketing organization, the two companies have agreed to renew this initiative for an additional five years. The announcement was made at the Mid-America Trucking Show.

The Roadranger agreement gives truck buyers the option to select Eaton and Dana products as a complete system for single-source specification, service and support for those products.

About 200 different components are available through the Roadranger organization, all of which are supported by a network of more than 180 sales and service representatives from Roadranger

Field Marketing.

"About 10 years ago, we announced an unprecedented alliance of former industry rivals, accompanied by an exchange of businesses designed to make each company stronger and more valuable to its customers," said David Renz, vice-president of sales and marketing, with Eaton.

"I'm happy to report that a decade later, the reasons we agreed to work together in the first place, are still valid today."

Frank Sheehan, senior vice-president of global sales, marketing, and planning for Dana, indicated that the agreement has become a marketing collaboration that works well, on many levels.

"Based on the feedback that we have received from our cus-

tomers, the Roadranger approach has been a success.

"We've continued to work together to provide increasing levels of customer value and satisfaction, by virtually integrating our drive train systems, and other products into a solution that is clearly more than the sum of its parts."

In addition to its primary component offerings of Fuller transmissions and clutches, Spicer axles and driveshafts, and Bendix brakes, the two companies also provide the commercial trucking industry with: Eaton's hybrid power systems; Dana tire pressure management systems; Eaton's fleet resource manager; VORAD collision warning systems; and Roadranger synthetic drivetrain lubricants. □

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Bendix Spicer ready for new NHTSA requirements

LOUISVILLE, Ky. – Bendix Spicer Foundation Brake officials announced at the Mid-America Trucking Show that they are confident the long-awaited NHTSA stopping distance requirements will be released in September, and that the company is ready to comply.

Kishor Pendse, president of Bendix Spicer Foundation Brake, said “I’m still optimistic it will happen in September. If not, I’m very concerned because it will most likely get delayed significantly (due to the US election).”

Bendix Spicer has been preparing for the new regulations, which will require tractor-trailer units to stop in a 20-30% shorter distance. So far, Pendse says the company feels a combination of disc and drum brakes will be the best solution.

“Overall, our recommendation



CHANGES COMING: New NHTSA stopping distance requirements could lead to an increase in disc brakes.

is for disc brakes on the front and drums on the rear axles – we believe this to be the most economical solution,” he said, adding “We’re committed to all solutions.”

The company plans to introduce new, high-performance versions of

its current foundation drum brake products for both steer and drive axles. The new products have been in the works for nearly four years, the company announced. Field testing is currently underway and the new brakes are expected to be ready in 2010 when the new stopping distance requirements are expected to take effect. NHTSA is not expected to mandate the use of any specific product.

“When it comes to choosing foundation brakes that will give their vehicles the performance needed to comply with the new requirements, vehicle manufacturers and fleets will have the freedom to make decisions based on their own needs and preferences,” confirmed Jim Clark, product line director for foundation drum brakes at Bendix Spicer Foundation Brake. □

Air-Weigh offers low-cost on-board truck scale

LOUISVILLE, Ky. – Fleets and owner/operators looking to enjoy the benefits of on-board weigh scales but lacking the funds to invest in the technology now have a more affordable, entry-level solution courtesy of Air-Weigh.

The company unveiled its low-cost QuickLoad on-board scale at the Mid-America Trucking Show.

QuickLoad is intended for dedicated tractor-trailer configurations and straight trucks and does not require air suspensions. It shows the “on the ground” weight on an in-cab display and also features a warning light that indicates when a truck is nearing its legal weight as well as an alarm that sounds to alert a driver an axle or the vehicle’s overall weight has exceeded the limit.

It calculates the on the ground weight by measuring suspension loads on the tractor and trailer. The system has also been designed to remain accurate despite changes in altitude, temperature or humidity. The company pointed out the weight of a load can vary by as much as a couple hundred pounds depending on the region it is travelling through due to changes in climate and altitude.

Key benefits of the system are the ability to eliminate miles spent travelling to and from in-ground weigh scales, improving vehicle utilization. Also preventing just one overweight load ticket will go a long way towards covering the cost of the system.

QuickLoad is available in multiple configurations ranging from tractor-trailers to refuse trucks. It can be purchased for as little as US\$400.

For more information, visit www.air-weighscales.com or in Canada, call 888-695-3382. □

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Aerodynamics, refrigeration and corrosion addressed by Great Dane

LOUISVILLE, Ky. – Great Dane's EPA SmartWay-certified SSL dry freight van was on display at the Mid-America Trucking Show. The trailer incorporates aerodynamic fairings and light-weight components that can collectively save a fleet a substantial amount of fuel, Great Dane officials demonstrated at the show.

The SSL van trailer showcased at the Mid-America Trucking Show featured: aluminum wheels; low-rolling resistance tires; side skirts; front fairings; and light-weight components.

The SSL has already been welcomed into the SmartWay program by the EPA, and now Great Dane officials say the company is continuing to develop performance specifications for new and existing trailers that will further enhance fuel efficiency.

Also highlighted at the show was Great Dane's ThermoGuard reefer liner, which the company said provides improved insulation, allowing the trailer refrigeration unit's engine to work less and consume less fuel. ThermoGuard features a composite layer that seals the trailer's insulation, reducing "out-gassing"



CORROSION IS CANCEROUS: Great Dane says its CorroGuard technology protects against corrosion – especially important here in Canada.

and maintaining thermal efficiency. The technology also extends the useful life of a reefer trailer, company officials explained.

Great Dane also showcased its CorroGuard protection for trailer underbodies, which protects against corrosion caused by road salt and other materials. CorroGuard is a spray-in-place thermoplastic elastometric coating that is applied to suspensions

and support gear to provide long-term protection from contaminants.

The technology is available on all Great Dane dry vans and refrigerated trailer models. Company officials said it is air tight and water tight and it will not peel, crack, warp or flake.

More information about the technologies are available at www.greatdanetrailers.com. □

Thermo King upgrades TriPac APU, adds DPF

LOUISVILLE, Ky. – Thermo King's TriPac auxiliary power unit (APU) is now available with an Extreme Arctic Kit, which the company says provides improved start-ups in cold weather.

Thermo King officials pointed out that 90% of APU engine wear and tear occurs during start-up, particularly in cold climates. The new Extreme Arctic Kit features a coolant and oil heater which ensures cold start-ups are no more damaging to the APU's engine than warm start-ups.

When the TriPac senses a coolant temperature below 30 F, the system automatically starts

the APU and engages the coolant and oil heaters. The TriPac engine then circulates the coolant between the engine block and the TriPac, monitoring coolant temperature until it reaches 60 F, Thermo King officials explained at the Mid-America Trucking Show.

The new system is available immediately through Thermo King dealers. Also on the subject of the TriPac, Thermo King officials announced the APU is now available with a diesel particulate filter (DPF) which allows it to comply with California Air Resources Board (CARB) emissions re-

quirements. The new system has not yet received official approval from CARB, but officials expect to receive the green light any day now.

Much like the primary DPF on a truck, the TriPac's particulate filter will regenerate passively during normal driving hours, the company explained.

Thermo King officials say the addition of the DPF will not impact fuel economy or place extra strain on the APU.

There are nine different mounting options for the DPF, ensuring it's compatible with all makes of trucks. □

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Chicago Pneumatic introduces two-in-one impact/torque wrench for wheel tightening

LOUISVILLE, Ky. – Chicago Pneumatic has introduced a new tool for the trucking industry which combines the functionality of an impact wrench with that of a torque wrench.



The BlueTork CP7600 is a one-inch pneumatic wrench that turns wheel fastening into a one-step process, the company explained at the show. Customers order the tool from Chicago Pneumatic with their own desired torque setting pre-programmed into the wrench. The tool features two air motors, the second of which delivers the precise torque level required to safely fasten the wheel.

Chip Todd, regional manager for BlueTork, told *Truck News* fleets are expressing interest in the product because those that have used it have noticed a decline in Workers' Compensation-related claims.

"Designed for the health and safety of the user, the BlueTork CP7600 is ergonomically designed and offers reduced noise and vibration, in a low-effort operation," he said. The tool is available through Chicago Pneumatic's normal distribution channels, including Kal-Tire in Canada. For more, visit www.bluetork.com. □

Haldex expands product line

LOUISVILLE, Ky. – Haldex announced new additions to its product line at this year's Mid-America Trucking Show, including the latest generation of its trailer stability system.

The second generation version of the company's Trailer Rollover Stability (TRS) system is compatible with trailers using one or more axles with air suspensions.

It detects when a rollover is imminent and then deploys the brakes to mitigate the situation.

Features of the second generation stability system include: a trailer brake lamp illumination during the roll event; an integral control port air filter; integral NPT ports; and a Fleet+ optional diagnostic program.

Haldex also expanded its product line to include a new ABS replacement kit. The "all-inclusive"

kit includes all the parts required to replace an outdated ABS system quickly and easily, the company announced.

Nearly any ABS system can be replaced with the latest Haldex ABS system using the kit, according to Haldex officials.

Haldex has also added an ILAS III lift axle valve to its product line.

The new valve is used for lowering and lifting one or more axles, depending on the load applied to the vehicle, the company explained.

There are fully-automatic and manual lift versions of the valve available.

Also new to Haldex is a new trailer brake control valve, which the company claimed is the only spring brake control valve in the market that provides optimum protection against the corrosive effects of magnesium chloride and other elements.

The Haldex Trailer Brake Control Valve is mounted on the trailer reservoir, where it reacts to a signal from the trailer supply line to charge the tank and to control the spring brake section of double diaphragm spring brakes to provide parking and emergency braking, the company announced. □

Cummins provides training materials for drivers

LOUISVILLE, Ky. – Cummins has released a series of training tools for drivers, which the company says will help them maximize their fuel efficiency.

Among the new training materials is an audio CD specifically for drivers.

The CD addresses topics and engine features such as load-based speed control and gear-down protection. It also discusses the Cummins aftertreatment system.

More in-depth training is available through the new Cummins Driver Training DVD. The DVD is designed to be viewed on a driver's individual schedule. It addresses issues such as driving for fuel economy, electronic features, trip information as well as a more detailed look at the Cummins aftertreatment system.

Also included in the suite of training tools is a driver tip card which includes fuel-saving techniques as well as an overview of dash lamps and switches found in trucks fitted with Cummins EPA07 engines.

"Cummins is committed to delivering the right technology and dependable support to our customers to help them achieve maximum operating efficiency from their Cummins engines," said Jeff Jones, vice-president, sales and market communications with Cummins.

Cummins customers should contact their local dealer to obtain the training material. □

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Utility introduces lighter, more durable trailers

LOUISVILLE, Ky. – Despite the aerodynamic design of the modern tractor, in a quest for greater fuel economy, the rectangular shape of the trailer has changed very little since its inception.

Utility Trailer is hoping to change all that. It introduced two new designs at the Mid-America Trucking Show, as well as an environmental collaboration with another company to promote a drag-reduction device.

At the start of the launch, Utility Trailer introduced its new thin-wall 4000D-X dry van, a post panel design that has a composite wall for less damage and greater durability. The sidewall panel is made of high-density polyurethane foam construction “sandwiched” between high-strength inner and outer skins, forming a composite that bonds together. The result, according to Utility, is a composite panel that absorbs more energy, and outperforms earlier designs.

“It’s a lean design that is lighter and stronger than its predecessor,” said Craig Bennett, Utility Trailer’s senior vice-president of sales and marketing.

The 4000DX also utilizes the company’s patented SnagFree recessed posts, for damage-resistant loading. Some of the standard features include a stainless steel rear door



NEW AND IMPROVED: Utility Trailer says its 4000D-X dry van is more durable than its predecessors.

frame, and flush-mounted galvanized steel logistics posts, with fully-recessed, squeezed fasteners for greater durability.

Utility Trailer also introduced what it describes as the “highest strength, lowest weight flatbed.”

The 4000A is built with aluminum/steel composite that reduces TARE weight by 400 lbs. Utility says the new flatbed is durable, reliable, and stronger than previous models, due to a newly-designed 80,000 psi high-tensile steel, hat-shaped main beam top flange.

“Our goal was to bring to market

an optimized flatbed trailer that would provide the maximum return on investment for our customers,” said Jeff Bennett, vice-president of engineering for Utility Trailer. “We did this by eliminating 400 lbs of steel and aluminum on the base model flatbed, which not only reduced material costs, but enabled the trailer to carry more payload.”

On another front, Utility Trailer has entered into a partnership with ATDynamics, for the commercial launch of the latter’s aerodynamic TrailerTail. For more on this device, see pg. 60. □

Detroit Diesel confirms plans to use SCR in 2010

LOUISVILLE, Ky. – Detroit Diesel has announced it will adopt Daimler’s BlueTec Selective Catalytic Reduction (SCR) technology to meet EPA2010 emissions standards in North America.

BlueTec was developed by Daimler and is widely used in Europe, company officials announced at the Mid-America Trucking Show.

Detroit Diesel’s DD15 engine, and its future family of engines, will all use the technology.

“I’m happy to announce that we’ll be utilizing BlueTec technol-

ogy for our Detroit Diesel engines beginning in 2010,” said Chris Patterson, president and CEO of Daimler Trucks North America. “The technology is clearly the best choice for our customers. BlueTec is the only means of meeting the stringent 0.2 g/kwh NOx standard for heavy-duty diesel engines, in 2010 while actually reducing diesel fuel consumption in comparison with the technology used in 2007 engines.”

With BlueTec, Detroit Diesel engineers are confident they can improve fuel economy by 3-5%

compared to EPA07 engines. BlueTec utilizes urea, which along with the heat of the exhaust and a catalyst, converts NOx emissions into harmless nitrogen and water vapour.

Detroit Diesel officials said urea will only need to be refilled once every 5,000-6,000 miles and it will typically be housed in a 20-gallon tank.

During Daimler’s press conference, officials took aim at several points of contention involving the use of SCR in 2010. For more on that, see pg. 87. □



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Ulcers: A common ailment afflicting professional drivers

Ulcers are a very common problem among professional truck drivers due to their lifestyle and job demands.

An ulcer is basically an open sore found on the skin or mucous membranes of the body.

The type of ulcers which most apply to truck drivers are the ones

located in the stomach and intestines and as a result I will focus on these.

In the past, scientists and doctors believed that the major causes of ulcers were lifestyle factors such as stress and diet.

However, recent research has shown that 80-90% of ulcers de-

velop as result of an infection with a bacterium called *Helicobacter pylori*.

Although the bacteria is the major cause of ulcers, other factors do play a role in the development of ulcers.

First of all, studies have shown that smoking increases your chance of getting an ulcer and also slows down the healing process of existing ulcers due to the fact that nicotine increases the concentration of stomach acid.

Similarly, caffeine seems to stimulate acid secretion in the stomach, which can aggravate the pain of an existing ulcer.

Although it is now known that stress is not a major cause of ulcers, people with ulcers often report that emotional stress increases their symptoms.

The most common ulcer symptom is burning and pain in the abdomen between the breastbone and the belly button.

The pain often occurs between meals and the early hours of the morning.

Generally, the symptoms last from a few minutes to a few hours. Most people find that the pain is worse when they have an empty stomach.

Less often, people may experience symptoms such as nausea and vomiting, chest pain, loss of weight and belching.

As you can see, the signs of an ulcer can resemble other digestive tract conditions, so it is important to consult with your doctor if you are experiencing any combination of these symptoms.

In most cases, having an ulcer is not a serious condition.

However, people may experience serious complications if they do not receive the proper treatment.

These complications include bleeding and perforations of the stomach or intestinal wall which

Back behind the wheel



Dr. Christopher Singh

can lead to infections in the abdominal cavity.

If an ulcer is left untreated for too long, it may cause swelling or scarring.

In order to treat an ulcer, your physician must first determine its cause.

Generally, your physician will conduct a series of tests which include X-rays and a procedure called an endoscopy in which a small flexible instrument with a camera on the end is inserted through the mouth into the esophagus, stomach, and upper intestines to view the digestive tract.

Once the cause of the ulcer is determined, your physician will treat it accordingly.

Treatments may include medications that block the production of stomach acid as well as antibiotics.

In addition, your doctor may suggest avoiding spicy, fatty or acidic foods, nicotine and alcohol. In most cases, medication and lifestyle modification are effective in the treatment of ulcers. However, people who do not respond to these treatments may require surgery.

I am sure it is clear why professional truck drivers are at a greater risk of developing ulcers. The good news is that by making simple lifestyle modifications you will be able to minimize your chances of getting an ulcer. Until next month, drive safely! □

@ARTICLECATEGORY:862;

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

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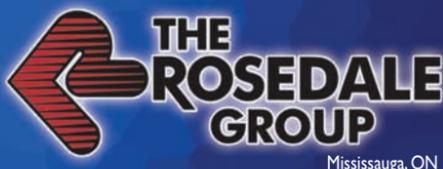
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Some facts that are easy to digest

Let's face it, when you're travelling down the road, it's hard to keep to a schedule. Traffic jams, detours, late loads and lock-outs all add up to a scheduling nightmare. So, trying to make up time, you decide to eat on the run, which can throw off your digestive system.

Digestive problems at home are one thing, but on the road – that's another story. With rest stops being shut down, creating bigger gaps along the highway, wouldn't it be great to keep your digestion system on an even keel? Constipation, belching, gas, hiccups and/or heartburn can turn a simple delivery into a very uncomfortable experience.

Constipation isn't usually a reason for concern. Since everyone's system is different, everyone has a unique digestion rhythm. Some people have days between bowel movements, while others go several times a day. The key is how a person feels. If your movements take place without any discomfort, and follow their usual pattern, you aren't constipated. However, if an unusual amount of time passes between movements, or if they are passed with difficulty, discomfort, or pain, then you are.

Often the trucker's lifestyle leads to constipation. When you're on the road, you can't always immediately respond when nature calls. Unfortunately, when you aren't free to go, you may not feel like it

Preventive Maintenance

Karen Bowen



again for a few hours. Meanwhile, your bowels keep taking the water from the stools, so by the time you make it to a rest stop, your bowel movement is dry and hard.

Another cause of constipation is a lack of physical activity. Regular exercise not only tones the muscles we see on the outside of the body, but they also improve the muscle tone of the hidden muscles, including the digestive tract. In addition, some medications can also cause constipation.

One way to avoid constipation is to drink plenty of fluids. Two litres a day is ideal. Combining this water with a high-fiber diet will also help. Prunes or prune juice is an especially effective fiber source. Honey can also have a laxative effect because your body can't entirely absorb it.

Eating a little more fat may also help out because it softens the fecal matter. However, these are only suggestions, since each person's digestive system responds differently. But try these strategies before reaching for over-the-counter laxatives. If you use laxatives frequently, your digestive

may become dependant and not be able to work without them.

Another common digestive complaint is belching. Even though belching is often blamed on certain foods, it is actually caused by swallowing food. To avoid belching, slow down when you eat. If you wear dentures that don't fit properly, you may be swallowing extra air as well. Chewing gum and drinking pop also make it more likely that you'll start belching. (Occasionally excessive belching may be a sign of gall bladder trouble, or a stomach ulcer).

To avoid belching, eat slowly, chew thoroughly and relax.

Hiccups can also be bothersome, but they're not a medical concern. Eating or drinking too fast can also cause them. In order to get rid of hiccups, I recommend holding a mouthful of air and pushing your cheeks out, forcing the air to the back of your cheeks. This is the most successful technique that I've found so far.

Intestinal gas can be quite embarrassing, but it's not unusual. Healthy people release several hundred millilitres of gas several times a day. About 99% of the gases expelled (nitrogen, oxygen, hydrogen, methane and carbon dioxide) are odourless.

However, the other 1% raises a stink. The most common foods that cause offensive gas are rich in carbohydrates: sugars, starches, and

fiber. When these partially-digested foods reach the large intestine, bacteria ingest them, producing gas as a by-product. Trial and error will help you identify the foods your body doesn't handle well.

Another common digestive complaint is heartburn. You've probably felt it at one time or another. Most people have. It's caused because the sphincter at the top of the stomach isn't stopping the stomach contents from moving back up into the esophagus. Sometimes this is because you have eaten or drank too much. Or, perhaps your pants are too tight, so your food can't easily move down your digestive tract. Or, you may have changed position too quickly after eating (bending over, lying down). On a rare occasion, however, your sphincter may actually be defective.

If it's not a medical problem, heartburn is pretty easy to treat. Eat many smaller meals. Drink liquids between meals, instead of with them. Sit up while you eat. Wait one hour after eating to lie down and two hours to exercise. Stay away from tight clothing. Avoid foods, beverages, and medications that have aggravated your heartburn. Lose weight if necessary.

Just follow these guidelines to ensure optimum digestion on and off the road. □

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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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A veteran driver's perspective on driver retention

Dear Editor:

As a long-time reader of your magazine, the time has come for me to rant. But first a little about myself.

I have nearly 35 years in the left seat of a truck, three years as warehouse manager/dispatcher.

I have trained drivers, ran team, hauled freight, flats, tanks, A- and B-trains, etc. for two million miles and have 20 years of recorded accident-free miles.

I state these things not to brag, but to show that I have some knowledge of the industry. Lately I have noticed a new buzz word in our industry: Retention.

The powers that be seem to occupy many hours of their time in meetings which are labeled steering committees, retention programs, market dynamics, etc. These functions are designed to try to find out why new people are not getting into our industry and how to keep the people we have.

First off, don't try to understand why I am damned proud to do what we do 70 to 90 hours a week, just appreciate the fact that we do it.

Secondly, instead of standing behind a podium once or twice a year and telling us that we are the company's highway ambassador, treat us as such.

We do not require special treatment or praise but only to be looked upon and treated as an equal part of your operation. Truck drivers are not a commodity or piece of equipment.

We do not have a unit number. Retention is not as complicated a matter as one would think.

You are dealing with people – nothing more or less. I have a wife, children, grandchildren, a dog and a house.

I am a lot like you.

Thirdly, you love to refer to us as "professional drivers" and then set out to tell us when to shift gears, how to save fuel, when we need to sleep and how long I can drive before I am tired.

If you give me a load with a reasonable time to get there, I will get enough sleep, I won't burn more fuel by driving hard to make time and I will represent your company well.

In closing, please let me say that this is an honourable way to make a living and it has served me well.

If any of you are considering the trucking industry as a career, do not be discouraged – it can be a rewarding and proud profession.

Just make sure to choose a company that respects your contribution.

And to the trucking companies: stop trying to complicate retention, just look at us as an equal part of your operation and many of your problems will disappear. □

Roy M. Steeves
Via e-mail



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True pros will accept stability systems

Dear Editor:

I enjoy reading your magazine very much. It keeps me informed on how drivers across this great country cope with what seems to be constant change and challenges in our industry.

Every once in a while, however, I have to shake my head in disbelief at some of the self-professed professionals who write in and demonstrate that dinosaurs are not extinct, some actually hold the steering wheel of big trucks.

Mr. Ficociellos contention (*Letters to the Editor, March 2008*) that technology to prevent rollover makes you, by his definition "not a professional driver," is in itself unprofessional and just downright dumb.

Technology that helps prevent accidents, helps avoid driver fatigue and also saves lives is and should be welcomed by the true pros.

By the way, I drive a dry bulker with a four-legger as well as a cement mixer and am 60 years old.

Get with the 21st century, Gino. □

Mike McQuade
Via e-mail

Letters to the editor

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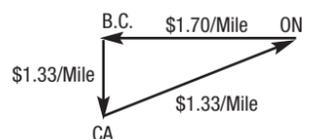
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We need more rest areas, not fewer

Dear Editor:

As I was reading Harry Rudolfs' article about rest area closures in Ontario (*Truck News, March*), I could not believe what I was reading. There goes the parking for trucks, which is woefully lacking now. And then the MTO want to give one company control over all these new plazas, including the design and layout. What are they thinking?

I'm sure there are people in the transportation industry that could advise them as to what form they should take and how they could better service the trucking industry, as well as the auto traveller.

Now, I may not be an expert in these matters, but I spent over 30 years in the emergency service, 18 of them on a rescue truck servicing the 401 in the GTA. I'm retired now, but am helping my brother out by driving a highway truck and crossing the border, twice every week.

I've had a A/Z licence for years. Now this seems to me to be a serious safety issue. I have extricated a lot of people from wrecked vehicles, trucks and cars alike over all those years. And driver fatigue has been a factor in a lot of them. There are many signs posted along the 400-series highways stating 'Fatigue Kills, Take a Break' and now they are closing all those service plazas. What's wrong with that picture?

Recently, during a horrendous snow storm, I was fortunate to find one of the last parking spots at the eastbound Tilbury plaza, as it was extremely unsafe to drive any farther.

In the morning, there were trucks parked everywhere and every on-/off-ramp and service plaza was the same. Without these rest areas, what would the trucks do, continue to drive until they ran into something or someone? □

Bruce Caves
Via e-mail

A fine line

Dear Editor:

Recently during a trip through Ontario, it was raining – not hard, but off and on.

Several other drivers and I were commenting on how bad the lines on the road were, in many places we did not have a clue where the lanes were.

The lines are so faded you could not find the lines.

I think it would be a good question to be asking other drivers out there, and maybe ask why are they not painted yellow?

White is even harder to find in the snow. I think this a very important subject that should be brought to the attention of the right people.

This problem is going to get someone killed if it is not corrected. □

Paul Mallette
Via e-mail

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NEW PRODUCTS

Mack makes 'titanic' leap into heavy-haul segment

By Jan Westell

LAS VEGAS, Nev. – Mack's latest model made one of the most dramatic entrances at the recent ConExpo construction trade show, and the company also had one of the busiest displays, with industry truck enthusiasts scrambling to get a close-up view of the new off-highway vehicle.

The Mack Titan has been designed for heavy transport and heavy construction applications. It's a new model intended to offer comfort and style, as well as power. Mack also considers the new Titan to be the boldest looking Mack ever, with the "attitude and torque required" for hauling heavy loads.

Mack Trucks vice-president of marketing Tom Kelly, also said the Titan offers "excellent" visibility, productivity and driver comfort.

"The Titan model is an all-out



MAKING A SPLASH: Mack's bold new heavy-hauler attracted a lot of attention when introduced at ConExpo, and again later at Mid-America.

Mack – strong and bold," Kelly says of a product that should work well within a demanding

Canadian landscape.

"One look at this truck and you know it was engineered to handle

the meanest jobs – logging, oil-fields, heavy equipment or severe heavy-haul," he adds.

"For Mack customers whose requirements demand these extreme loads, the Titan by Mack is exactly the truck they've been looking for. This new offering extends our tradition of application excellence, and follows in the Mack heritage of classic big-block, long-hood, high GVWR like the RW Super-Liner."

But looks aren't everything, and Mack indicates that the Titan's appeal goes deeper with transmissions, suspensions, axles, and a "Cornerstone" chassis for an integrated, balanced design Mack flagship.

"Our research showed customers in these segments expect their truck to have several key characteristics," says Steve Ginter, Mack vocational products marketing manager. "The truck has to haul heavy loads in brutal conditions. It has to be reliable, durable and efficient. It needs the horsepower to pull extremely high GVW and GCW loads, and the Titan by Mack is perfect for this. And it must visually demonstrate its power, durability and quality. The styling team did a fantastic job, with the whole chrome show that's going on with the Titan model."

Mack considers the imposing vehicle to have a "commanding" stance, with high ground clearance to handle adverse off-road conditions. Image-conscious operators may appreciate the long hood, and for comfort and ideal vantage, a cab that is moved back and up on the chassis for a heavy-haul position. The higher cab position has also been designed to improve air flow for under-hood cooling.

Mack engineers believe that the Titan's most appealing exterior feature is the twin cowl-mounted chrome air intakes, which are not only functional, but also appealing, and provide several advantages over external air cleaner assemblies.

According to Mack: the design minimizes moisture and screens debris from reaching the air filter element; the "smooth, non-restrictive piping, is optimized for high-volume airflow;" and for easy service, the air filters' elements are located under the cab.

For those operators who can't get enough shine on their trucks, the shine doesn't end with Titan's front grille. The Titan offers: chrome horns, chrome "eyebrow" on hood fender wells, a stainless steel sun visor (in two widths), stainless steel skirt lighting (with optional features), large six-inch dual exhaust stacks, a bright metal bumper with integrated driving lights, and a stainless steel cover for the diesel particulate filter.

New engine under the hood

Mack indicates that the "heart and soul" of its new model is the new MP10, what the company promotes as the most powerful



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NEW MP10: Mack's MP10 engine delivers literally a tonne of torque – 2,060 lb.-ft. exactly.

engine ever installed by the company, and certified to EPA07 emission standards.

The MP10 offers an in-line six-cylinder diesel, with single overhead cam and high-pressure fuel injection, available in three ratings: with peak horsepower of 515 hp, 565 hp and 605 hp, and all with "MaxiCruise" torque rise. Maximum torque ranges for the MP10 range are listed from: 1,860 lb.-ft. to 2,060 lb.-ft., at 1,200 RPM, providing literally, "a tonne of torque" in some instances.

"The MP10's huge torque gives Titan by Mack the grunt to pull heavy loads from a dead stop on a job-site, and the power to get those loads up to speed on the highway," according to Mack officials.

"These are typical conditions for applications such as logging, mining and equipment haulers."

The MP10 engine has been matched to the Mack T300ES



A PEAK INSIDE: It may be designed for rugged applications, but the interior was designed with driver comfort and ergonomics in mind, Mack officials pointed out.

series 10-, 13- and 18-speed transmissions, and Mack attests that it will deliver triple countershaft performance, for the most demanding vocational applications. Otherwise, Eaton transmissions are an option.

Mack's "Cornerstone" chassis is offered in three frame rail thicknesses: 8-mm, 9.5-mm and 11-mm, with optional full or partial 5-mm inside channel reinforcements, and application-specific cross-members. The frames have been rated at 120,000 psi, according to Mack.

A short 41-inch front axle position has been designed to increase load capacity, while providing ideal maneuverability in tight job-



site environments, according to the company.

The combination of the front axle position, and high ground clearance, is intended to give drivers an optimum approach angle for sharp inclines and uneven terrain, typical of the landscape associated with logging and construction.

Options for front axles and suspensions range from 12,000-lb to 20,000-lb capacity, with rear axles and suspensions from 38,000-lbs to 65,000-lbs.

Mack predicts that drivers will experience a smooth highway ride even when off-road, due to the Titan's new air-ride cab mounting. The cab is mounted on twin wide-space air bags, with shocks intended to neutralize a harsh ride, and stabilizers to prevent cab sway.

The Titan's interior has been designed for driver convenience and comfort, including reduced noise and vibration.

The interior is available in three options: Pedigree, Champion and the Rawhide Edition.

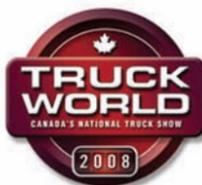
The cab comes with overhead storage bins, and four-point lighting: two for general use, and one map light and one task light over the steering wheel.

The dash is available in wood grain or brushed nickel. The standard instrument panel is intended to offer easy access, and safety.

The standard Mack co-pilot display provides drivers with accessible screens in the instrument panel to monitor various data, like real-time fuel economy with sweet spot indicator and trip data, detailed maintenance and fault summaries, and supplemental sensor readings.

The available T7000 navigational radio integrates entertainment, navigation, a blind spot camera display, and vehicle, trip and tire-pressure monitoring systems. □

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NEW PRODUCTS

International rounds out PayStar line with set-back axle 5900i

By Jan Westell

LAS VEGAS, Nev. – International unveiled its newest heavy-duty truck model at CON-EXPO, the PayStar 5900i set-back axle dump truck. The newest addition to the International product line made its debut at a quarry located outside of Las Vegas. International officials offered a demonstration that showcased the truck's interior and exterior design features, engine capability and its maneuverability.

"The reason for the 5900 set-back is really the completion of the PayStar product line," said Phil Christman, vice-president and general manager of International Truck's Severe Service Vehicle Centre, who described this new model as a step up from the original PayStar 5500 and 5600. "This is the granddaddy of them all: from a gross vehicle weight; from maneuverability; from a visibility standpoint."

The PayStar 5900i SBA is a Class 8 vocational on/off highway vehicle that features a new axle configuration to address severe service applications such as construction, oilfield, logging, heavy-hauling, mining, recovery and other heavy-duty applications. The wide-track, set-back axle design is intended to address a need for front axle load distribution and improved maneuverability, according to Christman.

Powered by Caterpillar or Cummins diesel engines, up to 15-



PERFECT FOR THE QUARRY: International's latest PayStar offering is well-suited for tight work sites, thanks to its improved maneuverability.

litres and up to 625 horsepower, the PayStar 5900i SBA is built on the strength of a standard 12.25-inch frame rail PayStar chassis. It provides what International promotes as the highest standard strength-to-weight ratio with ratings of 2.3 million RBM. An optional double frame rail provides an increase to 4.7 million RBM.

"It's a tough truck," says Christman. "This is built for heavy, heavy applications."

The truck has also been designed for the driver, added Christman, and offers a "premi-

um"-styled interior, chrome accents, dual external air cleaners, and a chrome sun shade.

"On the inside, these have all got the 'whisper' (cab) package, so the driver doesn't get worn out in the application of driving this every day," he adds. "It's got the biggest cab in the industry."

International's severe sales manager for the Canadian head office discussed the truck's interior features, including a wood-grain control panel with easy access to all the controls and switches, a padded head line and



SEVERE SERVICE: The truck is built for the most rigorous applications, International officials claim.

doors and ideal vantage from the dash to the sloped hood, which offers greater visibility from the cab.

"You've got to have more than just looking good," says John Morgan. "There's got to be some reasons, some function to it. So if I'm driving along, and I need to take my eye off the road in order to see something, I could jeopardize something. I can look. I can reach. I can find things and minimize the chance of an accident."

Driver satisfaction is vital for the trucking industry, not only for comfort and pride, but also to ensure employees stick with the job.

"These guys are getting more and more demanding, because as a the driver pool drops, if you don't offer it, and the other guy does, then the guy's going to move," says Morgan. □

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Western Star, J&J Truck Bodies offer severe-service body

LAS VEGAS, Nev. – Western Star Trucks has announced it is collaborating with J&J Truck Bodies & Trailers to build what the two companies refer to as the “ultimate truck for extreme-duty mining and quarry applications.”

The partnership is intended to offer a Western Star 6900 XD, paired with a heavy-duty dump body from J&J.

The 6900 XD 40-tonne dump is designed to minimize the cost per tonne of material hauled, and maximize shift productivity through efficient fuel consumption, fast cycle times, and improved operator comfort, according to the companies.

Key specifications include 110,000-lb planetary drive axles, a Detroit Diesel Series 60 engine with Tier-3 off-highway emissions ratings, a fully-automatic Allison 4500 RDS transmission, and a purpose-built dump box.

With this configuration, the truck is promoted to offer a “cost-effective, turn-key solution for mining and quarry customers,” according to the vocational segment manager for Western Star Trucks.

“Western Star is known for its rugged construction and durability, and this is the first time we’ve offered a body program that caters specifically to the extreme-duty operator,” said Chuck Whitehead.

Western Star also indicates that the 6900 XD can be up to 35% more fuel efficient than traditional off-road haulers, when haul distances exceed one mile.

An efficient fuel economy, combined with stable loaded top speeds of more than 40 mph in the proper application, makes this truck “unmatched in cycle time efficiency,” according to the president of J&J Truck Bodies.

“Our bodies are an ideal complement to Western Star vocational and extreme-duty trucks,” said Bill Riggs. “Together, we now offer customers the ability to carry heavier payloads and conquer the toughest road terrain.”

Optional configurations include higher capacity dump bodies and right-hand drive configurations for export. □

New online risk management tool designed for private fleets

By James Menzies

ORLANDO, Fla. – Vigillo has developed an online risk management tool for private fleets, which the company said helps fleets “develop operational improvements and identify and avoid risk.”

The Vigillo system helps a fleet identify risk within their operation and make their employees more accountable for risk management, the company claims.

Every employee at the company is provided with a unique password so they can access the site, Steven Bryan, CEO of Vigillo, told *Truck News* at the Technology and Maintenance Council meetings. Tasks can then be assigned to employees, specific to their responsibilities and job functions.

Drivers travelling into the US, for instance, may be instructed to complete drug-and-alcohol testing requirements.

Employees can use the site’s

forms to feed information, such as best practices, back into the system, Bryan explained.

If an employee fails to complete the tasks or training required of them, exception reports are filed and management can then take the appropriate action.

“At the end of the day, the system directly puts a process in place that manages high-risk sources,” Bryan said. “Those critical things that can put you out of business, cost you money, land you in jail – those are the things you need to be in control of.”

Developing a risk management program must first involve communicating the plan to employees, and that’s what the Vigillo system is designed to assist with, Bryan explained.

The system is available on a subscription basis and costs about \$1,000/year for a small fleet, including set-up. Vigillo creates the

online portal, which is customized for the customer’s individual requirements. Three fleets are currently using the system as part of a pilot project in the US and Bryan said the company hopes to enter the Canadian market as well. The company was planning to roll the system out commercially this spring. Private fleets are the ideal target market, said Bryan, “because their concept of risk is broader than just the truck fleet.”

For more information, visit www.vigillo.com. □

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Letters to the editor

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OEM/DEALER NEWS

New Winnipeg repair shop opens its doors

By Jan Westell

WINNIPEG, Man. – Winnipeg is located almost at the halfway point of the busiest transportation route in the country, the Trans-Canada Highway, which makes it an ideal location for an independent truck service and repair facility. That was the impetus for the formation of Genuine Truck Service, a small two-man, three-bay operation in the heart of Winnipeg's industrial corridor, where co-partner Justin Lee says there is enough service business for all players.

"There is a very large trucking network here," says 32-year-old Lee, who operates the new business with partner, 33-year-old Neil Klawitter. The service opened in late 2007 to fill what the two men saw as a void in the truck service industry.

"We offer personal professional service since we work with the customer from start to finish," says Lee.



CUSTOMER FOCUS: Business partners Justin Lee and Neil Klawitter say that operating a small shop has its advantages.

The two men are both certified in the trade with each having more than 12 years of experience in service, including several years in fleet management.

Lee and Klawitter are also

working well within the Winnipeg trucking industry. The pair share referrals with companies like the local Kenworth dealer. While Custom Truck Sales offers full heavy-duty servicing, the director

of operations also promotes the specialized light service expertise of Genuine Truck Service.

"They certainly are a very high-quality jobber shop," says Don Bailey.

The new business has already received plenty of word-of-mouth publicity, the owners say.

"It has been our experience that this level of service is difficult to achieve in a larger dealership environment," adds Lee.

Considering that lease rates in the Winnipeg industrial area are not prohibitive, commercial space is limited, according to Lee. Unlike an automobile service shop, which requires a lift or two, and an increasing amount of computer technology for technical analysis and adjustment, a diesel service shop is more cost-effective.

"We had our own personal tools," says Klawitter, who adds that organizational challenges were the greatest hurdle. "It was a lot more effort to get started: more than the cost."

The economic horizon looks good for these two neophyte, yet savvy businessmen, since they are charging \$85 an hour for labour, which they say is a competitive rate for the Winnipeg area. □

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Hino now offering UltraShift HV

CLEVELAND, Ohio – Hino Trucks will be offering the Eaton UltraShift Highway Value automated transmission on its 2009 model year 268A and 338 truck models, the company has announced. The company says the new option will offer fuel and operational savings over conventional automatics. When spec'd with the 268A and 338, Hino said customers will now be able to enjoy optimum fuel efficiency and simpler maintenance in Class 6 and 7 applications.

"The UltraShift transmission has been designed to be fuel efficient from the start," said Fran Duffy, business unit manager, Eaton's Light- and Medium-Duty Transmission Division. "The UltraShift HV delivers fuel efficiency from about 3 mph and up, where a conventional automatic wastes fuel until 'lock-up' occurs at approximately 24 mph."

To back up those claims, Eaton officials cited results from an independent SAE J1526/TMC Type III fuel consumption test which compared the UltraShift HV to conventional automatic transmissions. The tests showed the Eaton UltraShift HV achieved fuel savings ranging from 6-19%, depending on duty cycle. With today's diesel prices, that can amount to a savings of \$700 to \$1,300 per year, Eaton officials claim.

"Hino trucks have gained the reputation for superior fuel economy and providing owners with a low cost per mile option," said Nick Vermet, senior vice-president, sales, marketing and customer support, Hino Trucks. "Adding the Eaton UltraShift transmission to our line-up furthers this position and offers our customers a way to reduce their overall operating cost." □



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Feds help fund tests of emissions control device

VANCOUVER, B.C. – The federal government, EnCana and Sustainable Development Technology Canada (SDTC) are allocating \$5.5 million to test a NxtGen Emission Controls system that promises to reduce PM by 85% and NOx by 65%. The system is retrofitted onto trucks and acts like a catalytic converter to reduce emissions while also improving fuel economy, NxtGen Emission Control officials claim.

“This technology is an example of the kind of forward-thinking that will help ensure Canada remains at the forefront of clean technologies that will reduce air pollution and our greenhouse gas emissions,” said Gary Lunn, Minister of Natural Resources. “The partnership we see here is a great example of how our government is encouraging innovation, making sure Canadians have the opportunity to enjoy the full environmental and economic benefits of these technologies.”

The funding will help with the cost of field trials for the system, which is compatible with both medium- and heavy-duty trucks. Twelve trucks will be equipped with the system as part of the project.

“NxtGen looks forward to working with EnCana and SDTC as we put our diesel emission control technology to the test in real world operations,” says Jeremy Holt, NxtGen Emission Controls president and CEO. “The support provided by EnCana and SDTC comes at a pivotal time for NxtGen. The field trials will enable us to demonstrate the effectiveness and reliability of NxtGen’s syn-gas emission reduction system for diesel trucks.” □

PacLease adds Canadian locations

BELLEVUE, Wash. – PACCAR Leasing Company (PacLease) is continuing its expansion with the addition of seven new locations in Canada.

“Our location growth has been outstanding,” said PacLease president Bob Southern. “PACCAR dealers are looking for more ways to serve their customers and markets – and full-service leasing offers that opportunity. They’re finding customers who understand the financial benefits of leasing premium Kenworth and Peterbilt trucks, coupled with the value of outsourcing vehicle maintenance.”

The new Canadian locations are:

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North American market remains weak for OEMs, suppliers

By James Menzies

LOUISVILLE, Ky.—These are turbulent times for the trucking industry. Soft freight volumes, record diesel prices and a housing market collapse in the US have provided a three-punch combination that has staggered the industry.

Forecasts from OEMs at the Mid-America Trucking Show varied significantly, depending on who you were talking to.

Bill Jackson, Peterbilt general manager and vice-president of PACCAR, predicted 2008 Class 8 sales in the US alone will come in somewhere between 175,000 and 215,000 units. That compares to 322,500 units in 2006, but it could represent a modest increase from 2007. He also predicted medium-duty sales in the US will suffer, totaling between 80,000 and 95,000 units, which he said is "at the low end of its traditional range."

Carsten Reinhardt, president of ArvinMeritor Commercial Vehicle Systems, predicted North American Class 8 sales (including Canada and Mexico) will be between 220,000 and 240,000 units in 2008.

"You could talk yourself into a bit of a doom and gloom situation if you look at gas prices, the housing starts that are dropping in significant numbers and still continuing to drop, and if you look at retail sales," Reinhardt said. "We, I would say, are a little bit more bullish. We

do believe this industry is going to come back and we do believe we see signs of sales, production volumes and our results coming back."

ArvinMeritor agrees that medium-duty sales will continue to fall, totaling about 165,000 units in North America this year.

"Some of the trends we see out there are not quite as positive as on the Class 8 side," Reinhardt said. Trailers also remain a challenging market. Reinhardt said ArvinMeritor expects to see between 190,000 and 195,000 trailers sold in North America this year, "which is considerably down from guidance we gave before."

While Mack did not make any predictions at the Mid-America Trucking Show, its outgoing president and CEO Paul Vikner admitted the industry downturn has exceeded the company's expectations.

"We thought the market would be improving by now," he admitted, adding the company sees "no bright light immediately around the corner."

Vikner said the current downturn is no longer attributable to the 2006 pre-buy, but rather to economic conditions in the US.

Chris Patterson, president and CEO of Daimler Trucks North America, agreed the downturn has surpassed the expectations of his group.

"While OEMs expected a de-

cline because of EPA07 and the resultant pre-buy in 2006, we could not anticipate the extent to which freight conditions and the overall economy worsened as the year progressed," he said during a press conference. "The housing downturn and related mortgage crisis significantly affected truck tonnage...Our large fleet customers have been severely impacted by this weak freight environment."

Patterson pointed out that ACT Research is projecting a decline in tonnage for 2008. The research group recently adjusted its 2008 freight forecast to reflect a 2-3% decline from previous levels through the first two quarters of 2008.

Having said all of that, Patterson said his group predicts a rebound beginning later this year.

"The economy should be moving toward recovery by the second half of the year, but there are clearly no guarantees," Patterson said.

FCC Equipment Financing, a subsidiary of Caterpillar Financial Services, issue a report at the show that also painted a bleak picture for the industry. *FCC 2008 Economic Insight: An Annual Outlook on the Transportation Industry* made the following observations:

- That the US economy will grow only 1.5% in 2008;
- That freight will be flat to down

about 1% in 2008;

- That US heavy-duty truck purchases will total about 140,000 vehicles, mostly for replacement, slightly up from 2007;

- That demand for mid-range trucks will drop 10% in 2008;

- And that continued weakness in the housing sector will decrease demand for transportation-related services.

International Truck president Dee Kapur, was more optimistic. He said his company has observed an increase in tonnage and in orders over the past four months. "We think it's time to look at the trucking business again," he said.

Despite the North American downturn, global manufacturers have been able to survive, and in some cases thrive, by focusing on emerging markets such as China, India and Russia.

"If you're global in nature, you've got the ability to weather a lot of that," said ArvinMeritor CEO, Chip McClure, noting about half of his company's business comes from markets outside North America.

Joe Mejaly, vice-president, aftermarket with ArvinMeritor agreed. "If you don't have a global footprint, the headwinds we see today in North America would be significantly more difficult (to overcome)." □

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Daimler Trucks North America defends its decision to adopt SCR

By James Menzies

LOUISVILLE, Ky. – During its press conference at the Mid-America Trucking Show, Daimler Trucks North America took aim at what it referred to as “misinformation campaigns” and “scare tactics” about the future of Selective Catalytic Reduction (SCR), the technology Daimler has chosen to meet impending EPA2010 emissions standards.

“SCR is not some hypothetical, future technology, as some would have you believe,” Michael Delaney, senior vice-president of marketing with Daimler Trucks North America, announced. “It is a technology that has been thoroughly tested and proven in real-world applications.”

He pointed out that Daimler alone has already placed more than 100,000 SCR-equipped trucks into service around the world. Here in North America, Daimler and Volvo Group have both chosen to use SCR to meet the 2010 emissions standards. International Truck and Engine, on the other hand, has opted for increased use of exhaust gas recirculation (EGR) and Cummins has a foot in both camps – SCR for mid-range engines and higher levels of EGR on the heavy-duty side. Delaney said Daimler’s decision to pursue SCR was based on the fact “SCR works for everyone. It works for OEMs, it works for truck customers and it works for the EPA.”

“We and most other truck OEMs like it a lot because it brings value to our customers without trade-offs,” he explained. “We can hit the most stringent emissions targets and hit our reduced fuel consumption targets at the same time.”

Most notably, Delaney said SCR allows companies to improve fuel mileage by 3-5% compared to today’s technologies. On the other hand, he noted “increases in exhaust recirculation, heat rejection and altered combustion processes demand trade-offs we’re not willing to make.”

Some proponents of EGR have raised questions about the viability of SCR in North America. Daimler officials dedicated the majority of the company’s press conference to dispelling some of those statements.

Will urea be available?

A chief concern about the use of SCR is whether or not diesel exhaust fluid (DEF, or urea) will be readily available. SCR systems consist of a separate tank that houses the exhaust fluid. That fluid is injected into the exhaust stream, creating a reaction that emits only harmless water and nitrogen.

Delaney pointed to Europe to show availability of urea won’t be a problem. There, the demand for AdBlue (the European version of urea) increased from 55,000 tonnes in 2006 to more than 415,000 tonnes in 2007. Meanwhile, points of supply have increased from 200 retail pumps



CLEARING THE AIR: Daimler Truck officials pointed out Europe has adopted SCR without encountering problems with urea availability.

to about 1,600 in the same time frame.

In North America, Delaney said there will be more than 1,700 points of DEF supply in the early stages of SCR adoption. “One would have to work pretty hard to run out of DEF,” he said.

Top-ups are only required every 5,000-6,000 miles, Delaney pointed

ed out, so drivers should have no difficulty in ensuring they have adequate access to DEF.

Urea – is it toxic?

Delaney also challenged statements that ammonia, a by-product of SCR, is toxic.

“Urea is widely used as fertilizer for food crops, in chewing gum and in skin cream and in many, many other applica-

tions that you touch or consume every day,” he said.

“It is not harmful to the environment, poses no real hazards when used properly, and it certainly is not under scrutiny for government regulation.”

Delaney admitted some ammonia is created during the SCR process. However, he added “it exists for just a fraction of a second before it is immediately decomposed again into harmless nitrogen and water in the SCR catalyst.”

He went on to explain an oxidation catalyst is also included in the SCR system to capture any trace amounts that happen to escape.

Will it be accepted?

Daimler officials were adamant that SCR will be embraced by the North American trucking industry, largely because it can meet emissions targets while also improving fuel economy.

“There is no disaster looming,” Delaney insisted. “There is only opportunity and that opportunity is taking shape all around you...SCR will play a major role in our industry’s future – that’s a certainty. The toughest remaining issue is not the technology. And it’s not the infrastructure. The only real issue remaining, and the toughest ground to cover, will be education.” □

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FLEET NEWS

Purolator Courier inks deal with Teamsters union

MISSISSAUGA, Ont. – Purolator Courier and Teamsters Canada have reached a tentative agreement for a contract renewal for Purolator's couriers, package handlers, transport truck drivers and owner/operators across Canada. The union's economic committee has recommended the offer to its membership. Ratification votes will take place across the country over the next several weeks.

"We are very pleased that a tentative agreement has been reached and that the union's economic committee has recommended the offer to its membership," said Stephen Gould, senior vice-president, human resources for Purolator. "With a tentative agreement in place, Purolator's future looks very strong and our customers can continue to ship with confidence knowing they will receive the same flexible, responsive service they have come



NEW DEAL: Purolator Courier doesn't have to worry about parking its trucks due to a labour dispute. It has signed a new deal with its union.

to expect from Canada's leading courier company."

"Canada Council of Teamsters is happy that we were able to conclude a tentative collective agreement with Purolator. Our economic com-

mittee is recommending the agreement to our membership. We are committed to working with Purolator for a successful future," said Robert Bouvier, president Teamsters Canada. □

Trimac wins top safety award for tanker fleets

CALGARY, Alta. – Trimac Transportation has earned the most prestigious award in the tank truck industry: The National Tank Truck Carrier's (NTTC) Outstanding Performance Trophy for 2007.

The award is based on an outstanding performance in both vehicular and personal safety and includes the existence of comprehensive safety programs, contributions made towards safety in the tank truck industry, and general highway safety.

"We have always prided ourselves on a safety-first focus," said Jeff McCaig, Trimac chairman. "The NTTC awards are recognition that we are achieving that objective. The award certainly reinforces our core values."

"I am very excited that Trimac is once again the recipient of the NTTC Outstanding Performance Trophy," added Neil Voorhees, Trimac US director of safety services and security.

"With the opening of our centralized training facilities, the focused effort on predictive modeling, and our efforts in making Trimac Transportation the preferred place to work, I see nothing but continuous improvement in our future."

Trimac was chosen from the 99 largest tank truck carriers in North America.

The NTTC has four independent judges from different regulatory agencies review all entries to select the overall winner.

Trimac has been a repeat winner in the highest mileage category for 10 of the past 11 years.

The Outstanding Performance Trophy was last presented to Trimac in 2002.

The award will be presented at the NTTC annual conference in New York, N.Y. on May 19. □

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8,846-11,793 kg. (19,501-26,000 lbs.)...	<input type="checkbox"/> YES	<input type="checkbox"/> NO
4,536-8,845 kg. (10,000-19,500 lbs.)...	<input type="checkbox"/> YES	<input type="checkbox"/> NO
Under 4,536 kg. (10,000 lbs.).....	<input type="checkbox"/> YES	<input type="checkbox"/> NO

4) This location operates, controls or administers:

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Refrigerated vehicles.....	<input type="checkbox"/> YES	<input type="checkbox"/> NO
Pickups or Utility Vans.....	<input type="checkbox"/> YES	<input type="checkbox"/> NO
Propane powered vehicles.....	<input type="checkbox"/> YES	<input type="checkbox"/> NO

5) Do you operate maintenance facilities at this location? YES NO
 IF YES, do you employ mechanics?..... YES NO

6) Indicate your PRIMARY type of business by checking ONLY ONE of the following:

a) <input type="checkbox"/> For Hire/Contract Trucking (hauling for others)
b) <input type="checkbox"/> Lease/Rental
c) <input type="checkbox"/> Food Production / Distribution / Beverages
d) <input type="checkbox"/> Farming
e) <input type="checkbox"/> Government (Fed., Prov., Local)
f) <input type="checkbox"/> Public Utility (electric, gas, telephone)
g) <input type="checkbox"/> Construction / Mining / Sand & Gravel
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Replacement posters are available by contacting Child Find's Jody Frame at 800-447-6047, ext. 230.

Child Find Ontario hosts a program that allows fleets to display posters of missing children on their trailers. Contact Frame for more information on how your fleet can participate. □

Schneider National launches fuel hauling division in the US

GREEN BAY, Wis. – Schneider National has launched a new fuel-hauling service in the US.

The company has built upon its experience supplying emergency fuel during the Hurricane Katrina recovery and is now entering the fuel hauling business with a new service.

Initially, the company will haul fuel to the Gulf Coast and the upper Midwest.

It plans to explore expanding its service to the Eastern US as well.

“Schneider hauled over 1.5 million gallons of diesel and provided drivers, supervision and dispatch services for the Hurricane Katrina recovery efforts,” said George Grossardt, vice-president and general manager of Schneider National Bulk.

“Within days we were able to put together a plan to fuel emergency vehicles and secure hard-to-find diesel storage containers. After a deeper look into this leg of the transportation sector, Schneider realized that offering this service to customers was the next natural extension in our current transportation offerings.”

In researching the fuel hauling industry, Schneider found aging fleets, new environmental regulations and fuel supply capacity issues all affected the industry.



“In a time where moving fuel efficiently has never been more important, Schneider will use experience from 45 years in the bulk division and its broad enterprise capabilities to provide fuel hauling in select markets of the country,” the company said in a release.

The fleet has invested in new tractors for the fuel hauling fleet as well as specialty trailers. Company officials also say they have rigorously trained their drivers on fuel hauling.

“Our training is second to none,” added Grossardt. “We train all our driver associates at our own academies, where we emphasize the skills drivers must possess to safely and effectively do their jobs. Simply put, the talent and safety record of our drivers helps give us an edge over other carriers. And when it comes to hauling fuel, safety must always be at the top of the list.” □

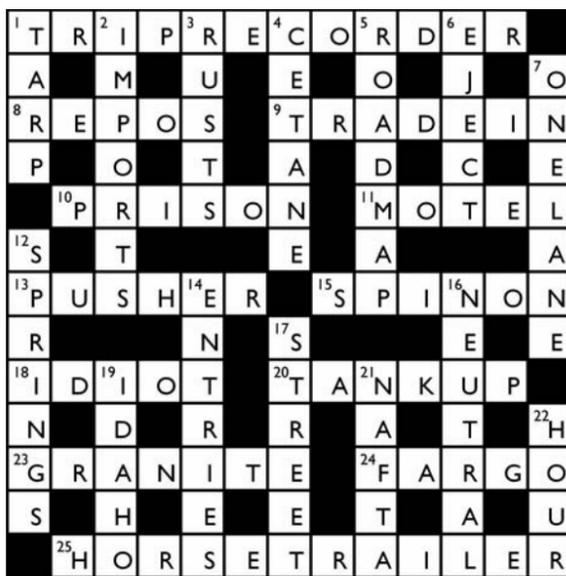
Conway dialing back speed governors

ANN ARBOR, Mich. – LTL trucking giant Con-Way Freight is reigning in its 8,400-tractor fleet and restricting speed to 62 mph.

Previously, the fleet had its speed limiters set at 65 mph. The company says the move is intended to reduce fuel consumption by nearly 3.2 million gallons per year while reducing 72 million pounds of carbon emissions.

“Freight transportation, by its nature, is a significant consumer of carbon-based energy resources. Yet it also is one where if we look creatively at how we operate the business, we can find and adopt practices that reduce our carbon footprint and help the bottom line,” said John G. Labrie, Con-way Freight president. “Fuel conservation and cost savings aside, this speed reduction initiative will have the single largest impact on carbon footprint reduction of any operational or business practice change available to us.”

“I commend Con-way Freight for integrating clean, innovative strategies and technologies into its fleet operations to reduce energy use and meet its SmartWay environmental commitments,” said Margo T. Oge, director of the EPA Office of Transportation and Air Quality. □



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PEOPLE

Navistar Canada has announced that **Karen Thomas** has accepted the position of regional parts manager for Canada. Thomas brings 35 years of extensive heavy truck parts industry experience. Her career has progressed through key positions including: dealer parts manager; parts sales manager; and parts marketing and pricing manager. In her new role, Thomas will be responsible for leading the parts sales team, supporting national account sales in Canada and managing all parts sales and marketing initiatives, the company says. She can be reached at 905-332-2531.

Richard Budzyn has been named account manager with PeopleNet serving Quebec and the Maritimes. "We welcome Richard to the PeopleNet family. His broad experience and comprehensive knowledge of trucking and of our integrated mobile communications and on-board computing solutions will greatly benefit PeopleNet customers – current and future," PeopleNet Canada president Jamie Williams said.

Budzyn was previously employed by Shaw Tracking and prior to that he worked for several major truckload and LTL carriers. He will serve Eastern Canadian customers in both French and English and can be reached at 506-854-1330.

Navistar Parts has announced **Joe Kory** will be joining the company as vice-president of global distribution operations. Kory joins Navistar Parts from Paccar Parts where he served as general operations manager, responsible for all Paccar Parts operations in North America.

"Joe will help our team further improve customer service," said Phyllis Cochran, senior vice-president and general manager, Navistar Parts. "With more than a dozen facilities globally, our distribution network is one of our key competitive advantages. Joe will work closely with our team to improve operational efficiency and effectively manage inventory." □

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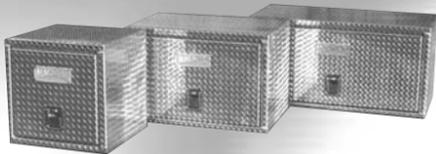


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Mark Dalton

Survival of the FICTION



By Edo van Belkom

The story so far...

Mark has been eating all-day breakfasts at greasy spoons for months and when he finishes breakfast, his pants don't fit him any more. He pokes a hole in his belt to solve the problem, but when he heads back to Mother Load he sees someone going through the cab. He runs toward his truck to try and catch the guy, but he's gassed after a hundred feet and the thief gets away.

Mark is feeling fat and out of shape. He calls up Bud and asks Bud how much he weighs. Bud had been a star athlete in high school but since becoming a truck driver had put 290 lbs on his 5'10" frame. Bud warns Mark that the same thing can easily happen to him. Mark decides to do something about it and goes for a walk after he's parked the truck for the night.

Mark modifies his diet, cutting out fried foods and switching to whole grains, fruits and vegetables. He begins to feel better and at the end of the work day has enough energy left over for some exercise. He's also become more regular which allows him to spend more time on the road, affecting his bottom line...

Mark stuck to his diet and exercise regimen all the way into Toronto, then kept it up during the subsequent trip out east. His new routine also had him checking into a hotel every few days, but only if the hotel had a swimming pool and fitness room. He'd always taken things like that for granted, but now he enjoyed ending his day with a workout and a swim in a pool – or even better, a relaxing sauna or steam bath.

And when staying overnight in a hotel got to be pricey, he would sometimes go for a swim in a town pool, managing to get his exercise and shower in for one low price. It wasn't always easy to fit it all in, but it was working. In the past two weeks he'd lost just over 10 lbs – had reclaimed one hole on his belt – and was feeling five years younger.

Mark was in New Brunswick, on his way to Halifax when he stopped at the Salisbury Big Stop. He hadn't done his laundry in more than a week and this would be a chance for him to clean his clothes and go for a run, before continuing on his way.

He tossed his dirty clothes into two washing machines, one for colours, one for whites, and loaded each one with quarters, detergent and fabric softener. Then, with at least 20 minutes to kill, he stepped outside, stretched his legs and prepared himself for a run around the parking lot. Two laps, maybe three should do it. Then he'd have a nice hot

shower and sleep like a baby through the night.

As he knelt down to tighten the laces on his sneakers, Mark glanced up at Mother Load.

The truck was halfway across the lot from him, still sitting where he'd parked it, but something seemed not right about her. Mark stared at his rig, wondering what was wrong. Maybe it was his imagination, but he'd thought he'd seen the driver's side door swinging closed.

But that couldn't be.

He'd locked the door, hadn't he?

Mark wasn't sure anymore. He stood up and started walking toward his truck to check the cab doors before he went on his run.

And that's when door opened and a man climbed out of the truck.

"What the hell?"

There was a black case under his left arm – Mark's collection of CDs – and Mark suddenly realized he was being robbed...again.

"Hey!" he shouted. "Hey you!"

The guy froze where he stood, looking at Mark as if he'd just been caught with his pants around his ankles.

"That's my truck."

Unfortunately for Mark, the guy didn't run like his pants were down. Instead, the guy turned right and bolted.

Mark gave chase.

"Stop, thief!" he shouted, feeling sort of silly for saying it, but thinking it was what people said in these kinds of situations. But it didn't matter what Mark said because there was no one around to hear, or to help him stop this man from getting away with highway robbery.

It was up to Mark – and Mark alone – to catch this man and bring him to justice. Luckily, he was feeling up to the task. Mark hadn't gone for a run that day, so he was feeling strong and fresh. He ran after the thief, determined to catch him, but careful not to run too quickly and use up all his energy in the first 50 yards.

The guy must have been in good shape because he was running at a pretty good clip and it was tough for Mark to gain any ground. And he obviously wasn't afraid of a long chase because the guy was running straight out to the highway. If Mark paced himself, he'd be able to close the gap, then overtake him when the guy finally ran out of steam.

Mark settled into a comfortable jog, knowing the thief would eventually tire and slow down. Then Mark could catch him, maybe give him a little smack-down, then call for the police to drag his sorry ass off to jail.

Yes, Mark thought, that's how it'll play out. All of the diet and exercise he'd been putting himself through the past few weeks were going to pay off here and now on this barren stretch of the Trans-Canada Hwy. Mark would be a hero and there'd be stories about him in the paper the next day with a headline that read: Hero Trucker Goes the Distance.

And that's when the thief began to slow down. The distance between them started to shrink.



"I'm doing it," Mark thought. "I'm going to catch him!"

Closer and closer, Mark reeled the man in like a fish on the line. The gap was getting smaller and smaller. Another minute and he'd have his hands on him.

Heaven help the guy after that.

A smile appeared on Mark's face. He was empowered by this experience and a feeling of strength coursed through his body. His heart was pumping like a Detroit Diesel and his lungs were still strong. With this kind of motivation there was no telling how far he could run.

Mark was less than 20 yards behind now. Just a few more seconds...

"You can run," he shouted, surprised that he still had the energy to say anything. "But you can't hide."

The guy turned his head to look behind him...and he smiled.

"I'm going to catch you!" Mark said. "You won't get away from me."

Again, the guy turned his head around. "Screw you!"

That got under Mark's skin. It was bad enough that this guy had stolen Mark's property, but now he was telling him off when it looked as if Mark was going to get him. Maybe the guy had a death wish, thought Mark. Well, if that was the case, Mark was willing to oblige him.

The guy looked behind him once more, the smile still on his face. But instead of taunting Mark, the man slowed – from a jog to a fast walk.

"That's it," Mark thought. "He's giving up. I've got him!"

"Your ass is mine now!" Mark said.

But just then a blue sedan roared past Mark on the highway. It skidded onto the shoulder and before it had come to a complete stop the passenger side door popped open and the thief jumped inside.

Mark heard the two men inside the car laughing, then the roar of the car's engine as it surged forward. The car's spinning rear wheels threw up a cloud of dust and gravel, forcing Mark to put up his hands to protect his face.

By the time the air had cleared and Mark could open his eyes, the car was little

more than a pair of red lights on the horizon. Another moment and the car crested a hill and was gone.

Mark stopped running then, his chest heaving as he struggled to catch his breath. He bent forward at the waist, and put his hands on his knees to keep himself from pitching over.

When his breathing finally eased, he stood up straight and turned around to see how far he'd run. The truck stop was little more than a spot on the horizon a mile or so behind him.

That was a good run, he thought. And I nearly had him. But for all the exercise and clean living Mark had been doing the past few weeks, none of it helped him to actually catch the guy. In the end, he was no better off than he'd been two weeks earlier.

He'd been robbed then. He'd been robbed now.

Mark took a deep breath, let out a sigh, and began walking back to the truck stop. On the way, all he could think about was the bacon double cheeseburger and the super-sized fries he was going to order when he got there. □

- Mark Dalton returns next month in another adventure

The continuing adventures of Mark Dalton: Owner/Operator
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Even in tough times, try to see the glass as half full

The latest buzzwords echoed around industry boardrooms these days usually include “Market downturn,” “Soft business conditions” and “It’s a little slow these days.”

I prefer the straight-from-the-hip phrase “Business is down the crapper.” Of course, when I comment on our business I clean it up a tad. If I’m talking to the boys in the corner offices, those conversations usually start off with “We’re cautiously optimistic about our market” and/or “We’re experiencing a market correction.” Whatever.

If your bottom line has seen better days, fear not. The majority of businesses everywhere, no matter what industry segment they are in, are experiencing the same problem.

It has long been acknowledged

Publisher’s Comment

Rob Wilkins



that trucking is the first in and the first out of any market downturn (notice I used “downturn,” no matter how bad business may be, never, never use the “R” word)!

Years ago, when my good friend Ted Light was publisher of this magazine, I recall he came to me with the news that the trucking market was going south. “First in, first out,” he echoed time and time again over after-work beers. It was the early 90s and honestly I didn’t really believe him. At the time, I was publishing an automotive aftermarket publication and

our business had been full-steam ahead for years.

In the end, Ted was right. His crystal ball couldn’t have been clearer.

The general consensus from trucking executives at the Mid-America Trucking Show held recently in Louisville confirmed that these indeed are turbulent times.

A combination of soft freight volumes, the collapse of the housing market and record diesel prices has in essence created the “perfect storm” for bad business conditions.

Some predict things will start to turn around towards the end of this year, while others say we won’t see things change until well into 2009.

In the end, all agree the economic turn-around will happen.

We will return to better times. Saying that, eventually they will be followed-up again by the bad. It’s the way it has always been and the way it will always be.

Not all is doom and gloom. Some global manufacturers are thriving through developing their businesses in countries such as China and Russia. They recognize the importance of being diverse and have taken steps not to rely solely on results from traditional markets.

I suggest we all take a page out of their books. Take the blinders off and be objective. There could be business opportunities looking you in the face. □

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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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BOWMANVILLE, Ont. – Well, it's finally happened. After months of talking about it, the provincial government has finally put forward a bill that, if passed, would require all trucks operating in Ontario to be governed at 105 km/h. (For the full story see the cover and related pages in this issue). Supporters of the proposed law, like the Ontario Trucking Association, say that the province can expect safer roads and a marked improvement in greenhouse gas (GHG) emissions if the Bill is passed. Drivers, however, have been split on the issue; some siding with the environmental/safety argument, but many others calling it a violation of their freedom. *Truck News* stopped by the Fifth Wheel Truck Stop in Bowmanville, Ont. to see which side the drivers have taken after this most recent push for speed limiter law.

John Bortoluss, a driver trainer with Ontario Truck Training in Oshawa,



Truck Stop Question

Adam Ledlow
Assistant Editor



John Bortoluss

Ont. says he sees both advantages disadvantages to the law, but thinks that the advantages outweigh the disadvantages – especially the envi-

Do you support Ontario's proposed speed limiter Bill?

ronmental ones. "I think everybody's becoming very environmentally conscious these days, if you look at the success of that Earth Hour. That's the way everything's going and that's why we have to stay with it," he says.

As for the new drivers he's been training, Bortoluss says the industry is lucky because they don't know any better and will embrace the new rules regardless.

Luc Gilgras, a driver with Transport Doyle out of Saint-Gabriel-de-Brandon, Que., who has been



Luc Gilgras

locked in at 105 km/h with his company for the past five years, says he doesn't mind being speed limited – until he has to pass someone.

"If everybody's at 105, can you see the line-ups that are going to be on the side of the road? They should let people decide for themselves," says the veteran of 41 years.



Joe Lessard

Joe Lessard, who has two trucks with Dingwall Transport in Cornwall, Ont., isn't speed limited by his carrier, but he chooses to drive 100 km/h anyways.

"I don't think there's too many trucks out there that do 105. They're either over or under; (105 km/h is) a good speed if everybody will obey it," he says. However, Lessard notes that everyone he hears on the CB seems to be against it.



Lorne Canning

Lorne Canning, a driver with McLaren Press Graphics based out of Bracebridge, Ont., would support the law if passed, but only because he's paid by the hour and his long-haul hours are limited.

"As far as the environmental protection thing goes it's an absolute joke. It's just because of all the wars going on the politicians keep encouraging it, but it doesn't mean nothing," he told *Truck News*. "I think they should let the truck drivers decide what speed they want to travel. Most of them are safe, when they're passing in traffic and stuff they might be doing 10-15 over, but none of them are real crazy."

Wes King, a company driver with LA systems, says that governing Ontario's trucks at 105 km/h will do nothing but tie up traffic.

"When the speed is restricted and there's somebody going a couple miles slower and somebody's trying to pass, you're going to have all the motoring public cheesed off," he says. □

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