

TRUCK NEWS

August 2008 Volume 28, Issue 8

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



- A Canadian show truck in France
- Canuck steals the show at SuperRigs
- A polished appearance

Show Season

See pages 31-38

READY, SET...: Whether you like to spend your summers at the show'n'shines, trade shows or big rig races, there's no shortage of events to attend this summer. This month's special show section from pages 31-38 includes some compelling information for show-goers. Above, a competitor gets some air after stomping on the throttle during drag racing at last year's Rodeo du Camion. *— Photo by David Benjatschek*

Done deal: Ontario speed limiter legislation passed

By James Menzies

TORONTO, Ont. – The Ontario Legislature has passed a bill that will require all trucks operating in the province to have their speeds mechanically limited to no more than 105 km/h.

The controversial Bill 41 was passed June 16, following a spirited final

Continued on page 18 ■



This year's Truck News/Chevron Charity Golf Event was a huge success raising more than \$8,000 for the Canadian Centre for Abuse Awareness.

See photos
pages 36-37

Pencil in
June 16, 2009
for next year's
golf event!



Road test: Eaton UltraShift

A first-hand look at the auto gearbox that's now a standard spec' at Purolator



See page 54

Inside This Issue...

- **Cultural understanding:** The Indian Trucking Association wants to improve the industry – for all races. Page 28
- **Stayin' A-live:** A look at why live bottom trailers are receiving a lot of attention, especially at work sites with uneven surfaces or overhead wires. Page 42
- **Flying their colours:** We display the winners of the PMTC's annual fleet graphics competition, which recognizes the best in truck and trailer designs. Page 34
- **Dalton and the Bandit:** Mark plots his revenge against a fuel bandit. Page 68

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BRIDGING THE GAP

The newly-formed Indian Trucking Association aims to break down barriers and create better understanding. We chat with the group's leader to see where it's headed.

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feature of the month...

WELL-TRAVELLED: How did a unique Canadian show truck end up in France?

Jan Westell chats with its former owner, Ron Saris, to find out about the unusual arrangement. Part of our extensive show section.

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STAYIN' A-LIVE

We take a look at why live bottom trailers are increasing in popularity. One manufacturer says demand for its trailers is increasing significantly every year, due to safety benefits and gains in efficiencies.

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DOUBLE TAKE

The PMTC once again recognized the snazziest in truck and trailer graphics at its annual convention. We show the winners of all seven categories and take a look at the technology that's making it possible.

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SHOW STOPPER

A young Canadian trucker who arrived late at the Shell SuperRigs contest surprised even himself by winning the prestigious competition. He shares his story with us in our special show section.

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Question of the month

What is your fleet doing to save fuel?

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Mark Dalton in...
Mark Dalton and the Bandit
Part 3



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monthly columns...



SKITTERS

By Karen Bowen

What you need to know about protecting yourself from mosquitoes this summer.

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A LOOK BACK

By Bruce Richards

A rundown of highlights from the PMTC's annual conference.

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TOLD YA SO

By Joanne Ritchie

OBAC reviews Transport Canada's long-awaited studies on speed limiters.

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SAVE FUEL, IMPROVE SAFETY

By David Goruk

Fuel-efficiency not only helps reduce operating costs, but it can improve fleet safety as well.

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departments



OEM/DEALER NEWS: Eaton's HLA hydraulic hybrid is displayed in Canada for the first time.

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TAXING TRAVESTY

By David Bradley

A look at Canada's flawed fuel taxation policies.

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HANGING UP THE KEYS

Scott Taylor

Times are tough. How to close your business when it's the only option left.

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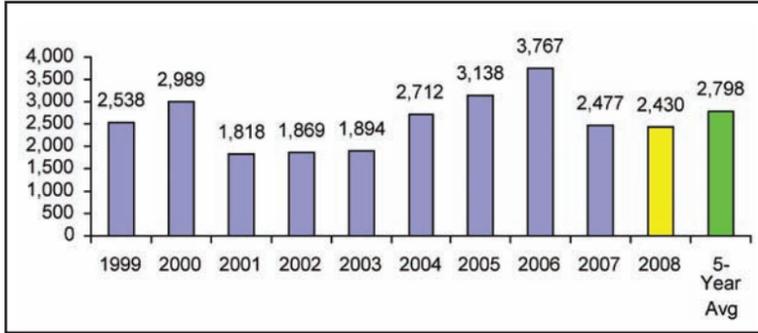
CLASS 8 TRUCK SALES TRENDS

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Monthly Class 8 Sales - May 08

OEM	This Month	Last Year
Freightliner	381	524
International	534	500
Kenworth	412	413
Mack	212	138
Peterbilt	272	289
Sterling	235	267
Volvo	246	137
Western Star	138	209
TOTALS	2,430	2,477

Historical Comparison - May 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

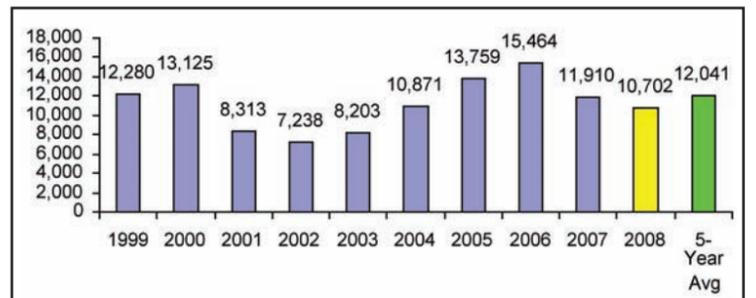
With the days of coping with parts and materials shortages and record demand for new trucks nothing but a memory, truck manufacturers instead now face continuing to bring their operations in line with the reduced sales. They also are preparing for the next jump in sales volumes as fleets and owner/operators respond to the next round of engine emissions standards in 2010 and the anticipated rebound of the North American economy.

Canadian Class 8 sales started off quietly in the first quarter, coming in below last year's level and considerably below the record numbers posted in 2006 for each month in the first quarter. That's not surprising considering the impact of the pre-buy strategy and the fact that there are serious doubts about the economy's health on both sides of the border creating excess capacity. However, sales for March did climb above 2,000 units, avoiding the steep declines of 2001 to 2003, April's sales were higher than last year's and May's were not far off last year's pace.

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

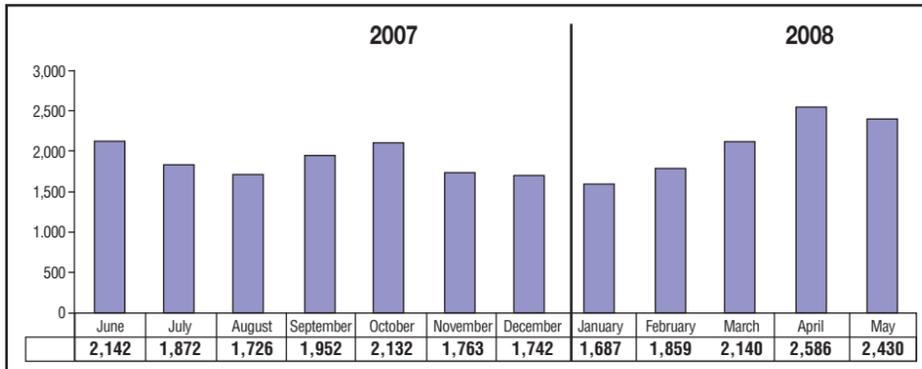
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	182	355	88	104	855	297	92	49	0	10	2,032
International	104	314	42	161	1,132	655	86	44	2	34	2,574
Kenworth	247	624	105	77	397	363	4	35	0	0	1,852
Mack	69	104	54	69	295	105	19	33	0	0	536
Peterbilt	135	395	138	61	237	150	95	9	0	0	948
Sterling	109	149	47	35	293	203	9	26	0	3	639
Volvo	59	148	58	105	342	145	26	32	0	7	676
Western Star	92	104	21	11	141	81	14	14	0	2	342
TOTALS	997	2,193	553	623	3,692	1,999	345	242	2	56	10,702

Historical Comparison - YTD



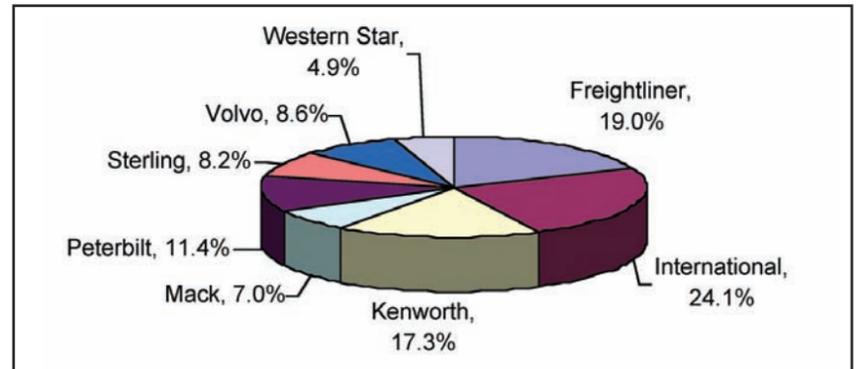
After a stronger than expected April and May sales that weren't too far off last year's pace, Class 8 sales for the first five months are at 10,702. The total is below last year's less-than-impressive total, about 1,300 short of the 5-year average and way off the record sales posted to this point in 2006. Currently, 2008 is shaping up as the fourth worst sales year in the past decade as the pre-buy strategy employed by many fleets combined with a slowing North American economy is giving fleets second thoughts about adding capacity.

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 2,586 Class 8 trucks sold in April marked the strongest sales so far this year with May's 2,430 trucks sold the second best. Both those monthly totals also marked the best sales performances 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 jumped out of the starting blocks with a lead in the first quarter, capturing about 22% of sales. With a very strong April and May showing, International has added to that lead and now controls almost a quarter of the market with Freightliner controlling 19% and Kenworth 17.3%. Peterbilt is the only other truck manufacturer with a market share greater than 10%.

Source: Canadian Motor Vehicle Manufacturers Association

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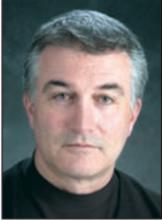
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Industry has role to play in crime prevention

It's disturbing to note that there are individuals out there making a living by installing hidden compartments into truck cabs for the purposes of transporting contraband.

Everything from dope to guns to dirty money is being hauled across the border we share with the US as well as east and west right across this country.

Const. Paul Webb of the Niagara Regional Police, made the point during a presentation on trucks and terrorism which he gave at the Private Motor Truck Council of Canada's annual conference in June.

"No matter how contraband gets into this country, at one time or another it ends up on a motor vehicle," he said. Commercial trucks are increasingly being used to transport drugs and other contraband, and most cops, admitted Webb, are out of their element when it comes to questioning truck drivers or conducting truck inspections.

That's why it's imperative the trucking industry works alongside law enforcement to ensure it is proactively reducing the risk of playing an unwitting role in the drug trade or other criminal activity.

There have been many positive developments on this front. A growing number of fleets are partnering

Editorial Comment

James Menzies



with the RCMP and its Operation Pipeline/Convoy initiative. Some are prominently displaying Crime-stopper logos and phone numbers on their trailers and others are training their drivers to keep an eye out for, and report, suspicious activity. Anecdotally, there seems to be an increase in the number of major busts that have involved tractor-trailers in recent months. This could signal an increase in the level of illegal activity utilizing commercial motor vehicles, or it could mean the police are doing a better job of detecting it.

Regardless, the trucking industry has a responsibility to ensure its equipment and people are not being used to commit illegal activities.

By partnering with law enforcement to report criminals who operate under the guise of law-abiding trucking companies, the industry stands to gain significantly. For one, many of the 'bad guys' undercut the rates of legitimate carriers so they

have a load in which to conceal their contraband.

"We want to get the illegitimate drivers off the road who are taking money out of your pockets," Webb told the PMTC audience. "We need your help, we can't do it on our own."

Getting these posers off the road will not only prevent them from undercutting rates, but will also lessen the rate of equipment thefts. These guys love to steal trailers to transport their dope, pointed out Webb, noting the high cost of steel has now made stealing tanker trailers a lucrative opportunity for thieves.

Webb made another startling revelation during his presentation. He said more commercial drivers are using crystal meth, a highly-addictive and devastating drug that can cause its users to do unthinkable things.

"Two to three times a month, I'm taking meth off truck drivers," Webb revealed.

Webb's thought-

provoking presentation was a real eye-opener, and a reminder that our industry is not immune to crime.

Working together with police, truckers and trucking companies can help ensure criminals spend more time behind bars than behind steering wheels. □

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



Turning green into gold

A few months ago, after commenting that B.C.'s carbon tax should serve as warning of further things to come – the recently announced Liberal plan for a national carbon tax is proof of that – I promised to look at how trucking can survive in a carbon-constrained future economy. The controversy over the speed limiter legislation in Ontario side-tracked my plans, but now that Ontario has its speed limiter legislation I would like to make good on that promise.

While it's important to understand the risks behind the challenge of creating more environmentally-friendly transportation systems, it's just as important to consider the opportunities.

I believe properly structured cap-and-trade programs – where a provincial or federal body sets a cap for allowable pollution, and allows companies who have invested in

Viewpoint

Lou Smyrlis
Editorial Director



equipment or facilities that exceed the government requirements to earn pollution credits and then sell those credits to companies that can't meet the standards of the regulatory cap – provide not only a sensible market-driven approach to reducing emissions, but also a real opportunity for supply chain service providers.

Cap-and-trade programs worked quite well in the 90s in the US when they were used to limit sulfur dioxide emissions and tame acid rain.

Utilities and large manufacturers would likely be more than willing to

purchase credits from carriers and warehouse operators. The cost of a fleet of low polluting trucks or a more efficient warehouse may seem an expensive investment to those in the industry but, compared to the costs utilities and large manufacturers would face in building a new plant, they're a drop in the bucket. Supply chain service providers have a lot to gain by being a net seller of credits. And since such credits would be scarce, the utilities and power companies that need them would likely bid up the price.

But so far neither our federal government nor the transportation sector have aggressively pursued cap-and-trade programs.

Transportation providers have not only failed so far to state their support for cap-and-trade programs, past practice has shown they've generally missed the opportunity to participate in them.

For example, a few years ago the Port of Long Beach tried to establish an emissions-trading mecha-

nism for transportation companies in its harbour area. Potential buyers of credits – power companies and utilities – rushed to join, for the reasons already cited above. But after a few years of failing to persuade terminal operators and transportation providers – the potential sellers of credits – to join, the Port gave up.

It's hard to understand why transportation providers would pass up such a potentially lucrative opportunity, which also provides a market-driven approach to reducing emissions. Perhaps they're too caught up in their day-to-day challenges to consider such a long-term issue. Perhaps they're distrustful of government legislation.

Perhaps it's also time they reconsidered their ambivalence and gave cap-and-trade programs the consideration they deserve. □

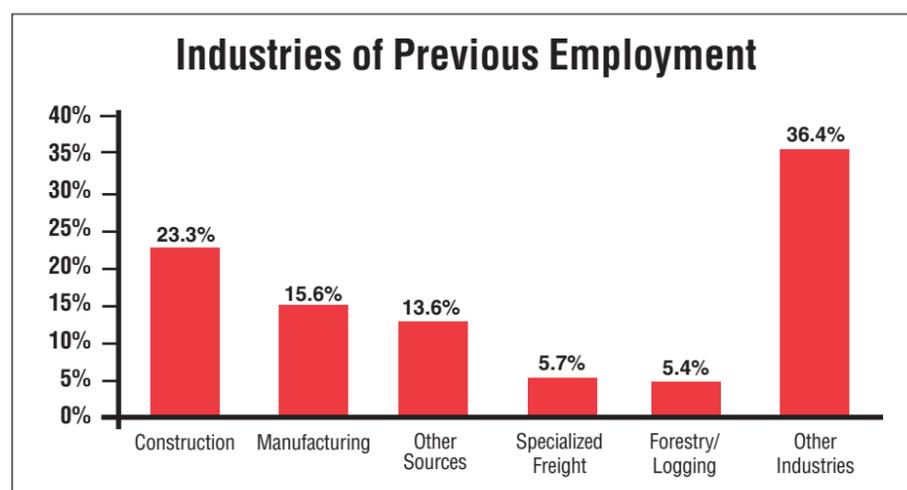
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— Lou Smyrlis can be reached by phone at (416) 510-6881 or by e-mail at lou@TransportationMedia.ca.

Did you know?

The best source for new driver recruits

Analysis of occupation and industry data obtained from Human Resources and Social Development Canada indicates that many enter trucking as a second career. Clearly trucking does not get many applicants younger than 25, as happens with many trades or trades-related occupations. Almost a third of licence test participants in the CTHRC study were in the 35-44 age category and almost a quarter were more than 45 years



of age. Test participants were most likely working in the transport sector already, but not necessarily as truck drivers. The research further indicates that the most likely occupations of drivers prior to

becoming a truck driver are heavy equipment operators, construction trades helpers and labourers and other driving-related occupations. The construction and manufacturing industries were identified as

key source sectors for Class 1/A drivers. This poses both an opportunity and a challenge for the trucking industry. On the one hand, trucking is drawing from a pool of labour that is already familiar and likely comfortable with operating heavy machinery. On the other hand, these workers in many cases may be used to higher wages and benefits that what is currently provided in trucking on average. Also the labour shortage is also acute in the construction trades and so competition for manpower among construction, manufacturing and trucking can only intensify in the years to come. □

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IN BRIEF

PIP, C-TPAT brought in line with each other

OTTAWA, Ont. – The Canadian Trucking Alliance (CTA) is endorsing an announcement from the Canada Border Services Agency (CBSA) and US Customs and Border Protection (CBP) that the two parties have signed a mutual recognition arrangement covering the departments' respective supply chain security programs: Partners in Protection (PIP) and the Customs-Trade Partnership Against Terrorism (C-TPAT).

The June 28 signing follows months of discussion between CBSA and business groups, including CTA, on ways to bring PIP into line with the more stringent C-TPAT program in the US.

Carriers that were members of the PIP program before June 30 will have six months to re-apply to the revamped program.

The fleets will be required to complete a security profile, which will be reviewed by CBSA, according to a release from the CTA.

A follow-up site validation may be required, but CBSA has indicated that this step may not be undertaken if a C-TPAT validation has been carried out within the past two years.

Ultimately, carriers will be required to sign a memorandum of understanding with CBSA that sets out the roles and responsibilities of the respective parties.

"If a carrier is already a C-TPAT member, this should be a relatively straightforward exercise, and they will continue to receive the benefits these programs provide, such as access to FAST lanes at busy international crossings," says CTA CEO David Bradley.

"I'm also pleased to see that CBSA listened to CTA and others in the business community, and significantly revised an initial suspend/cancel policy that would have literally driven carriers out of the program. I am confident that the trucking industry, the single largest industry sector in PIP, will be able to comply with these tougher new requirements."

However, Bradley admits that he "remains disappointed that CBSA and CBP have fallen short of the goal of full mutual recognition – that is, a situation where a carrier need only apply to PIP or C-TPAT, but not both. But we have at least taken an important step forward, and I'm hopeful that we will get there eventually." □



Bradley

Second Energotest in the works

MONTREAL, Que. – Project Innovation Transport (PIT), a group of fleets and government representatives aiming to improve industry efficiency, is gaining steam following its first advisory committee meeting.

Participating carriers who attended the meeting included: SLH Transport; Bison Transport; Transport Herve Lemieux; Transport Bourassa; Robert Transport; Cascades Transport; and Sunbury Transport. Various government agencies were also represented. The committee intends to develop action priorities to be pursued over the coming year. More than 30 potential projects were discussed, with special attention given to: the environmental impact of container transport versus trailer vans; the impact of newer engines over older generation engines; and the efficiency of road trains.

FPIInnovations, which is administering the program, says the group will develop decision support tools, safety solutions, best practices and vehicle maintenance guidelines. The group also confirmed it will once again conduct an Energotest, as it did last fall. The campaign tests the aerodynamic claims of various technologies to stringent SAE/TMC Type 4 standards. The group is currently looking for new devices to put to the test. Suppliers can take part by contacting marius.surcel@fpinnovations.com.



PART 2: FPIInnovations will once again test the validity of fuel-saving devices during Energotest 2.

New fleets are also being encouraged to join the program. More information about PIT is available at www.feric.ca. □

Behind the headlines

Editorial director Lou Smyrlis and executive editor James Menzies co-presented an 'Outlook on Trucking' during the Private Motor Truck Council's annual general meeting in Niagara-on-the-Lake June 20.

Smyrlis addressed the important role private fleet managers play in their company's overall success and pointed out that while capacity may be excessive today, the benefits of operating a private fleet will once again be evident when capacity tightens back up in the months ahead.

Smyrlis also addressed various other industry trends, including the continuing attempt to reduce the environmental footprint of the transportation industry.

Menzies chimed in with some recent news items that are of importance to fleet managers, such as new sources of risk, the impending 2010 emissions standards and equipment strategies that can be employed to combat rising fuel prices.

It was a three-peat for Trucknews.com at this year's KRW awards. The site was named one of Canada's Top 5 business sites for the third straight year. The KRW awards are hosted by the Canadian Business Press, to reward excellence in writing and graphic design.

Truck News and Truck West also received four additional nods for print pieces. Managing editor Adam Ledlow won a silver award in the Best Profile of a Company category for his feature 'Seeing Green', a look at Lange Transportation's geothermal initiative.

Menzies won a Top 5 award in the Best News Coverage category for his 'Up in Smoke' article which examined Ontario's controversial plan to ban waste oil heaters.

Menzies and Ledlow each also garnered Top 10 nominations: Menzies for 'Mexican Invasion?', again in the Best News Coverage category and Ledlow for 'Shattered Life' which qualified in the Best Profile of a Person category. □

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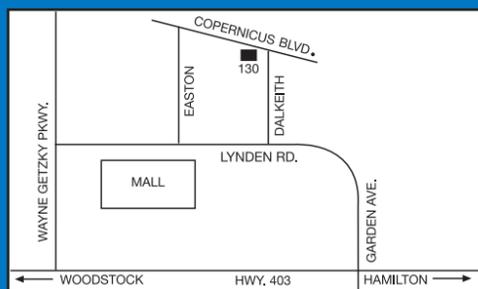
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Drivers at highest risk on first day back from break: FMCSA

By Jan Westell
WASHINGTON, D.C. – Driving after a break appears to be one of the greatest traffic risks for commercial vehicle drivers, according to a recent study.

The study, conducted by the Virginia Tech Transportation Institute (VTTI) and funded by the Federal Motor Carrier Safety Administration (FMCSA), indicates that there is a potential for a “safety critical event,” not only on the first day, but also within the first hour – according to previous research funded by the same agency – which shows a “trend” between the two studies, according to one of the researchers.

The most recent VTTI “naturalist truck driving study” suggests that driving after a two-day break is a potentially risky period for a “safety critical event” (SCE) which could be a “crash, a near-crash or a crash-relevant conflict,” according to the study terms.

Researchers don’t know why that first day after a break is so potentially risky for a SCE, but they now have a great deal of data that will allow them to further analyze that type of activity and how it might be contributing to the truck driver’s crash or conflict.

“That gives us a clue, or some

information, that something is happening during their off-duty period,” says Myra Blanco, a researcher with VTTI.

“They’re potentially carrying over what they do during their vacation time – their off-duty time – that may be potentially affecting their driving performance. This is consistent with the results of a previous study that was performed at VTTI, where drivers were evaluated in a similar manner, when they were sleeping in the sleeper berths of the tractors.”

The previous study was funded by the FMCSA and announced in April.

The FMCSA said it will continue to explore the relationships between the two studies. □

NAFTA surface trade reaches new heights

WASHINGTON, D.C. – Surface trade between US, Canada and Mexico reached a monthly record high in April, according to the Bureau of Transportation Statistics (BTS).

The BTS, a part of the US Department of Transportation’s Research and Innovative Technology Administration, reported that trade using surface transportation between the US and its North American Free Trade Agreement (NAFTA) partners Canada and Mexico was 14.3% higher in April 2008 than in April 2007, reaching \$74.3 billion, the highest monthly level ever recorded. The BTS reported that the value of North American surface trade in April topped the previous monthly high of \$74.2 billion in October by 0.1%. The value of US surface transportation trade with Canada and Mexico rose 5% in April from March.

Surface transportation consists largely of freight movements by truck, rail and pipeline. About 88% of US trade by value with Canada and Mexico moves on land. The value of US surface transportation trade with Canada and Mexico in April was up 58.7% compared to April 2003, and up 91.8% compared to April 1998. Imports in April were up 106% compared to April 1998, while exports were up 75.8%.

US/Canada surface transportation trade totalled \$48.9 billion in April, up 15.4% compared to April 2007. The value of imports carried by truck was about 1% higher in April 2008 than April 2007, while the value of exports carried by truck was 13.1% higher. Michigan led all states in surface trade with Canada in April with \$6.4 billion. □

US truck tonnage up slightly in May

ARLINGTON, Va. – US truck tonnage edged up 0.5% in May and was up 3.3% over May 2007, marking the seventh consecutive year-over-year gain, according to the most recent data collected by the American Trucking Associations.

The association also revised its April figures to show a 0.6% decline rather than the 1.1% drop first reported.

While the modest increase is being viewed with optimism by the ATA, the association’s chief economist Bob Costello cautioned against getting too excited.

“The fact that tonnage increased on a month-to-month basis for the first time in four months, as well as achieving its largest year-over-year gain since February of this year, is quite positive,” Costello said. “However, year-over-year comparisons continue to reflect the weakness of 2007 rather than robust growth in 2008.”

“Rising fuel prices are a double-edged sword for the industry,” Costello added.

“Since trucks haul virtually all consumer goods at some point in the supply chain, the industry is significantly impacted both directly through high diesel prices and indirectly as consumers have less money to spend on truck-transported goods.” □



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Border battle still brews as government site revealed

Ambassador Bridge owner threatens lawsuit

By Ron Stang

WINDSOR, Ont. – The new Customs plaza linking an extended Hwy. 401 to a new bridge between Windsor and Detroit will have 103 secondary inspection spaces for trucks. This compares to about a dozen at the off-site inspection plaza that currently exists in Windsor, a few kilometres off Huron Church Rd. from the Ambassador Bridge.

The plaza would also be constructed so it could be expanded to meet increased truck capacity, Mark Butler, a Government of Canada transportation department spokesman, said at a news conference.

“We’re looking at (the plaza) not just for today but tomorrow and the technologies that the Canada Border Services Agency (CBSA) would have in the future. So we’re going to be looking at a capacity that would have to expand for extra trucking.”

The 53-hectare plaza was part of a federal announcement about the location of both it and a long-sought new bridge, made here by federal Transportation Minister Lawrence Cannon and national Public Safety Minister Stockwell Day.

The plaza would be located close to the Detroit River and

near the end of the existing E.C. Row Expressway in the city’s industrial west end. The bridge would be almost immediately northwest of the plaza connecting to an area of Detroit known as Delray, also heavily industrial.

The closest US freeway would be Interstate 75, the north-south mid-American route running from Sault Ste. Marie to Florida. A US Customs plaza would be constructed in Delray.

The bridge and plaza location would be about three kilometres southwest of the Ambassador Bridge. The US side of the Ambassador Bridge is currently undergoing a \$170-million reconstruction, known as the Gateway Project, in part to streamline connections from such freeways as I-75 and I-96. It’s to be finished in December, 2009.

Despite the Gateway Project, US and Canadian transportation authorities say a new bridge is needed to meet future capacity projections as well as provide redundancy in case of emergencies.

For its part, the Ambassador Bridge Company is planning a new six-lane bridge immediately west of its existing span. This is independent of the four-government consortium known as the Detroit River International

Crossing (DRIC) project, which is planning the new down river bridge, plazas, and connecting roads to Hwy. 401 and I-75.

Government officials say the new bridge and Canadian plaza are the “technologically and environmentally preferred” locations because they are least disruptive to residents and the environment.

The government doesn’t have an exact timetable to build the bridge and plaza (US authorities would be responsible for the US plaza). But it expects environmental approval by fall of 2009. It will take four or five years to design and build the bridge and plazas.

Meanwhile, construction on the connecting access road between the existing end of Hwy. 401 and the new bridge, to be known as the Windsor-Essex Parkway, is expected to start “as early as 2009,” the government says. A final decision on the location and design of the \$1.6-billion, 12-kilometre connector is expected this year.

While government planners this spring presented a near-final plan for the six-lane sunken freeway that will have 11 tunnels totalling almost two kilometres to provide considerable green space above for area residents, it is still “fine-tuning” the route after hosting public meetings as late as June to obtain community input.

The City of Windsor has been

a bitter critic of the Parkway plan, and has offered its own professionally-designed so-called Greenlink proposal, which would more than double the amount of tunneling. The city wants more above-ground green space to lessen pollution and create more viable neighbourhoods. It is considering legal action against the DRIC plan.

The new bridge would cost between \$800 million and \$1 billion and each plaza between \$150-\$200 million.

Transport Minister Lawrence Cannon stressed his government is pushing for a quick start on the project. He told reporters it’s the government’s “number one” national infrastructure priority because of the importance of the Windsor-Detroit corridor to the economy of Canada and the US. “Since we have been in power we have put a full court press on this project,” he said.

Trade that crosses the corridor is in excess of \$122 billion each year or about 28% of all commerce between Canada and the US. Since implementation of the Canada-US Free Trade agreement in 1989, trade has tripled and “is expected to continue to increase over the next 30 years,” a government briefing paper says.

Cannon said a new crossing will not only be good for the southwestern Ontario economy but for a wide swath of the country. He said the bridge “takes in a lot of the commerce that flows from Quebec and Atlantic Canada. This is how you get into the heartland of the United States and this is where the commerce takes place.”

The new bridge will also help alleviate back-ups at the Ambassador Bridge. Public Safety Minister Day said studies have found that, with truck deliveries geared to just-in-time manufacturing, “one hour of delay at the border runs up costs of about \$430,000.”

Conservative MP for Essex Jeff Watson, who also chairs the government’s auto caucus, said the announcement represents a commitment to the southern Ontario auto industry by adding “greater capacity and predictability to our supply chain.”

The trucking industry welcomed the announcement.

Ontario Trucking Association president David Bradley called it a “major step forward” during “a long and at times frustrating political process.”

He said the plan reflects “a reasonable balancing of the local community’s needs, the trade community’s needs and the economic needs of the region.”

Meanwhile, the Ambassador Bridge, which could lose tens of millions of dollars in vehicle tolls once a new bridge is completed, has threatened a lawsuit against the government process. But Cannon was nonplussed. “If we stopped every time there was an obstacle, I think that the DRIC process would have been stopped a long time ago.” □

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The elusive Newfoundland backhaul

Shifting dynamics create challenges for Eastern fleets

By Carroll McCormick
ST. JOHN'S, Nfld. – Headhaul rates into Newfoundland might be on the rise, but is stiff competition pushing backhaul rates off the Continental Shelf? In April, marine shipper Oceanex slashed its backhaul reefer rate for fish from Corner Brook and St. John's to Halifax by 41%.

"We could do it for free if we wanted," says Oceanex executive chairman Captain Sydney Hynes. "A part of our growth strategy is backhaul and we will be as aggressive as it takes to get up the volume on ships."

The bald fact is, says Gordon Peddle, president of D.D. Transport in Mount Pearl, Newfoundland and chair of the Atlantic Provinces Trucking Association, "You are paying big money to get things in and very little to take things off the island. It is hardly worth taking things off the island."

D.D. Transport has learned how to fill trucks on the backhaul but, says Peddle, "The creativity in taking goods off-island is pretty limited."

Little tricks, like double- and triple-stacking flatbeds, takes some of the sting out of the \$450-\$500 one-way ride to the mainland.

Three or four years ago business, trucking and manufacturers in the province got together to lobby the federal government to take on more of the cost of Marine Atlantic and stop passing on the costs to Newfoundland, but that exercise was for naught, says Peddle.

"There is no solution to the backhaul problem in Newfoundland if we have a cost inhibitor in the ferry," he says.

One thing is for sure, Peddle adds: "There is not enough margin to start up a new (trucking) business and try to take goods off-island. There are a lot of carriers competing for the same bone. Right now is probably the worst that anyone has seen it."

A lot of the candidates for backhauls are seasonal, like the fish business Captain Hynes is steaming after. "One of the biggest advantages we offer fish processors is source loading. But if you truck it you have to transfer it to a container at port."

He notes that the cost of fuel to run reefers is no joke, something Oceanex does with electricity on the docks and ships.

Some export possibilities have disappeared, for instance, Abitibi-Consolidated's Stephenville paper mill closed in October 2005 and

the Lafarge Gypsum Canada plant in Corner Brook closed a year ago. Lumber volumes have dropped because of the decline in the US housing market, says Peddle, but in any case, he shrugs, "Even before that there wasn't enough outbound to match inbound. In the dry van business there is not a whole lot to ship off of Newfoundland. There is a fair amount of paper from Corner Brook and Grand Falls, but the other industries are insignificant."

The Newfoundland and Labrador division of the Canadian Manufacturers and Exporters (CME) is trying to find creative ways to coordinate outbound shipping.

"We have tried to find ways to work together to fill a truck. Take three companies in three different places. The practicality of trying to consolidate three shipments is really tough," explains CME vice-president, Bill Stirling.

"We are working to have a network of firms, to have a body whose job is to match what is to be moved with the trucks," he says. "I'd be happy to see six to 10 firms at first who can work together to see it operate. It has been such a tough nut to crack, because it pushes some people out of their comfort zone. Trucking companies

say they are interested in working with our members to try to find creative solutions, but it falls down where the rubber hits the road."

Incidentally, Stirling comments, "If drivers are able to cover off their ferry and fuel costs on backhauls, they are almost willing to take the goods at cost."

That helps manufacturers on the Rock compete with mainland businesses, and perhaps is the best that surviving trucking companies can hope for.

Captain Hynes says that Oceanex works with most major Atlantic provinces carriers, hoping their Newfoundland-bound freight obligations cross the Cabot Strait.

"It is not the trucking company's responsibility, if he has a national account, to get the freight to Newfoundland. He doesn't have to worry about backhauls. We have great relationships with trucking companies. We are not all down here killing each other," says Hynes.

Peddle acknowledges, "Oceanex is increasing its (inbound) rates dramatically, and it is allowing us to raise our rates. I think we reached the bottom in rates last year, after seeing the rates starting to soften in 2005 and 2006, 2007 was brutal. A field day for buyers. Two-thousand-and-eight has to be a better year. There is a lot of pressure on inbound rates that will make up for the backhaul shortfalls."

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By Julia Kuzeljevich
SALISBURY, N.B. – The following is the conclusion of a three-part cautionary tale about the fate of one trucker who ran afoul of inspection officers in the Maritimes:

The Charges

The charges brought against Robert Austin on June 7 were essentially as follows: refusing to follow a Peace Officer as directed and to bring his vehicle to a stop, driving past a weigh station when directed to go in, avoiding cargo weighing and continuing to avoid a peace officer who was recognizable as such and who was pursuing him, contrary to and in violation of Section 105.1 of the Motor Vehicle Act of New Brunswick.

There is no question that the CVEOs assigned to deal with Austin's case on the night of June 7 were armed with considerable regulatory responsibilities.

According to Chrystiane Mallaley, media co-ordinator with the New Brunswick Department of Public Safety, Commercial Vehicle Enforcement Officers, appointed as peace officers under Sec 15(1) of the Motor Vehicle Act, are responsible for the enforcement of relevant sections of the following statutes:

The Motor Vehicle Act, the Motor Carrier Act, the Highway Act, the Transportation of Dangerous Goods Act, and The National Safety Code.

"Failure to comply with an offi-

The weight of the law: Part 3

The devastating consequences of a bad night at the scale

cer's order pertaining to a specific section of the legislation above for which the officers are responsible (i.e. "Obstruction") is an offence under the Motor Vehicle Act. CVEOs would work with other law enforcement agencies (local police, RCMP) on issues that are beyond the scope of their direct responsibility," said Mallaley.

Whether Austin did not have full understanding of the duties and rights of the CVEOs who flagged his truck on the night of June 7, or whether he disputed these and the situation escalated beyond recovery, the eventual outcome in court would decide in his favour, in a way.

Eventually, the judge threw out the charges.

"The judge said what are you doing in my court – didn't he put his blinker on? He's a victim of the system," said Austin's representative, Tom Barron. "Austin's employer should have at least waited to see the outcome of the charges.

More importantly Department of Public Safety should never have made the call (to the former employer)," said Barron.

While waiting for his court appearance Austin had eventually obtained other, occasional trucking jobs, but felt that the charges pending against him meant that he was always at risk of being hauled

in and kept longer at the scales, which he felt had happened to him once too often.

"If you're only being pulled in to the scale at intervals, okay, but if I can't get up to that scale without being pulled in, there's a prob-

lem," he said.

The cost to Austin of that fateful night has been steep. Each court postponement cost Austin \$1,000 in lawyer's fees. His company pension plan, medical and dental insurance are gone. Legal and investigative fees have topped \$12,000-plus.

So what did occur in that fateful conversation between Public Safety

and Austin's former employer?

Barron met with New Brunswick Department of Public Safety associate director Ed Peterson. Peterson retired at the end of 2007, but after concluding his conversation with Barron, he provided Barron with a written statement from the New Brunswick Public Safety Compliance head office.

In the conversation, Peterson and Barron discussed the Salisbury West fixed scale facility, and Peterson disputed that there were any technical problems occurring at the scale.

Peterson also addressed the allegation that a representative from the Department of Public Safety called Austin's company on June 7 to have Austin dismissed.

Peterson confirmed that he was the senior manager of the Road Check blitz during the incident.

In his statement, he said he called Austin's dispatch on June 7 to provide them an account of the incident with Austin and his refusal to return his tractor-trailer to the Salisbury scale for massing.

According to Peterson, what transpired was that the dispatchers were contacted, and by him alone, and were told of the escalating situation and what they perceived to be Austin's refusal to cooperate.

He said he asked dispatch to try and contact Austin since he was becoming hostile and aggressive.

Dispatch was asked to explain to Austin the legal requirements of a peace officer's directive and to try and have him return for massing without further incident. Prior to dispatch being able to contact Austin, he consented to return to the facility.

Peterson said that the allegation that he had contacted Austin's employer with the statement that if the company didn't get rid of him it could expect to see an increased number of its trucks hauled over to the scale was untrue.

The whole event brought forth some serious questions. Does a driver who has worked for 25 years and who has won a safe driving award get more of a chance to explain himself, in a situation like Austin's where both sides said there was escalation, due to misunderstanding, frustration, or some other variable?

How tenuous is a driver's hold on his job, in the face of allegations he has done something against proper conduct?

"There's no question that conduct plays a role," said Barron.

Both Austin and the peace officers involved stated that the situation escalated the night of June 7 to where the RCMP were brought in because of allegations or perceptions on both sides of the threat of assault.

But Austin's communication with his employer, just following the incident, was through a voicemail, and his subsequent dismissal came in the form of a letter sent the following day. Was there a massive breach in communication that could have played out differently in the light of day?

"For an employer to act that way in spite of the fact that Austin was found not guilty of any charges, is

'An employer should never take the opportunity to terminate until an actual conviction.'

Tom Barron

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in breach of employment law. An employer should never take the opportunity to terminate until an actual conviction," said Barron.

"The courts accepted that the location of the off-ramp wasn't safe for pulling over – less than

100 yards from where they put their lights on," he added.

At press time, Austin planned to pursue a constructive discharge suit against his employer, with Barron optimistic that things will play in his favour.

"I see Bob Austin riding at the top of the hill," Barron told *Truck News*.

Austin has begun to get some contract work at a towing company, and is slowly building back into a routine, hopefully one that sees things proceed ever smooth-

ly for all involved in the driving and enforcement process. □

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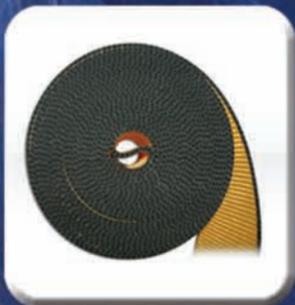


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Why can't we do that? Marine Atlantic nearly triples fuel surcharge

ST. JOHN'S, Nfld. – Soaring fuel prices have forced Marine Atlantic to drastically increase its fuel surcharge to 27.7%. The new rate came into effect July 1, overshadowing the previous increase to 9.9% – set April 1 – by a considerable margin.

"Unfortunately, like so many transportation providers Marine Atlantic too has been faced with the difficult decision to set an increased fuel surcharge," said Rob Crosbie, chair of the board of directors for Marine Atlantic in an announcement.

"However, Marine Atlantic reviews its surcharge quarterly and the next review will be for October 1. Should the cost of fuel decrease, then the Corporation will reflect that decrease through a reduction in the surcharge at that time."

On an average day this summer, Marine Atlantic's vessels will consume approximately 213,000 litres of fuel. Rising fuel prices in the last few years have caused the corporation's fuel expense to increase 48% since 2004.

"Marine Atlantic utilizes significant volumes of fuel each day to operate its fleet of four vessels. Therefore, continued rising fuel prices have an enormous impact



PASSING THE BUCK: Marine Atlantic has been forced to raise its fuel surcharge substantially due to skyrocketing fuel costs. The APTA worries the increase will hurt truckers.

on the corporation's operating costs," Crosbie said.

"I realize this is a significant increase to our customers. However, we are bound by the same pressures as every other transportation provider and must recover these escalating costs."

That significant increase will likely hit the trucking industry worst of all, says Peter Nelson, executive director of the Atlantic Provinces Trucking Association, who noted that APTA members are now adding a line on their invoices, specifically dedicated to the Marine Atlantic surcharge.

"The big picture here is the impact that a dozen or so nickel and dime increases since February 2007 followed up with a punch to the head today will change the face of freight and trade in Atlantic Canada," Nelson told *Truck News*.

"What we are seeing is, as there are rate and surcharge increases at Marine Atlantic, the manufacturers, producers and shippers are looking at Newfoundland as a less and less viable market to ship to and sell in. The manufacturers, producers and shippers will start looking at more populous markets closer to home to ship to and sell their goods in.

"In short, a couple of years from now you will be able to buy any pair of shoes you want in Newfoundland as long as they are brown oxfords. The region-wide impact will be this: as manufacturers, producers and shippers pull back from Newfoundland, it then becomes very easy to stop shipping to other costly and less populated areas in Atlantic Canada like Cape Breton, southern Nova Scotia and northern New Brunswick," Nelson said, adding that the day of the \$10 head of lettuce in Atlantic Canada is not far away.

Marine Atlantic officials say the corporation is continuing to maximize efficiencies where possible with respect to fuel consumption. For instance, the company's bulk storage facility enables Marine Atlantic to purchase large quantities of fuel, thereby lessening the impact of multiple fluctuations in the global oil market, officials said.

Marine Atlantic also implemented the use of blended fuel in 2001 with the arrival of the MV Leif Ericson, and since that time, the corporation has realized \$26.5 million in fuel savings – \$5.7 million in 2007/2008 alone. □

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Ding, ding: Another round in the Montreal ring road fight

By Carroll McCormick
MONTREAL, Que. – It might be mildly abusive of my literary licence to refer to the squaring off between the Quebec government and the Kahnawake Mohawk Indians over the A-30 ring road as the classic unstoppable force heading for the immovable object, but the arrogance of the former and the fortitude of the latter are true marvels of political physics.

Quebec, having already invested tens of millions in studies, hearings and hard-to-move overpasses and such, has recently become keen to deal, after a fashion, with the Mohawks.

The natives have always been opposed to the southern route chosen for the 13-kilometre eastern section of the A-30 completion, preferring that it be laid down a bit to the north on the existing Highway 132.

The lands on which the eastern portion of the A-30 is being built are part of a 24,000-acre parcel of land remaining of a 45,000-acre territory called the Seigneurie of Sault St. Louis.

It was granted to the Iroquois of the Sault in 1680 and is currently the subject of federal land claim negotiations.

According to Mike Delisle, Grand Chief of the Mohawk Council of Kahnawake, the Council received a “frantic” phone call from the Ministry of Transports on May 8 looking for the green light to go ahead with construction on the following Monday.

It is not clear just why the Ministry bothered to make that call but, says Grand Chief Delisle, “The MTQ obviously felt it was necessary to see if we would agree or stand idly by.” In any case, Grand Chief Delisle continues, “To me the phone call was recognition of our authority over this land.”

The Council said it would give no such green light and the next day fired off a letter to Quebec Premier Jean Charest.

In it, Grand Chief Delisle reminded him that the Mohawks had never surrendered this land; scolded him for only being interested in negotiating when it suited the province’s interest (when trouble seemed imminent; and outlined some of the Council’s demands.

The upshot of this and lots of other maneuvering is that Quebec City has agreed to turn over 400 acres of expropriated land lying adjacent to the Kahnawake community that Transports Quebec had squirreled away for other projects, plus 300 more yet-to-be-identified acres, according to Grand Chief Delisle.

This 700 acres would be a quid pro quo for the 700 acres of land that will disappear under the eastern portion of the A-30.

This by no means makes the Mohawks instant converts to the southern route. They are not.

The Council has only reluctantly and pragmatically agreed, possibly because ever achieving

anything more than temporarily holding up construction (the unstoppable force) and perhaps igniting an Oka-style disaster would be impossible.

However, the acreage promised by Transports Quebec will enlarge the Mohawk community and, says Grand Chief Delisle, “It is part of a bigger picture. It is nice to have a piece of recognition from the province in terms of land, and it goes a long way toward our ultimate goal.”

Still, he adds, “There are other issues that remain to be acknowledged. There are other strategies at play I do not want to discuss with the media. We hold the ultimate card,” – whatever that means.

On the sunnier side, on June 19 the governments of Canada and

Quebec announced that the construction conglomerate Nouvelle Autoroute 30, S.E.N.C. won the right to build the 35-kilometre western portion of the A-30. This will be a 35-year partnership agreement for the design, construction, financing, operation, maintenance and repair of this stretch of highway and bridges from Vaudreuil-Dorion to St-Catherine.

The contract will be signed this September. Construction will probably begin in the spring of 2009 and be completed by December 2012.

The western section was originally intended to be a toll highway from one end to the other, but last year the government announced that tolls will only be collected on the bridge over the

St. Lawrence River, between Salaberry-de-Valleyfield and Vaudreuil-Dorion.

Local traffic between Chateaugay and Salaberry-de-Valleyfield will not pay any tolls – a break for users who do not have to hop the river.

Barring any confrontations between the government and the Mohawks, the eastern section, which is being built by Transports Quebec, is still scheduled to be completed by the end of 2010. Well, most of it: the little stretch between the A-15 and the end of the existing A-30 will not be ready for another couple of years. In June, Transports Quebec issued a call for tender for the construction for the eastern part of the A30, valued at \$45-50 million. □

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Speed limiter law could be in place by fall

OOIDA vows to challenge legality of law

■ Continued from page 1

debate in the Ontario Legislature.

The controversial law will cover all heavy trucks operating in the province that were built since the mid-90s when electronic speed limiters became standard. The new law will be implemented as early as fall, 2008, and will be followed by a six- to 12-month education period, the Ontario Liberals announced.

"Speed limiters slow down trucks, help keep our roads safe and reduce greenhouse gas emissions. This is another step forward in our plan to build a cleaner, greener and stronger province," said Transportation Minister Jim Bradley.

"The mandatory activation of

speed limiters is an effective way for the trucking industry to further contribute to safer highways and to reduce greenhouse gas emissions," added Ontario Trucking Association chief, David Bradley. "The fuel savings from speed limiters will also help to moderate the increases in operating costs from escalating diesel fuel prices. This is the right thing to do."

The OTA says the law will reduce greenhouse gas emissions by up to 280,000 tonnes.

Non-compliance will cost truckers a minimum fine of \$250 and a maximum of \$20,000, as Bill 41 is written.

"As members would know, the proposed legislation will cap the

speed of large trucks built after 1995 at 105 kilometres per hour," Minister Bradley said during third reading in the Legislature June 16. "Ontario is a leader in road safety, and we're always looking for ways to make our highways even safer. This legislation presents us with a key opportunity to improve road safety for our families, while at the same time helping to protect our environment, so that our children and grandchildren can enjoy a cleaner and greener future. Cutting emissions from large trucks can only help our environment. The reality is that over one-third of Ontario's greenhouse gas emissions come from the transportation sector, and 84% of this comes from road transportation. This is why speed limiters are so important to all

Ontarians, not only to those who share the road with large trucks."

He said Ontario will work closely with Quebec to harmonize speed limiter legislation with that province.

Bradley also said "This legislation is fair because it treats all truck drivers and companies the same while driving in Ontario. At the same time, it is flexible. With today's technology, operators will also have the option of investing in devices that will allow drivers to switch speed limiters on and off when in jurisdictions with higher speed limits."

The Bill wasn't without its critics. Conservative MPP Frank Klees, a vocal opponent of speed limiters, stood in the Legislature during final debate and suggested the law should extend to all vehicles if it's going to be applied to trucks. He also favoured stepped up enforcement over speed limiter legislation.

"If we are concerned about road safety, then let's look at the big picture and let's start with enforcing the speed limiters that we already have in place in this province, called speed limits. Let's enforce that," Klees said. "Let's get the message out, not only to trucking companies and truck drivers but to everyone who gets behind a wheel, that the government of Ontario is serious about road safety, that we will enforce our speed limits and that there will be consequences for people who ignore those speed limits."

Klees was especially disappointed that none of the amendments he proposed to the Bill were adopted.

Predictably, the passage of the law drew the ire of owner/operator organizations such as the Owner-Operator Independent Drivers' Association (OOIDA) and Owner/Operators' Business Association of Canada.

OOIDA vowed to challenge the legality of the legislation, which it feels violates NAFTA. OOIDA, after seeking legal counsel in Canada, said it will file a Notice of Intent to challenge the law once it is officially implemented.

"We are vigorously pursuing all appropriate legal remedies to protect the right of truckers, big and small, to compete fairly and safely across international and provincial borders," said Rick Craig, director of regulatory affairs with OOIDA.

OOIDA argues that the new law creates an impediment to inter-provincial and international trade by restricting access to trucks from other regions that don't have speed limiter laws of their own.

"We believe the new law discriminates against US-based companies as well as Canadian trucking companies based outside of Ontario by restricting their ability to operate freely throughout Canada," added Craig.

"The reasons given by proponents for passing the bill were nothing more than a red herring and will infringe upon the rights of all extraprovincial truckers who want to pursue their livelihoods to operate throughout Canada." □

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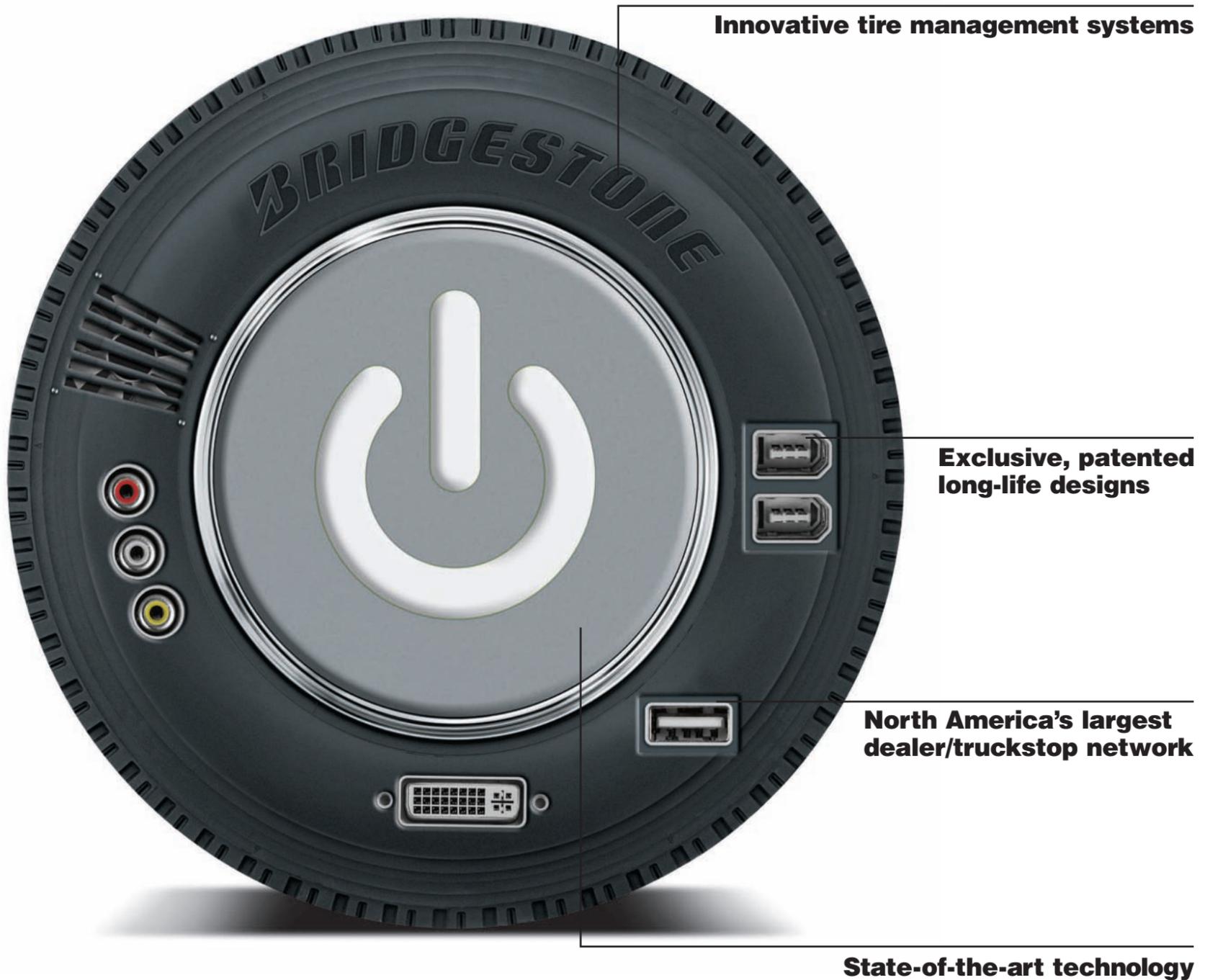
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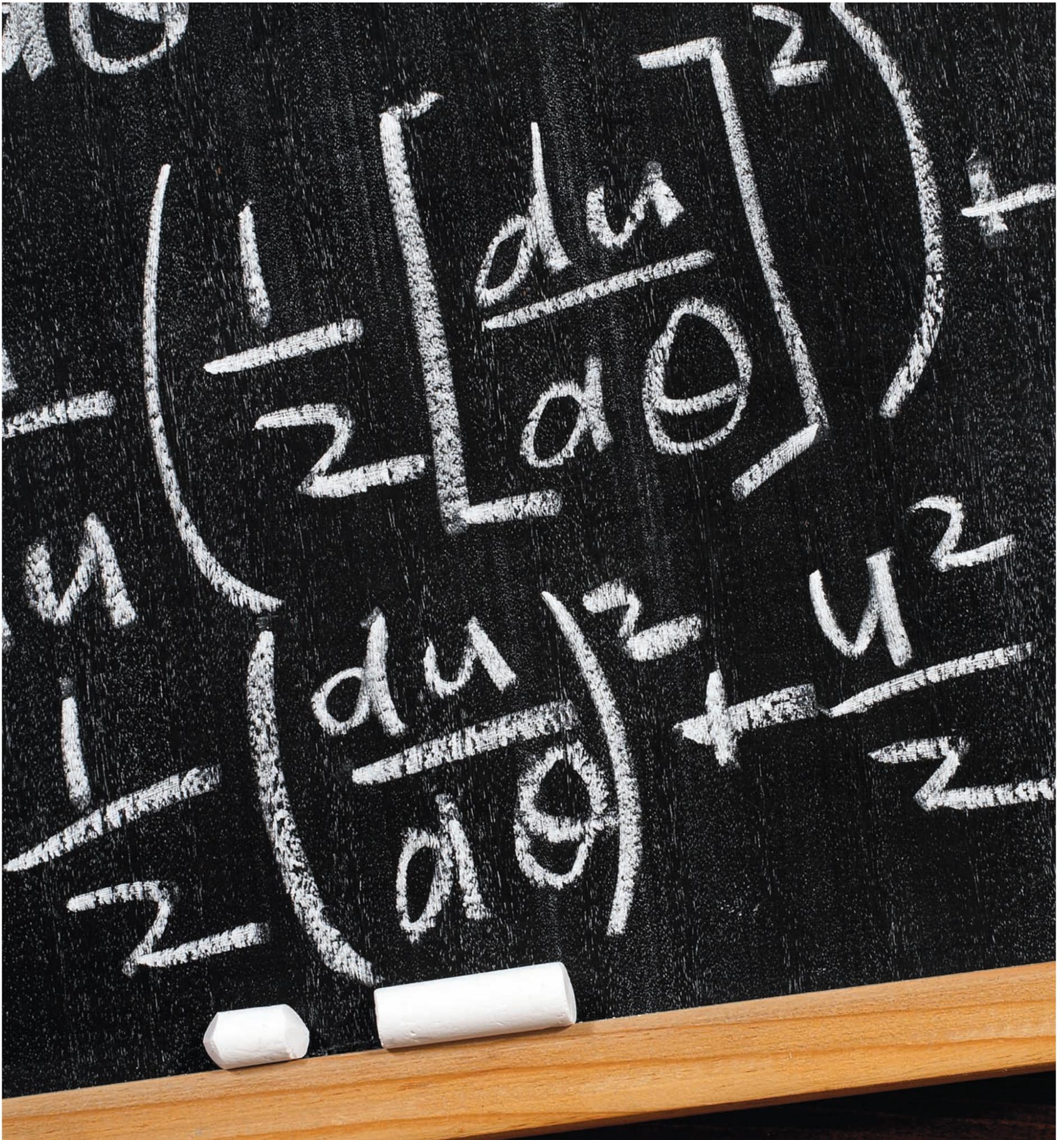
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Transport Canada studies offer insight on speed limiters

Six studies shed some light on the implications of Ontario's new speed limiter legislation

By Adam Ledlow

OTTAWA, Ont. – Transport Canada has released a group of studies that examine the implications of a national heavy truck speed limiter program from safety, environmental, economic and operational perspectives. The extensive report was released July 4 – a mere two and a half weeks after the government of Ontario went ahead and approved Bill 41, which will require all heavy trucks operating in the province to have their speeds mechanically limited to no more than 105 km/h.

While the province's trigger-happy approach may have raised a few eyebrows, the studies' findings still offer insight for the remaining eight provinces which have yet to pass similar legislation. In the following summary, you will find a varied mix of opinions based on each topic addressed.

Safety

As its name suggests, the basic aim of the report *Safety Implication of Mandated Truck Speed Limiters on Canadian Highways* was to assess the safety implications of mandating speed limiters on various sections of highway including: straight; off-ramp segment; on-ramp segment; and the combined on/off-ramp.

According to the report, the introduction of speed limiters set at 105 km/h increased safety in uncongested traffic, especially in the straight segment. When the maximum speed was set at 110 km/h, the safety gains with the introduction of mandatory limiters were decreased.

However, as volume and percentage of trucks increased, the safety gains from speed limiters became less pronounced. The study found that as traffic volume reached near-capacity (2,000 vehicles per hour per lane) more "vehicle interactions" took place which led to a reduction in safety, especially with merging, lane-changing, and using on- and off-ramps. In these instances, speed limiters actually reduced the level of safety.

Competitiveness

The study *Trade and Competitiveness Assessment of Mandated Speed Limiters for Heavy Trucks Operating in Canada* assessed the competitiveness impacts of speed limiters in two scenarios: one scenario with the policy implemented only by Ontario and Quebec, the other with the policy implemented throughout Canada.

In the Ontario-Quebec scenario, the study found that about 30% of Atlantic Canada's fleets would be affected because of their business with the two provinces. Owner/operators in particular felt that their productivity would be impacted as speed limiters would prevent them from completing deliveries within their daily legal Hours-of-Service. Some indicated that both safety and productivity considerations would lead them to avoid Quebec and Ontario for business.

Unlike Atlantic Canada, only a small portion of Western Canada's trucking industry interacts with Ontario and Quebec. It was the consultant's best estimate that less than 10% of Western Canada's heavy truck population would be affected by Ontario and Quebec mandating

speed limiters.

Since Canadian-based companies hauling into the US cannot compete with US-based fleets on runs within the US, mandated speed limiters would not create any competitive issues, according to the study. The majority (80%) of US owner/operators interviewed, on the other hand, indicated that to avoid being speed limited they would no longer haul into Quebec or Ontario.

The national scenario was found to have a limited effect on most Atlantic Canada-based fleets as the majority operate in a triangular movement (to US, then to Ontario and then back to Atlantic Canada).

However, a national mandate would have a far greater effect on the estimated 90% of Western Canadian fleets that would be, for the most part, unaffected by the Ontario/Quebec mandate.

In the US, the study noted that many states south of the Prairies have higher speed limits which would once again raise safety and productivity concerns for small fleets and O/Os. US-based owner/operators noted that this disadvantage would be enough to keep them from operating in Canada.

Overall, it was found that there could be some impact on trucking industry competitiveness within

speed-limited jurisdictions provided sufficient numbers of operators were to avoid such jurisdictions. This would be mitigated to the extent that operators choose to invest in and use the tools required to change the speed limiter setting as they enter or leave speed-limited jurisdictions or ultimately decide to operate speed-limited.

However, a costing analysis performed as part of this study indicated that the increased fuel and vehicle operating costs of travelling at speeds above 105 km/h outweigh the increased productivity benefits. See the environmental study below for more details.

Environmental benefits

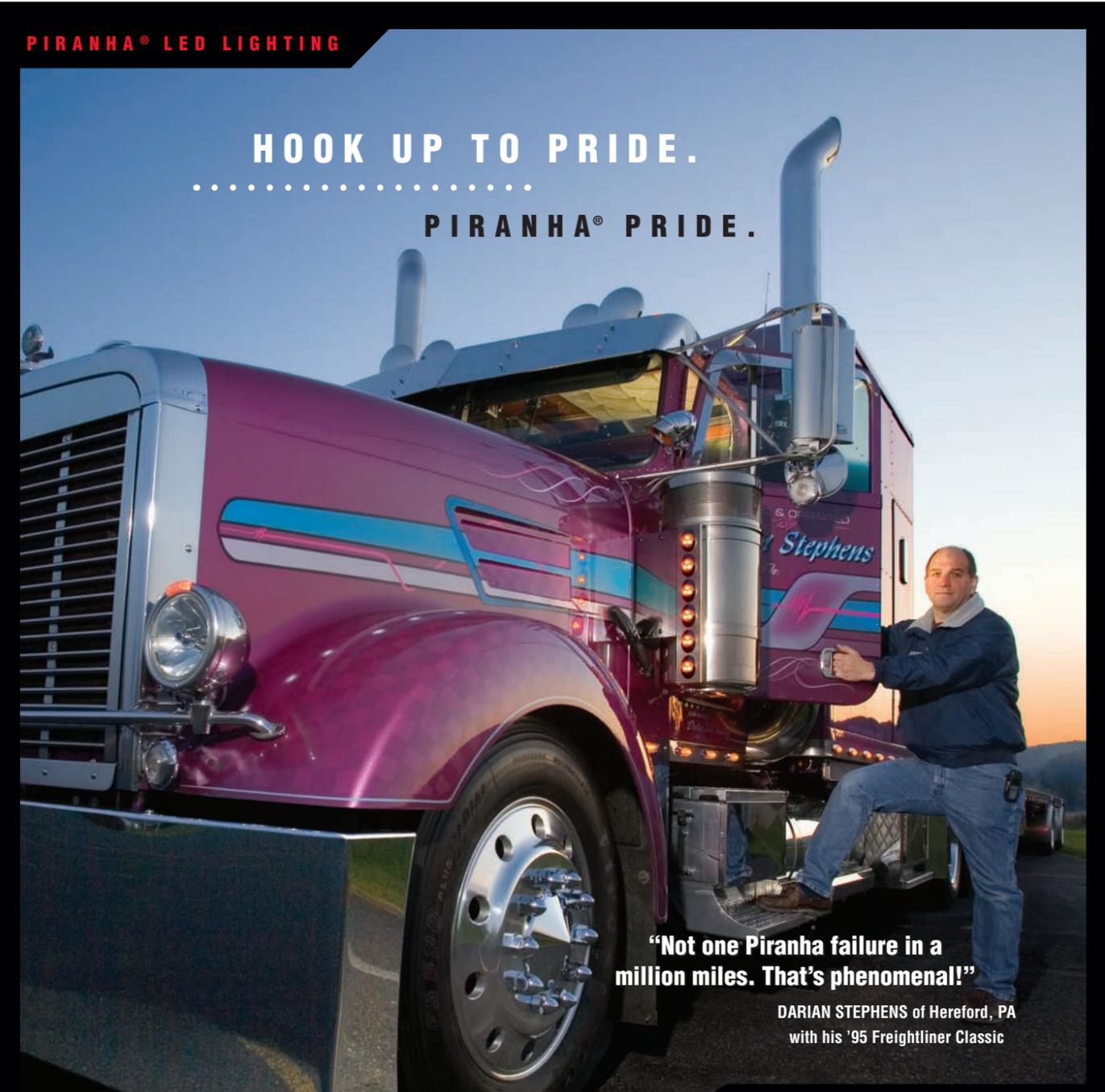
The study *Environmental Benefits of Speed Limiters for Heavy Trucks Operating in Canada* updates the results of a discussion paper started in October 2006. Estimates of fuel savings and environmental benefits

Continued on page 22 ■

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Study validates environmental benefits

■ Continued from page 21

have since been updated using more detailed speed distribution and truck traffic volume data.

The updated annual fuel savings are now estimated at 228.6 million litres, 0.6% above the previously estimated total of 227.3 million litres. This is 1.4% of the total diesel fuel consumed by road vehicles in Canada in 2006. Depending upon the price of fuel, this would result in a cost saving in excess of \$200 million per year.

The annual GHG savings are now estimated at 0.64 megatonnes, compared to the previous estimate of 0.63 megatonnes. Ontario and Quebec combined account for 64% of the estimated national saving, according to the study.

Case studies

The *Speed Limiter Case Study* endeavoured to assess the benefits, effectiveness and implementation issues associated with mandatory speed limiters through carrier case studies in two Canadian trucking segments (for-hire and private).

The case studies demonstrated that speed limiters have become a “way of life” for carriers and estimates suggest that more than 60% of carrier fleets in Canada have speed limiter policies in place, many for more than 10 years.

The case study research found that both carrier fleets said that their speed limiter policies were initially

introduced to improve the efficiency of their business by reducing operating costs (fuel and maintenance) and potentially reducing collision risks. However, researchers were not able to quantify these improvements since neither carrier could provide data on pre-speed limiter costs.

In addition, both carrier fleets reported a low incidence of speed-related violations and the drivers interviewed did not believe that the speed controls created a significant operational or safety concern. The case study also suggested that neither of the carrier fleets studied appear to have any market disadvantage compared to their competitors as a result of their speed control policies and in fact may have a market advantage associated with driver retention and driver job satisfaction.

The global experience

This international study on heavy truck speed limiters focused on Australia, the United Kingdom, and Sweden, and analyzed compliance and enforcement strategies, the effectiveness of the legislation, and viewpoints from stakeholders in government, enforcement, trucking associations and others.

Speed limiters are generally believed to have had a positive impact on road safety and have contributed to a decrease in accidents involving heavy vehicles, the study found. In the UK, for instance, heavy vehicle accidents have dropped by 26%

since speed limiter legislation was enacted in 1992. Other positive benefits from the enactment of speed limiter legislation include lower fuel consumption (from 3-11%), lower maintenance costs (tires, brakes, and engine) and reduced insurance premiums, according to an assessment done by the European Commission.

Road safety concerns as a result of the speed limiter requirement have been noted by UK and Swedish officials, particularly the problem of speed-limited trucks overtaking each other on divided highways, and causing traffic backlog. Other road safety issues identified in the UK included convoys of trucks blocking the on- and off-ramps of highways. Under UK law, all speed-limited trucks are relegated to the inside lanes on highways of three or more lanes. The necessity of having sufficient enforcement personnel to verify speed limiter compliance was a key finding in this report.

Technical considerations

This study summarized technical issues and limitations of electronic speed limiters with respect to compliance, enforcement, and tampering, based on questionnaire responses from the Truck Manufacturers Association (TMA) and the Engine Manufacturers Association (EMA).

TMA stated that a great deal more information is needed before a reasoned decision can be made on technical and tampering issues. Yet

TMA supports proposals that are demonstrated to provide safety benefits and are practical.

“We believe this (a mandate for speed limiters in heavy trucks) proposal has flaws, especially in terms of its practicality,” the TMA said.

EMA officials said they were strongly opposed to any proposal that would require manufacturers to ‘hardwire’ a limit specific to a particular jurisdiction.

“Such a proposal is unworkable for a number of reasons: speed limiter settings operate on the basis of an engine/vehicle interface and are dependent upon a number of variables outside of the control of the engine manufacturer; engine manufacturers do not and cannot know the vehicle configurations in which their engines will be installed; engine manufacturers do not and cannot know the jurisdictions in which their engines will be operating; and engines are designed and produced for North American and global markets.”

In general, EMA prefers voluntary, incentivized measures rather than regulatory mandates.

Further study

A seventh report, titled *Speed Limiter Summary Report*, which will assess the requirement of speed limiters on heavy trucks in Canada based on the above research and analysis, will be released in the future. To read the first six reports in full, visit www.tc.gc.ca/roadsafety/speed_limiter/menu.htm. □

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BCTA presents awards at convention

KELOWNA, B.C. – The BC Trucking Association's (BCTA's) 95th Management Conference and AGM profiled industry members who have invested in new "green" technologies to showcase successful fuel-saving strategies.

'The Greening of the Motor Carrier Industry' was the theme of the recent convention, and the topic of a panel discussion about how both business practices and selected fuel-saving technologies can reduce fuel consumption and improve efficiency.

A three-member panel featured: Rob Penner, vice-president of operations for Bison Transport; Gene Orlick, president of Orlick's Transport; and Sharon Banks, CEO of Cascade Sierra Solutions – a US non-profit group providing support on emissions reduction to the industry along the Interstate 5 corridor of Washington, Oregon, and California through outreach and incentives.

The BCTA says that fuel prices are "sky high and rising; the carbon tax is upon us and the economy is slowing," but there is still hope for the trucking industry "if it is willing to adopt new strategies, find ways to invest in new equipment and green its fleets."

In addition, an 'enviroTruck' was featured at the show, which had a new "smog-free" engine fitted with fuel-saving devices, courtesy of BCTA member Glenncoe Transport.

Service to the Industry

The BCTA's 2008 Service to the Industry award was presented to **Hanne Madsen**, the president of DanFoss Couriers and Freight. Madsen is a long-time member of the BCTA board of directors, infrastructure development and insurance committees, and was previously on the BCTA executive committee, the human resources task force and the conference committee.

Madsen began work at DanFoss Couriers and Freight in 1987 after an initial period as a sales representative with Kraft Foods.

At DanFoss Couriers and Freight, Madsen first held different positions in sales and assistant management, then eventually moved on to become general manager, and is now president.

Driver of the Year

The 2008 BCTA Driver of the Year was presented to **Lorne Rasmussen** of Arrow Transportation Systems. Rasmussen has worked in the transportation industry for 56 years and has driven 5.8 million miles, according to the BCTA.

Starting at Arrow Transportation Systems in 1972, Rasmussen worked full-time until trying retirement in the summer of 2000.

During the first 28 years with the company, he operated daily without involvement in a preventable motor vehicle collision, nor lost time due to personal injury. Returning a few months after the official retirement date,



DRIVER OF THE YEAR: Lorne Rasmussen (centre) was recognized at the BCTA convention, where he was named 2008 Driver of the Year.

Rasmussen at 71, continues to drive three days a week in the Kamloops wood fibre division.

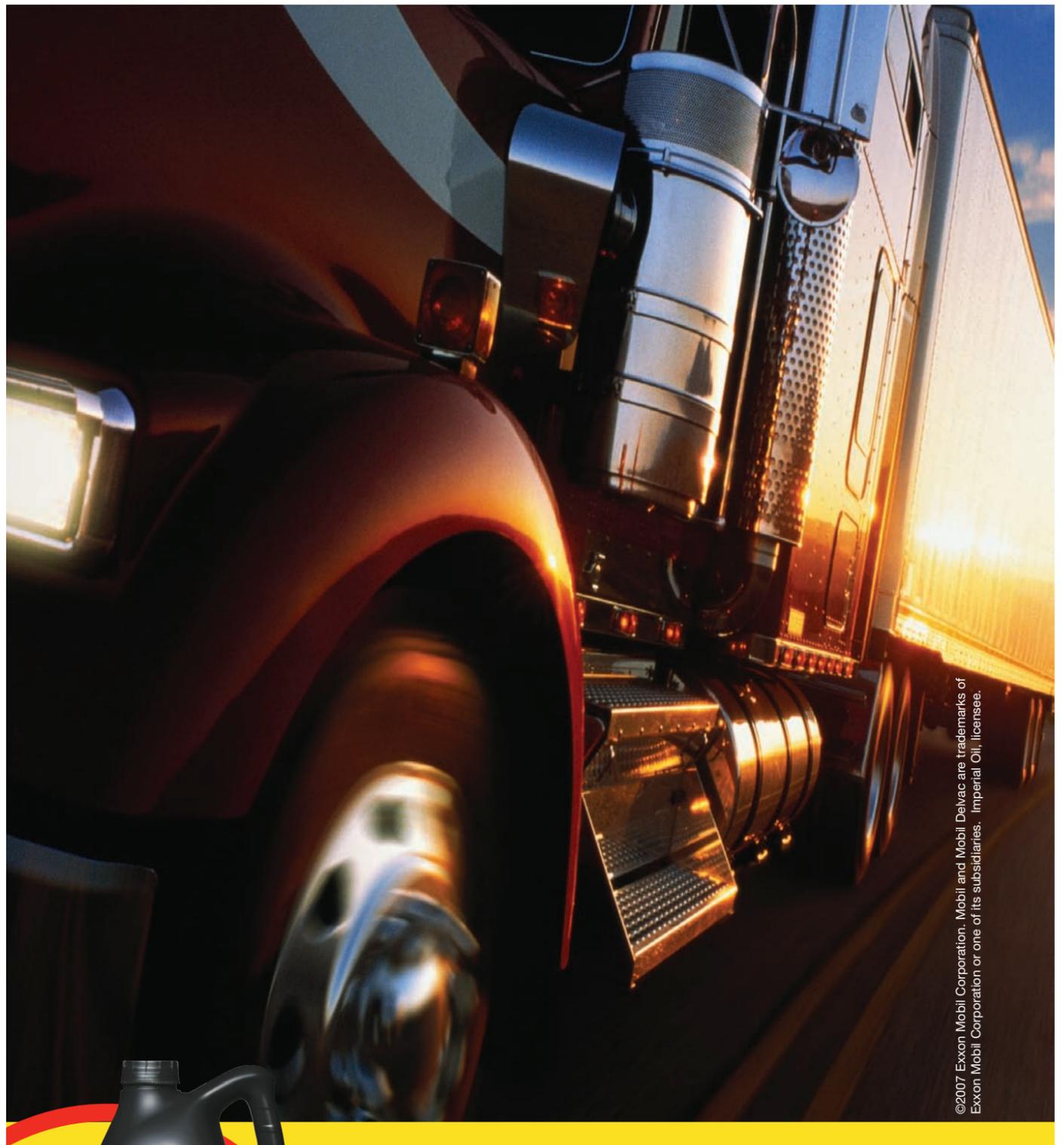
To date, he has provided 36

years of dedicated service at Arrow, including participation on committees, as a mentor for new drivers and at truck rodeos. □

New executive committee named by BCTA

The BCTA's new executive committee for 2008-09 is as follows: chairman, **Greg Rogge** of Clark Freightways; first vice-chairman, **Murray Scadeng** of Triton Transport; second vice-chairman, **Victor Martin** of Excel Transportation; secretary/treasurer **Steve Islaub** of Northwest Tank Lines.

The BCTA associate members are: **Gerry Cullen** of Western Star & Sterling Trucks of Vancouver, with alternate **Greg Munden** of Munden Ventures and past chairman, **Dietmar Krause** of TMS Transportation Management Services. □



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B.C. environmental movement gets behind 'enviroTruck' concept

By Jan Westell

VANCOUVER, B.C. – B.C.'s first enviroTrucks rolled onto the streets in early July, a milestone for the Fraser Basin Council's bid to "green up fleets" across the province, in partnership with the provincial government and the B.C. Trucking Association (BCTA).

"These vehicles are impressive," said Environment Minister Barry Penner. "If B.C. fleet operators transitioned just 100 older trucks to the new enviroTrucks, it would give us the same greenhouse gas emission reduction, as removing more than 10 times as many smog-producing cars from B.C. roads. By running enviroTrucks, a company may achieve up to 20% in increased fuel efficiency. To move in that direction, Green Fleets B.C. is offering a financial incentive of up to \$10,000 a vehicle (tractor and trailer) and up to



GRAND ENTRANCE: Environmentalists and politicians got their first look at the latest generation of environmentally-friendly trucks at a recent event in B.C.

\$50,000 per fleet, to test drive enviroTruck technologies."

The enviroTruck is a Class 7 or 8 heavy-duty vehicle, featuring a newer model diesel engine that reduces particulate matter by 90% and smog-forming NOx particles by 45%.

Unique add-on features on an enviroTruck are expected to save fuel, and drive down emissions even further.

These features may include: an auxiliary power unit that reduces idling time and is expected to cut greenhouse gas emissions by 13.5

tonnes per truck per year; speed limiters to prevent the truck from going over a pre-set speed, thereby decreasing fuel consumption and greenhouse gas emissions; and aerodynamic improvements expected to result in an annual per truck and trailer reduction of 17.5 tonnes of greenhouse gas emissions.

"The enviroTruck is one of the ways Green Fleets B.C. is building partnerships," said David Marshall, the executive director for the Fraser Basin Council, a non-profit organization that advances sustainability. "Today we're seeing some inspirational leadership shown in the transportation sector."

The trucking industry needs credible and accurate information on technologies and strategies to reduce fuel consumption, greenhouse gases, and smog emissions in combination with financial incentives that target those approaches, said Paul Landry, the president and CEO of the BCTA. "The enviroTruck program understands and addresses those needs."

The Green Fleets B.C. program has helped two B.C. companies transition a number of their vehicles to enviroTrucks. Glenncoe Transport from Kelowna, a division of Bison Transport, and Nanaimo-based Paradise Island Foods are now testing the technologies, and tracking cost savings that are linked to fuel efficiencies and the environmental benefits of moving to greener vehicles. The results of the enviroTruck project will be available at www.greenfleetsbc.com.

Over the next two years, Green Fleets B.C. initiatives are expected to help the transportation sector cut over 900 tonnes of smog-causing emissions and 200,000 tonnes of greenhouse gas emissions, according to the Fraser Basin Council. □



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Wowtrucks selects first Canadian rigs for calendar

CHILLIWACK, B.C. – Three top winners at the B.C. Big Rig Weekend held at Chilliwack Heritage Park, have been selected for the 2009 Wowtrucks Calendar: Canada's own Big Rig Calendar.

Chicky Drouillard from Kelowna B.C., won the truck/trailer combo trophy with his 1987 Peterbilt 379 EXH. Ron Ruddick from Mission B.C. won the people's choice award at the show with his 2004 Pete 357, and Keith Bradley from Barrier B.C. took the inaugural "Wowtrucks 365" award with his 2007 Peterbilt 379.

"New this year to Wowtrucks is a nation-wide competition to get into Canada's Big Rig Showpiece," says photographer and proprietor of Wowtrucks, David Benjatschek.

"Three winners at the four major Show'n'Shines across the country: the Fergus Truck Show, Rodeo du Camion and Pro-Trucker Magazine's Alberta and British Columbia Big Rig Weekends, will all qualify for a spot in the calendar."

The next selection will be made at the Fergus Truck Show. □



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Detroit 60 14L 515, 13 spd.
Roadranger, 12/40, brand salvage.



1999 Peterbilt 330 For Parts.
3126 Cat, 250 hp, RT8908LL, 23 Rears,
530,000 kms.



1972 Fiat Allis 8B
\$13,500.



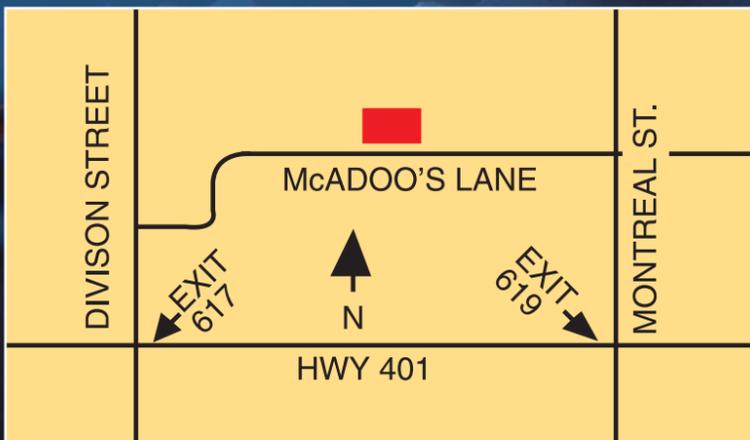
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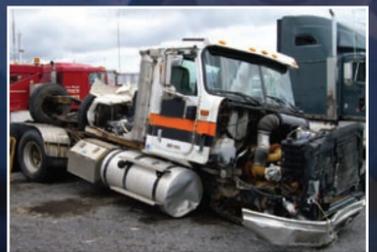


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10-4 Teddy Bear seeks support

By Jared Lindzon

TORONTO, Ont. – Music is a source of comfort and entertainment within the trucking community, just as teddy bears are a source of comfort and entertainment to children. Many people would fail to see the connection between music, trucking, children and teddy bears, but not Richard Masys, founder of the 10-4 Teddy Bear Wheelchair Foundation.

Masys was inspired to begin the charity program after hearing Red Sovine's '10-4 Teddy Bear.' The song narrates the tale of a trucker coming into contact with a young boy in a wheelchair over the CB. After talking with the lonely boy for some time, the trucker discovers the boy's father was a trucker as well. The boy explained that before he died, his father would take his son out for rides in his truck. Shortly after his conversation, the warm-hearted truck driver decided to go to the boy's house with the intention of giving him a ride. He arrives only to discover a line of trucks down the road with the same intention, having heard the boy on the radio as well.

The spirit of generosity present in these lyrics found its way to Masys. After being inspired by the song, he and his beloved companion Mary Hyjek considered creating a charitable organization. They began conjuring a program that sold teddy bears

to raise funds for wheelchairs for children. It wasn't until Hyjek's tragic passing that their vision came to fruition.

"I was talking about the project two years before Mary passed away, but I kept putting it off," Masys said. "She said that if I keep talking about it I'll never do it." About a year before she passed away they began production, but she never saw the finished product.

As a retired member of the trucking industry, Masys has often looked to his former industry for support.

"I'm hoping to get the truckers to back me on this, but I guess they're hitting hard times," Masys said. "It's hard. I've received a lot of phone calls and a lot of rejections."

Though it's been a shaky road, there have still been many individual acts of generosity within the trucking community towards the organization.

"I got some help from GT Express and Schulman," Masys said. "They bought a box of 24 each, and then they asked me to re-donate it to Montreal Children's Hospital."

More information as well as order forms are available at www.10-4teddybear.com. Teddy Bears cost \$24 each (plus shipping and taxes), and all proceeds go towards providing underprivileged children with wheelchairs. □

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CVSA: Don't manually adjust auto slack adjusters

TORONTO, Ont. – A surprise brake blitz by the Commercial Vehicle Safety Alliance (CVSA) in May has led inspectors to believe there's a big problem with drivers manually adjusting self-adjusting slack adjusters.

"A significant problem we are noticing in recent years is the practice of manually adjusting self-adjusting brake adjusters," said Stephen Campbell, executive director of CVSA. "If you have a brake that is over-stroking and it has a self-adjusting (automatic) brake adjuster, you more than likely have a problem with the brake or the adjuster. If you re-adjust it, you aren't fixing the underlying problem."

There are concerns that truckers may have a false sense of security after manually adjusting automatic brake adjusters, which will likely fall back out of adjustment before long. □

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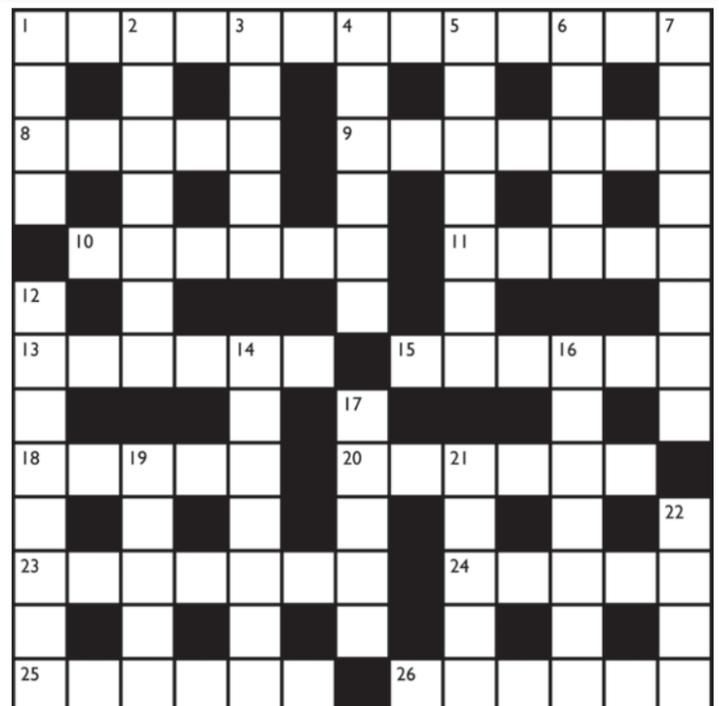
THIS MONTH'S CROSSWORD PUZZLE

Across

1. Western Star ad tagline (7,6)
8. Conical traffic diverter
9. Province with "Wild Rose Country" plates
10. OPEC unit of measure
11. Side-impact collision type (1,4)
13. Carrier's cargo-delivery promise (2,4)
15. Ford SUV for getaway-car driver
18. Applied oil or grease
20. Given name of 15th Prime Minister
23. Mack vocational model
24. Truck-technician's investment
25. Slangy handle for Manitoba city (3,3)
26. Name seen on armoured truck

Down

1. Traction-enhancing tire-tread slit
2. "If I Had a Million Dollars" car
3. O/O component
4. Unexpected engine stoppages
5. Truckmakers' sales incentives, sometimes
6. Semitrailer contents
7. Item carried by trucker, perhaps (5,3)
12. Extra illumination for coastal areas (3,5)
14. A certain sleeper (3,4)
16. Chromed item on cab (3,4)
17. Word followed by limiter
19. Truck's foot-control
21. "Do Not _____," one-way-street sign
22. Used-truck sale stipulation, sometimes (2,2)



Answers on page 63

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Breaking down barriers

Indian Trucking Association hopes to create culture of understanding

MISSISSAUGA, Ont. – Being around the trucking business a few decades has given me an opportunity to watch waves of immigrants and new Canadians take their place in the workforce. Once the domain of the descendants of white

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European settlers, today's professional drivers are as ethnically diverse as the United Nations. Scots, Brits, Filipinos, Poles, Portuguese, Italians, Jamaicans, Russians and Chinese have taken their turn behind the wheel. And they're still coming: Somalis, West Africans and Koreans are among the newest arrivals.

But the most tenacious and resilient group has to be the East Indians. Despite blatant racism, language and cultural barriers, and subtle forms of discrimination, truck drivers from the subcontinent have clawed their way into the mainstream.

It's not surprising then, to see a vibrant trucking association springing out of this community. And even less surprising to hear they have no problem attracting members. Secretary General Najib Iqbal has a role of 700-plus members and he's hoping to attract more recruits at their first annual Great Canadian Indian Truck Show at the Powerade Centre in Brampton, Ont. August 30.

"The Indian Trucking Association is open to anyone," says Iqbal, "but it's primarily made up of members of the Indian community, both East and West. Most of us have some connection to India, Pakistan, Bangladesh, Nepal, Afghanistan or Sri Lanka."

The association is also thinking of opening a chapter in Surrey or Abbotsford, B.C., two cities that have large south Asian communities and lots of trucking activity.

About 12 years ago I wrote a story for *Truck News* exploring industry attitudes and perceptions towards truckers of colour. One Sikh driver, who spoke flawless Canadian English, told me he had talked on the phone to a personnel agent of a large Ontario trucking company who invited him to fill out an application. But when he arrived at the terminal he was promptly told: "No jobs here."

His hunch was that they had an unwritten "no turban" rule.

This was a major Ontario carrier that today has several south Asian drivers. But acceptance by some companies and some drivers has been an uphill battle that continues to this day. Just listen to the CB radio when traffic is snarled around Toronto; racially denigrating comments are not unusual.

But Iqbal has a different take on the issue.

"Racism is everywhere in the world. It's not just white on black, it works the other way too," he says. "There is still racism in the industry, but in my seven years with J.D. Smith, I'm proud to say I've never heard the 'P' or 'N' word once. But there's not much you can do about 1% of the world's population that doesn't like someone because of their skin colour."

Iqbal himself, doesn't fit any stereotype. He goes to bluegrass festivals and admits he grew up watching the *Dukes of Hazzard* and *Leave it to Beaver*.

"My mother worked at Tonka Toys on Airport Road in Mississauga, and my day care on Dixie Road was right next to a trucking company." As well, many of his Indian neighbours in

On-road Editor

Harry Rudolfs



Brampton were getting into the trucking industry at that time in the early 80s.

"Trucking is part of our business and lifestyle," he says. "And we're proud of it."

The genesis of the Indian Trucking Association started a few years ago with a small group meeting to discuss problems encountered by the South Asian drivers and ways to get their voices heard. This group now forms the backbone of the organization with many of those original people sitting on the executive board.

Iqbal sees the ITA as an educational resource.

Continued on page 30 ■

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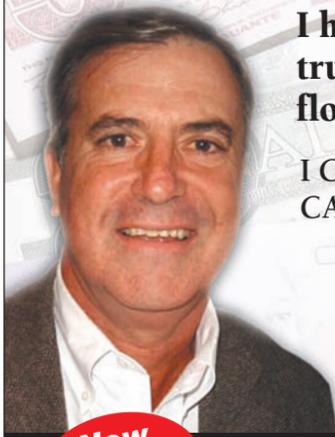


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FEATURE

Group to host Show'n'Shine

■ Continued from page 29

“So many people run into problems because they don’t know the language and they don’t know the issues. And a lot of drivers don’t want to cross the border because their English skills are not too good. We can help them with that, too,” he says.

The best way to gain acceptance is to work hard, Iqbal says. But understanding the lingo is also key.

“That way they’re able to approach the job with more confidence and gain skills more quickly,” he says.

Iqbal suggests that the ITA can also help members running a small business, and provide information about health and safety and issues like sexual harassment.

“Driving a truck here is not like driving one in India,” he adds.

He also feels strongly about getting rid of the negative elements plaguing the industry.

“It’s best for every community to clean up its own dirty laundry and take responsibility for itself. That’s why we say no to drug smuggling, no to organized crime, no to fly-by-night driving schools, no to fly-by-night companies that don’t pay for weeks at a time. We’re looking for a high standard of professionalism. Our association is working to make our drivers decent, respectful, honourable Canadian citizens.”



NAJIB IQBAL

The ITA has already been involved in meetings with the OTA and other industry stakeholders.

“We’re a grassroots organization and we want to work under the other associations out there, such as the OTA and CTA,” says Iqbal.

The Great Canadian Indian Truck show promises to be a memorable event with lots of exhibits, trucks, a Show’n’Shine competition, and seminars. They’re also going to be offering Indian food, music and dance performances.

“Like it or not, we’re going through an evolution right now. What we’re trying to do is spread a little goodness in an industry that some would say, is in dire straits,” says Iqbal. “Either you change with the times or you go extinct like dinosaurs.” □

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SHOW SPECIAL

A polishing primer

It takes more than a little elbow grease to keep these rigs gleaming

By Jan Westell

BEAVERTON, Ont. – Of any commercial motor vehicle, the gravel truck has the most grueling work environment, with regular exposure to grit, dirt and grease, not only from the material it's carrying but also from the road itself.

Those harsh environmental challenges are even more extreme during a Canadian winter, when sand and salt are regularly applied to icy roads. Yet those hazards don't stop some owners from taking pride in their dump trucks, especially at truck shows.

Glen Watts, of Watts Haulage located in Beaverton, Ont., has always had a neat-and-tidy nature, and that also goes for his 2006 Peterbilt and the other trucks in his fleet.

He shows the trucks any chance that he can get, most recently winning at the Burl's Creek Truck Show, located just northeast of Barrie, Ont.

"We won Best Gravel Truck, and we won Best-in-Show," he says of a vehicle that hauls 43 tonnes, and works 12-15 hours a day, mainly on a gravel road.

For the main truck body, Watts and his professional polisher, Jamie Seabrook, have a preference for Meguiare's paint cleaner and Meguiare's wax. Watts is an exclusive client of Seabrook's, who used to have his own polishing company that he now runs as a hobby. Seabrook developed an affinity for the polishing business after working on some company trucks that were looking dull, and were transformed by his touch.

"It kind of snowballed from there," he says.

Even the dump box is dressed up for the show, which takes about 100 hours to polish, according to Watts, who credits Seabrook with guiding him to his show'n'shine success.

"He taught me a lot," he says.

The polishing treatment begins with an electric buffer, before the more laborious and time-consuming hand-polishing, which is the key to show'n'shine success, according to Watts.

"Time is the big thing. The more time you put into it, the better the results."

For winter protection, Watts says he covers his truck's exposed metal in grease.

It's rather unsightly, he admits, particularly when the grit sticks to the coating.

But that sticky covering protects the truck's aluminum, stainless steel and chrome throughout the harshest season.

"It looks terrible," he says. "But when I clean it off in the spring, it looks really good. It saves the chrome. It saves sandblasting, (because) they use lots of sand on the roads here in the winter."

In the spring, the truck is treated with a pressure wash to remove

the grease, before application of "Jeweler's Rouge" a polishing paste for metals like chrome, aluminum and stainless steel, which comes in various strengths.

Watts and Seabrook follow a two-step process, first with the Jeweler's Rouge "brown" bar which cuts the oxidation that occurs during the winter months, and then they apply a "green" bar. The bar is placed on an electric polishing buffer, which eventually imbeds itself into the wheel and spreads for greater coverage.

Finally, they apply California Custom "Purple" metal polish for optimum shine. Another polishing



MOST WORK IN SHOW?: Polishing a dump truck for a show'n'shine competition is a daunting task, as Glen Watts, owner of these trucks, can attest.

and cleaning product that Watts favours is "Autosol," a German import. He also uses fine sand paper, 600- or 800-grit, to smooth out the nicks in the aluminum,

which are unavoidable in his line of business. It's an aggressive metal treatment that Watts was initially skeptical of.

Continued on page 32 ■



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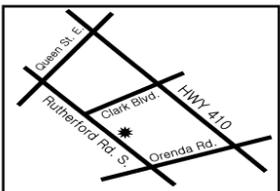
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SHOW SPECIAL

Polish can make the difference

■ Continued from page 31

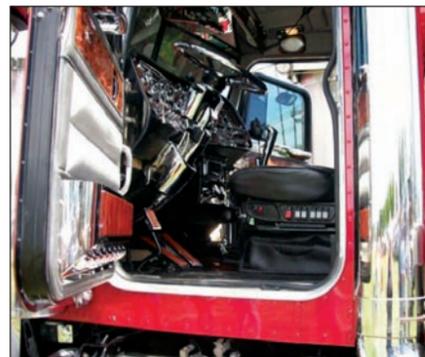
“I was pretty scared when I first used it, but it looks great when it’s done,” he says.

In preparation for a show, Watts and Seabrook step up the polishing process about a month ahead of the event.

They put a great deal of effort into cleaning and polishing until they apply the finishing touches, about 24 hours before show day.

It’s a team operation that also involves Watts’ company driver, Brent Speedie, who works on the company’s 2007 Peterbilt tractor.

“It usually takes a full day to pretty much go over everything,” says Watts, noting that the last show’n’shine resulted in a sleep-deprived schedule. “I started at 5 a.m. and finished at 2 a.m. the day of the show.” □



THE INSIDE, TOO?: Lots of chrome in the cab means even more work for show truck owners.

@ARTICLECATEGORY:862;

Wheel polishing

TORONTO, Ont. – Polishing. It’s one of the most tedious tasks involved in getting a show truck ready to be judged. Especially when it comes to wheels, which aren’t likely going to stay clean for very long, anyway.

The frustration of trying to keep wheels looking brand new is exacerbated when they’re on an everyday working truck. However, Steven Motta, product manager with VIS Polish, says more owner/operators and image-conscious fleets are beginning to let this increasingly popular machine do the dirty work for them.

“The techniques used to polish (by VIS Polish) are not significantly different than what you’d do by hand,” Motta claims. “The machine follows the exact same process, but because it’s a machine, it can apply more force and it never gets tired. It doesn’t have Monday mornings or Friday afternoons so it always produces a very high quality.”

VIS Polish can shine up a wheel in half an hour to an hour, depending on the condition of the wheel, Motta explains.

The machine has been around for about three years and there are over 100 installed throughout North America (about 10 in Canada).

Motta says there’s no risk of damaging the wheel, because the machine is able to detect when too much force is being applied. Currently, it’s designed only to work with aluminum wheels. Even if you’re not a show-goer, Motta said truck owners should shine their wheels at least once a year.

“We suggest that when you change the rubber on the truck, that’s an ideal time to get your wheels polished,” he says, adding the machine can polish wheels with or without the tires on.

While a growing number of show trucks are relying on VIS Polish machines to get prepped for the show, most of its customers are still regular everyday truckers, Motta admits.

“The majority of work is people with pride in their vehicles that want to keep it looking like it did when it was new,” he says. □

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SHOW SPECIAL

Book Review: Ultra-Custom Semi Trucks

By Adam Ledlow

TORONTO, Ont. – Whether you like 'em slammed, chopped, shaved or just plain shiny, Bette S. Garber's new book *Ultra-Custom Semi Trucks* has got a rig for you. Released in May by publisher Motorbooks, a division of Quayside Publishing Group, this 192-page book is equal parts page-turner and jaw-dropper. Arranged into eight detail-driven chapters, Garber's work takes the reader beyond the realms of regular old customization and into the tricked-out world of ultra-customization. And just what is ultra-customization, you ask? Garber defines it as "the next step in custom semis," where truckers are using "new technologies and tapping new designs and building techniques" to turn their trucks into head-turning show stoppers.

For truckers or enthusiasts looking to get into customization, the book offers a great introduction and more than enough visual incentive to pursue the hobby. For the customizing veteran, the book is an extensive show-and-tell that gives an inside look into many of the biggest shops in the business.

Each chapter focuses on an aspect of customizing, from specific parts like chrome, paint and interior work, to getting inside the heads of drivers and finding out the "why" behind all their beautifying work. The book also showcases some of the most impressive and winningest rigs on the North American show and shine cir-

cuit, produced with the assistance of some of the monsters of the industry. Canadian customizers Valley Custom Trucks, Inferno Kustom Werks and 12 Ga. Customs feature prominently among a sea of US competitors.

The book is understandably and delightfully image-heavy with 263 colour illustrations, for as Garber says, "To their owners, a decked-out truck is no less than their public and personal image."

Highlights for this reviewer include the Trucker Buddy who decked out his rig to look like a school bus, complete with faux windows painted down the side and a desk and library shelves in the cab (p.41-42, 118), the slicked-back stacks on the Garcia brothers' 2000 Pete (p.44-45), 560 blazing LEDs on a ragin' red Kenworth (p. 94), one of the coolest "super, extra, ultra" trailer fenders I've ever seen on Hoffman's Hotrod (p. 134), and a personal favourite, Bob and Shelley Brinker's homage to the Pirates of the Caribbean and their late daughter, Amie (p.176-78).

The book shows there's no limit to the imagination and innovation of truck customizers. With fuel prices and operating costs reaching new heights, customizing may not be in the budget for most O/Os this year, but *Ultra-Custom Semi Trucks* is the perfect guide for dreaming big and planning for next year. It retails for \$16.95. For more information visit www.motorbooks.com. □



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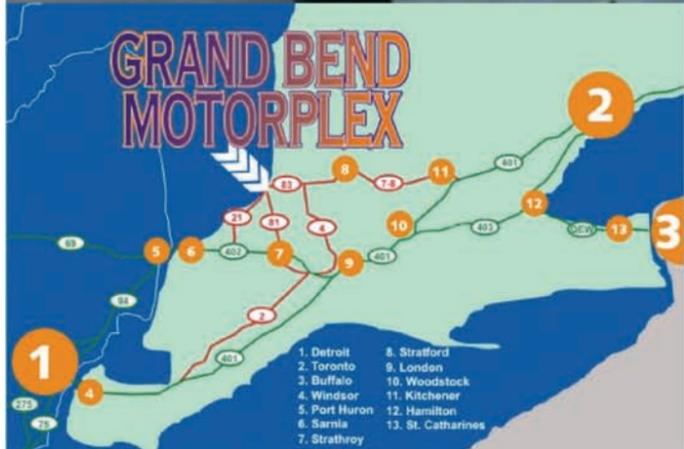
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SHOW SPECIAL

Show stopper

Young Canadian makes an impression at Shell Rotella SuperRigs competition

By Jan Westell

WALCOTT, Iowa – The 23-year-old Canadian truck driver was in no rush to enter the Shell Rotella SuperRigs competition, one of the most prestigious truck shows of the year, held last month.

Ryan Danylchuk was in the midst of hauling from Winnipeg to Newport, Indiana, and only four hours from the Iowa show, when he decided to make a run for it.

“I just figured ‘I know a lot of guys from the states there. I’ll just drop by and say hi.’ I was in the area, anyway,” he recalls.

He arrived one day late for the three-day show, pulling in at night. Danylchuk decided to take his chances, and headed straight for the truck wash.

He stayed up all night, polishing his outlaw-style 2001 Peterbilt 379 until sunrise. The dark plum truck, with orange metallic fenders, had already created a buzz on the North America truck show circuit earlier this year, yet

Danylchuk was not overly optimistic. Just as he was about to hit the sack the following morning, he got a call from the show officials – that he

had won the top prize.

“That was pretty shocking, actually,” he says. “It didn’t kick in until later in the day. I was pretty excited. I’ve never had anyone give me \$10,000 before.”

Danylchuk’s truck is long and low to the ground, with a design that he calls “half old-school, half new-school.”

The colour scheme is candy plum that appears dark at night, yet glows bright purple under sunlight. The fenders are bright orange during the day, but look copper in the dark, a stylish effect that may have appealed to the show judges.

“I think that was the big kicker,” he says. “It’s the paint job that is the one thing everyone likes.”

The young truck driver has been at the wheel since he was 18, a dream job that he aimed for since he was a child. His father gave him the Peterbilt when he was 15, but a friend drove it until Danylchuk had all the credentials. It was a family plan that included a payment arrangement, overseen by the patriarch fleet owner of E.B.D. Enterprises, who demanded full payment for the truck before his son



PAYOFF: Ryan Danylchuk won \$10,000 and a spot in the SuperRigs calendar when his truck won Shell’s prestigious competition.

could “dress it up.”

Danylchuk credits his father’s mechanic, Randy Viskup, for rebuilding the truck, and Derrick’s Sandblasting and Painting, located in Winnipeg, for the exterior transformation.

“They did a lot of work on it.”

He says the interior is a throwback to the 1980s, and done in “button tuck.” Other exterior changes include the visor and the grille, which the proud owner says, looks like a bowtie, anchored by eight-inch stacks. While the young trucker is new to the show scene, he does understand what impresses the judges. He won Best-in-Show at the recent Winnipeg Truck Show, after once again pulling in late and getting the last spot at the end of the line on the show route.

Before that, he won second place

at the Mid-America Trucking Show, and Best-of-Show at Wildwood Florida. “It’s been a pretty good year,” he says.

Trucks entered in the annual Shell Rotella SuperRigs competition are judged based on exterior appearance, design, detail/finish, originality, and workmanship. The event was held at the Iowa 80 Truck Stop located off exit 284 of Interstate 80 in Walcott, Iowa, from June 5-7, and is considered the premier truck beauty contest for actively working trucks. O/Os from across the US and Canada vie for cash prizes valued at \$25,000, with the Best-in-Show winner earning \$10,000.

Additionally, 12 drivers (including Danylchuk) were selected to have their truck featured in the 2009 Shell Rotella SuperRigs calendar. □

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Truck News and Chevron would like to thank everyone who participated in our 3rd annual charity golf event at Wooden Sticks on June 17th. Once again, thanks to our friends in the industry, our event was sold out! This year, we raised more than \$8,000 for the Canadian Centre for Abuse Awareness, an organization established to assist those affected by abuse, to educate the public and to lobby government to enact legislation to protect people from abuse.

Although the rain stopped and started all day, a good time was had by all. A special thanks goes out to our generous sponsors and prize donors. We couldn't have done it without you. See you next year!

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SHOW SPECIAL

A Canadian show truck in France

Unique Canadian truck creates a stir across the pond

By Jan Westell

LEAMINGTON, Ont. – Ron Saris can't help but sound melancholy when he talks about his former Kenworth W900L truck, which he recently sold to a persistent dealer from France.

He was displaying the purple truck and stainless steel trailer last November in Las Vegas, with no intention of selling. That was before he was approached by three visitors who had been taking great interest in his modified rig.

"They were from France, and they were taking pictures and wanted to look at it," he says. "They couldn't speak very good English, but it turns out the one guy owned a (truck importing) company in France, and he wanted to buy it."

Despite much reluctance from Saris, a deal was eventually struck with Yvan Gaillard of American Trucks which is located at Issoire, near Clermont-Ferrand (which is near Lyon). The truck was shipped across the Atlantic, at a cost of \$17,000. It arrived at Le Havre Port a few months ago. It is now part of the inventory of a small, family import company which sells used American vehicles of the larger variety, such as Kenworth trucks, Hummers and GMC vehicles.



CULTURED TRUCK: This Kenworth W900L is now being showcased in France, where it's creating a lot of interest. *Photo by Mark Gagnier*

Despite the diverse collection that is displayed on the lot, the company has developed a reputation for featuring the Kenworth brand.

"In 2002 we imported the first T2000 in France, and this year we have sold many used Kenworths – more than a hundred, and mostly T2000s which was brand new in France," says the owner's wife, Christel Gaillard via e-mail, who

adds the flamboyant truck is causing quite a stir.

"Currently, everybody talks about this truck in France, which is really a revolution, as it is a very special truck."

Before he sold the truck, Saris won a bounty of awards for the purple Kenworth, including recognition for the 320 lights displayed on it. Even more significant, Saris



LIGHT SHOW: The truck is decked out with more than 320 lights. *Photo by Mark Gagnier*

earned a prominent tribute at a show that ultimately chose his vehicle as one of 12 feature trucks that were selected for the 2005 Shell Rotella SuperRigs calendar.

"You can (easily) win in the show classes of that show, but getting on the calendar, that's pretty much the hardest thing to do. That's a real tough thing to accomplish," says Saris with pride, who subsequently describes his truck in loving detail: "There's a long wheelbase. It had the big exhaust on it – all the lights; stainless trailer (2003 Great Dane XLT). Everything was painted to match, I could go on and on," he says. "The interior was completely redone. It was a gray leather and diamond pattern interior, with all kinds of mirror finish stainless (steel). All the closet doors were done in a mirror finish. The engine was painted white and it was all chrome."

The truck also had: dual CB radios; a 48-inch chrome shifter, a self-installed sunroof; a chrome steering wheel column; a chrome and leather steering wheel; and plenty of other chrome that made it a fixture on the North American Show'n Shine tour. Under the hood is a 14-litre Series 60 Detroit.

The rig formerly made regular runs to Florida, Texas, Arizona and California. But it won't be hauling in France, since that country's road length regulations prohibit any vehicle over 16.5 metres. According to Gaillard, the Kenworth's length is 23.50 metres (with trailer).

The France-based used truck dealership may consider selling the Kenworth eventually, and Gaillard expects it will likely go to a foreign buyer from Spain, Belgium or England – countries where vehicle lengths are less restrictive. However, for the time being the French company appreciates the truck's promotional value.

"Currently, we don't want to sell it, as it is a very nice 'business card,'" she says.

Meanwhile, back in Windsor, Saris has purchased another Kenworth, which he plans to transform for show purposes. However, he finds that his thoughts often drift back to that former rig.

"I can't not think about it," he admits. "Since I'm onto another project, it's not as bad," he adds with little conviction.

Saris is looking forward to receiving a photo of the purple show truck in front of the Eiffel Tower, which he has been assured will be sent to him via the Gaillard's. He has also been invited to France to witness the notoriety of the truck, which he plans to do next fall. □

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The buzz about mosquitoes

Finally, summer is well underway! Unfortunately, that means that the buzz of pesky mosquitoes isn't far behind. What can you do to keep them away?

First of all, if possible, stay indoors at dusk, dawn and after a rain because they're peak times for mosquito activity. Then, make yourself mosquito-unfriendly. Have you ever been sitting outside by a bonfire with a group of people and found that a few people were getting eaten alive, while others weren't bothered by mosquitoes at all? That's because mosquitoes are selective on who they'll bite. You can make yourself less appealing to them.

Because they search for victims by smell (carbon dioxide and sweat), control your own. The aftershave, perfume or scented deodorant that makes you smell good to your mates may also make you smell good to a mosquito. Trade that perfumed scent for a bug repellent.

The next three factors may be more challenging to adjust. Mosquitoes are very attracted to overweight people, men and those with Type O blood.

Even so, following these clothing suggestions should still protect you. Wear light colours, since mosquitoes prefer hot bodies (dark clothing attracts heat). Keep mosquitoes off your skin by wearing socks, long pants (you may want to

Preventive Maintenance

Karen Bowen



even tuck them into your socks), and long-sleeved shirts made of tightly-woven materials. Wear a full-brimmed hat to protect your head and neck or a baseball cap with a fold-out flap to protect the back of your neck.

At home, take charge of the environment and cut down the mosquito population. Don't let warm water sit around because that's where mosquitoes lay their eggs. Frequently change the water in your bird bath. Use an electronic insect zapper. Burn citronella-scented candles. Replace regular outdoor lights with yellow bug lights. Put up houses that attract birds and mammals that eat mosquitoes, like purple martins and bats. Make sure all your windows and doors have effective screens. Keep grass cut short and shrubbery trimmed.

On the road, even though you have less control of your environment, you can still protect yourself. Avoid long grass and wooded areas. When necessary, use insect repellents, remembering that they just keep the bugs away; they don't kill them. For safety, always

read the label to see what chemicals and other ingredients they contain. Follow the application guidelines and keep the repellents out of your eyes and nose.

Some common bug repellents contain DEET. DEET has been the most popular choice in the US for a long time. If you apply a 10% concentration to your skin and clothing, you'll be protected for about two hours. Up to a 30% concentration is acceptable, but keep in mind that DEET can be toxic. If you get it on your hands, don't eat or put your hands in your mouth. DEET should not be used on young children.

Another common repellent is Picaridin. It works like DEET, but is odourless, so it's a good choice for people who are bothered by smells.

A plant-based chemical, oil of lemon eucalyptus, offers a protection similar to low concentrations of DEET, but is not recommended for children under three. Oil of geranium, cedar, lemon grass, soy, or citronella also works fairly well, but only for a short period of time.

Even after taking these precautions, you may end up with a few bites. A typical mosquito bite usually starts out as soft, pale bump that turns red over time.

The itchy spot can take up to two days to show up and may last up to 10 days. How should you take care of it?

First of all, don't scratch. You may develop an infection or impetigo. Although this is easier said

than done, instead, rub on hydrocortisone cream (0.5% or 1%), calamine lotion or a baking soda paste until the itch goes away. Make the baking soda paste by mixing three teaspoons of baking soda with one teaspoon of water. Toothpaste or emu oil can also reduce the itch and swelling. Or, use a cold pack.

For really bad bites, consider oral antihistamines, or an antihistamine containing diphenhydramine (Benadryl, Tylenol Severe Allergy), chlorpheniramine maleate (Chlor-Trimeton, Actifed) or loratadine (Claritin).

If you get hives, wheezing, or swelling in the throat, you should get medical help immediately.

Although it's fairly rare, mosquitoes may occasionally carry serious diseases, like West Nile fever, yellow fever, malaria, dengue or encephalitis. They have these symptoms: fever, severe headache, body aches, nausea, vomiting, swollen glands, jaundice, a rash, lethargy, confusion or sensitivity to light. If you get any of them after being bitten by a mosquito, see a doctor immediately. Prompt diagnosis and treatment are important.

This summer, make mosquitoes buzz off! Don't let them take a bite out of your summer fun. □

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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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Never tire of excellence

At the end of June, the Private Motor Truck Council of Canada held its most important event of the calendar – the Annual General Meeting and Conference. This is an educational forum that puts the focus on the prime raison d’être of the Council, that being sharing information among our members.

The seminar agenda for the conference was detailed in previous issues of *Truck News* and in PMTC publications but in case you missed them and were unable to attend, it’s worth giving a brief recap. Seminars included: *Trucks & Terrorism*, an explanation of how truck fleets can become unwitting carriers of illicit contraband and how fleet operators can protect themselves; a review of the work of the Canadian Trucking Human Resources Council, in particular the newly published *Guide to Human Resources for the Trucking Community*, a valuable tool for fleets of all sizes; some very articulate and interesting speakers explaining programs their compa-

Private Links

Bruce Richards



nies have undertaken to reduce the impact their truck fleets and logistics operations have on the environment; and a complete explanation of the technology that engine manufacturers will be using to meet the 2010 emissions standards.

This was a full day-and-a-half of knowledge-sharing and networking, and it’s difficult to imagine anywhere else that so much information could be obtained for such a small investment.

Along with the educational portion, attendees were treated to an *Outlook on Trucking*, a recap of recent significant events, survey results, and a cautious look at what the future might hold, all presented by Lou Smyrlis and James Menzies of this erstwhile publication.

Along with the educational forums, we like to highlight excellence and this year we had lots of opportunity to do that.

During the annual awards luncheon we celebrated the induction into the PMTC/CPC Logistics Hall of Fame for Professional Drivers of three individuals with outstanding driving records.

This year’s inductees were: Laverne Martin of Home Hardware Stores; George Barnes of Huron Services Group driving for Tona Transport; and Bruce Wilson of Global Driver Services driving for John Deere. (*For more details, see pg. 64*).

Collectively, these three professionals have amassed over 100 years and 10 million miles of safe driving!

And, along with their outstanding safety records these gentlemen represent a bit of an anomaly in today’s world of trucking.

They have had the same employer for 43, 37 and 24 years respectively. In an era where high rates of driver turnover are often an accepted cost of doing business, these are exceptional statistics.

It is refreshing to note that there are employers who treat their drivers so well that they don’t want to leave, and drivers who reciprocate that treatment with conscientious attention to their responsibilities.

Continuing the recognition of excellence, PMTC awarded two fleets with PMTC/Zurich Private Fleet Safety Awards.

These awards are given annually to fleets that have planned and implemented safety programs that deliver results.

The awards recognize safety-oriented efforts and consistency over time, the real indicator of success.

This year Pro Distribution Services took home an award in the small fleet category.

This fleet has operated for 25 years and has won this particular award four times in the past 11 years.

David Chambers, general manager, works closely with his team to ensure that the written safety policy and driver manuals are kept current and adhered to for the benefit of everyone involved

with the fleet.

Their program includes regular safety meetings, CVOR reviews with drivers, and a mentoring program for all new drivers.

The result this year was a clean CVOR, and given that much of their travel is in the congestion of the Greater Toronto Area where there is plenty of opportunity to become involved in traffic mishaps, this is a significant achievement.

A second time winner in the large fleet category was Home Hardware Stores.

This familiar yellow fleet has operated for 44 years and accumulated over 16 million kilometres in the past year, servicing over 1,100 Home Hardware stores across Canada.

Home Hardware was among the first fleets to adopt the CSA’s Carrier Safety Management System, an extensive program that documents all phases of a carrier’s safety program, including the hiring of drivers, their orientation to the company, and monitoring ongoing performance.

Excellence in trucking comes in many forms and these PMTC awards are representative of two: driver performance and fleet safety.

Another area of excellence that is popular among private fleets is the PMTC’s Vehicle Graphics Design Awards, sponsored by 3M Canada for the past 23 years.

The popularity of the event is evidenced by the annual increase in the number of entries (another record was set this year) from all corners of Canada.

(*To view some of the winners, see pg. 44*).

If you want to know more about these PMTC awards and the individuals and companies that help contribute to such a vibrant industry, take a moment and visit www.pmtc.ca where you can visit the Hall of Fame and read about award winners in all categories. And make sure you join us in 2009 for the best conference in the private trucking community. □

– *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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Some advice for newcomers: Take it one mile at a time

The title says it all when you talk about “fuel prices.”

The price of fuel is growing and doesn't show any sign of slowing down for some time to come, if at all.

I know many carriers, including ours, are having to buckle down and do what they can to survive in this industry.

All avenues need to be explored when it comes to reducing fuel costs, as this will hit everyone in some way or another – new and veteran drivers alike.

New drivers have to learn to walk before they can run and in many cases I have seen the new driver wanting to be a veteran driver before he or she has earned the right to do so.

This can be the start and end of a perfectly good career if they don't slow down and take it one mile at a time.

If your dispatcher assigns you a 700-mile run, you have to do mile one before you can do mile 506.

Makes sense, right?

Slow down and relax

In many cases the new driver is thinking about mile 700 before he does number 12.

This causes a ‘mindset’ change and accidents begin to happen. Your head needs to be in the first mile before it can be in the second mile.

The Simple Truth

David Brown



Many new drivers start out wanting the newest truck so they can make it their own.

Then they want the best runs and then the most money. It doesn't happen like that.

One mile at a time is required to earn the right to take the next mile.

My advice to anyone who is starting out in this industry is “relax” and take it “slow.”

Your 15th mile or your 222nd mile should and will come before you know it.

The biggest complaint I have in this industry is the new drivers not searching out their first mile.

This happens before you get into a truck.

It occurs before you even get your licence.

It occurs when you have the desire to drive a truck, large or small.

It's when you want change from what you have done in the past and want to try something new.

Look for a good school that will show you the right direction in getting the type of carrier you

want to work for and then search that carrier out.

So many new drivers have been turned away at the door because they didn't do this research first and it has cost them valuable time and expense.

Find a carrier with ‘backbone’

Running one mile at a time also includes finding the right carrier for your needs and that of your family. Including everyone in the family is the only way to go.

It will pay huge dividends in the future.

Find a company that has ‘backbone’ and says what they mean – one that doesn't promise you the world and give you daisies.

Otherwise, after three weeks you find yourself starting the whole process over.

Make the carrier verify their answers and prove that their word is the truth.

Don't be afraid to walk out and say ‘No, thank-you.’

The only way this industry is going to get better is if we all take a genuine interest in how it is looked after.

So many drivers, old and new, are never satisfied. You can't have everything your way.

There are going to be days that don't go your way.

Resist the urge to become a

‘bleeding heart.’

Do your job and do it well. You will be remembered for what you did and how you did it.

This approach also helps if you have to leave a carrier and the reason follows you when you apply for your next job.

I spoke briefly about ‘backbone’ and the ‘bleeding hearts’ – also watch out for the liars, cheats and the ‘Howdee Doodees’ of this industry.

I know what I am talking about because I have met them all and they are a pain inside the industry and a pain in your backside.

Do the right thing: search, ask around and find out who to talk to and who to trust.

Trust is another big area in this industry that can be missing at times, but there are many great people out there who will help you find the way.

I call them the ‘pioneers’ in trucking and they know who they are because they are setting the path for future generations of truckers to come along.

I hold the greatest respect for all the pioneers in trucking. □

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– David Brown is the recruiting manager for the Rosedale Group. He is also the president of Carriers Coach Solutions. You can reach him by visiting www.carrierscoach.com.



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OUT THE BACK: Uneven terrain such as this is ideal for live bottom trailers, which don't require the driver to raise the box and risk a rollover.

Stayin' A-live

Safety benefits drive increased interest in live bottom trailers

By James Menzies

COLEMAN, P.E.I. – Many work sites pose a two-pronged safety hazard to dump truck operators: uneven surfaces which create ideal conditions for a rollover and high-voltage overhead wires which can electrocute a driver if he contacts them with the box.

Perhaps that's why there seems to be an increasing interest in the concept of live bottom trailers, which use a conveyor system to unload material out the back of the tub, eliminating the need to raise the box.

Darrin Mitchell, president of live bottom trailer manufacturer Trout River Industries, said the market is growing by 25% per year. It's being driven mostly by safety concerns, and some tenders are now even specifying a preference for live bottom trailers.

In Canada, there are three manufacturers of live bottom trailers. Trout River began building the trailers in 1999 to address growing concerns about dump truck rollovers.

Raglan Industries began building live bottom trailers at around the same time, and now focuses on more rigorous applications, such as off-road northern mining operations. Trailers ABS, based in Quebec, also produces the trailers. In the US, the biggest player is Red River.

However, you can trace the concept back much further than the late 90s.

"For us on PEI, it has been around for a long time in potato boxes," said Mitchell. "However the design has changed greatly in the last 10 years. The trailer has become much more robust to haul big loads for a variety of applications."

Trout River's Mitchell said his company first began building the trailers for lime haulers, who were rolling over while unloading the wet, sticky substance.

"Live bottom trailers these days haul just about anything," said Mitchell. "The most unique I've seen is one customer who is using the trailer to haul cow hides from

an abattoir to a curing facility. They park the trailer in the building and use it as a hopper to unload the product onto the processing conveyors."

In Trout River's case, the trailers are designed mostly for aggregate products six inches in diameter or smaller. Raglan's heavier-duty offerings are better suited for larger rocks and boulders.

The concept has gained attention right across Canada. They are being used on Olympic-related construction work on the West Coast; in the Alberta tar sands; in northern Ontario mines; and to haul gypsum in Newfoundland. You may also have seen them at work along Hwy. 401 over the past couple years, where they were being used to lay asphalt.

"They would arrive on the site, trip the tailgate, engage the conveyor and keep driving while they unloaded," explained Mitchell, who spent some time observing his trailers at work along a stretch of 401 between Windsor and London. "They did this all day long while the grader leveled it out."

Various attachments are available which help control the unloading.

"With all the attachments you can put on the rear to make them more versatile, it's come to the point where your imagination is the only thing that limits what you can do with them," said John Michel, president of Raglan Industries.

A shouldering attachment, for instance, can spread the material to the side, along the shoulder of a road. A spreader attachment on the other hand can more accurately control the dispersal of the material, allowing for a smooth layer of gravel to be applied behind the trailer.

Naturally, the added complexity of the trailers does require additional maintenance.

"Any time you have a unit with more moving parts, maintenance becomes more of an issue," admitted Michel. "You have your

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VERSATILE: Live bottom trailers are more appealing today because of their versatility. A wide range of attachments have allowed them to be used in more applications.

sprocket chain, belt, motor, gear-boxes and valves and all those require attention. Like anything, it's as good as the weakest link."

Trout River's Mitchell said "We have specifically designed the trailer to have off-the-shelf parts when the time comes for maintenance. You don't have to wait six weeks to order a special part."

He said maintenance is pretty straight-forward on his company's conveyor systems.

"All we ask from our operators besides regular maintenance is that they oil the conveyor chain on a regular basis and they don't drop boulders in the trailer," he said.

Live bottom trailers are naturally heavier than traditional dump bodies. However, Mitchell said customers in Ontario are still hauling payloads of up to 39.5 tonnes on a four-axle trailer.

Extreme weather does pose some issues, but most of them have been resolved, Mitchell said. If it's -30 C, customers will sometimes put a liner in the tub.

The clip-in liners are being used in Fort McMurray, Alta. and also in James Bay.

Michel said Raglan has addressed cold weather challenges by widening the belt so it's less likely to freeze up. A conventional belt would be as narrow as 32-inches, he said, noting Raglan's trailers have belts up to seven feet in width.

The ability to operate problem-free in the winter allows customers to run year-round – well beyond road building season.

"In the summer, the trailer hauls asphalt, in the spring it hauls fertilizer, in the fall it hauls top soil to septic beds and in the winter it fills up salt and sand domes," explained Mitchell.

That versatility is allowing customers to justify the higher purchase price, which could be as much as \$15,000 more than a traditional dump trailer, according to Raglan's Michel.

Manufacturers expect to see interest in live bottom trailers continue to increase, given the safety benefits as well as the ever-increasing versatility of the trailers.

"In '99, there was a presence. In 2000-2004 there was a really massive change," recalled Michel. "You see people somewhat doubtful, then accepting them and next thing you know they're buying them. They're not quite as popular as the dump trailers, but they're getting there." □

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Best fleet graphics rewarded by PMTC

NIAGARA-ON-THE-LAKE, Ont. – The Private Motor Truck Council of Canada (PMTCC) and 3M Canada celebrated some of the most eye-catching truck and trailer graphics at the annual PMTCC conference in late June.

It's the 23rd year the annual awards, which are open to all private and for-hire carriers, have been held. The awards presentation is always a highlight of the PMTCC conference.

Prizes were presented to the winners in seven categories: Tractor Trailer Combination; Straight Truck; Special Events/Promotion; Night-Time Safety, Light-Duty Commercial Truck; Human Interest and Identity Fleet Graphics.

Here are the winners (with the graphic house in brackets):

Tractor-Trailer Combination: Meyers Transport (Turbo Images); Dairy Farmers of Ontario (Toronto Digital Imaging); and an honourable mention to Buckley Cartage.

Straight Truck: Cardinal Kitchens (International Name Plate); Weston Bakeries (Turbo); an honourable mention for Sleeman Breweries.

Special Events/Promotion: T.O.B. Enterprises (All Graphic Supplies); Hbc Logistics (National Graphic Solutions); an honourable mention to Segal Communications.

Night-Time Safety: Molson Canada (TDI); 4Refuel Canada (Chroma Studios); honourable mention to Thomson Terminals.

Light-Duty Commercial Truck: Magtec Products (Turbo); Bare (Twin City Graphics); honourable mention to Taylors Recycled Plastic.

Identity Fleet Graphics: 4Refuel Canada (Chroma); Bruce R. Smith (Turbo); honourable mention to Molson.

Human Interest: Waste Management (Twin City); the City of Cambridge (Speedpro Imaging TGT); honourable mention to the Canadian Trucking Alliance. □

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Advances in digital imaging keep costs down

MISSAUSAUGA, Ont. – The art of vehicle decals has come a long way in the past few decades, since the graphic industry first introduced stock designs like racing stripes, body accents, and hood and windshield decals. The industry now relies on digital imaging printing, a convenient process that allows the marketing team to design an exclusive graphic on a computer, then send that initial design to the customer for approval or tweaking and finally, have the product reproduced on a wide-format graphics printer, before installation on a vehicle.

According to Esther Morissette, the vice-president of marketing and public relations for Turbo Images, digitally printed graphics are gaining popularity due to the fact that this process provides vibrant, high-resolution, realistic images that are essential to effectively promote the name and the brand identity of companies, onto moving vehicles such as semi-trailers and trucks, turning them into mobile billboards.

“In today’s world, consumers and clients have a wider range of media options, making it extremely difficult for many companies’ advertisements to reach the targeted markets,” she says. “Mobile advertising is the perfect way to get the message out, on the streets, and to the consumers/clients.”

Aside from digital imaging, adds Morissette, the Neon Graphik Concept, which is exclusive to Turbo Images, provides a safety feature with its highly reflective characteristics, as well as an added value for advertising, since the graphics are visible at night.

Toronto Digital Imaging (TDI) has also enjoyed the growth in digital imaging, as a result of the advancement in technology, which has allowed the design process to become more creative, with design options that are available on a more competitive platform, according to TDI account executive, Eddie Weiss.

“As technology grew, so did the image quality improve, the durability, and the pricing,” he says.

About 20 years ago, the price for full-wrap or even vinyl decal prints, was considered prohibitive for smaller fleets. But like cell phones and other electronics, those prices have dropped in recent years.

“With the advent of digital technology, it has allowed smaller fleets to take advantage of advertising options,” says Weiss.

When he’s driving down the highway, Weiss can’t avoid viewing various truck and trailer combinations. Whenever he sees a blank trailer, without a printed display promoting the company or fleet’s product, he wonders about the lost opportunity and the lack of advertising potential, such as a full wrap, or a smaller vinyl decal. Weiss also admires the trailer graphics that stand out above the pack. He is particularly fond of one oversized design: a brilliant image of a husked corn cob, an image so realistic that whets his appetite.

“You really want to have a corn roast.” □

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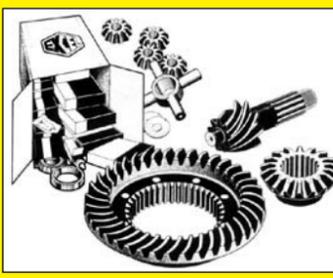
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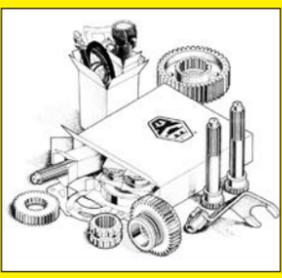
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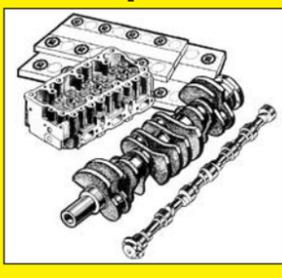
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Hate to say we told you so

Although I'm still slogging my way through the Transport Canada studies on the implications of mandatory speed limiters, I have yet to read a single compelling argument for any jurisdiction go down the road of mandating speed limiters. Indeed, the long-awaited studies suggest there are as many risks associated with speed limiters as benefits.

Voice of the O/O

Joanne Ritchie

Transport Canada made the six studies public late in the afternoon on Friday, July 4; it's the oldest trick in the media relations playbook – release the bad news when nobody's looking.

dated speed limiters, and indeed, safety can be compromised in a number of situations; there are significant issues with tampering, trade, and competitiveness; enforcement costs are high and relatively ineffective; and truck and engine manufacturers are cautioning against government interference.

The feds, under fire for failing to come up with a workable national framework for climate change, alluded to possible environmental gains claimed by one study and took the opportunity to encourage provinces to get on-board and support a "national approach" to greenhouse gas reduction.

In fact – and one of the studies says as much – the only real beneficiaries of mandatory speed limiters are the fleets.

Interestingly, the press release accompanying the unveiling of the studies mentioned *only* potential environmental gains.

They gain, according to a study called *Learning from Others: An International Study on Heavy Truck Speed Limiters*, from 3-11% lower fuel consumption, lower maintenance costs (tires, brakes, engine), and on reduced insurance premiums.

Transport Minister Lawrence Cannon's announcement contained not a word about the now-quantified safety risks or the difficulties and expense likely to be incurred enforcing the law.

That bit comes from an assessment done by the European Commission.

The studies bear out what we've been saying all along: there is no evidence to show that safety is well-served by government-man-

I'm not sure when fleet profitability became a government priority, but it seems that Transport Canada and the Ministries of Transport in Quebec and Ontario have given themselves a new mandate.

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The safety implications must remain first and foremost in this discussion. Originally, safety was touted as one of the benefits of restricting truck speed to 105 km/h. Transport Canada contracted the University of Waterloo to conduct a computer-based traffic modeling study, called *Safety Implications of Mandated Truck Speed Limiters on Canadian Highways*. Using real-world data to create a model of how traffic moves along a section of highway, technicians modified the simulated speeds of certain vehicles within the flow of traffic to show what impact speed-limited trucks would have on the potential risk of a collision.

The results showed limiting truck speeds to 105 km/h had a positive impact on safety on straight, rural stretches of divided highway – Ontario’s Hwy. 401 between Port Hope and Brockville, for example.

But as traffic volumes and the percentage of trucks within the traffic flow are increased, “the safety gains associated with mandatory limiters set at 105 km/h become less pronounced.”

And in tighter quarters, such as busy sections of the QEW, as traffic volume nears capacity (2,000 vehicles per hour per lane), “more vehicle interactions take place and this leads to a reduction in safety especially for those segments with increased merging and lane-change activity, such as, on- and off-ramp segments. In these instances the introduction of truck speed limiters can actually reduce the level of safety when compared to the non-limiter case.”

Of greater concern, because of the large number of rural non-divided highways in Canada – such as most of the Trans-Canada in the west, and on Ontario’s Highways 11 and 17 – the study says that “implementation of mandatory speed limiters on rural two-lane highways may lead to an increase of passing maneuvers onto the opposing traffic lane. The possibility for increased unsafe passing maneuvers poses special safety challenges where trucks are subject to a maximum speed set by limiters for two-lane undivided rural highways.”

While the authors of that study recommend further examination before any definitive conclusions can be drawn, Ontario’s own safety statistics show that 85% of car/truck collisions in the province take place on those types of highways.

These findings are also consistent with experience in the United Kingdom and Sweden, as reported in the international study.

The study notes that overseas officials are concerned with speed-limited trucks passing each other on divided highways and causing traffic backlogs.

Other road safety issues identified in the U.K. include convoys of trucks blocking the on- and off-ramps on highways. Under U.K. law, all speed-limited trucks are relegated to the inside lanes on highways of three or more lanes.

For my money, that should be enough to halt this foolishness in its tracks. If one life is put at risk

by this policy, it’s one life too many.

And so we’re left with the environmental benefits of good speed management, which seems to be the only bright spot the Minister could find.

But a trip to the fuel pump should give the Minister a clue: smart fleets and owner/operators are already reducing speed, and using other best practices, to lower fuel consumption and maintenance costs.

And for those still on a learning curve, incentive programs – reward rather than punishment – would be a far more effective use of government resources. □

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– Joanne Ritchie is executive director of OBAC. How would you reward the politicians? E-mail her at jritchie@obac.ca or call toll-free 888-794-9990.

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Fuel-efficiency and safety closely linked

With the price of diesel pushing above \$1.30 per litre in many areas of the country, there should be little surprise that fleets are placing an increasing emphasis on their fuel-efficiency.

The fuel-saving strategies may even be more valuable than they first appear.

While reduced speeds, improved maintenance practices and better spec'ing decisions are able to reduce the number of trips to the fuel island, they can also have a direct impact on safety records.

Consider the impact of speed alone. A typical truck that travels at a maximum speed of 105 km/h rather than 110 km/h will save about 3,200 litres of fuel per year. And the heavy use of an accelerator certainly affects highway safety. Traffic collision statistics in B.C. have indicated that speed is a factor in almost 12% of all collisions.

Quite simply, higher speeds lead to shorter reaction times and increased stopping distances.

The cushion of space around the truck will make a difference of its own. By preserving an eight-second following distance, drivers will be able to maintain the vehicle's momentum rather than burning additional fuel in their repeated efforts to rebuild lost speed. In the process, they will retain enough room to react to changing

Ask the Expert

David Goruk



conditions, and that is particularly important when you consider how a tractor-trailer that travels at highway speeds will need more than 600 feet to come to a complete stop.

Drivers may balk at the idea that they can maintain this distance in heavy traffic, but it's important to remember that any lost space is quickly reclaimed.

A motorist who cuts into the all-important space in front of a truck will likely continue to weave in and out of traffic, giving back any of the room that they steal.

But the connection between fuel-efficiency and safety does not begin and end with the control of the throttle. The condition of equipment can also make a difference.

A 20 psi drop in tire air pressure, for example, could lead to a 2.5% drop in fuel-efficiency, according to Natural Resources Canada. In contrast, a poorly maintained tire could lead to a blow-out that strands a vehicle in the middle of nowhere, creates a road hazard or leads to a collision.

Even the selection of equipment can have an impact on fuel economy and safety alike. Companies that haul 40,000-lb loads through Saskatchewan are unlikely to require 550 hp and an 18-speed transmission. In addition to burning more fuel, the drivers of this equipment may be tempted to use the extra power at their disposal.

But it's important to remember that under-spec'ing can create its own challenges. Those who want to haul heavy over-dimensional loads need to be wary of the speed differentials that can emerge with under-sized engines. The drivers of this under-powered equipment are even likely to drop gears and hold the accelerator to the floor to maintain their speeds.

The choice of specific components can make a difference as well. An automated transmission, for example, will ensure the truck travels in the most fuel-efficient gear while allowing users to concentrate on the road ahead. Cruise control can also help to save fuel, but it should only be used when a truck is travelling the open highway across flat terrain and in good weather. If the cruise suddenly decides to apply more throttle when the truck is travelling on a slick surface, the rear wheels could lose traction, creating a dangerous situation.

Perhaps one of the greatest tools for reducing the thirst for fuel will emerge when you download information from an engine's Electronic Control Module. The data that identifies activities such as hard brake applications will offer a clear indication of a wasteful and dangerous driving habit. Even the details about extended idling time could help to address safety issues, since an unattended vehicle with a running engine is surely a target for thieves.

When these practices and tools are embraced, you can be confident that you will have an answer for today's fuel-related challenges.

And you can be confident that you will become even safer in the process. □

- This month's expert is David Goruk. David joined Markel in 2003 at the Guelph training centre, and has been an advisor in the Safety and Training Services department since 2004. Prior to joining Markel, he had accumulated 18 years of experience in the trucking industry as a commercial driver and safety trainer, operating A-trains for one of North America's largest LTL carriers. Send your questions, feedback and comments about this column to info@markel.ca. Markel Safety and Training Services, a division of Markel Insurance Company, offers specialized courses, seminars and consulting to fleet owners, safety managers, trainers and drivers.

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Restless leg syndrome

Have you ever been lying in your bunk at night trying to fall asleep and you suddenly feel the urge to move your legs continuously. If you answered 'yes' than this article may apply to you.

Restless leg syndrome (RLS) is a neurological condition that is characterized by the irresistible urge to move the legs while you are sitting or lying down. RLS affects both sexes, can begin at any age and may worsen as you get older.

The symptoms of RLS are very wide-ranging. People typically describe symptoms as an unpleasant sensation in their calves, thighs and feet. Commonly, patients describe the feeling as tingling, burning, aching, crawling and/or creeping.

Although it is often difficult to describe this condition, there are a few characteristic signs and symptoms. Firstly, the sensations usually begin during inactivity when you are lying down or sitting for an extended period of time. In addition, the sensations of RLS are relieved by movements such as stretching, walking, and jiggling the legs. It is this desire to move that gives RLS its name. Another common characteristic is that the symptoms seem to worsen in the evening. As a result, many people with RLS find it difficult to fall asleep or to stay asleep.

The exact cause of RLS is still unknown. However, researchers suspect the conditions may be due to an imbalance of the brain chemical dopamine. This is the chemical that sends the messages to control muscle movements. There seems to be a hereditary component to this condition as researchers have identified sites on the chromosomes where genes for RLS may be present.

Many people with RLS never seek medical help because they worry that they will not be able to describe the symptoms accurately. Although there is no blood or lab test specifically for diagnosing RLS, your doctor may order one or both of these tests to rule out other possible conditions. Your doctor may also order a muscle or nerve study. If all of your tests come back clear, your doctor may refer you to a sleep specialist for more testing. At the sleep clinic, doctors will be able to observe your sleep habits closely and check for leg movements during sleep.

In some cases of RLS, treating an underlying condition, such as iron deficiency or peripheral neuropathy, can greatly relieve the symptoms. However, if you have RLS without any associated condition, treatment focuses on lifestyle changes, and, if those are not effective, medication. Lifestyle factors such as good sleep patterns, exercise and stress reduction are often very effective in the treatment of RLS. In addition, patients with RLS should avoid things such as caffeine, alcohol and tobacco as these chemicals seem to increase or aggravate the symptoms of RLS.

There are several prescription medications that are used to treat RLS, most of which were developed to treat other conditions. Your doctor may prescribe medications for Parkinson's disease as these drugs reduce the amount of motion in your legs by affecting the level of the

Back behind the wheel

Dr. Christopher Singh



chemical messenger dopamine in the brain. Other medications such as muscle relaxants and sleep medications are also very common.

Although RLS is a fairly rare condition, professional truck drivers, due to their lifestyles on the road, are at greater risk of developing it. If you have any of the above mentioned symptoms, you should see your doctor as soon as possible. □

@ARTICLECATEGORY:862;

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

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Feds need to walk the talk on business input taxes

Part I of II on taxation of diesel fuel in Canada

Diesel fuel has now overtaken labour as the number one operating cost for many – if not *most* – truck fleets. Fuel is also one of the most taxed commodities. My next two columns will focus on federal fuel tax issues. In this month's column, I take on Prime Minister Stephen Harper's contention that there is so little governments can do to affect the price of gasoline (and by translation diesel fuel) that it's not worth doing anything.

In next month's column, I will comment on Liberal and Opposition leader, Stéphane Dion's carbon tax proposal.

But, first to the Prime Minister who last month all but ruled out any relief from federal taxation on fuel. In part, you can see where he is coming from. With pump prices for commercial diesel fuel at

Industry Issues

David Bradley



record highs, an elimination of the four-cent-per-litre federal excise tax on diesel fuel would, all other things being equal, provide price relief of only about 3%.

However, that is not the point. For some, a few pennies here and there would make a difference. But, more than that, the taxation of fuel, especially commercial fuel through excise taxes is an outdated and regressive way to tax this essential product.

(Also, don't forget that the GST is added on top of the price,

including the excise tax).

Regardless, the continued existence of excise taxes on commercial diesel fuel flies in the face of the federal government's own mantra – as expressed to provincial governments like Ontario – that business input taxes should be reduced or eliminated and that there should be a nationally harmonized sales tax system based on the GST. We couldn't agree more; but is the federal government walking the talk?

The federal excise tax on commercial diesel fuel was introduced in the mid-1980s by the Mulroney government for the sole purpose of reducing the federal fiscal imbalance – in other words to generate revenue. Shortly thereafter the Conservative government of the day introduced the GST; replacing the manufacturers' sales tax.

At the time, the trucking industry argued that if the federal sales

tax system was moving to a value-added basis doesn't it also make sense to fold the excise tax on diesel into the GST? The Standing Committee on Finance said of course we were right from a tax policy perspective, but the federal government needed the money to eliminate the staggering deficits it was incurring, so we would have to wait. We're still waiting.

Ironically, in the 2006 federal budget – the current government's first budget – the excise tax on jewellery, clocks and articles made of semi-precious stones was eliminated. However, commercial diesel fuel (and gasoline) is still taxed as a luxury.

And, while trucking companies do get GST credits for diesel fuel purchases, the skyrocketing fuel prices are having a major impact on cash flows. Truckers pay for fuel, including taxes, at the pump or if they are buying in bulk most pay weekly or within 15 days. However, the trucking company's customers (even if they pay a full fuel surcharge) don't pay for at least 30 days and more often 60 to 90 days.

Only four years ago, Harper proposed that the GST on gasoline be eliminated when prices got above 85 cents per litre and forecasted that the measure would have saved consumers about a penny a litre. Not much, but he said the main thing is that Canadians know the government is not trying to gouge them at the same time they are having trouble filling their tank. That is a principle well worth remembering today.

Truckers feel they are being gouged by the combination of federal and provincial tax they pay on their most costly business input. □

@ARTICLECATEGORY:861;

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



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Hanging up the keys

What to do when going out of business is the only option

I've written columns to help you build your business and columns to help you plan for retirement. But with high fuel costs and a slowing economy, more owner/operators are deciding that neither success nor retirement is in the cards. They're going out of business. Whether you're a sole proprietor, partnership, or corporation, there are deliberate steps you should take to properly close your business. Your accountant can guide you through the process but I'll list some of the major points for you to consider.

Contact the CRA

You need to tell the Canada Revenue Agency (CRA) to close

Tax Talk

Scott Taylor



your Business Number and all related accounts for payroll, GST/HST, and corporate income tax. You can do this by completing Form RC145, *Request to close business number accounts*. Send it to your local CRA tax services office or call the CRA Business Window at 800-959-5525.

Payroll

There are four steps to wrapping up

your obligations as an employer:

1. Remit all CPP contributions, EI premiums, and income tax withheld within seven days of the day your business ends;

2. Include a short note that states your Business Number and that you are closing your business;
3. Prepare and give a Record of Employment to each former employee;

4. Complete and file the necessary T4 slips and summaries within 30 days of the day your business ends. Distribute copies of the T4 or T4A slips to your former employees.

Also, you may want to confirm with your provincial labour standards agency to ensure that you have met their requirements.

GST/HST

When you decide to close your business, you no longer need to be registered for GST/HST. File all outstanding GST/HST returns and pay any amounts owing up to and including the day your

business ends.

The complicated part is the handling of your truck, trailer, or other equipment on these final returns. When you own capital property at the time of closing a GST/HST account, CRA deems you to have sold the equipment on your final return and expects you to pay the GST/HST.

Capital property includes land, buildings, vehicles, and computers. As a result, CRA has "change of use" rules that may apply.

For example, say you have a service vehicle on your books and claimed GST/HST refunds when you purchased it.

When you close the business you have to pay GST/HST on the fair market value of the vehicle because you're changing the use from commercial to non-commercial. You have to pay the GST/HST just as if you bought it from the company.

There is a way to manage at least part of this mess: CRA Form GST44, *Election Concerning the Acquisition of a Business or Part of a Business*.

You can use this form when you are selling your business assets to another person.

To qualify, the buyer must purchase all or substantially all (at least 90% or more) ownership, possession, or use of the seller's property necessary to carry on the business.

In a one-truck operation, selling the truck represents 100% of the property, so this election is applicable.

File the election form together with the GST/HST return for the reporting period in which the sale was made. You should also keep a copy of this election form in your records.

Corporate income tax

Send an application for dissolution to the government body that governs the affairs of your corporation.

You should also file a final tax return and send CRA a copy of the articles of dissolution. Otherwise, CRA will consider that the company still exists and it will continue to expect tax filings each year.

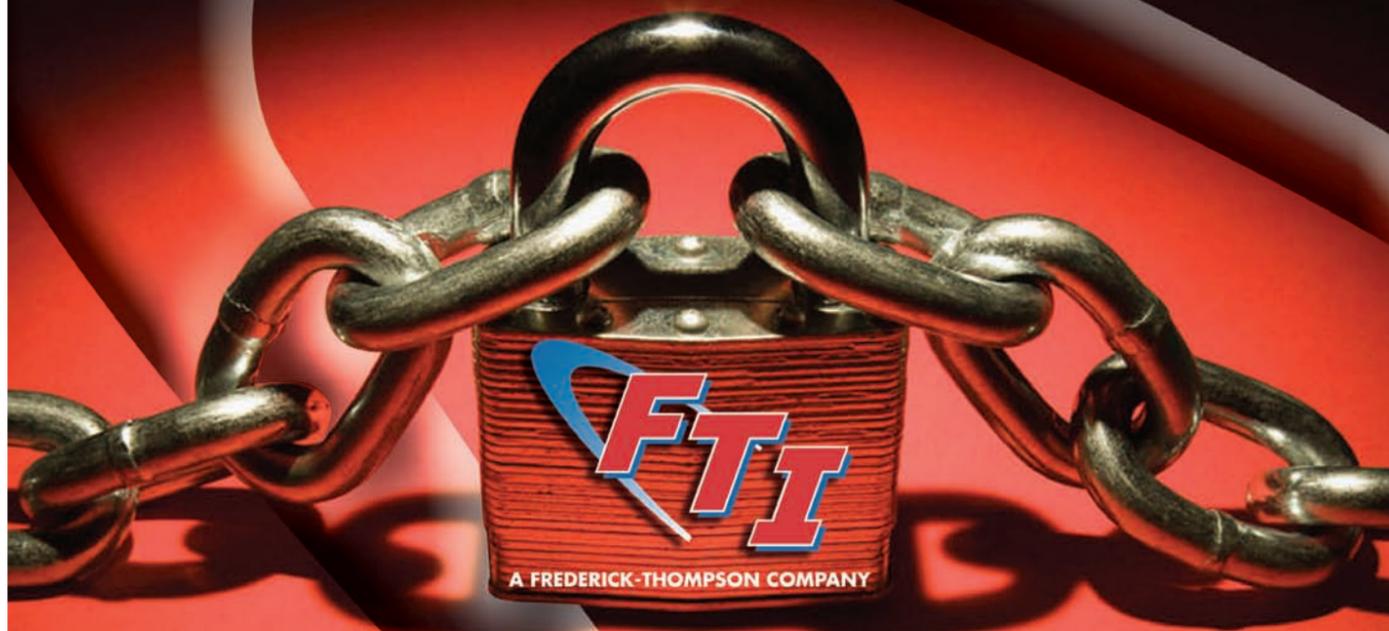
If you decide to give up being an owner/operator, I hope you come out of the experience alright. Trucking is a cyclical business and owner/operators are like an elastic band, stretching and contracting with available capacity. I've seen many former owner/operators get back into it. Hopefully, you will too.

The next time the elastic stretches out, and there are more owner/operators on the road, everyone needs to be diligent about making as much money as possible to enjoy the next wave of good fortune and stay afloat when times get tough. □

@ARTICLECATEGORY:1604;3361;

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

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ROAD TEST

The Eaton UltraShift

*'To some, shifting is an art form.
To me, it's a burden.'*

By James Menzies
TORONTO, Ont. – Today's truck cab has all the complexity of an airliner cockpit, complete with navigation systems, busy driver displays and a seemingly endless array of rocker switches and gauges.

So I find it refreshing when I climb into a cab and find the comparably simple interface of an Eaton UltraShift automated transmission, with its intuitive push-button console.

What can be simpler than selecting 'D' for drive and then stepping on the gas?

That's not to say it's a simple piece of equipment. The Eaton UltraShift is actually highly-sophisticated.

It has its own electronic control module (ECM) and the ability to precisely read the engine's RPM and hit the perfect shift point every single time. I'm not too proud to admit, it shifts much more accurately – and thus more fuel-efficiently – than I do.

But that's not to say everyone will realize substantial fuel savings from the use of an automated transmission. Seasoned veterans can come pretty close to matching the pinpoint accuracy of the UltraShift.

But where the automated transmission thrives is its ability to take the less experienced drivers, and by taking shifting responsibilities out of their hands, allow them to attain the same fuel-efficiency achieved by a fleet's most skilled drivers.

This philosophy has become an integral component of Purolator Courier's quest to optimize fuel mileage. The UltraShift alone isn't

a cure-all solution, but it's an important part of Purolator's fuel management program – and is now a standard spec' for the fleet, which operates some 500 trucks across Canada.

Serge Viola, national fleet manager with Purolator, explained his company's reasons for making the switch to the UltraShift.

"Fuel today is a hot topic with everybody," he said. "Anything we can do to save a little bit of fuel, we're going to investigate incorporating that into our program – one being the UltraShift transmission."

Purolator has 30 such units in place today and has 45 more on

order. Viola admitted there was initially some resistance from drivers.

"Initially, they weren't too happy about losing their stick shift, but I think after they drove it for a while they were really impressed," recalled Viola, adding some driver training with Eaton field reps was also required.

Truck News' on-road editor Harry Rudolfs is a full-time company driver with Purolator.

Like many of his peers, he had his reservations when Purolator first decided to automate its fleet. However, even a grizzled ol' pro like Harry has grown to accept the change, when his slip-seat job requires him to drive one of the company's UltraShift-equipped Internationals.

"Most drivers don't like them at first, but then they will tell you they get to like them," Rudolfs told me.

"Pinning to trailers can be tricky, as the tractor rolls away unless you've got just the right throttle applied. I have to two-foot or I hit the pin too hard. Another factor is ramp and cornering speeds since I've always been conscious of what gear I'm in and how many RPMs. Unless you shift the transmissions manually you're not aware of this and a couple of times I caught myself taking a turn a little too fast. But once I made the leap to thinking 'automatic' this was no longer a problem, it's actually less effort and just as smooth."

Mike Sharpe, territory manager with Roadranger marketing, admitted the UltraShift takes a bit of getting used to, but no more than any other piece of unfamiliar equipment.

"As with anything that's new, you have to adjust to it and understand how it works," Sharpe explained. "After operating it a few times (when backing), it becomes second nature."

Purolator was gracious enough to allow me take its brand new UltraShift-equipped International 9200i with Eagle trim out for a quick spin around its Mississauga headquarters.

It was a miserable day for driving, with icy rain and gusting winds providing a late April reminder that winter is never far away in these parts.

But ghastly weather provides the perfect opportunity to experience the UltraShift – its user-friendliness is most welcome when the weather is lousy and driving conditions require your full attention.

While Purolator's main motivation for adopting the UltraShift was fuel economy, safety is an equally-important benefit of the automated transmission. Purolator's drivers spend much of their time navigating city streets, where taking your eyes off the road to check the tach for even a split-second can be a hazard.

Inner-city routes are also where Purolator is achieving its most significant fuel mileage increases, according to Viola.

"Some of the runs we have them on are the long-distance highway runs, and you won't see a

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READY TO ROLL: The author, James Menzies (left) and Roadranger's Mike Sharpe get ready to take Purolator's newest truck for a spin along the 401 and Derry Rd. in Mississauga.

lot of difference there," Viola said. "It's in the city where you see the variance."

Viola admitted it's still too early to provide concrete fuel mileage comparisons between the 10-speed UltraShift LST such as the one I was driving, and its traditional manual transmissions. However, he's confident that fuel savings are being realized. He's also anticipating a substantial savings in maintenance costs.

"You can't abuse the system as much as you could a manual transmission, so we're looking for an overall lower maintenance cost as well," Viola said. "We haven't validated that, but that's what we're looking for."

And ironically, now that initial resistance from drivers has subsided, the company is finding the UltraShift is actually helping it in its driver recruiting and retention efforts.

"Like everybody else, we're having a driver shortage issue. With newer equipment, better spec'd equipment and easier to drive equipment, we're finding it easier to recruit drivers," said Viola. "We absolutely use it as a recruiting tool."

Joining me for my drive was Roadranger's Sharpe, part of the UltraShift's field support team. He's the guy that Purolator calls when there's a problem with the transmission.

Fortunately, support calls are rare – but when they do occur, his ability to promptly trace and correct any performance issues has been one of Purolator's main reasons for choosing Eaton's UltraShift. Viola recalled an incident a couple years ago where drivers were complaining about a shift point of the transmission. He placed a call to Roadranger support, who responded immediately.

"We called Eaton for support and they were here within a couple of days. They did a little training class, they found the issue was a software update and then they went back and updated all the vehicles," Viola recalled. "We were back up and running and we didn't notice a blip in our service. That's what's important to us, how fast you react. They're mechanical trucks, they're going to have issues. It's how fast you react and how fast you correct it – that's what we need."

Sharpe's responsibilities include training new drivers on the operation of the UltraShift. It's a lot easier to operate than a manu-

Continued on page 56 ■

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Automation narrows the gap between best and worst drivers

■ Continued from page 55

al transmission, but there are some fundamental differences that drivers need to understand.

Before pulling out of Purolator's head office and hopping onto the ever-congested Hwy. 401, Sharpe provided me with an abbreviated version of the training session. The core of the UltraShift is Eaton's standard gearbox, featuring a centrifugal clutch that engages as the engine's RPM increases, providing a "natural engagement."

Starting out is as simple as selecting 'D' for drive and then applying the throttle.

The UltraShift generally starts out in second gear and then works its way smoothly through each gear. Since I was driving a 10-speed version of the transmission, skip-shifting really wasn't neces-

sary. I wasn't pulling a trailer, but I've pulled loaded trailers behind trucks equipped with previous generations of the UltraShift, and it's as smooth and reliable with weight behind it as it is while bob-tailing.

The precision and smoothness of each up-shift is a thing of beauty, and could only be matched by the most seasoned driver. I don't pretend to fall into this category, so I welcomed the assistance, especially when starting from a standstill at a red light

and then soon after when merging onto the 401.

Where I really came to appreciate the UltraShift was when downshifting in city traffic along Derry Rd. When approaching a red light, I slowed the Eagle down and then when the light turned green, I simply stepped back on the gas; the UltraShift selected the ideal gear on the fly and allowed me to continue without scrambling to find the appropriate gear.

In addition to Drive mode, which I used almost exclusively on my test run, there were two

other modes at my disposal: Manual and Lower (in addition to the obvious, Reverse and Neutral).

Manual mode is handy when you think you know better than the UltraShift. It allows a driver to override the UltraShift's gear selection. You may want to select Manual mode if you'd rather start out in first gear rather than second or to hold a certain gear.

It's a nice option to have, but I can't think of too many times you'd really need to use it. I think it provides peace of mind for drivers who are not entirely comfortable with the idea of relinquishing the task of shifting. To some, shifting is an art form. To me, it's a burden.

Lower mode is great for scrubbing off speed when approaching a red light or stop sign. This mode increases the downshift RPMs and 'whoas' the truck down in a hurry. It can also be handy when dropping a trailer or hooking up to one in the yard, especially in the snow or mud where traction is lacking.

Because the centrifugal clutch is dependent on engine RPM, the truck wants to roll back when on an incline. Most drivers perform a two-footed maneuver to avoid rolling back, holding the brake with the left foot and then applying the throttle with the right. It takes a little bit of getting used to, but it's no more difficult than starting from a standstill using a manual transmission.

The UltraShift is also remarkably resistant to abuse, another reason why Purolator's Viola likes it so much.

"It has a very low exposure in terms of any kind of damage," Sharpe said.

The most likely damage-incurring scenario would be wrecking a clutch by holding it halfway open, causing it to overheat.

But it's not a common problem and such incidents can be logged in the transmission's ECM, identified by a technician and if necessary, driver behaviour can be corrected through further training.

Beyond that, the UltraShift's electronics protect it from most other types of abuse, and failures are rare - especially with the third generation version that I was driving, Sharpe pointed out.

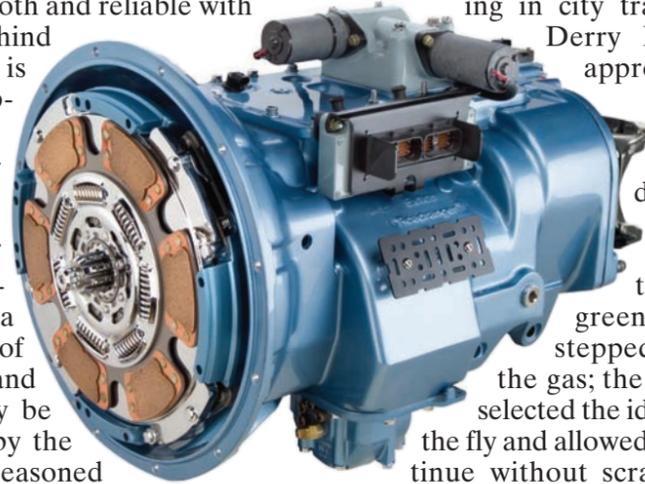
The beauty of the UltraShift is its versatility. Each model is configured specifically for the make of engine it will be paired with.

All told, there are more than 40 different configurations available, and the transmission works equally well with whichever engine it's matched with, Sharpe said.

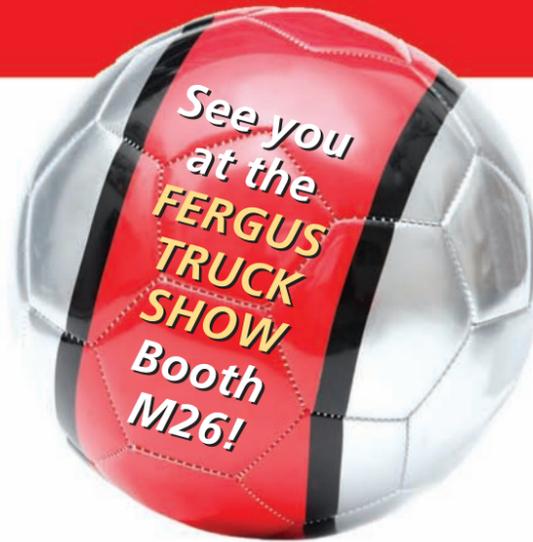
There are three linehaul models of the UltraShift available: the 13-speed LEP, rated at 80,000 lbs and configured for maximum fuel mileage; the 13-speed LHP, which can handle weights of up to 110,000 lbs; and the 10-speed LST, Purolator's preference and the model that I drove.

There are also 18-speed, three-pedal vocational offerings available for more rigorous applications. In Canada, most fleets opt for the LHP or LST, Sharpe said.

"It's application-specific," he explained. "We have a lot of



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■ Continued from page 56
automotive (fleets) that run 80,000-110,000 lbs and the LHP seems to be the answer. We're also selling a lot of the 10-speeds."

Most Canadian customers appreciate the 1,650 lb.-ft. of torque offered by the LHP (a multi-torque version capable of 1,750 lb.-ft. of torque is also available).

I would suspect that the UltraShift would also offer some benefits come resale time. Purolator's Viola couldn't confirm this – his company hangs onto its trucks for 10 years.

"Resale is not top of mind for us, but it would probably help a little bit. If you replace your vehicles every four to five years, it'd be a bigger issue," Viola said.

While the value proposition behind the UltraShift generally centers around fuel and maintenance savings, the bottom line is that it makes driving a lot less stressful. Today's drivers have a lot to worry about out there, and an increasing number of in-cab distractions to contend with.

Where the UltraShift really excels, is in its ability to simplify the task of driving, allowing the driver to keep two hands on the wheel and his eyes on the road.

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■ Want more information on Purolator's decision to make the UltraShift a standard spec? Visit Trucknews.com and watch the video in the multimedia section of the site.

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NIAGARA-ON-THE-LAKE, Ont. – Home Hardware and Pro Trucking Systems were recently recognized as two of the safest private fleets in Canada during the Private Motor Truck Council's (PMTC) annual conference. Pro Trucking Systems of Burlington, Ont. won the award for the small fleet category while Home Hardware took top honours amongst large fleets. The awards are sponsored by the PMTC and Zurich.

Pro Trucking Systems has established itself as one of the safest small private fleets in Canada, having won the award four times in the past 11 years. The fleet delivers time-sensitive materials such as weekly flyers to more than 200 newspapers. The company operates six power units and 13 trailers and runs about 100,000 km per year, while maintaining a clean CVOR.

Much of the miles run by Pro Trucking Systems is in the Greater Toronto Area, where there's plenty of opportunity to become involved in a collision. The fleet has a written safety policy statement as well as a driver policy, which outlines specific driver requirements and the responsibilities of management. New drivers must first be assessed by an experienced driver as well as the operations manager. Regular safety meetings are held to allow drivers to voice safety concerns and CVOR is-

sues. David Chambers, general manager of the fleet was on-hand to receive the award.

Home Hardware runs 124 tractors and more than 400 trailers from coast-to-coast. Last year, the fleet racked up 16 million kilometres. The private fleet delivers 95% of the goods sold in Home Hardware stores and operates out of four distribution centres. More than 75% of the fleet's miles are considered 'long-haul', making the Home Hardware fleet fairly unique among private fleets.

Home Hardware was among the first fleets to adopt the CSA Carrier Safety Management system, a program that documents all phases of a carrier's safety program from the initial hiring of drivers, through orientation, and continues to monitor their ongoing performance.

The fleet is so confident in its

safety record, it recently volunteered to allow the MTO to do a 'mock audit' as part of the modernization

of the entire Facility Audit Program. Home Hardware's CVOR violation rate is only 5%. □



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Muir's lends a hand for Habitat for Humanity

BRAMPTON, Ont. – Muir's Cartage and Custom Building Products Canada (CBPC) have teamed up to provide a "major donation" for Habitat for Humanity's Brampton, Ont.-based retail outlet.

Muir's, a Concord, Ont.-based carrier, helped major supplier CBPC deliver 40 skids of ThinSet mortar, pre-mixed grout and tiling tools and supplies to the Rutherford Road ReStore in Brampton. Habitat officials have said they will share the donation with Habitat affiliates across Ontario over the next few months. ReStore manager, Daryl Morrison, said he plans to advise Ontario's 34 Habitat affiliates that the tiling products are available for delivery to any HFH home build site or to the local ReStore for distribution to the public.

"This is yet another example of the ideal partnerships Habitat Brampton would like to build between the public, private and charity sectors," Morrison said.

Muir's Cartage is the core carrier for Home Depot in Ontario and Atlantic Canada. Home Depot is a national supporter of Habitat for Humanity and is a prime sponsor of the Elliott House Heritage House restoration project in Brampton scheduled to be completed later this summer. □



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Purosil, an affiliate of Mission Rubber Company, has introduced several **fluorocarbon-lined hoses** for the heavy-duty truck market in response to new EPA regulations. Designed for combustion residue resistance and withstanding extreme temperatures, the new hoses and elbows are reducing truck operating lifetime costs by preventing failures and increasing the time between maintenance intervals, the company says. The development of Purosil's fluorocarbon (FC) program began in 2005, and now is integrated into its product line-up including Hump Hoses, Charge-Air Hoses, Turbocharger Hoses and Elbows. The hoses use DuPont Viton elastomer to resist diesel fuel combustion byproducts, providing

a strong chemical bond between the fluorocarbon liner and the silicone rubber composite structure, the company says. For more information, visit www.purosil.com or call 800-877-5342.

TAG Heuer has come out with a pair of **"night vision" glasses** designed exclusively for drivers. The glasses are designed to correct the low-light short-sightedness that most drivers experience between twilight and sunrise, the company says. The glasses are reportedly able to optimize precision and enhance perception of contrasts for improved driver comfort while driving at night. They were originally intended for sports car racers in the 24 Hours of LeMans endurance race, however they were rolled out to the public this spring. For more information, visit www.tagheuer.com/eyewear.

Oil Eater has introduced a new **transportation spill kit** – an all-in-one professional-grade emergency clean-up kit for hazardous materials spills. The kit meets DoT requirements, the company says. It consists of 10 absorbent pads, three universal snakes, an emergency check list and protective gloves, all housed in a water-resistant storage bag. More information is available at www.oileater.com or by calling 800-528-0334.

A Canadian entrepreneur has invented the **magnetic mechanic** – a powerful magnet that fits over the end of an oil filter and prevents metal filings from passing through to the engine where they can cause damage. The magnet is available in various sizes and compatible with different sized oil filters. Its producer, Tafcan Consulting, says the simple solution extends engine life, is easy to use and is environmentally-friendly. It can be fitted to vertically- and horizontally-mounted filters. For more information, contact Tafcan at 905-334-3771 or e-mail tafcan@cogeco.ca.

Sterling has created a **brochure** for its new Set-Back 113 natural gas truck. The brochure can be viewed online at www.sterlingtrucks.com/naturalgas. Sterling says its natural gas truck boasts the lowest emissions in the industry without sacrificing performance. It's powered by the Cummins Westport ISL G engine, which is already 2010-compliant. Fuel savings can amount to \$6,000 per year, the company says. The truck is already available in Class 7 and 8 configurations.



Truck-Lite has unveiled a new **LED solid-state warning lamp** for use on refuse, construction, mixer and off-highway trucks. The lamp meets or exceeds SAE warning lamp standard J845 Class 1 legal requirements at 12- to 16-volts, the company says. It is operational down to 8-volts at temperatures from - 40 C to + 70 C. The lamp draws only three amps of current to flash its 18 diodes, placing very



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– Saturday July 26, 6pm, Pro Pulling League – Empire State Pullers
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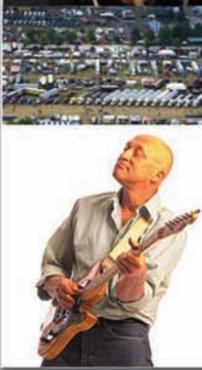
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TELUS has launched three new **GPS applications** for business: the "Asset Tracker," the "Resource Tracker," and the "Track and Dispatch." According to TELUS, the Asset Tracker enables businesses to keep track of assets large and small; the Resource Tracker allows businesses to increase safety and productivity through real-time location monitoring of workers; and the Track and Dispatch system gives the home office the ability to determine which is the closest mobile worker to a new job assignment or to immediately dispatch help if a worker needs assistance. Both Resource Tracker and Track and Dispatch are now available on PCS BlackBerry and Windows Mobile smart phones. For more info, visit a Telus retailer.



Blue Sky Network has introduced its **D411 satellite fleet tracking** solution, which the company touts as its simplest and most affordable fleet tracking system. It's designed for fleets operating in remote areas with unreliable cellular coverage, and provides near real-time visibility of vehicles, the company says. For more information, visit www.blueskynetwork.com.



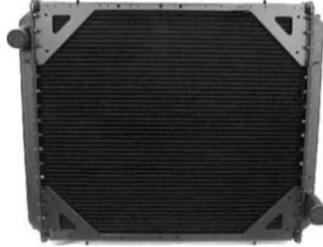
Carrier Transicold has introduced a new **asset management tool** to assist with its RoadCare contract maintenance programs. ViewPoint is a Web-based tool that allows cus-

tomers to increase uptime and predict maintenance costs while also providing information about their fleets, the company says. Carrier dealers use ViewPoint to provide customers with information such as: notifications of maintenance due; online scheduling; work order generation for non-emergency repairs; online view of unit maintenance and repair history; customized report generation; and quick and easy identification of problem units. For more information, visit a Carrier Transicold dealer or visit www.trucktrailer.carrier.com.

ALK Technologies has released its **PC*Miler 22** product line, with recent routing, mileage and mapping upgrades. It includes updated truck restrictions and allowances, toll costs by weight and axle, custom vehicle dimension routing and real-time fuel optimization, the company says. For more information about the updates, visit www.pcmiler.com.

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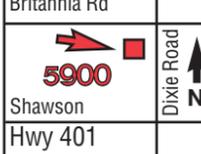
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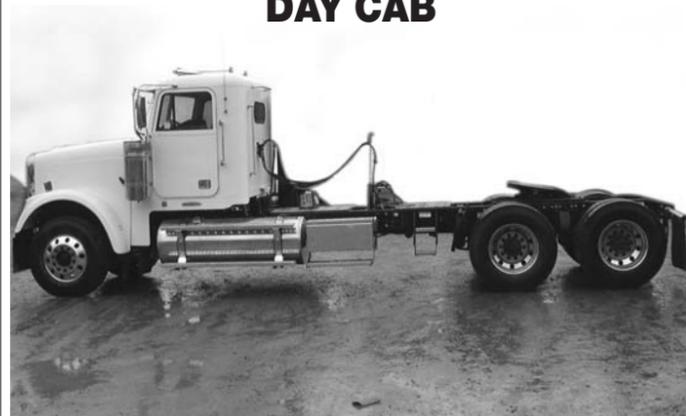
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OEM/DEALER NEWS

Cat to withdraw from NA on-highway engine market

Will build a Cat-branded truck with Navistar

By James Menzies
PEORIA, Ill. – Caterpillar has announced it is pulling out of the North American on-highway engine market in 2010. However, at the same time, the company announced a strategic alliance with Navistar that will result in a Cat-branded severe-service truck.

George Taylor, director, global on-highway with Caterpillar, said Cat chose not to produce EPA2010-compliant engines because the continuing shift towards vertical integration will eventually put independent engine suppliers at a major disadvantage.

“The writing’s on the wall for

independent engine suppliers,” said Taylor. “When you look at an industry that year in, year out, runs 240,000-250,000 units, and capacity is up to 500,000 units, it’s going to be increasingly difficult to participate in the industry as an independent engine supplier. We wanted to proactively take action before getting backed into a corner.”

The company will continue to sell Cat engines right up until 2010 and will service and support those engines for their entire lifespans, Taylor said. There are currently about 1.6 million Cat on-highway truck engines in service.

“Nothing changes through 2009,” said Taylor. “Caterpillar engines can be purchased and operated in confidence.”

Meanwhile, Cat and Navistar will jointly build a Caterpillar-branded severe-service truck for logging, construction, oilfield, lowboy and other vocational applications. The first of these trucks is expected to be launched in 2010, and it will have Navistar power under the hood, according to officials. The Cat truck will be designed to compliment Caterpillar’s current line of construction equipment.

“While we’ll use some components off our existing product line, the Caterpillar product will be distinct in that it will be a Caterpillar product,” said Phil Christman, vice-president and general manager, severe-service vehicle center, Navistar.

Caterpillar and Navistar will also leverage their alliance towards extending their global reach.

“With this alliance, we’re now able to offer our customers the right vehicle for the right applications, potentially through more than 4,700 points of distribution around the world,” said Mark Stasell, vice-president and general manager, diversified operations with Navistar.

“It fits perfectly with our overall growth strategy to leverage our assets and those which others have built.”

Navistar will also tap into Caterpillar’s resources when it comes to developing future engine technologies, and the company maintains that it will not use Selective Catalytic Reduction (SCR) on either mid-range or heavy-duty engines.

“Caterpillar and ourselves are committed to a non-SCR path and will continue to develop those technologies,” said Eric Tech, vice-president and general manager, Navistar Engine Group.

The agreement between the two companies is at this point, a “non-binding MoU”, however Taylor said “both parties are positive about the dynamics between us.” □

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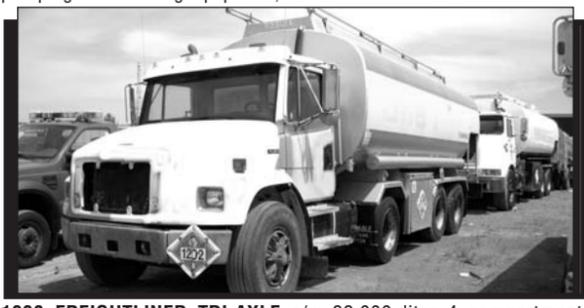
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Eaton showcases hydraulic hybrid system in Canada for first time

By James Menzies

TORONTO, Ont. – Eaton’s Hydraulic Launch Assist (HLA) hybrid system was on display in Canada for the first time recently at the City of Toronto’s Green Fleet Expo. A Peterbilt Model 320 refuse truck decked out in Waste Management livery was on display at the show, where it attracted much attention from municipal fleet managers in attendance. The HLA hybrid system will go into production later this year on Peterbilt trucks.

Eaton designed the HLA system which, like its hybrid-electric system, generates power under braking. However it does not require an electric motor or battery pack. Regenerative braking occurs when the driver takes their foot off the gas.

“As it’s slowing down, the pump is engaged,” Vincent Duray, chief engineer, hydraulic hybrids with Eaton told *Truck News*. “It’s pressurizing the accumulator and through that increasing pressure you’re actually slowing the vehicle down. When you step back on the gas, that energy is re-applied back to the drivetrain.”

The regenerative braking process slows the truck to 2 mph. The driver brings the truck to a complete stop by applying the brake pedal. As a result, brake life is extended at least 250%, Duray said. The system also improves fuel mileage by 20-30% by assisting the diesel engine during launches, and it allows trash collectors to pick up more bins per day thanks to the instantaneous power transfer at starts.

Even without government incentives, Duray said a payback period of three to five years is expected in refuse applications.

The hybrid components are mounted on the frame rail underneath the body. They collectively weigh about 1,200 lbs, but Eaton is still working on reducing some of that weight. It’s a parallel system, meaning the truck can still be operated if the HLA system is off line.

Eaton’s HLA hybrid system is ideal for stop-and-go applications



CANADIAN DEBUT: Eaton’s hydraulic hybrid system was demonstrated at the City of Toronto’s Green Fleet Expo recently.

Photo by James Menzies

such as refuse. Its hybrid-electric system is better suited for applications where the electric motor can be used to power auxiliary devices such as a man lift.

“We are going to let the application decide which is best for that particular service and application so we don’t have to force one solution that may not be the best,” explained Duray. “Our viewpoint is, let the market decide (which technology is best).”

Eaton’s HLA system will be available in two modes: performance and economy. Performance mode is intended for applications where the vehicle can take advantage of the extra power during frequent starts. In performance mode, vehicle acceleration is improved by 26%. In economy mode, engine torque is limited so even greater fuel savings are attained, Eaton officials claim. This would be ideal for smaller trucks or those working in tight spaces with fewer starts and stops.

Inside the cab, a small display shows the driver the state of charge as well as fault codes and service lights. Maintenance is simple, Duray said, since servicing requirements have been synched up with general preventive maintenance schedules. The HLA system is designed to last 10 years, which is the typical life-cycle of a refuse truck.

Peterbilt announced availability of its low cab-forward Model 320 with the HLA system at this year’s Mid-America Trucking Show. □

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PEOPLE

PMTC inducts three drivers into Hall of Fame

NIAGARA-ON-THE-LAKE, Ont. – Three more exemplary drivers were inducted into the Private Motor Truck Council of Canada's (PMTC) Hall of Fame for Professional Drivers at the group's recent convention.

The Hall of Fame, sponsored by CPC Logistics and hosted on the PMTC's Web site (www.pmtc.ca), provides recognition for some of the industry's safest and most professional drivers.

"We read and hear a lot about the shortage of qualified drivers in North America," said PMTC president Bruce Richards.

"But we don't hear nearly enough about the true professionals that have served the trucking industry for years with safety records that are astounding. The Hall of Fame was de-

signed to give recognition to these individuals who have contributed to the betterment of the trucking community while accumulating years of safe driving – the true professionals."

Laverne Martin has been hauling freight for Home Hardware for more than 43 years. He was hired in 1964 by Home Hardware founder, Walter Hachborn. Martin regularly sits on the company's safety committee, helping to determine whether or not accidents were preventable.

Martin has racked up more than four million miles for Home Hardware and has often assisted other motorists in need. The first truck he drove for the private fleet was a Chevy with an in-line, six-cylinder gas engine and 16-foot box.

Joining Martin in the Hall of Fame is George Barnes, a senior driver with Tona Transport. Barnes is known for his dedication to the job – having missed fewer than 10 days due to illness in a driving career that spans 37 years.

Barnes is an active participant in safety meetings and has accumulated over three million miles without an accident.

Bruce Wilson was the third 2008 inductee to the Hall of Fame. He works for Global Driver Services and is contracted to John Deere in Grimsby, Ont.

Wilson has hauled for John Deere since 1984 and has accrued 2.4 million accident-free miles for the company. Safety and professionalism are two words often used to describe Wilson. □

Trans East Trailers has appointed **Gary Bell** to the position of vice-president of sales. Bell joins the Moncton-based sales staff with many years of experience in both sales and manufacturing. For more information, call Bell at 800-361-0529.



Bell

Former secretary-treasurer of the Toronto Transportation Club **Murray Symes** passed away suddenly on July 6, according to a release from the group's executive. Symes became a member in 1992 and acted as secretary-treasurer for the club from 1997 to 2001. In 2001 he chose to step down from this position, but continued to be very much involved in the production of the members' roster. His attention to detail gave the roster the accuracy the members wanted, according to officials, who called Symes a "pleasure" to work with. Marilyn Symes has asked that memorial donations be directed to the Heart and Stroke Foundation of Ontario www.heartandstroke.ca.

Ken Hartman has been named service contracts business development manager for Thermo King, responsible for leading strategic business development, sales and marketing for the company's service contracts business. Hartman was previously the district parts manager for Thermo King's southwest territory, where he was named District Parts Manager of the Year for 2007. Prior to joining Thermo King, Hartman worked for Snap-on Tools, and was most recently the western regional manager for chief automotive technologies. "I look forward to leveraging our strong dealer network and working with our customers to enhance our current service contract offerings, and to further solidify Thermo King's position as the industry's total solutions provider," Hartman said. □

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Under 4,536 kg. (10,000 lbs.).....	<input type="checkbox"/> YES	<input type="checkbox"/> NO

4) This location operates, controls or administers:

Diesel powered vehicles.....	<input type="checkbox"/> YES	<input type="checkbox"/> NO
Refrigerated vehicles.....	<input type="checkbox"/> YES	<input type="checkbox"/> NO
Pickups or Utility Vans.....	<input type="checkbox"/> YES	<input type="checkbox"/> NO
Propane powered vehicles.....	<input type="checkbox"/> YES	<input type="checkbox"/> NO

5) Do you operate maintenance facilities at this location? YES NO
 IF YES, do you employ mechanics?..... YES NO

6) Indicate your PRIMARY type of business by checking ONLY ONE of the following:

a) <input type="checkbox"/> For Hire/Contract Trucking (hauling for others)
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It's not always the small carriers

Dear Editor:

I found some of the quotes in the June 'Rate Wars' article to be quite disturbing. Most disturbing were the comments of Ray Haight of MacKinnon Transport, a company I have a great deal of respect for. He worries that "smaller carriers will find a way to survive by putting more hours on their trucks on a daily basis." Could this industry, for once, stop laying the blame for all industry problems on the shoulders of smaller carriers?

We are all, regardless of size, bound by the same laws, and with today's technology able to track border crossing times with a mouse-click, no-one is successfully playing games with hours-of-service anymore. As far as surviving, we're doing just fine without breaking the rules. While large carriers slaughter each other over seeing who can work cheaper, we smaller carriers continue to do well, in large part because we don't deal with huge corporations who refuse to pay adequate fuel surcharges.

Later, he parrots the same tired OTA phrase about speed limiters leveling the playing field. It is not the place of lawmakers to level any playing field, and as far as speeding, OPEC has taken care of that issue quite nicely.

As well, as I have repeatedly screamed to deaf ears, that in the heavy haul sector, the ability to utilize short bursts of speed over 105

km/h will actually reduce fuel consumption and traffic congestion. This is reliant, however, on these trucks being operated by qualified professionals, not overzealous, careless cowboys.

I would also like to comment on Kevin Snobel's comments regarding those most likely to cut rates to be 'inexperienced players.' I would half agree with this statement. The last two years have seen the competitive thorn in my side to be equally split between rookie carriers (most have either gone broke or ran out of customers because of horrid service), and long-established carriers who, frankly, should be the first to know better than to work for the rates they are offering. I've seen as much, if not more, too-cheap freight granted to the 500-plus truck carriers as the newcomers.

I would invite the CEO of any large carrier to compare earned revenue per mile figures with any carrier of less than 50 trucks. I understand the concept that the larger companies have lower operating costs, I just don't understand why this translates into the offering of less than market freight rates.

If everyone charged what we are worth, the cheap freight could stay where it originated, the driver shortage would be history, and unqualified drivers could go back to flipping burgers instead of flipping trucks. □

Bill Cameron
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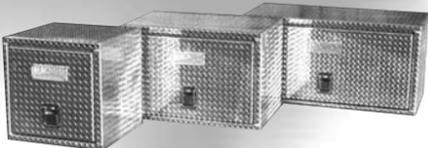


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Fatigue kills, but where do we go to rest?

Dear Editor:

I'm a dedicated driver and I run from Oshawa to Windsor every day, but every day I see something that is really getting to me: a sign that says 'Fatigue kills, take a break,' and then 25 km later I see a sign that says 'Service center temporarily closed.'

I understand these service centers need to be worked on, but why can't they bring in a trailer to serve coffee or even just leave the truck lot open?

Closing these service centres is causing drivers to look for spots where there simply isn't enough room.

I ran with a driver from Kansas and for about a half-hour helped him try to find a spot, but the Tilbury service centre is closed up tight and at the time the Pilot was full.

Something needs to be done about the lack of parking for us, it's getting harder and harder to find a spot at the edges of Ontario. □

Troy Barnes
Via e-mail

Letters to the editor

Have you got a complaint, compliment, criticism or question? We'd like to hear about it.

Send your letters to the editor to *Truck News*, 12 Concorde Place, Toronto, Ontario, M3C 4J2.

Or fax your letter to 416-510-5143.

You can also e-mail your comments or letters to jmenzies@trucknews.com. □

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Dalton and the Bandit

By Edo van Belkom

The story so far...

After a long day on the road, Mark turns in for the night. Since it's cold that evening, he turns on his auxiliary power unit to keep his cab warm. In the morning, he finds his fuel tanks empty and realizes he'd been robbed during the night. To comfort himself, Mark has a breakfast of chocolate chip pancakes and spends some time watching "stupid trucker" videos on YouTube, then he heads back out on the road.

The next night, Mark goes to bed without the assistance of his APU. Nevertheless he wakes up in the night to the sound of something humming nearby. He checks it out and discovers a huge, tattooed biker type pumping fuel from his tanks. Rather than confront the man, Mark captures his image on his cell phone, then makes some noise inside the cab to scare the bandit away...

Mark pulled in for the night at a truck stop outside Swift Current, Saskatchewan. He had a couple more days to reach the port of Vancouver so there was no reason to push his mileage and hours of service to get there. Besides, this stop was one of the better ones along the route with all the modern conveniences and Mark could sure use a shower before dinner.

But as he pulled into the lot, he was struck by a familiar sight. At the far end, parked in the wrong direction right next to a Hunt truck was the light green and blue "Dobb and Ithaca" trailer of the bandit.

"We meet again," Mark said under his breath as he guided Mother Load toward that end of the lot.

From the way the bandit was parked, it wasn't too difficult to figure out what was going on. Obviously, the bandit was stealing fuel again, and some anonymous owner/operator was going to be ripped off and have trouble making next month's payments. "Not if I can help it," thought Mark.

He parked opposite the bandit so he could have a clear view of the space between the two trucks. Hopefully, if the light was good, Mark might be able to get another bit of footage of the bandit stealing fuel, but as he eased Mother Load into position it was clear that the bandit had already done his business. There were several wet spots on the pavement between the trucks where fuel had been spilled. And since the stains still looked fresh, there was a chance that the bandit himself would be inside the truck stop for a while.

If that were true, then maybe Mark could catch the man and bring him to justice. Mark shook his head at that, thinking it made him sound like some

comic book hero. He decided instead to head into the restaurant and see what was going on. As he walked across the lot, Mark made sure he had his cell phone with him, and that it was fully charged since a clear picture of the man's face might be a good thing to have.

The restaurant was half full with patrons scattered about the room one or two to a table. However there was one table that held six men, the bandit among them. Mark sat down at an empty table next to the men so that he was sitting directly across from the bandit.

"What'll you have?" asked the waitress before Mark was settled in.

"Huh?"

She smiled at him and repeated the words as if they'd been prerecorded and played a hundred times a day. "What'll you have?"

"Oh, how about an empty fuel tank."

Now it was the waitress's turn to say, "Huh?"

Mark smiled, glanced at the menu and said, "Steak sandwich and salad."

She poured Mark a cup of coffee and was gone.

As Mark stirred sugar and cream into his coffee, he studied the other men sitting around the table with the bandit. If he'd had hopes of catching the man and turning him into police before, those thoughts were gone now. While the bandit was a mean looking piece of work on his own, every other guy at the table had either fewer teeth or more tattoos than he did.

And they all seemed to be good friends, laughing and slapping each other on the back as if it were old-home week. If Mark approached the bandit here, in front of all his buddies, he'd likely get his ass kicked...or worse. No, this was a situation that required more thought and cunning.

The prospect of a challenge brought a smile to Mark's face. In fact, he had an idea.

When the waitress returned with his sandwich and salad, Mark asked if he could have them to go. Then he got out his phone and pretended to make a call. But instead of punching in phone numbers, Mark held the phone in front of him and pressed a button the moment the camera had put the proper image onto the screen. That done, he met the waitress at the cash and paid for his dinner. Then went to the truck stop's Internet cafe to enjoy his sandwich and spend a little time on the Web.

The first site Mark visited was Google, the Internet's biggest and best search engine, which he used to find a half-dozen

different e-mail addresses. When he was satisfied he had enough addresses, he brought out his phone and a cable that connected the phone to one of the computer's USB ports.

But before he did anything further, he got up from his seat and walked over to the entrance of the restaurant to make sure the bandit was still swapping stories with his buddies and wouldn't be getting up for a while. When the waitress brought the men a new round of beers, Mark smiled knowing he'd have more

door, he checked one last time on the bandit. The man was busy buying another round for the table.

Must be nice to be able to afford a few rounds, Mark thought. Then again, if you're not paying for fuel what's the price of a few beers? That made Mark even angrier, and as he headed out toward the bandit's truck, sugar in his fuel tank suddenly wasn't enough anymore. Surely he could think of something better – or worse – that would punish the man and the not the truck he was driving.



than enough time to get things done.

He returned to the computer, keyed in the first address, then began typing:

Dear Sir/Madam;

I'm writing to inform you about...

It took Mark over an hour to write to everyone on his list, but when he signed off the last e-mail with:

Yours truly,

A Concerned Trucker.

He felt as if he'd done a full day's work.

Still, the day was not over yet. On Mark's way out he stopped by the cash to pick up a mint, but before he could pick one up he noticed there was a stand next to the cash where they kept all the fixin's for coffees to go. Instinctively, he picked up a few napkins since you could never have too many of those, but it wasn't long before his attention shifted to the sugar. Sugar, he thought. Does terrible things to an engine once it gets into the tanks. But how does sugar get into fuel tanks in the first place? Well, someone had to put it there...someone like, well, Mark Dalton.

A quick look left and right, and Mark jammed two handfuls of sugar into his pockets. Then, as he headed for the

Then, as he walked past the fuel pumps, it came to him. This truck stop, like most others in rural areas on the Prairies, sold two kinds of fuel – regular diesel for trucks, and coloured diesel for use in agricultural vehicles.

Instead of heading for the bandit's truck, Mark went to Mother Load and used his key to open up a storage compartment on the outside of the cab. In it was a Jerry can he kept for filling reefer tanks, and for added insurance when he travelled to unfamiliar destinations. He'd never used the Jerry can to exact revenge on a fellow trucker, but there was always a first time for everything. Mark walked the Jerry can over to the fuel pumps and filled it up. The can was heavy on the way back, but Mark bore the burden gladly. He also didn't mind stopping off at the bandit's rig before continuing on toward Mother Load. It delayed Mark's departure from the truck stop a few minutes, but he considered it time well spent since the little pit stop would probably ensure that the bandit's days of thieving would soon be over for good. □

- Mark Dalton returns next month in the conclusion of Dalton and the Bandit

The continuing adventures of Mark Dalton: Owner/Operator
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Times are tough, but try to take a break this summer

Summer is finally here. Backyard barbecues, cold beer and with any luck, a well-deserved vacation and a break from your daily routine.

With business conditions the way they are, that well-deserved vacation may be but a distant speck on the horizon.

If indeed it is, you're not alone. Instead of tossing a line in the water, the only line many will see this summer is to the left of their rig as they roll down the 401.

It's a sign of the times. Everyone's margins are being squeezed, not just yours. It seems the only way to increase the bottom line these days is to reduce expenses.

Thankfully, technology is advancing at a pace that allows us to do just that. Saving that one-quar-

Publisher's Comment



Rob Wilkins

ter or one-half per cent on operating expenses annually can add up to some big bucks.

That being said, in order to invest in that cool new technology you need to have something called cash (what colour is it these days, anyway)?

Calculating the payback time on any investment is key, so before you jump in, please do your homework.

Sooner or later, the economy will get better. Rates will increase

and we will see better times. I've said it before: If you feel that you're not maximizing your bottom line, find yourself a good business consultant that specializes in trucking.

Talk to other truckers and keep an open mind. Just because you are a great driver doesn't mean you'll be a successful owner/operator.

Now, saying all that, let's get back to that vacation. If you can't get a full week, squeeze in a few long weekends.

That extra day can make a huge difference. Plan on taking in the Fergus Truck Show. If you haven't been before, it's the largest owner/operator show in the country. Being held July 24-27 in Fergus (go figure) it's a great time and

there is something for the entire family.

Don't leave without trying a back bacon on a bun. There are several vendors who offer this delicacy. Every year, my cholesterol takes a beating during this weekend, and I love it!

Friday night at 8 p.m., please drop by the main stage. Just before April Wine cranks it up, we'll be presenting the 2008 Owner/Operator of the Year award on behalf of our sponsors, Freightliner, Goodyear and Markel Insurance. See you at the show! □

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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. – With fuel prices rising to unreasonable heights, drivers worldwide have had to find ways to cope with the price at the pump. Some truckers have the luxury of a well-financed company ready to help their employees with incentive programs and updated equipment. Others have had a much more difficult time coping with the high price of fuel, fearing the worst may come as a result of this massive blow to the trucking industry. *Truck News* stopped by the Fifth Wheel Truck Stop in Bowmanville, Ont. to find out how drivers are managing at the pump.

Ricky Douthwrought, a driver for Fillmore Trucking, has found a simple solution to help offset the fuel prices, however feels that there really isn't much you can do. "Now I slow down a lot more," he said, "and I never idle."



Truck Stop Question

Jared Lindzon
Special to Truck News

How is your company coping with the high price of fuel?



Michael Reed

Michael Reed is a company driver based out of New Brunswick. He says his fleet has encouraged its

employees to drive slower by offering incentives and bonuses. But a new truck would help, he says.

"They give you a constant reminder, like 'Don't let your truck sit around'," he told *Truck News*. "It's always in the shop, you know, getting maintenance, and they're always sending me messages on how I can save fuel.

"They say 'no idling,' and try and get me to drive slower, but my truck doesn't get good fuel mileage so I don't bother. See, there's a fuel bonus and a safety bonus. If you make 6.1 mpg you

can make the fuel bonus, but my truck won't make 6.1, so hammer down. The newer trucks, they're getting about 7.1. Maybe if I was driving a newer truck I could slow down a couple kilometres and still make my fuel bonus, that's my theory. It's \$150 for fuel bonus and \$150 for safety bonus, so if I don't crash then I'll get the safety bonus."



Jim Anderson

According to **Jim Anderson** of MacKinnon Transport, his employers are trying to take down his speed mechanically.

"They wanna roll back the speed limiters. We're at 65 right now they wanna roll it back to 62, but they haven't offered any incentives as of yet. So far that's all they're doing."

Barry Tripp, who runs his own trucking company out of Ottawa, feels like there's nothing he can really do about the rising price of fuel.

"Well, we only have a couple trucks so it's not really a big thing. We're driving slower and we're always conscious, but there's only so much you can do. There are no incentives."



Carl Reed

Carl Reed is fortunate enough to have a fuel cap from his employers at Kriska Transportation, however he fears for the safety of his job in light of the rising price of fuel.

"We've got a fuel cap at our place, so for the moment we're alright," said Reed. "I'm running 60 miles an hour now and it seems to be increasing the fuel mileage on the truck itself so it's helping. What else can you do, right? It's ridiculous. I feel bad for the guys who have got to pay for the full pump price, but what can you do? The economy is not very good, I'm still working but who knows? It's one of those things where you've got a job one day and you might not the next." □

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– Jared Lindzon is enrolled in media studies at the University of Western Ontario and will be working as a summer intern at Business Information Group. He can be reached at jlindzon@bizinfogroup.ca.

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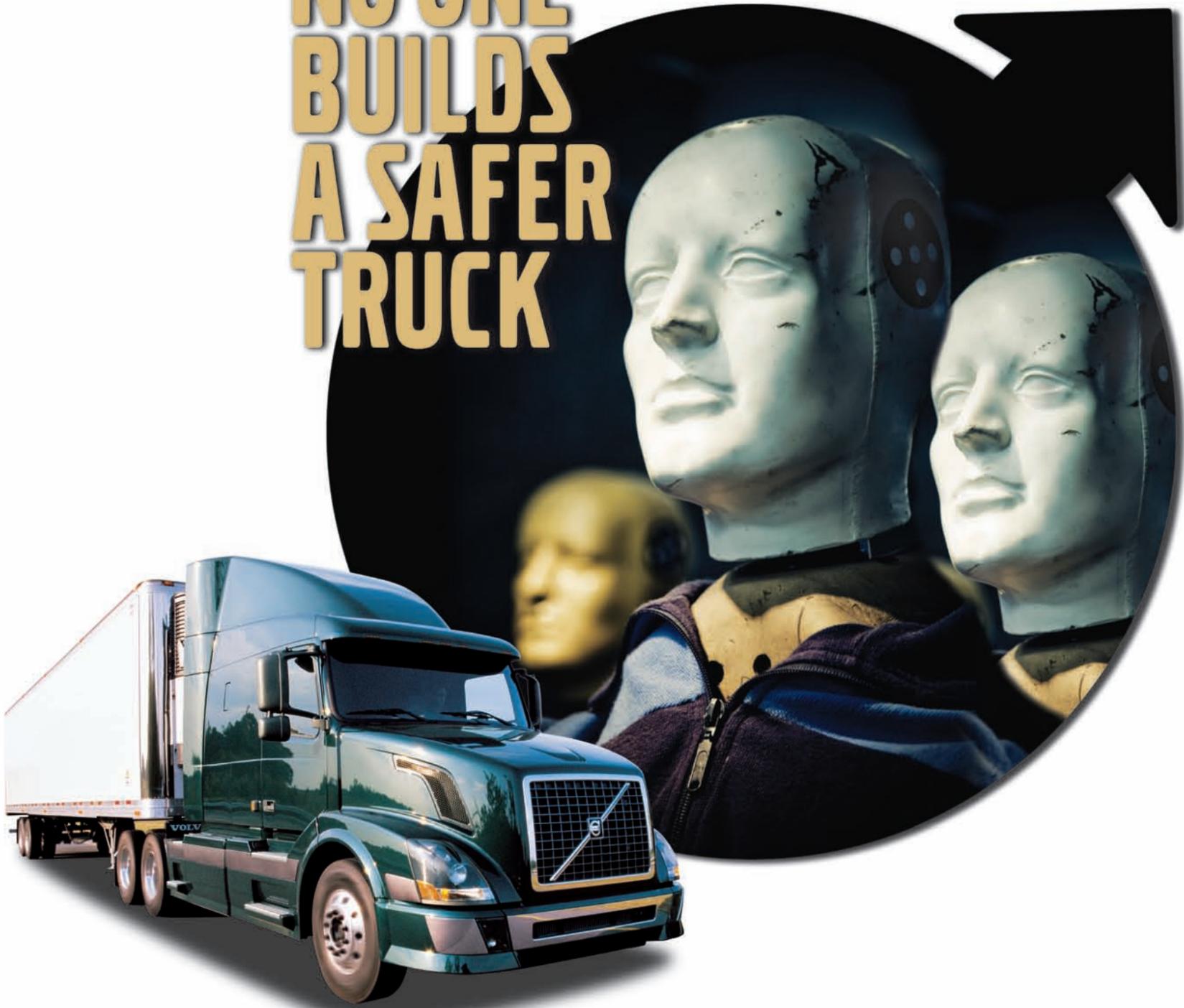
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