

TRUCK NEWS

January 2009 Volume 29, Issue 1

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

Green rebate applications now accepted

TORONTO, Ont. – The Ontario government is now accepting applications for rebates towards environmentally-friendly commercial vehicles and anti-idling technologies.

Applicants can receive up to one-third of the incremental capital cost of a Class 3-7 alternative fuel-powered truck, including hybrids, or one-third the cost of an anti-idling device for Class 8 tractors including auxiliary power units. To download application forms, visit www.mto.gov.on.ca.

The funding is part of the province's Green Commercial Vehicle Program, which will allocate \$15 million towards green commercial vehicle technologies. The program is retroactive to August, 2007

Continued on page 16

Fergus Truck Show needs a new home

By Jan Westell

FERGUS, Ont. – The Fergus Truck Show may be a victim of its own success, and is seeking a new location now that two owners of land that's located adjacent to the main show site have decided to withdraw from participating in the event.

The crux of the problem is over land use on the two 22- and 40-acre

Continued on page 11



The short-term looks bleak. The long-term looks bright – if you can just hang on long enough.

By Lou Smyrlis

TORONTO, Ont. – You know times are hard when you're attending the track on economic issues at the Ontario Trucking Association's annual conference and the president of a well-respected and award-winning motor carrier confides in you that it's a good thing these seminars were not being held

on the third floor or there might be people jumping out the window.

Although this particular carrier is well enough positioned to survive the economic onslaught, the reality is many will not. Already about 2,700 trucking companies have closed their doors in the US. In Canada trucking bankruptcies in the first half of 2008 had already

surpassed the total for all of 2007.

And the message delivered from the experts speaking at OTA's economic sessions was that it's only going to get worse. "Antacids would be helpful," was John Larkin's advice before the managing director, transportation at Stifel, Nicolaus & Company, pro-

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Traction in a winter wonderland

See pg. 30



Inside This Issue...

- **Convention coverage:** Full coverage of the Ontario Trucking Association's annual convention. Pages 12-21
- **Testing, 1, 2, 3...:** Testing fuel-saving devices may seem easy. But there's quite the science to it. We take a look at what's involved in getting the real answers. Page 24
- **Plan your year:** Our annual calendar of events outlines where, when and what is going on in the year ahead. Cut it out and hang it on the wall so you don't miss out. Page 47
- **Special delivery:** Mark Dalton finds himself having to make a rather extraordinary delivery. Page 52

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New & Used Equipment Buyer's Guide

Careers 2-3, 38-44, 49 Industry 26 Ad Index 51

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Wrap the season



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CLASSES 8

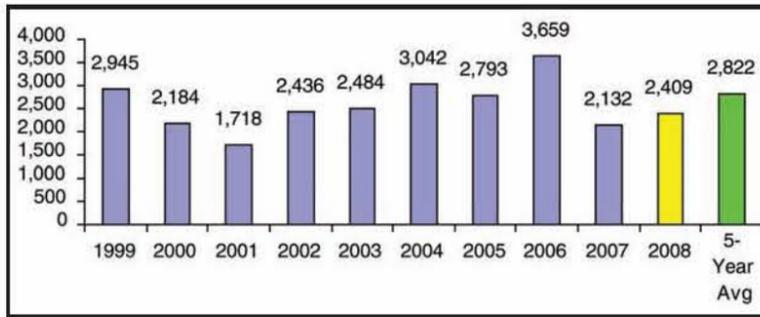
TRUCK SALES TRENDS

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Monthly Class 8 Sales - Oct 08

OEM	This Month	Last Year
Freightliner	523	313
Kenworth	271	338
Mack	105	136
International	904	610
Peterbilt	129	269
Sterling	176	173
Volvo	199	178
Western Star	102	115
TOTALS	2,409	2,132

Historical Comparison - October 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

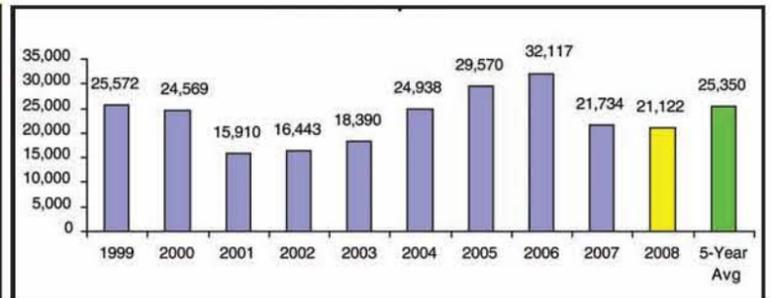
There were 2,409 Class 8 trucks sold in Canada this October, surpassing last year's monthly total. Yet it was still the fourth lowest monthly sales figure of the past decade. Sales were also about 400 units off the five-year average. It should be noted, however, that five-year average includes the industry's peak years of 2004 to 2006. It has been a roller coaster type of year. Sales started off quietly in the first quarter, rebounded in March (climbing above 2,000 units), April's sales were higher than last year's, May's were not far off last year's pace and June's and July's were slightly better than last year's as were September's. We've questioned previously if that pace could be sustained into the fourth quarter. It didn't last year and it's very unlikely it will this year, despite September's and October's encouraging numbers.

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.

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

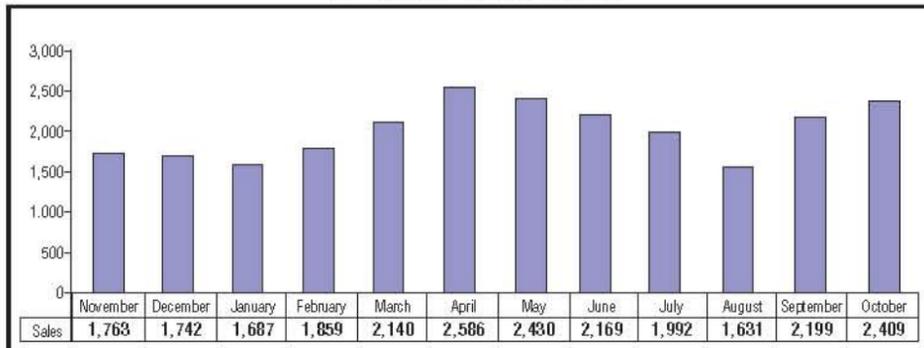
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	278	686	209	163	1,613	626	274	100	0	17	3,966
Kenworth	430	1,230	188	142	666	627	36	53	0	0	3,373
Mack	121	212	112	157	589	171	36	38	0	0	1,436
International	226	772	79	312	2,371	1,203	184	93	4	110	5,354
Peterbilt	210	671	260	128	468	283	118	44	0	0	2,182
Sterling	188	285	103	53	659	419	29	57	0	10	1,803
Volvo	129	229	108	254	808	312	65	57	0	10	1,972
Western Star	164	315	35	24	270	139	53	33	0	3	1,036
TOTALS	1,746	4,400	1,095	1,233	7,444	3,780	795	475	4	150	21,122

Historical Comparison - YTD



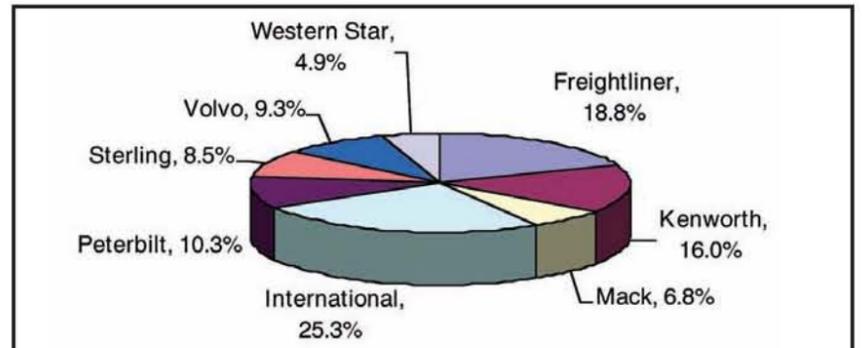
Class 8 truck sales year-to-date stand at 21,122 – about 600 units off last year's admittedly slow pace and about 4,000 units off the five-year average for Canada. Despite an improvement in sales starting in the spring, and surprisingly strong numbers in September and October, the market overall has not been able to overcome its slow start this year. In total, 2008 is ranking as the fourth worst sales year of the past decade. The pre-buy strategy employed by many fleets is having its expected effect and the now apparently spent North American economy does not bode well for hopes of a pickup in sales for the fourth quarter.

12 - Month Sales Trends



Trucks sales rebounded in September and October, coming in well above 2,000 units sold for each month. This followed sub-par numbers for July and August. However, the drop off in sales this August and July, combined with the economic meltdown in North America, make it unlikely for truck sales to top last year's totals. 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. The 2,409 trucks sold in September marked the third-best performance of the year but it's unlikely truck sales will remain at such a level the rest of the year.

Market Share Class 8 YTD



Front-runner International continues to widen the market share gap between itself and rival and one-time front runner Freightliner. International, which wrestled the market share lead from Freightliner last year, jumped out of the starting blocks with a lead in the first quarter, capturing about 22% of sales. With very strong second and third quarter showings, International added to that lead and now controls more than a quarter of the market with Freightliner falling back to 18.8% and Kenworth to 16%. Peterbilt is the only other truck manufacturer with a market share greater than 10%.

Source: Canadian Motor Vehicle Manufacturers Association

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

Advertising Sales

Inquiries: Kathy Penner (416) 510-6892



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



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



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



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



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



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

Editorial

Inquiries: James Menzies (416) 510-6896



Adam Ledlow
 Managing Editor
 adam@
 TransportationMedia.ca



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



John G. Smith
 Technical Correspondent
 wordsmithmedia@rogers.com

Subscription inquiries

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

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It's been tough sailing in the trucking industry over the past 18 months or so, and the year ahead isn't looking any better. Whether you're selling trucks, driving them or running a fleet, these are challenging times.

In a different sorta way, these are also challenging times to be a trucking magazine editor. In many ways, the trucking industry publications serve as a barometer of the overall health of the industry. When business is booming, equipment manufacturers are aggressively marketing their products and fleets are advertising for drivers. When the industry is in a rut, ad budgets are sometimes chopped and page counts are consequently decreased. That's not just the case here at *Truck News*, but right across the board.

Meanwhile, the industry doesn't come to a standstill. There's still plenty of news to report – sometimes even more – during a downturn. Finding the space for all the goings-on of the industry can be difficult.

My main point in this column is to steer you towards our Web site (www.trucknews.com) for a com-

Editorial Comment

James Menzies



prehensive library of material that we just haven't been able to fit into the print products. Our Web site is a valuable resource that's packed full of information and resources.

At *Truck News*, we spend an inordinate amount of time working on our Web site, and it hasn't gone unnoticed. *Trucknews.com* has been named one of Canada's top five business Web sites by the Canadian Business Press three years running. Not just trucking business sites – but business sites in general.

It's something we're proud of and it pushes us to constantly raise the bar and add more features, especially when it comes to making the site more interactive.

Got an opinion? Have your say on the CyberCB message board. You can also check out some of our editors' and contributors'

opinions on our editors' blog. They're controversial at times, and you won't agree with everything you read there. That's why there's a comment section, allowing you to post your own views. So far there are nearly 200 blog entries and over 340 reader responses.

We also post Web-exclusive commentaries on industry issues – opinion pieces you won't find anywhere else. And then there's the Headline News section – the heart of the site. We update it daily with industry news and it's the place to go for up-to-the-minute headlines. Most recently, we've even added a weekly WebTV program.

The items I mention barely scratch the surface of what's available on *Trucknews.com* – but alas, space is once again in short supply so I must end there. If you're already a frequent visitor to our Web site, thanks for making

it one of your sources of information. If you haven't yet checked it out – please do so. It won't cost you a thing and it'll keep you on top of the industry.

There are no space constraints when it comes to the Internet, making it a great supplement to our print products, which will continue to be our priority – in good times and bad. □

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



Thanks for rebalancing my perspective

Leave it to a 95-year-old institution to remind me of what should be every journalist's prime responsibility but is too often our largest failing: perspective. I headed to the Toronto Transportation Club's annual Christmas dinner at the Royal York last week eager to touch base with old acquaintances and make new contacts. Playing in my mind during the drive through downtown Toronto rush hour were all the doom and gloom stories about the economy and our failed political system that I had listened to and reported on over the previous few weeks.

It's almost a bottomless pit; There are many words to describe the global conditions right now and they're all four-letter words; This is the closest to the abyss we've come since the Great Depression – the words of the economic experts I had listened to kept rushing back to me. It would be good indeed to be touching base with so many key in-

Viewpoint

Lou Smyrlis
Editorial Director



dustry contacts. Their thoughts on just how bad this situation could get would be valuable background. Plus, one can't have too many friends when times get tough.

My old acquaintances had something different in mind, however.

From virtually the moment I walked in and started speaking with people I've known for almost two decades now I found they wanted to focus not on the negative, as has the mainstream media and, I must confess, myself as well of late, but on the many positive things that were still happening within their companies and the economy in general.

I spoke with people who were still enjoying great success serving cer-

tain sectors of the economy and certain regions of our country. I spoke with people who were downright proud of the innovations they had introduced to their transportation practices and the benefits they were recouping. I spoke to one respected gentleman who was having his best year in some time, and I've known about and followed his successful company long enough to know that's saying something.

They all wanted to know the same thing. Why wasn't the media reporting on all the good things still going on? In other words, where was the perspective?

Loss of perspective, unfortunately, is something the media often fall prey to in the race to report on the latest and hottest issue. Today that issue of course is the faltering economy and there seems to be not enough pages printed to cover all that news reporters have to say about it. What often gets left behind, as my industry friends reminded me,

are the stories that buck the trend by showing there are Canadian companies and individuals still holding their heads way above water.

That's not right, nor is it good journalism. So to all the folks I spoke to at the recent TTC dinner, thanks for helping rebalance my perspective. And I would like to close with a quote from Mike McCarron of MSM Transportation, who was also at the TTC dinner. Mike said this to me last April when I was asking him about dealing with a freight recession. It was months before the current economic troubles but because of their simplicity and directness I still consider them the wisest words I've heard all year:

"People get too caught up in the economic numbers," Mike told me. "In a recession you get negative growth for at least two quarters but the reality is there is still tonnes of freight moving and you simply have to be better than your competitors to get it." □

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

Did you know?

Why the pre-buy for 2009 will be considerably muted

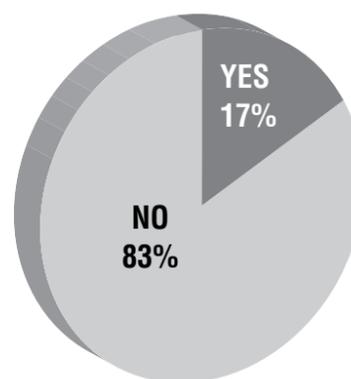
Any OE hopes for a significant pre-buy to bolster next year's truck sales have been washed away with the downturn of the North American economy.

After the collapse of North American stock markets and the fears that has raised among trucking executives about their short-term future prospects, we felt it necessary to once again take the pulse of the industry in terms of their buying intentions. Our cross-Canada survey of fleet executives

found that only 17% planned to continue with their pre-buy plans for Class 8 trucks next year. That's a significant drop off from the 33% who did so prior to the 2007 engine emissions deadline and the 24% who pre-bought prior to the 2002 emissions deadline. During the previous two pre-buy events it was for-hire fleets, and the larger ones in particular, who drove much of the pre-buy. Our research relating to the 2007 pre-buy found that for-hire fleets were twice as likely to pre-buy compared to their private fleet counterparts.

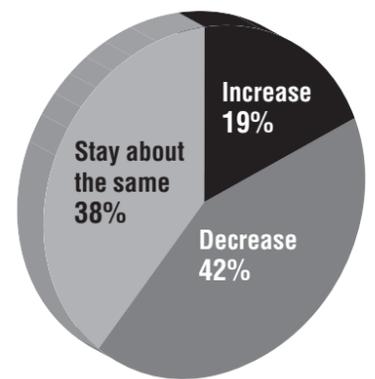
And larger fleets were most likely to pre-buy with 40% indicating they had done so. The economic slowdown has had a significant impact on for-hire fleets this year and in their outlook for the coming year. Only 19% of respondents to

Pre-buying Class 8 Trucks in 2009



our most recent survey forecast any increase to their freight volumes for 2009 while 38% expected volumes to remain about the same. More concerning is the fact that 42% expected their freight volumes to decline, especially when you consider

Motor Carrier Freight Volume Projections for 2009



that 71% also expected their rates to either stay the same or decrease. With such a negative outlook for 2009, it's no surprise their appetite for a third consecutive pre-buy strategy in 2009 has been significantly curtailed. □

Border

BTA calls for more border funding

WASHINGTON, D.C. – The Border Trade Alliance (BTA) is calling on Washington to include port and transportation infrastructure funding in any economic stimulus package that's tabled.

The pro-trade lobby group says US ports of entry are the "cash registers of our nation," handling nearly US\$800 billion in trade each year.

A group of 11 House members recently called for \$5 billion in funding to upgrade US land ports of entry to support cross-border trade – an appeal that was lauded by the Border Trade Alliance.

"The BTA has continually recommended that federal resources must more closely match the economic contribution of our nation's 166 land ports of entry," the organization said in a release.

"US Customs and Border Protection has stated that it alone requires \$5 billion over the next 10 years in infrastructure maintenance and upgrades to its facilities at land ports of entry in order to support its dual mission of facilitating legitimate trade and travel facilitation and providing security along our borders."

BTA pointed out that a recent Texas Transportation Institute report suggested road and border congestion caused Americans to burn up an extra 2.9 billion gallons of fuel at a cost of US\$78 billion in 2007 alone.

"BTA feels that decision-makers in Washington should be alarmed by recent statistics that illustrate the economic impacts of inadequate border infrastructure and cross-border congestion," the group said.

US truck tonnage continues decline in October

ARLINGTON, Va. – US truck tonnage dropped sharply again in October, marking the fourth consecutive month-to-month decline.

The index was down 3%, reaching its lowest level since October, 2003. The major drop followed declines of 1.9% in August and 0.8% in September, according to the American Trucking Associations, which tracks the figures.

The index was down 1.8% compared to October, 2007. ATA chief economist Bob Costello said the truck tonnage index is now down 6.3% over the last four months, reflecting the state of the US economy.

"October should be the busiest month of the year, but instead this October was a fizzle," said Costello. "The latest truck tonnage drop suggests that retailers are very pessimistic for the holiday sales season."

Costello also said the tonnage index is an indicator of further economic troubles in the US.

"The cumulative drop in truck tonnage over the last four months suggests that the economy is likely to contract substantially in the fourth quarter, at least 3%," he said. □

The President's Export Council has pegged trade as being responsible for one-third of the US's \$14 trillion economy.

Most of that trade occurs between NAFTA partners Canada and Mexico.

During the past year, US trade accounted for 61% of the country's economic growth, according to a recent National Association of Manufacturers study.

"The economic activity at our borders plays a significant role in supporting real job growth, working families and supports vital domestic industries like agriculture and manufacturing," said BTA.

"The direct national economic contribution of cross-border travel and exports conducted at the US land ports of entry last year totaled more than \$360 billion."

For information on the BTA, visit thebta.org. □

US HoS rules deemed safe

ATA applauds ruling that ends challenge

WASHINGTON, D.C. – The American Trucking Associations (ATA) has announced that it endorses the Federal Motor Carrier Safety Administration's re-affirmation of the Hours-of-Service (HOS) rules that have been in place since January 2004.

While operating under these rules for the last five years, the trucking industry's safety performance has been shown to dramatically improve, validating the safety of the rules according to a statement from the ATA.

Large truck crash, injury and fatality rates have reached the lowest point since the US Department of Transportation began recording the statistics, said the ATA in a release.

The rules had been challenged by special interest groups that

claimed they were unsafe.

The HOS rules were designed in 2003 to apply the latest scientific research on human fatigue and alertness.

The ATA indicates that the rules increase the minimum number of hours available for driver rest, reduce the number of hours in a driver's work day, increase the driving time within the reduced work day, and better promote a 24-hour work/rest schedule in harmony with the body's natural circadian rhythm.

The trucking association further states that substantive provisions of these hours-of-service have never been overturned by any court, and dire predictions of fatigue and accidents made by labour union advocates have never come to pass. □



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Around the world in 80 minutes

APTA's International Transportation Summit features trucking reps from the US, UK and Down Under

By James Menzies

HALIFAX, N.S. – There's a world of difference between trucking in North America, the United Kingdom and Australia. But at the end of the day, the challenges faced by trucking companies in each of those regions are fairly similar.

A panel discussion at the Atlantic Provinces Trucking Association's first ever International Transportation Summit featured association heads from the US, UK and Australia. Canadian Trucking Alliance CEO David Bradley moderated the discussion, which centered around key industry issues in each of the regions represented on the panel.

Stuart St. Clair, CEO of the Australian Trucking Association, said his association has been adapting to increased globalization, which has seen Australia become increasingly dependent on trade.

"We cut the trees down, send the wood to China and buy the paper back," he said.

Roger King, CEO of the UK Road Haulage Association, said the same can be said for his part

of the world, which is losing manufacturing in part because of government demands to reduce carbon emissions.

"The manufacturing industry we used to have has migrated to China, India and Eastern Europe," he said. "The goods we used to make, we are now importing back. So we're importing our CO₂ and that doesn't count in the grand scheme of things. Maybe it should."

Infrastructure is one of the biggest concerns for the trucking industry in each of the regions represented on the panel, especially in the US. ATA CEO Bill Graves said "Our priorities are all about infrastructure."

He said his members are beginning to reach out to other transport modes in order to improve transportation efficiency.

"We've got to figure out ways to have better working relationships with all the freight modes – and in our case, that means involving the railroads," Graves said.

He noted that intermodal freight volumes are forecast to double by 2020, but there will still be plenty of freight that has to move by truck.

"Intermodal movements only account for about 1% of the overall freight movement in the US," he said. "Therefore, if you double it by 2020, we're be up to a whopping 2%."

In Australia, the trucking association has been successful in lobbying for more infrastructure investments. But that's largely because the trucking industry's taxation is directly tied to infrastructure spending.

St. Clair said it makes it difficult for government to deny funding for infrastructure projects, when every penny is recouped from the trucking industry the next year through taxes and registration fees.

In the United Kingdom, King said there's a growing push from government to move freight from roads to rail and water. But he noted 92% of freight in the UK must travel by road, as there's no rail or marine access to the final destination. The trucking industry there is supporting the government's goal of taking freight off the roads, he said, knowing it's impossible to do so.

Sustainability is a big issue in each of the areas represented on

the panel. In the UK, King said truck efficiency has been improved by about 17%, thanks to better equipment utilization, improved maintenance, speed limitation and driver training.

"All these things have added up to make quite a substantial change in improving the efficiency of the truck – it's been a god-send," he said of the environmental movement.

Bradley expressed surprise that in some parts of the world, there seems to be a shift towards bringing transportation in-house. Stuart confirmed that's the case in Australia, thanks in part to "chain of responsibility" legislation which makes shippers more accountable for how their goods are delivered.

He said some companies are responding to the law by establishing private fleets so they can better control how their goods are transported.

In the United Kingdom, King said he's noticed a slight shift away from private fleets – or "own account operators" as they're referred to there.

However, he said for-hire carriers must be proactive about communicating their environmental successes if they hope to keep it that way.

Graves said there's also a move towards private fleet operation in the US, where company CEOs are looking to have more control of their entire supply chain.

"A lot of chairmen and CEOs of large companies have got it in their minds that they want more control over the cost and expense of transportation, over scheduling, over the pick-up and delivery of their products and they want to make sure the environmental bona-fides are on display every day and that they're operating safely," noted Graves. "So they do what CEOs do, they take matters into their own hands."

Finally, each of the associations acknowledged they continue to work hard to overcome negative stereotypes that plague the industry.

In Australia, Stuart said there's more peer pressure among drivers to act responsibly on the highways.

"One of the things we suffer from in the UK, is that the truck driver is considered to be semi-skilled," added King. "In fact, it's not just skilled, it's highly-skilled and that's the perception we've got to build on."

In the UK, a new professional training program is being rolled out, which will require every commercial driver to undergo five days of classroom training.

The training is to begin in 2010, and King is hopeful it will raise the standards for professional drivers.

In the US, image is also a concern. Graves said the ATA has many ongoing public image campaigns, including a program that puts State Troopers in the cabs of big rigs.

"It's had a really positive impact on the law enforcement perspective," he said, adding the association is pushing to roll the pilot project out across the US. □

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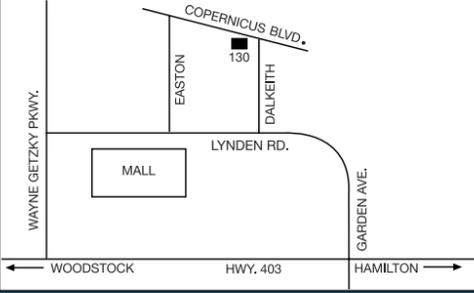
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Quebec

Issuing a cross-border challenge

Canadian, US trucks to square off in up-hill big rig races

By Jan Westell

SAINT JOSEPH DE BEAUCE, Que. – Nestled in the rolling hills that surround the Chaudiere Valley in Quebec, is a charming village of about 5,000 inhabitants, located about 75 km southeast of Quebec City, near the US border.

Once a year, at the end of summer, Saint Joseph de Beauce attracts between 50,000 and 60,000 spectators who arrive from across Canada and the US to watch the annual “up-hill” big rig drag race, located at the centre of town. It’s a two-day spectacle now in its fifth year – and growing.

“We have now been confirmed as the number one truck acceleration competition in the province of Quebec, and probably in most of Canada,” says a spokesman for the event, Yvan Pare.

The “Up-hill Big Rig Challenge Drag Race” was created by a non-profit organization in order to raise funds for humanitarian causes such as needy or sick children, and other charities. The drag race has donated close to \$150,000 towards this cause since its inception five years ago. To build on this success, the organizer indicates that next year’s event is being promoted as a major international competition, with a special feature.



AND THEY'RE OFF: Trucks go head-to-head during an up-hill drag race at the annual event in Southern Quebec.

“We will be holding our annual competition again on Labour Day weekend, and we intend to have as a main event, a race-off between the five best American racers and the five best Canadians,” Pare says.

He adds the annual drag race attracts prominent competitors from across Canada, including Gord Cooper from Calgary, Alta., of Smokin’ Gun fame, which is

purported to be Canada’s first and fastest diesel drag racing semi, according to his Web site. Cooper attended the drag race for the first time this summer, and was impressed with the level of competition.

“He called it ‘beyond imagination and outstanding’ for a competition that is only five years old, because these are mostly working people driving their trucks for



LIGHT’EM UP: A trucker burns some rubber and sacrifices a set of tires in the name of speed. This year’s event will pit Canadian truckers against Americans, organizers claim.

a living,” says Pare.

The drag race has also attracted regular American competitors, such as Bob Raymond and his wife Jean from Epping, New Hampshire, who have a unique attraction with a “showtime flame-throwing truck” that caused quite a sensation.

There are other special events between races, such as this year’s up-hill competition between a Ferrari and Mustang.

The speed for the Ferrari/Mustang race was about 83 mph, while the Smokin’ Gun made 85 mph, says Pare.

“It’s amazing the level of competition,” says Pare. “I challenge other competitors to join us.”

Despite the noise, the smoke and the skid marks caused by a diesel truck race that competes on a 925-foot long up-hill track, Pare says the community endorses a race that encourages spectators to get close to the action.

There is also a Saturday night parade which draws 500 trucks dressed for show.

The truck festival doesn’t shut down at nightfall, and organizers erect a large tent for socializing, with music and dancing in true Quebec fashion. It’s an annual event that has become very profitable for local businesses.

“I think that business that weekend is better than the rest of the year together,” says Pare. “This place is booming during that weekend.”

Furthermore, Pare indicates that the community respects the transportation industry, as there are a number of transport companies located in that area.

The village is also located on a connector route between Quebec City and the US border.

This sector creates a natural draw to the drag race, including participants.

There are two kinds of races held at this event: bobtail and tractor-trailer, which carry 50,000 lbs. Competitors can enter in both or either one of these events, in four different categories.

This past event had winners earn a total of \$50,000 in prize money.

“Some guys got three or four purses,” explains Pare.

Next year’s event will once again be held on the Labour Day weekend, Sept. 4-6, 2009. For more information refer to the organizers’ Web site at www.accelerationcamionstjoseph.com, or contact Yvan Pare via e-mail yvanpare@axion.ca. □

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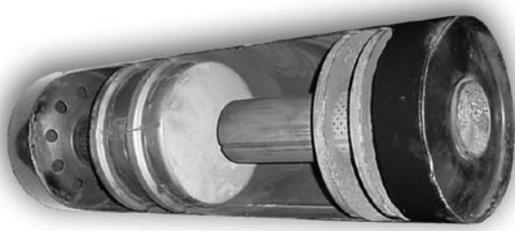


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Ontario

Fergus Truck Show in jeopardy

Continued from page 1

parcels of land, which is used for camping, parking, a show'n'shine and tractor pulls – an area located adjacent to the 60-acre main site which is owned by the Centre Wellington Township. The chief operating officer for the Fergus Truck Show is being extremely discreet about the ongoing negotiations with the landowners, as well as the show's future plans.

Wayne Billings is hopeful that relations can be nurtured, and potentially restored, with one or even both of the farmers that own the land. But in the event that scenario doesn't come to pass, the show organizers are seeking other site possibilities that must consist of about 125 acres in either: the Fergus area; within the greater Centre Wellington Township; or in another southern Ontario location.

"As of right now, we're still looking for a site," says Billings. "I can't reveal where they are right now, at this time, but I have three, well actually four sites locally, that I have talked to (landowners) about the event. As far as I'm concerned, there will be a show. It's just a matter of where it's going to be."

If the latter scenario came to pass, and the show is forced to relocate away from Fergus, Billings admits that the show's board of directors has discussed the potential for a name change. But it's an idea he's not keen on.

"That has definitely been brought up, as to whether we would change the name or not. We will definitely maintain 'Fergus Truck Show' somehow in the name, if (the site) was changed," he says.

In the last few years the Fergus Truck Show has expanded its venue to keep it viable, creating more family-friendly events such as an amusement park, as well as other attractions for a diverse audience. The show offers top-notch musical entertainment, this year featuring Canadian rockers April Wine, Kim Mitchell, and David Wilcox and country star Aaron Pritchett. Truck enthusiasts also turned out in droves to view a demolition derby, and a massive show'n'shine, which attracted as many as 429 trucks according to organizers.

The show has routinely been recognized as one of the top festivals in the province. However, it may now be suffering fallout from its success and growth, earning the ire of the landowners the show depended on to provide space.

"I guess that's possible," Billings responds. However, he adds the show had to diversify and become more than just a truck show to ensure continued success. "We'd outgrown the facility so we were able to rent the land. So, given that sense – getting bigger has likely been an issue right now. Also, staying as just a truck show – given the economy right now – I think that we would be out of business."

Many charitable groups have benefited from the show. The "Family Fun Zone" amusement park, which partnered with NAL Insurance's 'Trucking for Wishes' program raised more than \$30,000 for the Children's Wish Foundation. Twen-

ty-five local service groups have also profited from the event, thanks to members who volunteer at the show.

"Many of these (service clubs) have indicated that without the monies that they receive for working at the show, many of their events or causes would be significantly deprived," says Billings.

The Fergus Truck Show was founded 23 years ago by Sherry Clarke, who came up with the idea of holding a truck show to help raise money for the town's recreational facilities.

The profits of that first show were earmarked for a new hall at the community centre, which is now known as the Centre Wellington Community Sportsplex.

"After the first year, the trucking industry, (and) the people that were there, asked for it to continue, and it just slowly grew," says Billings. □

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Ontario

Ontario trucking industry celebrates its best at OTA convention

TORONTO, Ont. – Luke Langlois, a driver with Kriska Transportation, was named the 2008 Ontario Truck Driver of the Year at the Ontario Trucking Association's annual convention Nov. 20.

The driver, who has racked up two million collision-free miles in his 20-year driving career, was presented with the OTA/Volvo Trucks Canada Driver of the Year award during a luncheon. He received a trophy, a cash prize and a trip to the OTA convention.

"Truck driving is not a job; it's a lifestyle," an appreciative Langlois said. "Truck driving has provided me with a great life. It is an honour to encourage highway safety and treat people the way I would like to be treated. For me it's about being happy, enjoying the journey and being the best you can be."

"Luke Langlois exemplifies qualities of a professional truck driver



DRIVER OF THE YEAR: Luke Langlois receives his award from Kriska's Mark Seymour (left) and Volvo's Peter Currie (centre).

both on and off the road," added OTA president David Bradley. "It is a great honour to present him with this prestigious award in recognition of his achievement."

In addition to his safe driving record, Langlois has helped out at accident scenes many times. Just this past January, Langlois helped rescue

a driver from his rig after it was blown over onto its side on the Johnstown, Ont./Ogdensburg, N.Y. International Bridge during a wind storm. Langlois lives in Brockville, Ont., with his wife Claudia who also happens to drive team with him.

Dispatcher of the Year

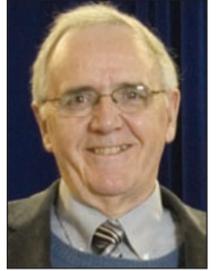
Bill Temple of the Manitoulin Group was named the 2008 OTA/Shaw Tracking Dispatcher of the Year at the OTA convention.

"The award goes to a dispatcher who has demonstrated outstanding commitment to customer service, safety, driver well-being, courtesy, team work, problem solving and community service/volunteer work," said Bradley. "Dispatchers perform a critical role in the supply chain and it is a pleasure to recognize one of the best."

"Unlike any other program of its kind, the Dispatcher of the Year

Award is a strong testament to hard work and dedication from the people who matter most – customers and fellow peers. The evaluation process of this award is based on ongoing commitment to customer service, safety, driver well being, courtesy, team work, problem solving, and community service/volunteer work," added Mike Ham, vice-president business services, Shaw Tracking.

Temple has been dispatching trucks for Manitoulin for 30 years now. He began his career in trucking 38 years ago, loading trucks for JET Transport which was later purchased by Manitoulin Group. Currently, he dispatches loads to more than 100 drivers who haul to points throughout North America. Temple won a cash award as well as a plaque.



Temple

Service to the Industry

Meanwhile, industry veteran Vernon Erb, founder of the Erb Group of Companies, was presented with the Trailmobile Service to the Industry award.

The award is considered to be the highest honour bestowed on a trucking executive. Erb has been trucking since 1956 and purchased his first truck in 1959. He began by hauling everything from eggs to feed, eventually settling into hauling refrigerated cargo in 1965.

He developed key relationships with customers, which enabled Erb to grow the business in prosperous times and maintain his customers when times were tough, according to the OTA. Over 50 years, Erb grew the fleet from one truck to more than 700 power units and 900 trailers operating out of 10 terminals in Ontario, Quebec, Manitoba and Pennsylvania.

The OTA said Erb enjoyed taking his own company truck on runs with his wife, Viola. Over the years, Erb has won some prestigious awards, including: the 1991 Citizen of the Year Award for Community Service, Wilmot Township; the 1993 Governor General's Commemorative Medal; the 2003 Colonel Robert Hardie Award of Lifetime Achievement from the OTA; as well as an induction into the Waterloo County Hall of Fame, which came in 2003.

Erb handed the reins of the company over to his son Wendell in 1999 and a third generation of Erbs now works at the fleet. These days, Erb can often be found working at his farm, which he initially left to pursue a career in trucking.

Canadian Truck Hero

Conrad Henry was named the Bridgestone Firestone Canadian Truck Hero at the OTA convention, for an act of bravery that saved

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another driver's life.

Henry was presented with a \$3,000 cheque as well as a trophy. Bridgestone Firestone will also make a \$3,000 donation to the charity of Henry's choice.

Henry came across a smoking vehicle on the side of the road near Munroe, Ohio on Oct. 6, 2007. He

noticed a small flame underneath the vehicle and stopped to investigate.

The car quickly became engulfed in flames, so Henry called 911 and grabbed the fire extinguisher from his cab.

He was shocked to find a person still in the vehicle, slumped over the

steering wheel.

Henry was able to pull the disoriented driver to safety despite the fire.

Police that responded to the scene told Henry his quick thinking probably saved the driver's life.

"Truck drivers have a long history of heroic acts," said Jim West, gener-

al manager, commercial products, Bridgestone Bandag Tire Solutions. "Since 1956, our company has made a commitment to honouring people like Mr. Henry who go to extraordinary measures to help a fellow motorist in distress. Stories like Conrad's show what it takes to be a true hero." □

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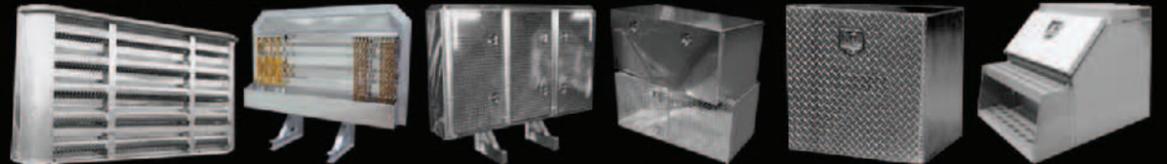
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Ontario

L.E. Walker's Julie Tanguay becomes first woman to head OTA

TORONTO, Ont. – Julie Tanguay, president of L.E. Walker Transport, has accepted the reins as the first woman to serve as chairperson of the Ontario Trucking Association (OTA). Tanguay won an election by board members at the OTA's annual convention here in November. Tanguay has been helping run her family-owned trucking firm since she was 23 years old, the OTA reports. She has helped grow the company from a fleet of 30 trucks to more than 180 today.

"Trucking has been a part of my life for as long as I can remember," says Tanguay. "Still, if you'd asked me a few years back whether I would ever become chair of the Ontario Trucking Association, I'd have said 'no way'."

Tanguay has been an active OTA board member, though she admits it was initially intimidating.

"It was pretty intimidating (coming onto the board) at first; there

were all these legends of the trucking industry and then there was me," she recalls. "I don't think I said a word for the first couple of years – I listened and learned – but gradually I became more comfortable, got more involved in the activities of the board, became a member of the executive committee and here I am."

The OTA says Tanguay has developed a reputation for demanding accountability – from herself and others in the industry and especially from shippers.

"It's true, I think every company, every person in the supply chain has to take responsibility for their actions and act responsibly, whether it's carrier owners, fleet managers, drivers, third parties and intermediaries, shippers or suppliers," she says.

"Unless those who should be taking more responsibility do so, voluntarily or by regulation, we will continue to experience problems in the marketplace. There are still too



NEW LEADER: Julie Tanguay is the new chairperson of the OTA.

Photo provided by OTA

many people out there trying to make a quick buck off the industry by shirking their responsibility, or by trying to shift the responsibility to someone else. The industry has been preyed upon for too long." □



INAUGURAL AWARD: David Lafferty Sr. (left) accepts the award on behalf of his son, David Jr., from Debbie Virgoe (right) and Scott Smith, chairman of the OTA's Education Foundation (middle).

Photo provided by OTA

OTA Education Foundation in a giving mood

TORONTO, Ont. – Times may be tough for the trucking industry, however the Ontario Trucking Association's Education Foundation was in a giving mood at this year's convention.

The foundation awarded nearly \$30,000 in scholarships to university and college students, mostly to students with parents who work in the trucking industry. The foundation hopes to award even more scholarships in the year to come, and an anonymous donor is helping out by offering to match any contributions up to \$50,000.

"Recently, the foundation was approached by someone with an affiliation to the Ontario trucking industry who sees a great deal of value in what the foundation is doing in Ontario," Scott Smith, chairman of the OTA Education Foundation announced at the OTA's convention. "So much so, that the foundation recently accepted an offer from this donor, who wishes to remain anonymous, to match donations up to \$50,000 that we receive between now and March 31 of next year."

A couple of trucking firms immediately announced contributions as part of what's being called the 50-50 Challenge. Trucking companies that wish to contribute can visit www.ontruck.org/education/foundation.

Also, during a touching moment at the OTA convention, the first ever Driver Memorial Scholarship was presented. David Lafferty Jr., a first-year student at the University of Guelph, won the award which was established in the memory of heroic trucker David Virgoe, who lost his life trying to avoid other vehicles after being cut off by street racers. Virgoe's wife Debbie was on-hand to present the award, which will be presented each year to a student whose parent has been killed or injured on the job.

Lafferty Jr.'s father, David Sr., lost the use of his legs after being involved in an accident when driving for All-Ontario Transport. The accident occurred as he was hauling an improperly loaded container. Lafferty himself had been a frequent winner of the company's safety awards. □



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Continued from page 1

Both the Ontario Trucking Association and Owner-Operators' Business Association of Canada (OBAC) have lauded the program, however OBAC said it would like to

see more funding allocated towards owner/operators. Only \$2.9 million of the funding will be available to owner/operators for anti-idling technologies.

"We're glad to see the province

helping truckers reduce their carbon footprint, but we're a little disappointed in the amount of money set aside for technologies likely to be used by owner/operators," said OBAC's executive director, Joanne Ritchie. "The per-unit allowance of roughly one-third of the purchase

price is in line with a similar program offered by NRCAN several years ago, but the Commercial Transportation Energy Efficiency Rebate handed out \$8 million across Canada over two years. I don't think Ontario's \$2.9 million is going to last four years." □



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Ontario

By James Menzies

TORONTO, Ont. – Without a government bail-out package, there's little chance of survival for GM, Ford and Chrysler.

However, even if the government does extend aid to the 'Detroit 3', it does not solve their structural issues but only buys them more time to do so.

That was the prognosis of respected automotive analyst Dennis DesRosiers, who recently addressed the state of the North American auto sector at the Ontario Trucking Association convention.

DesRosiers said much of the auto-makers' problems are "cyclical" in nature, and not insurmountable.

"To understand the crisis, we have to split out what I call the 'cyclical' variables from the 'structural' variables," DesRosiers explained. "There's no doubt there are serious structural issues in the marketplace, but the fundamental problem today is cyclical, not structural. We tend to have forgotten this is an industry that is cyclical – it always has been and we believe it always will be."

DesRosiers said the chickens have come home to roost after years of overzealous purchasing incentives combined with creative financing options which resulted in inflated vehicle sales figures.

The net result was that the inevitable downturn was postponed by about six years and when it did arrive, it coincided with the credit crunch.

Years of overbuying followed by an unexpected credit crisis have "sent the market scurrying down," explained DesRosiers.

The problem is worse for US car companies, because they've also been losing market share to "new domestics" (such as Toyota and Honda) for 16 consecutive years and their cost structure is about 25% higher than their competitors from overseas.

In response, DesRosiers said the Detroit 3 have implemented at three-stage strategy to recover, by: 1) resizing their organizations, collectively shedding 3.5-4 million units of capacity; 2) addressing their cost structures and becoming more lean; and 3) re-investing in product.

"Any sort of financial aid will buy them time to allow their strategy to play out," explained DesRosiers. So should federal governments in Washington and Ottawa afford them the opportunity?

"A strong case can be made for a bail-out if one believes the primary problems in the sector are cyclical. And I believe they are cyclical," said DesRosiers.

"One also has to believe the Detroit 3's strategy to address their loss in market share will work. That's a little less believable. It appears to be working, but it is tougher to drink that Kool-Aid – I've drank that Kool-Aid too many times."

If a bail-out occurs, and DesRosiers thinks it will in December, he said the Detroit automakers will invest their funding almost entirely into new product development.

On the brink

Is there hope for North American auto-makers?

"Vehicle companies get themselves into trouble with product and they get themselves out of trouble with product," he said. Currently, he said US auto-makers are pushing product lines that are not attuned with consumer requirements.

Since foreign car companies will not sit idly by as their US competitors aggressively launch new products, DesRosiers said a product war could result.

"A strong case could be made that the North American auto sector is entering its biggest decade of opportunity and at the same time the biggest decade of threat in its history," he said.

"We could see a product battle developing of unprecedented proportions...every new product represents an opportunity."

DesRosiers predicted over the next five to six years, 50-60 new products will be introduced in North America each year. That compares to an average of 25-35 per year a decade ago.

However, despite his optimism on some fronts, he also acknowledged a taxpayer-funded rescue package is no guarantee. While

all signs point to a bail-out, DesRosiers pointed out there are still some hurdles to overcome. For instance, "How do you assist the Detroit 3 and not the new domestics?"

He pointed out Honda and Toyota have created about 40,000 jobs in Canada over the same time the Detroit auto-makers have slashed 55,000 jobs here.

"How do you help companies that vaporize jobs and punish companies that are creating jobs?" he asked.

Also, DesRosiers is skeptical that president-elect Barack Obama will be able to negotiate concessions from the unions, after winning the election largely on the backs of pro-union states.

Still, considering there are seven million jobs tied directly to the North American auto sector, which is a US\$2 trillion economic engine, DesRosiers is confident a bail-out will occur.

From there, the likelihood of the Detroit 3's survival will hinge on their abilities to return leaner than ever and ready to re-invest in quality product.

"If they can survive the current

cyclical downturn, their cost-cutting will free up billions of dollars in capital which will be invested into new products," DesRosiers predicted.

The 'nightmare scenario'

While DesRosiers said he was optimistic the Detroit 3 could survive with government assistance, he also conceded there is a "nightmare scenario" that lurks ominously in the background.

In the US there are 103 vehicles for every 100 residents of legal driving age.

That number is about 74 here in Canada, and we seem to get by just fine.

DesRosiers said there could be as many as 20-30 million extra vehicles sitting in US driveways that aren't really needed.

In light of the credit crunch, high fuel prices and new realities around mortgages and debt-loads, DesRosiers admitted it is possible Americans could "shed vehicles by the millions" over the next few years.

In that case, used car values would collapse, consumers would buy used instead of new, and the expected two- to three-year downturn could extend to seven or eight years – much longer than any government bail-out money would last.

If the nightmare scenario plays out, DesRosiers said GM, Ford and Chrysler will be history. However, he only pegged the chance of the nightmare scenario coming to fruition at about 15-20%, since Americans are not likely to give up their love affair with their vehicles.

"Americans feel it's their God-given right to own a vehicle, it's a cultural issue," DesRosiers said. "It's their symbol of success and freedom and it's really ingrained into them. It would take a baseball bat to knock it out of the American consumer. But maybe that baseball bat is the credit crunch?"

It's a scenario he wasn't willing to rule out. □

"A strong case could be made that the North American auto sector is entering its biggest decade of opportunity and at the same time the biggest decade of threat in its history. We could see a product battle developing of unprecedented proportions,"

– Dennis DesRosiers

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Ontario

Ontario apprenticeship program comes of age

By Julia Kuzeljevich

TORONTO, Ont. – The most common occupation in Canada, truck driver, has now become a skilled trade in Ontario through the tractor-trailer commercial driver apprenticeship.

According to Ray Haight, the current chair of the Apprenticeship Program IC Committee, and executive director of MacKinnon Transport, the program evolved out of a February 2004 roundtable on trucking.

The roundtable led to more open meetings which resulted in industry stakeholders coming together to offer input on how to promote the truck driving profession and train better drivers.

Haight said that carriers are often more willing to spend on technological efficiencies than on programs with the potential to develop more efficient drivers.

The Ontario Trucking Association then stepped on-board to help facilitate the process, added Haight, and today Ontario's Ministry of Training, Colleges and Universities has targeted tractor-trailer commercial drivers as a growth apprenticeship that it aims to promote widely.

It costs carriers nothing to register for the program, while for each apprentice the cost is just \$40.

The program also offers both financial and program development support for employers who are hiring and training new drivers.

Employers who register to sponsor an apprentice will receive a training tax credit of up to \$5,000 per apprentice towards wages and salaries in each year for the first 36 months of the program, said Robin Henry, employment training consultant with the Ministry of Training, Colleges and

Universities.

To enter the tractor-trailer commercial driver apprenticeship, candidates must hold a valid A/Z licence and be 18 years of age with a Grade 10 education minimum.

The benchmark total training duration for on-the-job training is 2,000 hours, including up to 12 weeks of in-cab mentoring with an experienced tractor-trailer commercial driver, and up to 40 weeks of workplace training.

Once registered through one of the Ministry's local apprenticeship offices, the apprentice receives an Apprenticeship Training Standard, which outlines the skills training objectives to be met or competencies to be acquired on the job.

The employer, sponsor, or trainer of an apprentice signs the relevant section of the standard to indicate the progress of the apprentice in meeting individual training objectives.

(At this time there is neither an apprenticeship in-school curriculum nor an approved training delivery agency).

The apprenticeship offers a valid Ministry certification and standardized training that is transferable from company to company.

"The program facilitates a higher retention rate and safer, better-trained drivers on the road. It also raises the profile of the occupation to a skilled trade," said Henry.

Two subcommittees dealing with insurance and promotions are also heavily involved in the program, which has a retention rate of over 90%.

Lisa Arseneau, vice-president, Kimberley & Associates Insurance Brokers, said the program appealed to her because its goals are centered on the same goals that insurance has for the trucking industry.

"We knew we could apprentice drivers but could the apprentice get insured?"

Arseneau said that it is a common misconception that driver insurability begins only after 25 years of age.

To enter the US, drivers must have reached 21 years of age but they are insurable at 18 in Canada.

"We had to get the word out that the program would lead to insurability," said Arseneau.

"The insurance industry is painfully aware of the challenges and those involved in trucking insurance are in it to support the industry," she said.

While the word 'apprentice' calls for an association with a younger candidate, many of the apprentices coming into the truck driver program are actually entering a second career, and are, on average, 37-48 years old.

Some 165 drivers were involved in the program as of press time, and 10 people sit on the industry committee that offers input to government on how to keep the program relevant.

"Approximately 90% of apprenticeship training for tractor-trailer commercial drivers is provided in the workplace by trained professionals," said Henry.

While the benefits of a trained apprentice to a trucking company are only too obvious, for owner/operators, said Haight, "additional training never hurts."

If smaller companies are looking to expand their business, the apprenticeship provides drivers with transferable documentation that creates dialogue.

"You become more desirable to the employer, more insurable. An apprenticeship is portable," said Arseneau, since it stays with the driver when changing jobs.

"An educated workforce is more stable, profitable and creates a more positive outlook," said Haight.

For more information about apprenticeship training, contact the Ministry of Training, Colleges and Universities apprenticeship office nearest you or call Employment Ontario at 800-387-5656 or visit www.drive4apprenticeship.com. □




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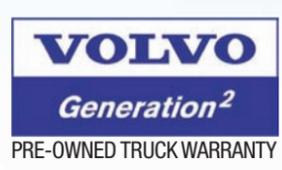
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Ontario

Fighting back against organized crime

By James Menzies

TORONTO, Ont. – A recently-formed Ontario Trucking Association committee is taking steps to battle back against cargo theft – a

billion-dollar per year problem for the Canadian trucking industry.

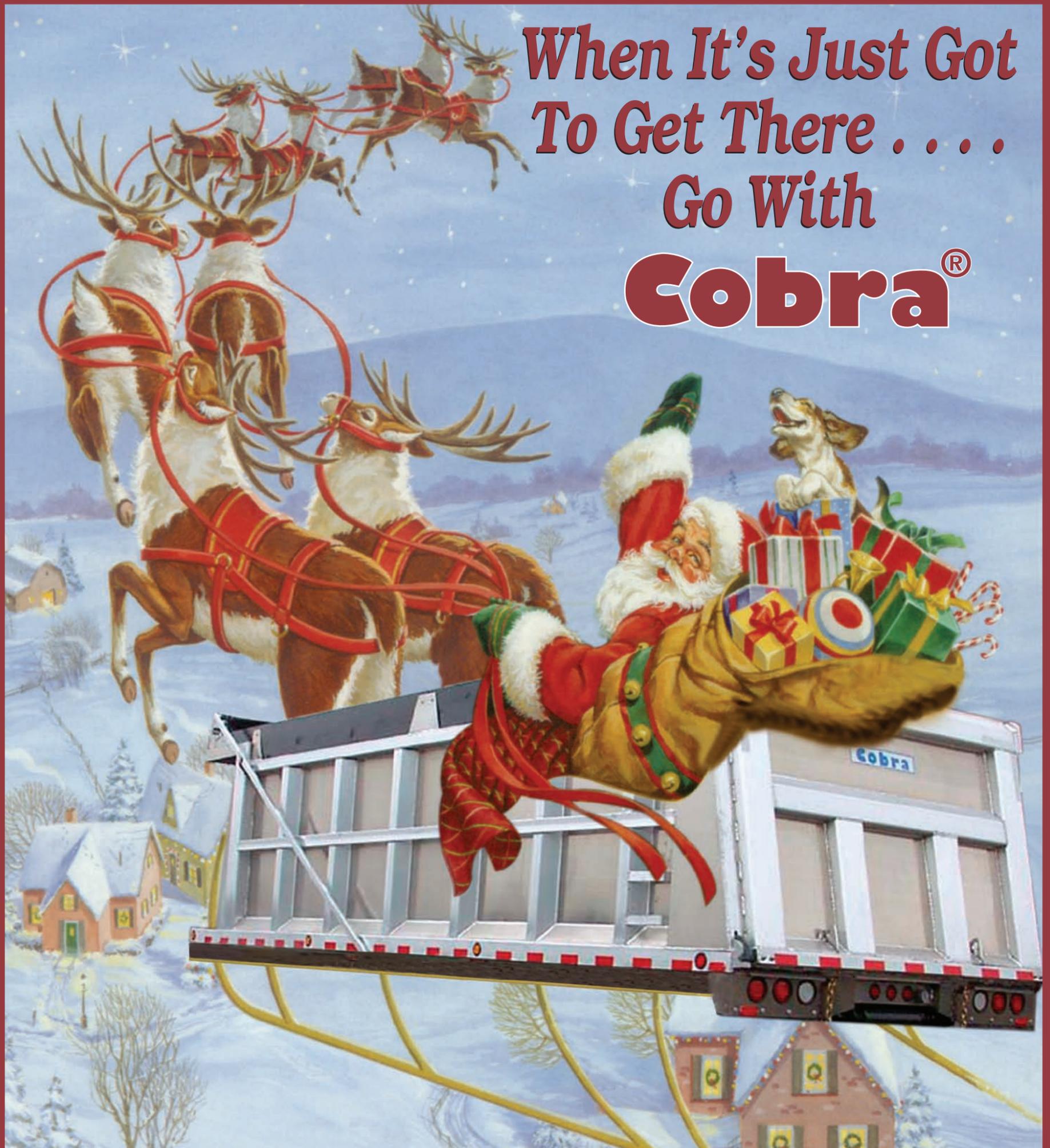
Uwe Petroschke, president of Totalline Transport and chairman of the OTA's Cargo Theft Committee,

said he got involved because "I'm tired of getting my stuff stolen."

He said trucking companies are often embarrassed to admit they've lost a load, and keep their cards

close to their chest. But he hopes that by acknowledging the problem and sharing experiences and best practices, that carriers can put a dent in the rampant cargo theft problem that plagues the industry.

"I decided to put my neck out there and talk about the problems



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we were experiencing," he said. "Cargo theft is no longer isolated to the police – they lack the staff. It has become our issue and we had to get involved to get things done."

Mike Plante, a Peel Regional police officer focusing on fraud, agreed, noting there are only four police officers specializing in cargo theft in all of Canada.

"You, in the industry, are going to have to police yourselves," he said during a seminar on cargo theft at the OTA's annual convention.

So far the committee is still in its formative stages. It has developed a list of best practices for both shippers and carriers to reduce their risk of being victimized.

The biggest challenge is still to

Identifying E-crime

E-commerce has created many opportunities for businesses in recent years, but the Internet has been equally prosperous for thieves. Claudia Milocevic, general manager with Transcore, says the Internet has been a "great enabler" for organized criminals and that trucking companies should do extensive due diligence before entering into a business agreement with another company – especially if the connection was made online.

"Don't take anything at face value over the Internet," Milocevic warned at a seminar on protecting yourself from organized crime at this year's Ontario Trucking Association convention.

Milocevic said Transcore itself conducts thorough background checks on any company that wishes to use its online load matching service. She said Transcore asks a new carrier to provide: CVOR documentation; their DoT number; a cab card ("You'd be surprised how many people that have CVORs and want to go pick up freight that don't own a truck"); insurance certificate; business registration; and articles of incorporation.

Then, the company reviews all the paperwork to ensure there are no inconsistencies (ie. Does the address appear the same each time it's referenced and is the address legit, or does it lead to a UPS store?)

Milocevic also suggested taking special precautions when doing business with a new carrier, since organized criminals will start a company and then commit their crime almost immediately.

She recommended a free program called Google Desktop, which is a PC indexing system that may trigger some alerts if someone you've had previous dealings with turns up at another company. She also suggested to: find out how they found out about you; ask for references and call them; and order credit reports from multiple providers and compare them closely.

"You can't afford not to spend that extra 10 minutes to review and check everything," she said.

She also warned to be skeptical of rates that seem "too good to be true." □

come, however, and that's lobbying government to legislate harsher sentences for criminals convicted of cargo theft.

"Organized criminals have found a loophole in the system," Petroschke said, noting the worst they can be charged with is theft over \$5,000, which rarely carries a jail sentence. "The police will arrest the same guy 10-15 times and he hasn't served a day in jail yet."

To protect against cargo theft, Plante suggested developing an "onion security system," with layer upon layer of security measures including: fenced yards; security cameras; and wheel and king pin locks to name a few.

"The bad guy cries more every time he peels away another layer," joked Plante.

Best practices

Petroschke said shippers can assist in protecting against cargo theft, by verifying the truck, trailer and driver all belong to the appropriate carrier

before releasing a load. They should request identification from the driver and be wary of undecaed equipment, since cargo thieves often use plain white rental trucks.

Shippers should also label all their products. Quite often, the police will recover a load yet may not be able to trace it back to a carrier or shipper due to a lack of proper labeling.

If the shipper hasn't labeled the freight, the carrier should take the time to label it in case it turns up in a criminal's warehouse.

Trucking companies should be careful about releasing information such as their CVOR or DoT number, Petroschke said.

"Now, it's popular for thieves to call a trucking company and ask for its CVOR, operating authority and insurance and (the carriers) just send it out," he said. "That's how they pretend to be you!"

Totalline staff have now been instructed to release such information only to pre-approved companies that are listed in its database.

"We don't send out our documents anymore," he said. "Everybody has to be approved and in our database or they don't get our documents."

Totalline has also begun using high-security seals, and Petroschke suggested assigning an individual – such as the gate keeper – to apply the seals.

Placing cameras around the yard and in the shipping office can also help discourage theft, or at least identify thieves once a load has been taken.

Petroschke also suggested carriers hire only FAST-approved drivers, since it's difficult to obtain a FAST card if you've got skeletons in your closet. He also suggested stepping up, rather than relaxing, security on weekends, since that's when most loads are stolen.

He also recommended placing empty trailers around the perimeter of the yard, so there's another layer between loaded trailers and the outside world. □



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Carrier closure leaves drivers in the lurch

But well-known industry veteran helps find work for displaced drivers

By Jan Westell
REGINA, Sask. – It can't be easy being an immigrant driver. First

there's the language difficulty and then there's the challenge of settling into a new society, a situation

which can be compounded if the foreign driver is joined by other family members when moving to

Canada. The drivers also have to orient themselves with a new employer and adapt to North American driving standards.

As if that isn't enough, imagine coming back from a long trip and finding that the company that had initially sponsored you into the



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country had gone out of business. That's what happened to Sergiy Filippov, a Ukrainian immigrant who's been employed for two years in Saskatchewan, most recently by the now bankrupt SynLogistics of Regina.

Two weeks before the bankruptcy announcement in early November, the company had been promoting itself to all its employees as being financially secure, and that it had planned to become "the biggest logistics company in North America," according to Filippov. He had just returned from a trip to the US when he was told the bad news.

"Nobody expected this," he says. "I came back and found that the company doesn't exist anymore."

Thanks to the quick thinking and influential efforts of the former president of the Saskatchewan Trucking Association, Denis Prud'homme, with help from the STA itself, the disruption to Filippov's employment was brief. Within a matter of two weeks, the 60-70 displaced drivers are now all employed with four well-established trucking companies: Yanke Group; Bison Transport; Westcan; and Siemens Transportation Group (Kindersley Transport). In Filippov's case, he's now working for Bison Transport, and so far he's impressed.

"It's a pretty reliable company, and really well-organized," says Filippov. "Everything is so well prepared, and everybody knows what to do."

According to the STA, SynLogistics of Regina voluntarily went into formal bankruptcy proceedings, leaving office staff and drivers without jobs or paycheques as of Wednesday, Nov. 5. The STA also noted that Schneider's Trucking purchased Prud'homme Trucks in September 2007. New owner Don Schneider formally merged the dry van company with his flatdeck operation last spring, with a name change to SynLogistics. Contrary to Saskatchewan media reports, Prud'homme did not have a business stake in SynLogistics, but he did prove to have a personal interest in the livelihood of his former employees.

Now that they're back on the job, Filippov and the other Ukrainian and British drivers – approximately 10 foreign employees – must contend with retrieving the money that is owed to them – in some cases two to three weeks' pay.

The owner/operators are owed even more, according to Prud'homme, who assisted many of the independent truck drivers who had formerly worked for his company – but not all of them.

"I didn't know the ones from the other companies," he says. "I didn't know how to access them. Nobody called me because I would have helped them get placed, but there were some of them that were owed (money)," adds Prud'homme, who has a copy of the defunct carrier's creditors list since he is a secured creditor as a landlord of a facility rented by SynLogistics.

"Some of those (owner/operators) were owed so much money that I'm sure they will be out of business. Inevitably, when a bankruptcy occurs there's usually a lot

more money owing than coming in, or inequity anyway. The unsecured creditors are usually the guys that are left hanging high and dry."

However, given the information that he had obtained, Prud'homme organized a makeshift job fair out of his own facility.

Prud'homme had most of the displaced drivers back on the job with four other reputable companies, which he believes will offer the drivers a better future.

"In the long run, everybody's better off," he says. "They will be with stable companies with good benefits."

As the former president of the STA, Prud'homme was well aware of the driver shortage in

Saskatchewan, and he knew which of the larger carrier members were seeking drivers, and which were already involved in the immigrant driver program. He also took it upon himself to coordinate the transfer of work permits for the employees working under the Saskatchewan Immigrant Employee Program, from one sponsor company to the next.

"I worked with the federal, but the provincial (government) really pushed the federal to make it happen quickly and it did," says Prud'homme.

Prud'homme has no hard feelings towards SynLogistics, even though the bankrupt company apparently hadn't offered any re-

sources of its own to get the displaced workers back on the job.

He was upset, however, when his name was published by the *Regina Leader-Post* as one of the owners of SynLogistics, despite having sold his company well over a year ago.

"I was totally insulted. I had nothing to do with this. I had no share of this company or anything like that. Right after they print the negative information about the workers and stuff, then they throw my name right in there. I thought 'This just isn't fair'."

Prud'homme not only helped the displaced foreign workers, in some cases he lent them money until they were able to get back on their feet.

"If I was in a foreign country working, I'd certainly appreciate any help I could get. These people are very, very loyal to their commitments. I have no doubt that I will get paid back." □

'In the long run, everybody's better off. They will be with stable companies with good benefits.'

Denis Prud'homme



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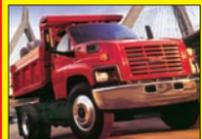
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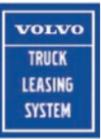


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Aerodynamics

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Testing for fuel savings is a complex process

By Carroll McCormick
BLAINVILLE, Que. – So you want to do a test to see if a product, say a trailer-mounted aerodynamic fairing or a vibrating gizmo patched into your fuel line that reduces fuel burn?

Could it be any harder than running an unmodified rig (control trip) to Houston and back while tracking miles driven and diesel burned, then taking the same trip again with the product installed (experimental trip), then comparing the difference in the fuel burned on both trips?

Truth is, conducting experiments is a very specialized type of work that researchers spend years learning how to do and then invest much thought and preparation in every experiment they carry out. Even experts make many mistakes and a key job of other scientists in peer reviews is to look for flaws in their work.

Take those runs to Houston. In order to be confident that the experiment will reveal any changes in fuel consumption that can only be attributed to that new product, everything else about the trip must be kept exactly the same: driving style; engine condition; route length and conditions; load weight; wind; idling time; tractor

and trailer type and configuration; fuel measurement equipment; fuel temperature; tire pressure; windows up or down; air-conditioning running or broken; season – just to name a few.

The items in that list are called variables, because they can vary. As they vary, so can fuel consumption. The researcher's job is to think of every variable imaginable and then attempt to keep them from varying: the only thing that should distinguish, or make those two Houston trips different, is the product itself.

Otherwise, any difference in fuel consumption could arguably be due to uncontrolled variables. The rules of experimental methodology state that no amount of huffing and puffing can make uncontrolled variables go away. Doubt is doubt. It is not acceptable to say, "Oooh, that! *That* variable doesn't matter." Who knows what matters without doing a test to see what matters?

Let's say you do measure a 5% difference in fuel consumption between your control and experimental trips. That's exciting, right?

Look again: what if over the previous 300 trips fuel consumption varied by as much as 9%. Now your 5% means nothing for

sure. Or what if you measured no difference in fuel consumption in the control and experimental trips? Is the product ineffective, or is it because your driver got sick in Buffalo and Mr. Lead Foot got behind the wheel to finish the trip? Making sense of results, or lack of results, is not straightforward.

"Operational observation demands a lot of care regarding the recording and analyzing of the fuel consumption, distances, routes structure, loads, drivers, etc.," says Marius Surcel, research engineer with FPIInnovations – Feric division. He suggests "There should be at least three months baseline, without technology and six months test stage with technology installed on the test vehicles. There should always be at least five control and at least five test trucks, sorting the trips, using similar routes, similar loads, the same drivers for the test-control couples."

Even having run a sound experiment, the data has to be analyzed according to generally-accepted rules. There are specialized statistical tools that are appropriate for different experimental designs, sense that has to be made of the numbers...this is a speciality area of its own.

So what is a person to do? Go to product manufacturers, who are armed with "statistics" that "prove" that their gear saves such and such an amount of fuel? Nothing says they are running good experiments either.

The ideal alternative would be to go to independent, trained researchers who will test products under controlled conditions.

With good clean results from tests done in a simplified environment, fleets are properly positioned to ask the follow-up question: "Will this product, which I know works on the track, work for my fleet?"

FPIInnovations – Feric division and some Quebec trucking companies, with the support of federal and provincial government agencies decided in 2007 to carry out independent tests of fuel-saving technologies (*Truck News* has carried several articles on the 2007 trials) called Energotest 2007, and this year's trials, called Energotest 2008.

Everyone assembled at the 6.4-kilometre Transport Canada test track in Blainville, Que. with detailed test procedures and experimental designs, tractors, trailers, products that vendors were willing to have tested (they paid for this, aware that Feric would report test results, good or bad), scales, CBs, computers, top drivers and a mission to figure out which products worked and which ones did not.

Feric designed a test procedure based on the SAE J1321 Joint TMC/SAE Fuel Consumption Test Procedure – Type II.

This recites in detail how the trials should be run, and according to Feric, if it is followed to the letter, test results can be taken as

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gospel (a bold claim, but that is what Feric says). Interested persons can buy the test procedure from SAE International for US\$60.

Here is a brief summary of how Feric ran their trials: Each test of a technology involved two trucks – an unmodified control truck and the test truck.

“The vehicles had the same general configuration and were in good working condition, with all settings adjusted to the manufacturer’s specifications. The load weights were representative of fleet operations and remained the same throughout the entire test period,” Surcel explains.

In the baseline phase the unmodified control and unmodified test trucks did at least three runs of 15 laps together around the track.

Temporary fuel tanks installed on the trucks were weighed (measuring fuel consumption by volume is inaccurate, as it changes with temperature) before and after each run.

The baseline part of the trial was considered complete once the ratio of the two trucks’ fuel consumption across three runs were within 2% of each other, that is,

each truck’s fuel consumption was stable.

In the final phase, the unmodified control truck did laps at the same time as the test truck with the technology installed and the ratio of fuel burned was again calculated across three 15-lap runs.

A comparison of the baseline and test ratios yielded the percentage difference (if there was any) in fuel burn between the unmodified and modified trucks.

There is not enough space here to explain what this ratio business means, but the point is, many rules had to be carefully followed in setting up the trucks, measuring the fuel burn, how and exactly where on the track to drive the trucks, monitoring wind and track conditions, after-trial truck inspections, etc.

If a rule was violated, such as missing a gear during acceleration, a trial had to be repeated.

Feric et al believe that the '07 and '08 trials demonstrate conclusively how well the technologies and techniques they tested work. With half the job done, what remains is for fleets to correctly match proven technologies to their operations and figure out their return on investment. □



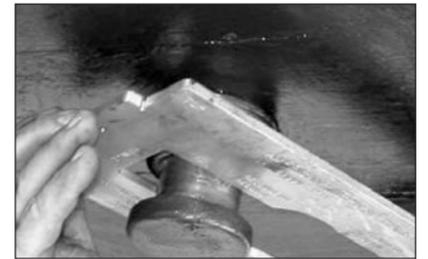
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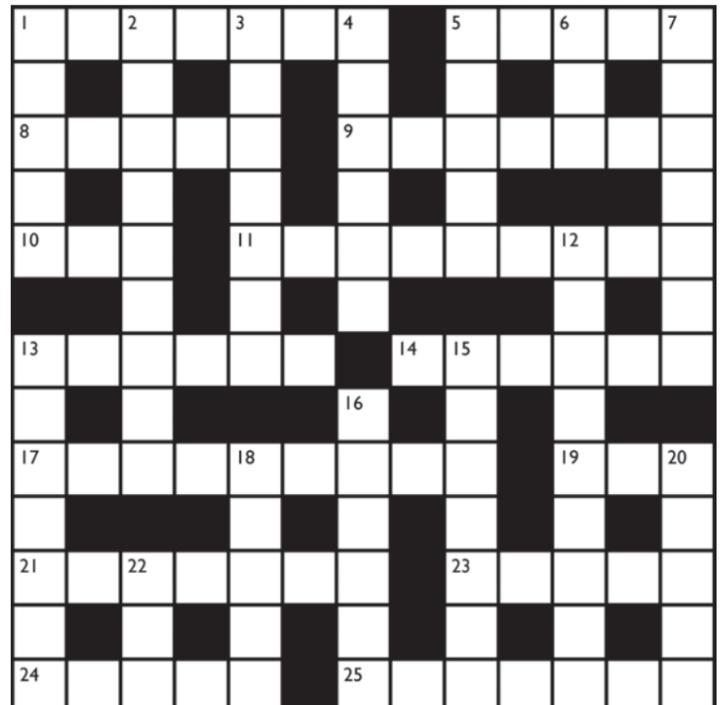
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1. Marked cop car, a.k.a. ____ taxi
5. Grip-enhancing slits in tire tread
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9. Mack vocational tractor
10. New Hamburg, ON-based trucking company
11. Reefer description
13. Rural-road surface, sometimes
14. Truck-stop service-bay task
17. With 13-Down, coasting downhill in neutral
19. Parking area
21. Transmission-selection consideration
23. Roadside weigh station
24. Truck-insurance contact
25. Takes on fuel (5,2)

Down

1. Fixture in truck-stop restaurant
2. Speed-reduction system (4,5)
3. A pneumatic suspension (3,4)
4. A flat-front Freightliner
5. Unexpected engine stoppage
6. Tire-inflation letters (1,1,1)
7. Radar-gun target
12. Name seen on interstate coaches
13. See 17-Across clue
15. Manitoba border-crossing town
16. Slang, gizmo synonym
18. Winter-snow formation
20. Temporary traffic delay (3,2)
22. Class A trucker, slangily



Answers on page 51

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Aerodynamics

Aerodynamic applications Done right, lowering wind resistance is a definite money-maker

By Carroll McCormick
BLAINVILLE, Que. – A non-expert would be hard-pressed to name two improvements in truck aerodynamics in the last 30 years: cab-mounted air foils and maybe, just maybe the "anteater", also known as the Kenworth T600, introduced to the market in 1985. This tractor boasted a 22% improvement in fuel efficiency over the straight hood conventional, and god knows how much of an improvement over the cabover, which has the aerodynamic profile of a barn door.

Oh, there have been other improvements of minor note, but the mainstream only seems to have begun working itself into a lather about lowering tractor-trailer wind resistance and reducing fuel consumption in the last couple of years.

But then, the concept of reducing aerodynamic drag does sound like witchcraft to many outside the aerospace industry and the prospect of spending big bucks on products with an uncertain return on investment (ROI) is not exactly confidence-inspiring.

"We have a very bad record in the transportation industry for

technological implementation. There are very few innovators and about 40% fail when it comes time to implement new technology. We know that some of the aerodynamic products work and some don't. That is where people are not sure: 'what is the real value of these devices?' People do not have the hard numbers," explains Yves Provencher, business development manager with FPIInnovations – Feric in Montreal.

Thankfully, Feric, with its new PIT program and Transport Robert, with the participation of a few other big fleets have gone for the hard numbers with carefully-controlled tests of aerodynamic products and other fuel-saving technologies on Transport Canada's test track in Blainville, Que.

In their first set of trials, called Energotest 2007, they tested: trailer side skirts, which mount below the sides of trailers; devices that change the rear of the trailer from a box shape to a tapered shape; and aerodynamic truck fenders. Non-aerodynamic 'fuel-saving' products were also on trial.

The Freight Wing side skirts improved fuel efficiency by 7.2%. A similar product called the TrailerSkirt, by Laydon Composites yielded a 6.8% improvement. Two products that attach on the back of trailers, the TrailerTails, by Advanced Transit Dynamics, and the BoatTail, by Transtex Composite obtained savings of 5.1% and 2.6%, respectively. The fenders, by Meka Form, improved fuel efficiency by 1.4%.

Energotest 2008 gathered more data that showed improved fuel efficiency for some products and tractor-trailer configurations, but only the members of Project Innovation Transport (PIT), a group of fleets and industry partners who support the tests, have seen the full results.

Hard data just sets the stage for calculating ROI, however. Aerodynamic drag is only really of concern at highway speeds.

"As a broad rule if you go under 70 km/h, don't even think of aerodynamics. That is not going to be your problem," Provencher says. Garbage trucks will never be slicked out like speed skaters and in-city fleets will have to look to non-aerodynamic technologies for top fuel-saving ROI.

Even for over-the-road fleets, a good ROI is not assured. The fuel savings on the track may be 7%, but in the real world, the trailer may be operating at 100 km/h (the speed at which the products were tested) only 80% of the time. Then you have to figure in how long your trailers are parked. There is also the lifespan of the product to consider.

As Provencher notes, "This is why people have had a hard time implementing technologies in general. You have to do the calcula-

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ACCURACY COUNTS: Researchers from FPIInnovations weigh the fuel tanks to get an accurate reading on fuel consumption during Energotest 2007.

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tions right.”

On the plus side, on-board computers are already collecting all the data fleet managers need to calculate average speeds, the percentage of time the trailers are rolling at over 70 km/h, current fuel consumption, trailer downtime and the like.

Even when a fleet decides to buy a product, it has to be installed correctly.

“We see fleets that are installing skirts, but they are installing them the wrong way. We tested skirts, and depending on the angle the trailer skirts are installed on the trailer, the fuel savings can be from zero to 7.5%,” says Provencher.

For the first time in Canada, I might dare to claim, fleets have in PIT a place to go for good data and expert support in calculating ROI and obtaining installation advice. PIT, created immediately after Energotest 2007, is a subsidiary of Ferlic, which has some 25 transportation experts on staff.

“The membership fee is \$50 per tractor, before any tax credits. So you are only out of pocket about \$30. PIT members are already finding value in this,” Provencher says. “There is value in testing these products, but implementation only happens if testing is supported.”

Otherwise, fleets can go it alone, running their own trials and ciphering their ROIs. Logistics Transwest in Lachine, Que., for example, reports an 8% improvement in fuel consumption with five trailers it outfitted with trailer skirts last April; the majority of its trucking is long-haul to the southern US. Michael Morin, responsible for optimizing fuel consumption, says, “I was already convinced before (Energotest 2007) that the products were worthwhile.”

He is poised to install trailer skirts on 78 trailers if he gets a Transport Canada ecoFreight subsidy. And if he doesn't?

“It is certain that we will win with (the trailer skirt) products. If we do not get a subsidy, we will install the skirts (anyway), probably fewer at a time, but we will install them,” Morin says, adding, “We want to participate in Energotest 2009.” □

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Environment

Driving fuel savings

Driver has biggest influence on fleet fuel efficiency

By Lou Smyrlis

TORONTO, Ont. – Many trucking industry executives still consider training as a cost, yet when it comes to fuel savings, training drivers on efficient driving practices should be seen as an investment, participants of the *Same Roads... New Challenges* conference were told.

With fuel becoming the top cost for motor carriers, Andy Roberts, president of Mountain Training Institute in Castlegar, B.C., told the audience of motor carriers and shippers that the driver has the biggest impact on a fleet's profitability.

"By the decisions they make on the road, they will have the single largest influence on whether their truck will make you money today. And if they make wrong decisions, the truck could be unprofitable not just for today, but for this week or even this month," Roberts stressed.

The two-day conference was held by the SmartWay Transport Partnership in coordination with several industry groups. It brought a host of carriers and shippers together to discuss the challenges, costs and benefits of their green plans. Speakers included an eclectic mix of carriers, shippers, industry suppliers, consultants and Canadian and US government representatives.

John Cancilla, national safety, health and security consultant for Ryder Canada, suggested there are five areas where bad habits can lead to unnecessary waste and costs:

The pre-trip inspection: Simple things that are missed when a driver is not diligent in doing a proper pre-trip inspection can waste a considerable amount of fuel. For example, an improperly inflated tire not only wastes fuel by creating more friction with the road but that friction also makes the engine work harder, which means the engine will need more oil.

Idling: It's the number one enemy of fuel conservation. Just one hour of it wastes up to four litres of fuel. And for those who think their drivers are well-trained not to idle, Cancilla asked them to consider all the five and 10-minute breaks drivers may take during the day with the engine left running. "I guarantee you, it adds up to over one hour a day," he said.

Wrong perceptions about heating and cooling: Cancilla said many drivers are under the false impression that if they stop the truck for even five minutes in the winter the cab will get cold and so they either leave the engine running or turn it on after their break and leave it running for a long time. Cancilla said the cab can warm up within a minute or two and the heat returns faster if the vehicle is moving.

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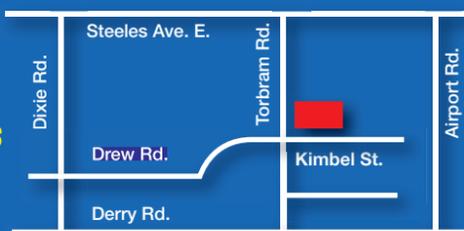
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sive shifting in the lower RPM range saves fuel.

Hard braking and following too closely: If city drivers are racing from one red light to the other, or highway drivers from one congested spot to the next, they are wasting fuel and brake life. Stay away from clusters of vehicles on the highway, Cancilla said adding that "there's no way you

can keep a 115-120 km/h pace all the time. It just doesn't happen."

For those sold on the importance of training drivers for fuel efficiency, Roberts said it's important to consider what is the best way to deliver that training? He said drivers being trained in a traditional classroom setting retain, on average, about 10-

20% of what they've learned. Computer-based training has a 20-25% retention rate while simulator training can have an up to 75% retention rate.

"If you combine the above, you could get up to 90% retention of knowledge," Roberts claimed.

Andrea Sproule, training specialist with the Canadian Urban Transit Association, attested to the savings municipalities have found by adopting Natural Resources Canada's SmartDriver for Transit training. She said after the training, municipal transit fleets are reporting reductions in fuel consumption between 5% and 10%.

Jean Francois Page a fleet manager with Transport Herve Lemieux said

his data shows that if they can reduce idling by 45% for 250 of their tractors (a target he considered achievable) the annual savings would amount to \$215,000.

But it doesn't stop with training. Cancilla pointed out that drivers already know how to save fuel. So why don't they? Cancilla believes it's because too often managers don't ask them for their input and there is no incentive for them to save fuel.

"Be honest and sincere with your drivers. Tell them why you want them to do this and make them part of the team. They may have ideas you never thought of," he said. Ryder has set fuel savings targets for its drivers and hands out quarterly bonuses based on performance. □

Shippers: 'Go green or go away'

By James Menzies

TORONTO, Ont. – The EPA's SmartWay Transport Partnership has gained a lot of traction, so much so that becoming a SmartWay carrier may no longer be an option if you wish to haul for some of the most well-known shippers.

Michael Nelson, national manager, highway transportation for Toyota Logistics Services, said he first became aware of the SmartWay program in March.

"From a shipper's standpoint, I was quite happy to find SmartWay," he said during the *Same Roads...New Challenges* seminar. "I can pretty much guarantee you (SmartWay membership) will be a Toyota requirement. It's one of those things we're not going to compromise on."

Nelson oversees the over-the-road delivery of Toyota's finished cars to dealerships across North America. Last year, his department shipped 2.4 million cars by truck. As with many large companies, Toyota has placed a heavy emphasis on environmental stewardship. When it measured which parts of its operations contributed the most greenhouse gas emissions, medium- and heavy-duty truck transportation ranked fifth.

"Being fifth on the list is something that certainly gets our attention," Nelson said.

Toyota estimates logistics account for 60% of its CO₂ emissions, and the transportation of finished vehicles accounts for 82% of that (parts shipments contribute the other 18%). Breaking it down one more level, Nelson said that truck transportation accounts for 42% of the CO₂ produced while delivering its cars to dealer lots (rail is responsible for 56% and 'other' for 2%).

"All of a sudden, that focus is narrowing very quickly," he said.

Auto haulers face unique challenges when trying to green their fleet, Nelson acknowledged.

"Our trucks are about as aerodynamic as a brick," he said, noting they actually get better mileage when loaded because the cars themselves are aerodynamic. Trucks used to transport finished vehicles also have inherently high idle times, since they usually run a PTO to reposition the decks during loading and unloading. Local drivers can spend as much as six hours idling while loading and unloading every shift, Nelson said.

Despite the challenges, there are steps auto haulers can take to fit into the SmartWay Partnership Program. Car trailers constructed of lightweight steel can be purchased and automatic start/stop systems are available, which automatically shut down the engine during loading and unloading except for when the decks are actually being moved. Tire pressure monitoring systems and some types of side fairings are also feasible, Nelson pointed out.

Before long, Nelson said any fleet that wishes to haul cars for the company will have joined SmartWay.

Also on the panel was Jason Bowman, global logistics manager for method products, a company that provides environmentally-friendly cleaning products. Not only are the products themselves environmentally-friendly, but so too is every step along the supply chain, Bowman said.

"We work with our carriers and we challenge them," he said. "We challenge them hard and most have responded quite well."

Companies that wish to haul for method products must be SmartWay-certified. The company is so demanding of its partners, vendors and suppliers, that one of its founders has been known to crawl around in their dumpsters to ensure they're not improperly disposing of recyclable materials.

"Don't even come and talk to me until you're talking to SmartWay," Bowman said. □



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Tires

Traction in a winter wonderland

Are your tires winter-worthy?

By James Menzies

TORONTO, Ont. – A new law mandating the use of snow tires in Quebec has caused a national shortage of winter tires for passenger vehicles. While it's not likely the Quebec legislation will have commercial vehicle operators rushing out to equip their trucks with winter-specific tires, Brian Rennie, sales engineering with Bridgestone Firestone Canada points out "The truck tire market is evolving very similarly to what the passenger car market has done."

So does that mean it's time to stock up on winter tires for your heavy trucks in anticipation of a shortage? That may be an overreaction, but it's definitely a good time to give some thought to traction as the snow begins to fly.

Winter-specific or all-season?

Canadian winters are so unpredictable, that choosing a tire that will perform well in all conditions is a challenge.

"Winter is comprised of all weather variations, including: dry; wet; slush; ice; snow; and everything in between," points out Rennie. "Any tire will have trade-offs and compromises."

Full-fledged snow tires are still used in some applications and regions, for instance logging in the northern reaches of Quebec. However, winter and all-season tires are more common, notes Rennie.

"The majority of the industry is going to be running all-season, mixed tread patterns," he says.

All-season tires can be adept at providing traction in winter conditions, provided they have a tread design that's intended to run in the various elements that winter presents.

"We have looked at pure dedicated winter tires for commercial vehicles and we found that we'd have better success with something a little more broad-based," says Yokohama's Greg Cressman. Yokohama has found that winter-specific tires are more vulnerable to irregular wear, due to their deep treads and sometimes unstable



WINTER-WORTHY?: Selecting a proper tire for winter conditions is crucial in Canada, where all forms of weather can be encountered.

blocks. Advances in tire technology have helped manufacturers design all-season tires that are equally capable of handling snow while maintaining regular wear.

Ideally, fleets and owner/operators should schedule their replacement cycles so they're putting new rubber on in the fall, advises Tim Miller, commercial tire marketing communications manager with Goodyear.

"You can run your tires pretty low in the summer months," he says. "The time to change them out is in September, October or early November at the latest."

If you have the storage space and the resources, you can switch back to partially-worn tires in the summer for better fuel mileage. Otherwise, you can probably get the summer and at least another winter out of winter-oriented all-season tires, says Cressman.



Goodyear's Miller suggests maintaining a tread depth of at least 8/32nds in the winter, even though some fleets run their treads right down to 2/32nds in the summertime.

While it's economical to use tires of varying tread depths depending on the season, John Overing, heavy trucks segment manager, Michelin North America (Canada) points out tires of difference tread depths should not be used together. So, if you're going to replace one tire in the summer, be sure to also replace its counterpart, he suggests.

"Even a 3/32nd difference in tire height results in one tire wanting to rotate more than the other," says Overing. "A new tire paired with a tire that's 50% worn, will cause irregular wear and decreased tire life."

When choosing a tire for winter, an aggressive tread design is ideal, and Miller suggests selecting a tread pattern that has many "lugs" that will cut through snow and slush.

It's often been said that open-shoulder designs are better at carving through snow, however Rennie says that's not always the case.

"In reality, it has more to do with the geometry of the tread, the void ratio (the ratio of rubber to air in the tread pattern), the amount of biting edges and how many lateral grooves or sipes there are to bite through the snow and grip the ice," he explains. "It's a misperception that you need an open shoulder; for straight-ahead traction, an open shoulder is not necessarily better."

Some of the best self-cleaning tires do combine an open-shoulder design with a high void ratio, however Rennie suggests talking to your tire dealer and remaining open-minded about closed-shoulder designs, which have their own advantages such as being easier to chain.

Winter maintenance

Tire pressures should be checked regularly any time of year, but it's especially important in the winter, particularly if you run long-haul. Changes in ambient temperature can have a significant impact on tire pressures, according to Rennie.

He points out that driving from an area with an ambient temperature of 20 C to a place that's -5 C can reduce tire pressures by more than 10%.

"You've gone from a situation where there's adequate pressure to support the load for optimum tire wear, mileage and fuel economy to a situation where you may not have enough pressure to support the load, let alone the other side effects such as traction and tread wear and fuel economy," he says. "Inflation pressure is critical."

Underinflation of as little as 10% can shorten tread life by 9-16%, according to the Technology and Maintenance Council.

Tire pressures should be monitored constantly when travelling between areas of vastly different ambient temperatures, or even locally where weather changes

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quickly – say in Calgary which can experience 20 C temperature swings in the event of a Chinook. Unfortunately, it's usually best to check tire temperatures outside, rather than in a heated shop, according to Rennie.

“The room temperature in the shop may be 20 C and then you go outside where the temperature is -5 C. You immediately become underinflated once the temperature equilibrates with the ambient temperature,” Rennie says.

Checking tire pressures outdoors does create a challenge, however. Miller points out moisture may escape from the valve stem causing the tire pressure gauge to freeze and provide an inaccurate reading. He suggests checking tire pressures indoors and then compensating for the ambient temperature by adjusting pressures accordingly. Goodyear suggests counting on a 1 psi drop in air pressure for every 10 F drop in ambient temperature. In extreme weather, the drop can be even greater.

Chain with caution

In some parts of Canada, such as the B.C. Interior, truckers are legally required to carry chains unless they're using winter-specific tires. But chaining up can cause damage to tires if done improperly.

Two of the biggest mistakes drivers make are: installing chains upside down; and securing them either too tightly or too loosely.

“Chains certainly, if not installed properly, can do some damage,” Rennie says.

If they're installed face-down, the sharp surfaces will eat into the tread and the cross-chain hook ends may cut the tire shoulders. If chains are installed too tight, a lack of movement will cause rubbing that can damage the steel cords within the casing. If they're too loose, the whipping action against the road surface can also lead to tire damage.

It may seem like a pain, especially in blustery conditions, but Rennie suggests inspecting the chains and re-adjusting the tension about 5 km after first installing them. That's because they have a tendency to settle during the first few kilometres of travel and may accumulate some slack. When done properly, Goodyear's Miller says chains will not negatively impact tire life.

“But if you don't pay attention and chains are not tight enough, or if you run on chains after they're needed, your tires will face the consequences and suffer an early grave to the scrap pile,” he warns.

Proper training on how to chain up should be provided to drivers. A good guide on proper chaining techniques can be found on the DriveBC Web site at: www.th.gov.bc.ca/chains/index.htm.

Even in the harsh winter conditions experienced in Canada, a winter-specific tire may not be necessary. However, special attention should be given to the tread design and once a selection is made, proper care should be extended to the tire year-round to ensure maximum tread life and optimum performance. □



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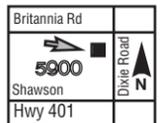
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Outlook 2009

Continued from page 1

vided his analysis of US market conditions and their likely impact on trucking.

"The short-term looks very bleak. It's almost a bottomless pit. It's time to hunker down and control costs," was Larkin's advice.

Meny Grauman was even more direct in prefacing his remarks about global economic conditions and their impact on Canada in general and trucking in particular.

"There are many words to describe the global conditions right now and they're all four-letter words," said the executive director and senior economist for CIBC World Markets.

It's not all doom and gloom, however. There are some rays of sunshine and the long-term forecast for trucking – for those resilient enough to weather the current storm, anyway – is actually a bright one.

But first let's examine the make-up of those ominously dark clouds on our economic horizon.

Larkin said October was probably the worst freight environment US carriers had seen since deregulation. Trucking is a sector very negatively impacted by economic downturns (tracking of such downturns over the past several decades shows trucking tends to experience

'It's time to hunker down and control costs'

deeper troughs when the economy heads into recession) and there are an overwhelming number of signals driving both a freight recession and a North American economic recession.

Industrial product tonnages were down 10% in October, Larkin said. Not only does that indicate there are fewer products being shipped but it also points to an acceleration of the existing trend towards manufacturing lighter, more condensed products.

"Shippers are looking to take weight and volume out of everything shipped," Larkin said. "Three flat screen televisions take the place of one old-fashioned CRT screen TV."

Truck tonnage did actually improve slightly over the spring and summer in the US but Larkin said that was misleading. A good chunk of that tonnage can be attributed to intermodal moves where trucks were primarily used to move low-grade raw materials to ports. (The drop in value of the US dollar earlier in the year created a mini export boom for US exports).

Larkin said a more accurate picture of freight volumes comes from examining miles driven and loads handled, which show much more negative patterns. Both dry van and flatbed loads declined sharply in September. Reefer loads are also contracting. TL mileage is down 0.8% and Larkin expects LTL mileage to have gone negative by October.

Grauman didn't supply similar statistics for the Canadian trucking industry but our own national survey of Canadian motor carriers (conducted late this fall in partnership with Shaw Tracking) found motor carriers in a predictably pessimistic mood.

Only 19% of carriers surveyed expected freight volumes to increase next year while the vast majority (42%) expected a decline. Accordingly, the majority (47%) saw no improvement in freight rates next year, while a quarter of carriers projected a decline. Asked to rate their optimism for company growth next year on a scale of 1 to 10, the average mark given was 5.1.

The pain of the freight recession is reflected in the shrinking of fleets across the continent. The 2,700 trucking companies that already bit the dust in the US during the first three quarters removed 130,000 trucks from the system. About one-third of those were sold overseas, with the remaining two-thirds depressing truck prices in the used truck market.

The survivors are shifting their market strategies and downsizing their operations.

"All of the big TL carriers are moving down into regional lanes, forcing smaller carriers into the long-haul lanes, which they are ill-equipped to handle," Larkin said.

Large fleets have reduced capacity by 3.3% while small fleets have reduced capacity by 13.6% so far.

Any hopes for a substantial pro-

buy is out of the cards for most US fleets, according to Larkin, who added that average fleet age is rising to five years from the previous three years. Our survey of carrier buying intentions north of the border found that only 17% of Canadian carriers were looking to pre-buy – a far cry from the one-third who employed a pre-buy strategy prior to the 2007 emissions deadline.

"Everyone is climbing into the bunker and hoping they will survive," said Larkin.

Several economic factors in the US and, to a lesser extent in Canada, are making for a bunker mentality.

Retail sales in the US have been nose-diving since September 2007 and US consumers are no longer able to keep up their spending habits of the past decade. The savings rate for US consumers used to be 10% in more financially conservative times but by the 1980s it had dropped to 0%.

"People could almost rationalize having 0% savings because the value of their homes was increasing as was the value of their stocks. Now with both of those down, the only way to get to 10% savings is to reduce consumption," Larkin said.

A good chunk of freight is tied to residential construction and moving-related consumption (people wanting to renovate once they move into a new house) yet US home sales remain low while housing starts "have come to a screeching halt," according to Larkin.

The second quarter recorded the largest year-over-year drop in home values in 20 years – about 15% on average but as much as a 30% drop in previously hot markets such as San Diego, Las Vegas, Phoenix and Miami.

The situation is certainly not as dire in Canada, Grauman pointed out, but there is need for concern. Our housing bubble was smaller and shorter than that experienced in the US but housing prices are starting to fall. They're about 15% lower than they were last year, Grauman said. Even though he doesn't anticipate a housing crash in Canada, there is no way to avoid the impact of the US economic meltdown.

"The Canadian economy is weakening. Labour markets are still showing new jobs being created but that is going to change. Just you wait," Grauman said. "What's happening in the US is very serious; it's going to affect us."

The performance of the TSX at the time of Grauman's remarks was the third worst since WWII and just slightly away from becoming the worst.

It could take three to five years to get the market back to where it was before the decline.

Another dangerous signal about the plight of the US economy is the manufacturing sector. The manufacturing index is at a 26-year low, Larkin emphasized.

"New manufacturing orders

have weakened dramatically during the past several months. I don't see how you are going to get a whole lot of improvement by December," Larkin said.

The plight of the automotive sector in particular has been well documented or, as Larkin put it: "The Big 3 may end up as the Medium-Sized 2."

But if Detroit's Big 3 do prove successful in getting a bailout package (by press time, they had succeeded – but it was only half of what they had requested) from the new administration in the US, that may not be good news for Canada, cautioned Grauman.

"Our auto industry is tied to the US. What happens with the US bailout could affect us if the bailout requires a pull-out of Canada. It's hard to see a situation where the US government provides a bailout so Canadian plants can stay open," Grauman said.

The credit crunch on both sides of the border is making it hard for companies to borrow the money necessary to grow and squeezing leveraged capacity out of the market place.

There are some rays of sunshine amidst the dark clouds, however, and the forecast for the long-term is an optimistic one.

Bulk tank loads are still growing, in part due to government programs pushing ethanol production. And as bad as the manufacturing sector indicators look, manufacturing inventories are looking lean.

"I think that's good for transportation because when demand pops back in, you won't have to work through a lot of excess inventory. That's another ray of sunshine," Larkin said.

Grauman added that while Canadian banks are "hobbled," they are much better off than the financial institutions in many other countries because they took fewer risks during the previous economic boom. And both Canadians and the federal government are in better financial shape than most.

The debt load per capita in the US is \$62,000 compared to \$35,000 in Canada. Ottawa has also been running balanced budgets, paying off its debt load faster than planned. Compare that to what could amount to more than a trillion-dollar deficit for the US.

"We are in a better situation than any other country in the world. It gives us more leverage," Grauman stressed.

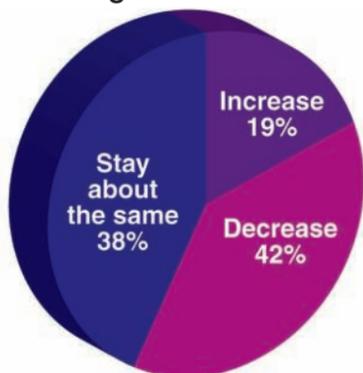
The Canadian economy, and our dollar, are also strongly linked to domestic fuel production and Grauman believes that despite the record-fast drops in fuel pricing, the long-term trend still points to high energy pricing, particularly when China and India have millions of people ready to buy their first cars.

"Oil supply is not growing and we don't expect it to. When the economy picks back up, demand will come back strong," Grauman said.

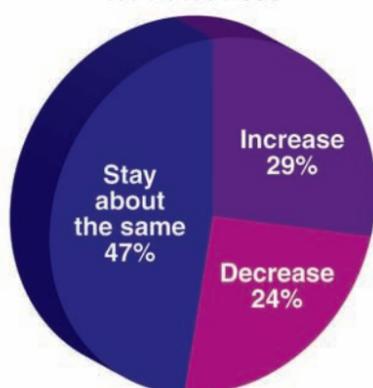
The biggest ray of sunshine was delivered by Larkin: "Over the long-term, truck supply is going to be very constrained and once demand picks up we are going to have the best trucking environment we've ever seen. The survivors will do very well." □

Inside the numbers:

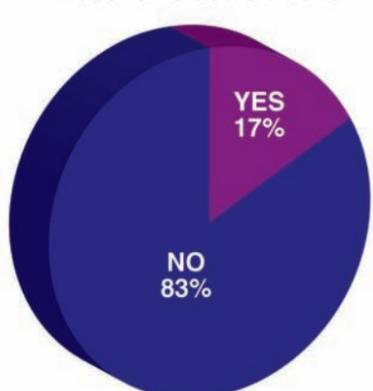
Carrier Projections for Freight Volumes 2009



Carrier Projections for Rates 2009



Employing a pre-buy strategy in 2009 for Class 8 trucks?



– Source: Transportation Media's Transportation Buying Trends Survey.

Opportunity awaits in late 2009: CTA

OTTAWA, Ont. – Although it may be late 2009 before the economic picture brightens, Canadian Trucking Alliance chief David Bradley says trucking companies should enjoy better times as demand for trucking services will eventually outweigh supply.

Bradley predicted trucking rates, which have been hammered over the past 18 months, will rebound as the North American economy rebounds late next year.

“It’s been a tough year for everyone, motor carriers and shippers, and this has resulted in downward pressure on freight rates in 2008. But shippers would be advised to partner with carriers now to lock-in capacity for when things do inevitably start to come back, which we hope will be sometime in 2009,” he said. “Some shippers get it and are now entering into multi-year agreements with carriers.”

The current downturn has decimated the industry, wiping many small – and some not so small – trucking companies out of the market. Sky-high diesel prices and a lack of freight demand, especially in north-south lanes, has taken its toll, noted Bradley. However, he said this will present opportunities for survivors.

“Most carriers experienced softer freight demand in 2008, though some sectors of the industry and some regions of the country have, like the economy, been harder hit,” he said. “It doesn’t matter where you



BRIGHTER DAYS AHEAD: Those who can survive the current downturn will be poised for success in late 2009, CTA’s David Bradley predicts.

operate, all carriers faced a major challenge this year with skyrocketing diesel fuel prices and a slowing economy. Obviously, the appreciation in the value of the Canadian dollar and slump in the US economy continued to have a profound negative impact on the central Canadian economies and therefore on the volume of freight, especially in south-bound freight to the US which had been the underpinning of industry growth for the past 20 years.”

“Carriers have been reducing their fleet sizes, getting rid of trucks and not buying new ones,” he continued. “Many trucking companies have left the market; either because they decided they’d had enough, or they couldn’t get sufficient credit and/or they went bankrupt. Tighter credit has also made it more difficult

for people to enter the marketplace. While there will continue to be tough sledding in 2009 – reflecting current global economic concerns and, as always, punctuated by a chronic long-term labour shortage – capacity of trucking services will be that much lower when things do turn the corner.”

In 2009, Bradley hopes to see the Canadian dollar stabilize.

“The modest depreciation of the Canadian dollar that we have seen this autumn is not unwelcome, but when a currency loses almost 20% of its value over a period of weeks, then jumps back by 4% in one day, it’s hard to run a business.”

Bradley also welcomed the declining cost of fuel, however, he warned fuel prices have only dropped as a result of the world being on the

brink of recession.

“The price of diesel fuel is still extremely high compared to where it was just a couple of years ago and is subject to wide fluctuation day-by-day. The industry still needs fuel surcharges,” he advised.

Bradley also took the opportunity to recognize several achievements made by the CTA over the past year, including: receiving a promise from PM Stephen Harper to slash the federal excise tax on diesel by 50%; securing funding from Transport Canada for the ecoFreight program; receiving an excise tax refund for fuel used to power anti-idling systems; harmonization of the PIP/CTPAT border programs; defeating anti-replacement worker legislation; and lobbying for more border funding.

“We have our work cut out for us in 2009, there are plenty of issues to keep CTA and our partners in the provincial associations busy,” said Bradley. “We will still have a minority government in Canada, with a new cabinet supposedly designed to deal more effectively with the economic challenges that confront the nation. It will be interesting to see how they manage the need for action on so many fronts (e.g., business input taxation, infrastructure investment) in the face of a very tight fiscal situation. There will be a new administration in the US and it will be interesting to see how it tackles trade and security issues, infrastructure financing, EOBRs, etc.” □

Regional outlook: Central and Eastern Canada brace for tough year

By James Menzies and
Carroll McCormick

TORONTO, Ont. – Most of the challenges facing the trucking industry in 2009 are national, if not global, in nature. However, each region in Canada faces its own unique challenges as well. From a loss of manufacturing in Ontario, to ongoing struggles with Marine Atlantic on the East Coast, truckers in every corner of the country will face their own cornucopia of challenges. Here’s a region-by-region breakdown for Central and Eastern Canada:

Ontario

In Ontario, it will be a fight for survival in 2009, according to Ontario Trucking Association (OTA) president David Bradley. However, he tempered that prediction by pointing out those that do survive the current downturn will emerge stronger when the economy does rebound.

“The ‘perfect storm’ has become an over-used expression of late, but it describes what the trucking industry has had to endure over the past year,” said Bradley.

The slowdown in manufacturing, high fuel prices, a sluggish US economy and the surge of the Canadian dollar all posed problems for the trucking industry in 2008, resulting in excess capacity and imbalances in many lanes, Bradley pointed out. Unfortunately, he said the industry can look forward to much of the same in 2009.

“Carriers that are able to weather this difficult period will be in good position to take advantage of a low capacity situation when demand starts to pick up again,”

– David Bradley, Ontario Trucking Association

“There have been some positive things happening of late – fuel prices have softened, the Canadian dollar is off its peak and capacity has left the marketplace. But things remain extremely volatile and the changes in the fuel prices and dollar are themselves a reflection of the slowdown in worldwide economic growth brought on by financial and credit market woes,” Bradley said.

The big wild card in 2009 will be the length and depth of an expected US recession, according to Bradley. He also warned Canadian fleets could be impacted by the global credit crunch.

“A lower (Canadian) dollar and softer fuel prices are helpful and would normally be greeted with more enthusiasm, but if our biggest customer to the south is not buying then it won’t make that much of a difference,” he said. “Given the fact that over 75% of Ontario’s merchandise exports go to the US, representing about a third or more of provincial GDP, we cannot help but be negatively impacted.”

Bradley warned that carriers with weak balance sheets could be vulnerable and more capacity

reductions will be realized over the next few months, which should create a low capacity situation when the economy recovers.

“Carriers that are able to weather this difficult period will be in good position to take advantage of a low capacity situation when demand starts to pick up again,” said Bradley.

Quebec

The US-caused economic crisis has come to roost in Quebec, and the way Marc Cadieux, president and director-general of the Quebec Trucking Association (QTA) reads it, 2009 is going to be a rough and tumble year.

“The winter and coming year will be very difficult. It is hard to tell you figures, because no carrier will ever call you up to tell you they are having trouble, but we all know that with this slowdown and expectations, times are tough. Things are not as low as they could get, but maybe in April or May, 2009 we can evaluate what the real economic situation will be.”

Tough enough, according to Cadieux, that some carriers are retiring trucks normally up for re-

placement and not replacing them. As well, he said, “A lot of fleets are trying to bring down the cost of their operations in the areas of fuel, logistics and more on-time delivery.”

Working against such efforts are the incredible number of infrastructure projects underway all over Quebec.

“This is a hell of a task. You cannot predict all the problems with all the detours. All of the big cities are surrounded by infrastructure projects. All of this has a big impact on operations,” Cadieux said.

Getting there is getting to be such a pain that there is talk about surcharges for delays.

“It came up in an executive meeting (recently) whether there should be a surcharge for these deliveries. The same as gas fuel charge fees were not part of the vocabulary seven to eight years ago, should there not be a surcharge for delays? It may not be so totally applicable now, but it is still in day-to-day discussion,” Cadieux reported.

On the positive side, the QTA is working hard with governments and organizations to empower fleets with, for example, more freedom to run Long Combination Vehicles (LCV).

“We expect to see progress on LCVs in 2009. Federal and provincial ministers want to open up the economic corridors as much as possible. The only hard player in the game right now is the Maritimes.

Continued on page 34

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Outlook 2009

Economic struggles nothing new for Maritime fleets

Continued from page 33

They are talking about compulsory lights higher up on trailers,” Cadieux said. “Everyone would be very happy to have this opened up with respect to labour, gas, reducing greenhouse gases.”

The QTA is also working with the federal and provincial governments to win tax breaks and subsidies, Cadieux added. “We hope we can get a certain reaction from them in the coming year. There are subsidies that soon will be available. It will be a first step. We are also working on getting help on training programs for companies and drivers, such as giving them more skills in economizing fuel. We are talking with Emploi Quebec. There will be major things. There is a limit to working on equipment. We have wide tires. We need the LCVs. We have to look at taxation so we can change the bottom line of companies.”

One possibility, although Cadieux was not specific, would be for Revenue Quebec to increase the capital cost allowance (CAA) for certain purchases, like it did a few years ago with a 125% CCA for computer equipment.

“We are having very open discussions with the provincial government,” Cadieux said. “Will anything happen? The openness of

the discussions tell me that there will be very bad faith if nothing were to come at the end. The dialogue is very good but will they deliver a mouse or an elephant?”

When asked whether shippers might try to drive down rates, Cadieux warned, “If shippers break down this industry to the point where many companies have to (shut down) it could be tough for them in the next two to three years. Then carriers may really have a choice of which shippers they work for.”

The Maritimes

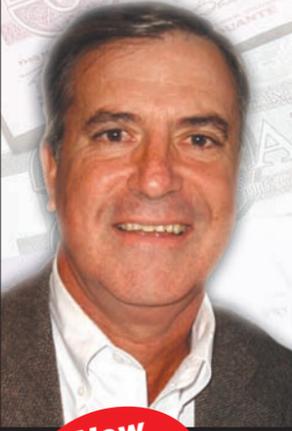
Peter Nelson, executive director of the Atlantic Provinces Trucking Association (APTA), prefaced his predictions by saying “I prefer to be an optimist, rather than a pessimist.”

He said Atlantic Canada’s economy has been downtrodden for some time, so it may actually be somewhat sheltered from the current economic crisis.

“Here in Atlantic Canada, we’ve already gone through a lot of things,” he said. “We’ve had the collapse of the cod fishery, the collapse of the forestry sector – so we’re ahead of the curve.”

He said the industry will continue to struggle with a freight imbalance.

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ON THE PLUS SIDE: Long combination vehicles will be explored in eastern provinces, which could contribute to improved efficiencies for carriers.

“Loads coming in should remain steady, but there’s nothing going out,” Nelson said.

He added there are some things to look forward to in 2009, including positive movement on the LCV front.

New Brunswick is currently in the permitting process and Nova Scotia is launching a pilot project which hopefully will pave the way for the widespread use of LCVs through the Maritimes.

Marine Atlantic continues to pose problems for the East Coast trucking industry, with old equipment frequently breaking down and leaving truckers stranded.

Nelson said he hopes the feds step up in 2009 and spend the money required to modernize the aging fleet.

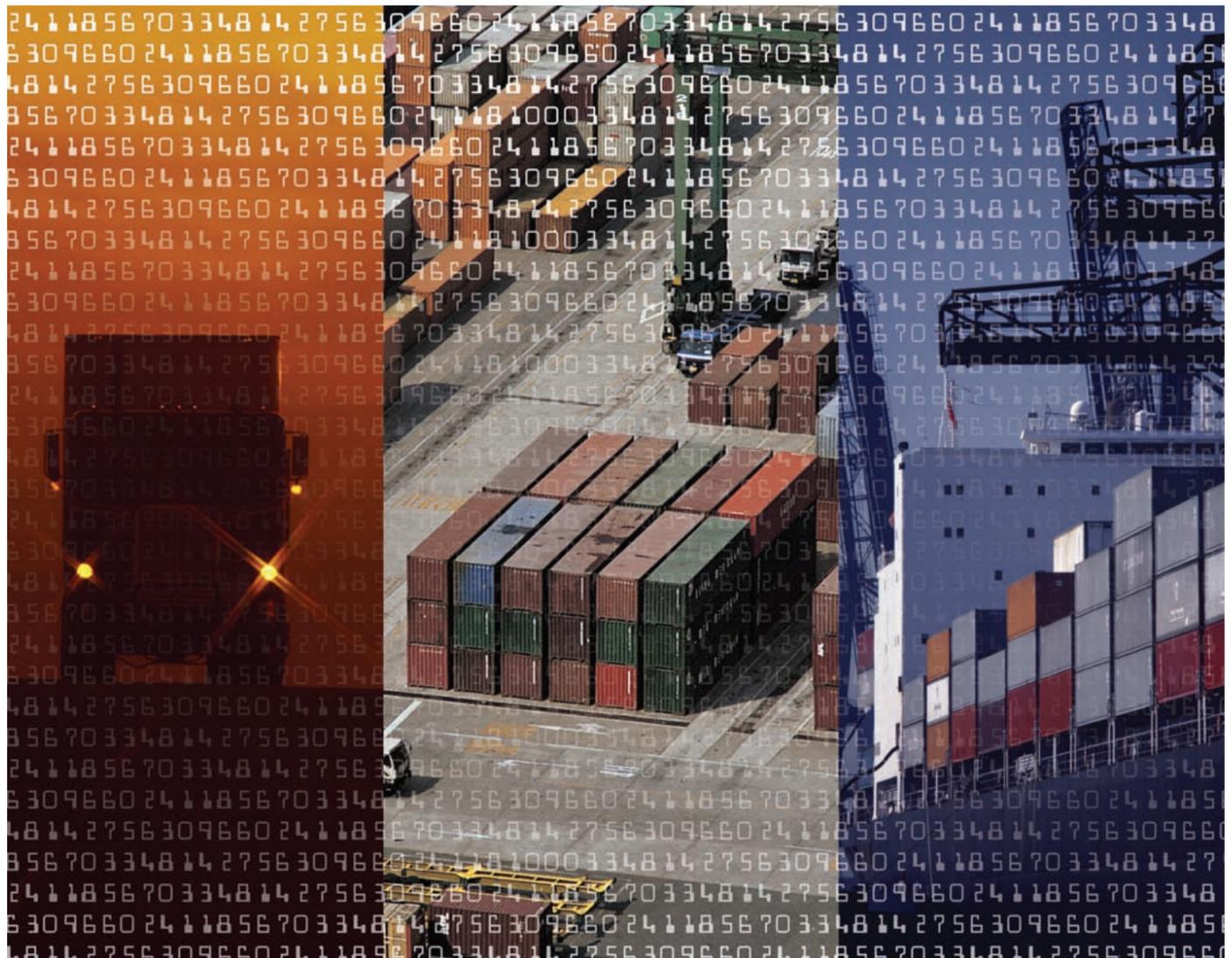
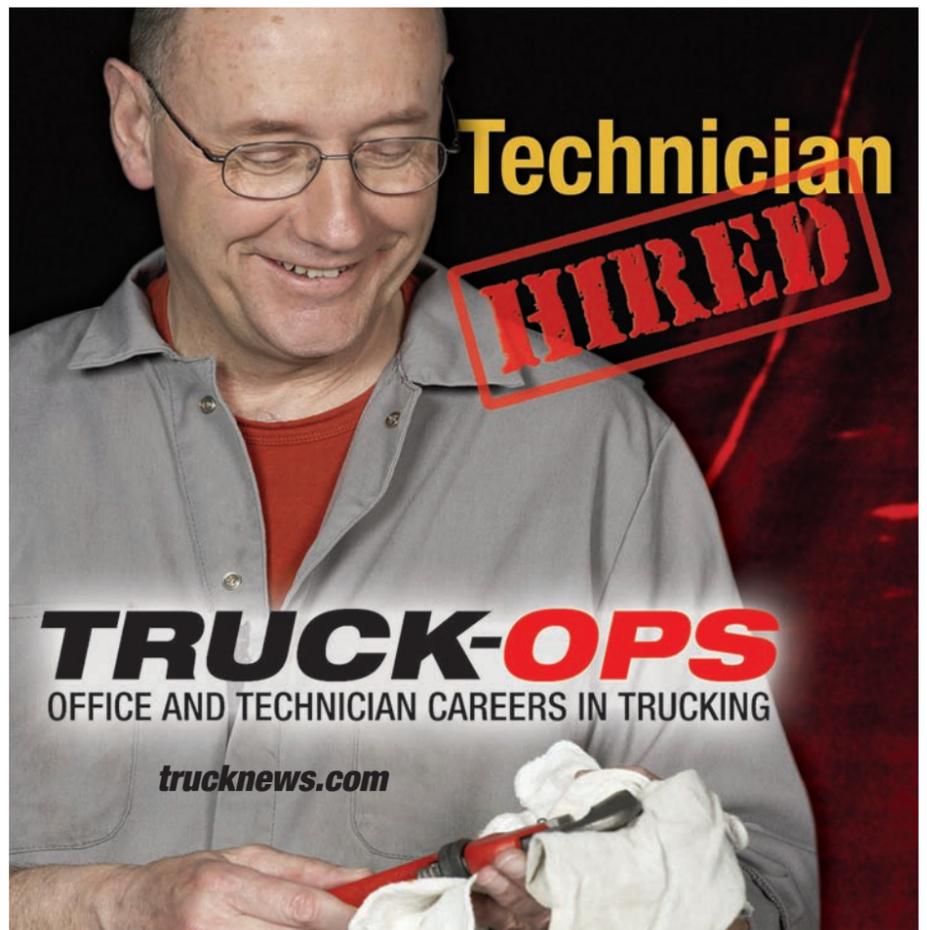
Exacerbating the problem with Marine Atlantic’s fleet is structural damage to the loading ramp in Port Aux Basques, Nfld., which has resulted in a reduction of capacity and long lines for truckers.

Nelson also hopes to see more funding for secondary roads and bridges throughout the Atlantic region and he worries the antics playing out in Ottawa may divert gateway-related funding from Atlantic Canada to Quebec.

“We do have concerns that with a coalition government, that we will not benefit,” he said.

The Atlantic Gateway concept continues to be a priority for the APTA in 2009, said Nelson.

“Gateway is something we continue to discuss – we’re very active in that file,” he said. □



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People

Freightliner Trucks has announced **Rich Ferguson** will take over as vice-president of sales for the US and Canadian markets.

He'll report to Mark Lampert, senior vice-president, sales for Daimler Trucks North America, the company has announced.

Most recently, Ferguson served as president of Daimler Trucks Remarketing Corporation and SelecTrucks of America. He's been with Freightliner since 1999 when he joined the company as manager, mergers and acquisitions.

Ferguson takes the reins from Alex Bernasconi, who will move on to support Freightliner through several special projects until mid-2009.

Eaton has announced it has hired **Ignacio Aguerrevere** as senior manager, global marketing for its truck group.

He will be responsible for Eaton's voice-of-customer and market segmentation initiatives,

according to the company. Aguerrevere joins Eaton from Carrier Transcold where he was general manager, Latin America.

"Ignacio's talents and leadership will be put right to work for Eaton, leading a number of key marketing initiatives and product planning activities across the breadth of Eaton's commercial vehicle product lines," said John Beering, director of marketing for Eaton's Truck Group. "We expect him to add immediately to the synergy and value of our marketing activities here in Kalamazoo and around the world."

The Ontario Trucking Association's Education Foundation has announced three recent scholarship winners.

The J.D. Smith and Sons scholarship has been awarded to **Veronica Daniel**, the daughter of a truck driver employed by Wasteco in Brampton, Ont.

Daniel is embarking on a two-year diploma program at Algonquin College, to become a primary care paramedic, after recently completing a four-year undergraduate program at the University of Waterloo where she obtained her degree in Kinesiology.

Stephanie Roberts of Whitby, Ont., won the Erb Group of Companies scholarship. Roberts is embarking on a four-year degree program in arts at York University, and plans to become a kindergarten teacher.

Terry Aitken of Winnipeg, Man., won the Bison Transport scholarship. Aitken is embarking on a three-year degree program at the University of Winnipeg, after recently completing a business administration program at Red River College in Winnipeg.

Aitken plans to pursue a career in human resources.

In other Education Foundation news, the OTA has announced that **Gord Box**, president of Provincial Trailer Rentals in Mississauga, has been approved as a member of the Foundation's board of directors. □




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Health

What exactly is E.coli anyway?

If you have been paying attention to the news lately, you will have noticed that E.coli has been mentioned often. So, what exactly is E.coli? Basically, it is the short form for a group of bacteria called Escherichia coli. Most of the strains of E.coli are harmless and normally live in the intestines of healthy humans and animals. However, there are a few strains of E.coli that can have very serious effects on people and even cause death.

The majority of cases of E.coli infections are caused by eating contaminated food such as undercooked ground beef or unpasteurized milk. Healthy beef and dairy cattle may have E.coli present in their intestines.

Thus, it is possible that the meat or may become contaminated during the slaughtering process. That being said, it is important not to undercook your beef even if you like it rare. Using a meat thermometer is a good way to make sure that your meat has reached a suitable temperature.

Another common way to acquire an E.coli infection is from person to person. If someone has this infection and fails to wash their hands well with soap after using the washroom, they may pass along the germs to other people when they touch things such as doorknobs or food.

Again, we see how important it is to wash our hands frequently and thoroughly.

Back behind the wheel

Dr. Christopher Singh



By far the most dangerous source of E.coli infection is contaminated water. This was the case in the town of Walkerton, Ont. in 2000 when the water supply was contaminated by farm runoff.

It was reported that at least seven people died from E.coli infections and another 2,500 people became ill.

The symptoms of an E.coli infection begin about seven days after you are infected with the germ.

Normally, the first sign is severe abdominal cramping which begins suddenly. Shortly after that, watery diarrhea which may be bloody begins. At this point, some people experience fever, nausea and vomiting.

If you have any of these symptoms it is important to seek help from your physician as soon as possible. If your physician suspects an E.coli infection he/she will take a stool sample to see if any of the bacteria are present. Currently, there are no specific medications for E.coli infections.

In fact, most doctors will not recommend taking any medications to stop the diarrhea as they will not allow the body to get rid of the bacteria. The best treatment is drinking

plenty of fluid and rest.

The main complication of this type of infection is dehydration. If you are severely dehydrated, you may have to go to the hospital and have fluids administered through an IV. In order to reduce your chances of being exposed to E.coli, you can follow a few simple precautions.

Firstly, wash all raw produce thoroughly using running water and a scrub brush. It is not necessary to use soap or commercial cleaners to wash produce, plain water is fine.

Similarly, wash your hands, utensils and kitchen surfaces with hot, soapy water before and after handling fresh produce or raw meat.

Keeping raw foods away from foods that are about to be eaten is

also a good idea. When eating ground beef, make sure that it is well done and cooked to at least 160 F.

There should be no pink in the centre. Never place cooked hamburgers on the same plate you used for raw patties. Finally, avoid drinking unpasteurized milk or untreated water. As professional truck drivers you are constantly on the move and come in contact with many people on a daily basis. Thus, it is even more important for you to keep in mind these simple hints as they will help to reduce your chances of getting and E.coli infection. □

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

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The Truck News Staff would like to wish all our valued customers, readers & friends a safe & happy holiday season!

Health

Fowl is fair...any time of the year

No doubt you'll be eating a good amount of turkey over the Christmas Season. Does that mean you'll be waiting until next Thanksgiving or Christmas for another turkey feast? Why wait that long? Turkey, as well as chicken, is fair game every season.

Lean cuts of poultry are an excellent choice for health-conscious eaters for a variety of reasons.

First, they have no carbohydrates when eaten alone which is excellent for those who must maintain a low carbohydrate diet.

Secondly, they are lower in fat and calories than most other sources of protein. Since some fat is necessary for your body to store fat-soluble vitamins, to support healthy cell walls and to store energy, you can't eliminate all

Preventive Maintenance

Karen Bowen



sources of fat in your diet.

So, just choose foods with a lower fat content. Skinless turkey or chicken breast is lower in fat than most other kinds of meat, including: sirloin steak; pot roast; beef tenderloin; pork chops; ham; and even 90% lean hamburger.

Even though the fat in turkey and chicken is less saturated than in beef, cooking poultry with the skin on increases the amount of fat that gets absorbed into the meat. To maintain the healthiest way of preparing poultry, I recommend removing the skin before cooking. After doing this, keep the meat moist by adding a half-inch of water to the bottom of the pan and covering the dish or wrapping the meat in foil. This will prevent the natural juices from escaping or evaporating.

Even though turkey and chicken thighs stay more moist, people often avoid eating them and choose the leaner breast section instead.

This makes sense because thighs have twice the fat as breast meat. However, the fat content of turkey or chicken thighs is still lower than that of an equal portion of beef, lamb or pork. So, it won't hurt you to indulge in a succulent thigh every once in a while.

Also, they are an efficient source of protein. Nine ounces of turkey or chicken breast delivers a day's supply of protein. This is significant because your body needs protein to grow and repair damaged cells, organs, blood and skin, as well as to digest food.

Recent studies have shown that eating enough protein can markedly reduce bone loss in older people. One study of 70- to 90-year-olds found that the individu-

als who consistently ate the highest percentage of protein consistently retained the highest level of bone density.

Turkey and chicken are also good sources of the B vitamin, Niacin. Research published in the August, 2004, issue of the *Journal of Neurology, Neurosurgery and Psychiatry* reported that regularly eating niacin-rich foods like turkey and chicken can help people keep their minds sharp as they age, protecting them from Alzheimer's and age-related mental decline.

Another advantage of Niacin is that it is also considered a cancer-protective vitamin. A healthy level of Niacin is vital for avoiding a type of genetic damage which leads to cancer formation. Just four ounces of turkey or chicken provides 72% of your daily Niacin requirement.

Another ingredient found in turkey and chicken that fights cancer is the mineral selenium. Selenium is necessary for proper metabolism. Because your thyroid, immune system and anti-oxidant system all depend on selenium, lower levels of selenium have been linked to higher incidences of cancers affecting these areas. Four ounces of turkey or chicken supplies 40% of your daily selenium need.

Turkey and chicken are also good sources of vitamin B6. Vitamin B6 supports energy metabolism throughout the whole body by maintaining enzyme levels that control metabolic reactions.

Maintaining appropriate enzyme levels allows your body to maintain a constant energy level. Vitamin B6 also contributes to maintaining healthy artery walls, reducing your risk for heart disease. A four-ounce serving of turkey or chicken supplies 32% of the daily need of Vitamin B6.

At home, turkey and chicken are healthy and versatile main dish options. Both can be roasted, grilled, poached or boiled. By combining herbs and spices when cooking, they can be dressed up to suit any taste.

On the road, there are also many healthy and not-so-healthy options.

Avoid fried chicken, either original or extra-crispy; teriyaki wings; popcorn chicken; or a chicken and biscuit bowl. Pass up a side of Caesar salad, fries and extra butter, gravy or sauces. Instead, choose a skinless chicken breast without breading or a honey BBQ chicken sandwich. Then, add a side of salad and a baked potato with very little butter, sour cream or gravy.

As well, many grocery stores now offer hot roasted chicken from the deli all day long. They also carry healthy frozen entrees, as does M&M Meat Shops. Stock up on these for future microwaved meals.

When considering your health in the year 2009, now is a good time to talk turkey. □

- 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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Kathy

Tax talk

The trappings of tapping into your RRSP

With the holidays behind us, we'll be entering the next Big Season in Canada: the RRSP push.

Monday, March 2 is the deadline to make registered retirement savings plan contributions that can be deducted on your 2008 income tax return. This year you can contribute up to 18% of your earned income to a maximum of \$20,000, plus any unused contribution room from previous years. (Earned income includes salary or wages, but not dividends or investment income). To see your RRSP contribution limit, call Canada Revenue Agency's automated TIPS service at 800-267-6999, or check your Notice of Assessment statement.

Whether you're a sole proprietor, incorporated owner/operator, or company driver, an RRSP is probably the best vehicle you have to reduce your tax obligation. The amount you contribute can be deducted from your earned income, and any income from investments in your RRSP will compound tax-free.

Still, few Canadians take advantage of it. According to Statistics Canada, less than one-third of taxpayers who were eligible to contribute to an RRSP for the 2007 tax year actually did so. The \$34.1 billion in total RRSP contributions for that year is equal to just 6% of Canadians' total available contribution room. Nationally, the median RRSP contribution was \$2,780.

I doubt these stats will be any better for 2008, a year that had a lot of people thinking about pulling money out of their RRSP to pay off debt or other expenses. But think twice before you call your RRSP administrator about an early withdrawal.

An RRSP is a long-term savings plan. The idea is that by the time you retire you'll probably be in a lower tax bracket than you are now, when you're working and earning income. Funds withdrawn at that time will be taxed at a lower rate.

Generally, you must close out your RRSP by the last day of the year in which you turn 71. But if you take out funds from your RRSP for anything other than retirement, post-secondary education expenses for you or your spouse, or to buy your first home, three things will happen:

1. You'll pay an immediate withholding tax of 10% on withdrawals up to \$5,000; 20% on withdrawals of \$5,001 to \$15,000; and 30% when the amount exceeds \$15,000 (in Quebec, the tax is 21%, 26%, and 31%, respectively).

2. The amount you take out will be added to your taxable income. So you'll not only pay more tax, the withdrawal amount may bump you into a higher income tax bracket.

3. The withdrawal amount is not added back to your unused contribution room. Once you take money out of the RRSP, you can't put that sum back in.

If someone says you can take

Tax Talk

Scott Taylor



out money tax-free, watch out. An increasing number of RRSP and Registered Retirement Income Fund (RRIF) products are promising tax-free withdrawals, typically involving offshore debit or credit cards, offshore bank accounts, or loan-back arrangements.

Investing in such schemes may result in a reassessment of your tax returns.

Worse, the promoters – who sound slick and professional – may simply disappear along with all of your retirement savings.

If you need to take money out of your RRSP before you retire,

talk to an experienced accountant about whether it's the right move for you (it may be).

Better still, that advisor can help you plan for times when cash is tight without having to deal with the consequences of tapping into your RRSP.

Log into CRA's 'My Business Account'

If you bank online – and more than 67% of Canadians do, tops in the world, according to the comScore research firm – you'll quickly catch on to CRA's My Business Account service.

The Internet-based service is a secure and convenient way to transmit corporate tax returns and manage your income, payroll, excise, GST/HST, and other tax accounts.

Your account balances, return status, and statements are accessible online 21 hours a day, seven

days a week using a single user ID and password.

You can also transfer payments or credits from one account to another, like when you'd log on to your bank's site to check your balances and pay your credit card bill.

If you like the idea of self-service but would rather have an employee or accountant do the job for you, CRA lets you authorize access to an employee or third-party. For information, visit www.cra-arc.gc.ca.

For security reasons, registration takes time and patience – you may not have access to all of your information until CRA mails you a special code. But the benefits are worth the wait. □

– 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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Industry

Diesel fuel rationing in Western Canada

Who would have thought it possible?

Who would ever have thought that in oil-rich western Canada we would see diesel fuel being rationed?

Well, as I write this column that's exactly the scenario taking place in Alberta, Saskatchewan and Manitoba where a severe shortage of truck diesel fuel was playing havoc with truckers throughout the region.

Carriers were seeing their fuel supplies rationed by as much as 10-50%.

The cardlock privileges for all new accounts were suspended by at least one oil company and the hours that cardlock service was being made available to existing customers were being restricted.

We were being told that things would not be returning to normal for at least several weeks – possibly through all of October and

Industry Issues

David Bradley



November.

(This column was originally penned for the December issue, but it was shelved for a month so I could address the timely economic crisis last month).

Given the current economic fragility, this is something Canada can ill afford.

The trucking industry is being put in the unenviable and untenable position of deciding which of its customers will be guaranteed service and which will not.

How could this happen?

It is our understanding that this situation is a reflection of both planned and unplanned refinery outages in the region.

The Petro-Canada refinery in Edmonton had been closed for over a month for planned maintenance.

However, the company conceded that it was caught off-guard by an unexpected jump in demand. It was also being reported that difficulties restarting the refinery were being experienced.

The Suncor plant in Northern Alberta had been down since August due to an equipment problem.

Imperial Oil had reduced production while it makes repairs at its Edmonton refinery. Problems at other refineries had also been reported.

This is not the first time where

parts of the country have experienced significant shortages of commercial-grade truck diesel fuel.

In February 2007, the Ontario trucking industry suffered an acute shortage of diesel fuel that came perilously close to a full-blown economic crisis.

Western Canada also experienced a shortage earlier this year (March 2008), though not as bad as the current situation.

In each case, refinery issues were the cause or at least major contributing factors.

The time has come for meaningful and open discussion about refining capacity in this country.

The trucking industry is the largest consumer of diesel fuel in Canada.

Total annual consumption of truck diesel fuel in Canada by tractor-trailer units alone, comes to about seven billion litres.

Trucks haul 90% of all consumer products and foodstuffs as well as two-thirds by value of Canada/US trade.

So, having a stable, sufficient and predictable supply of truck-grade diesel fuel is not only essential for the trucking industry, it is vital to the well-being of Canada.

No economy can withstand uncertainty of and disruptions to, fuel supply for very long.

Given the recent frequency with which refinery issues have been visiting hardship on the trucking industry and by translation the truckers' customers, the Canadian Trucking Alliance (CTA) is of the view that it would be prudent for the Government of Canada, the Canadian Petroleum Producers' Institute and ourselves to sit down together and seek answers to the following questions:

1. What can be done to improve planning/coordination to ensure an adequate supply of diesel fuel remains available during periods of expected/unexpected refinery shutdowns?

2. What can be done to improve the communication by the oil companies to their customers with regard to refinery closures and supply disruptions?

3. What if any plans exist to add refining capacity in Canada specifically and in North America generally to ensure an adequate supply of diesel fuel in the future?

While gas prices tend to capture most of the headlines and therefore public attention, diesel fuel is the lifeblood of the industry that moves Canada's economic output. What has been happening with the supply of diesel fuel deserves attention.

Maybe now with the election over, Parliament will get back to work and start looking at some of these issues. □

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

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Making roads safer through the use of technology

The fleet manager who wants to improve safety, efficiency or simply reduce costs has a wide variety of methods from which to choose, including the use of technology to help achieve the goals.

However, when considering technology there is a risk of becoming overwhelmed by the choices available or becoming too enamored with a specific product.

Before moving into the acquisition phase it is important to see past the promotional material, take time to consider the pros and cons of the product, and evaluate how it will address your fleet's actual needs.

Once the real goals for the fleet have been defined, corporate approval attained, and the products and suppliers researched, all it takes is money and the willingness to invest it.

In an article in the current edition of PMTC's magazine *The Counsellor*, Mark Murrell of CarriersEdge offers some good advice on buying technology.

Among other concepts, he discusses the need for buy-in at the senior levels of a company along with a commitment to change if the acquired technology is to have any chance of meeting expectations.

The culture of the organization and its approach to operations is as important to the success of the purchase as the technology itself, according to Murrell.

The article goes into more detail on this subject and makes some interesting points.

To my mind the most valuable trucking technology falls into one of three camps: safety; efficiency; or the environment.

Some technology is of course mandated, such as the 2007 and 2010 engines that reduce emissions. Others are options, but valuable options.

Among these there are many important and exciting tools that are available now or are newly emerging, and a number of them impact safety. They are designed to prevent accidents or at least minimize the ensuing havoc when one occurs.

Impressed by ESC

Like many of you, I have had the opportunity to experience electronic stability control on a test track.

To say I was astounded at the results of the test run would be a complete understatement, so much so that I would encourage every fleet manager to do everything possible to have the fleet equipped with some form of ESC.

Such a relatively inexpensive device should probably be mandatory because of its ability to keep a truck from rolling over if it enters a turn too quickly or when it is involved in a violent maneuver such as trying to avoid a crash site or another vehicle that changed lanes without looking.

I'm also very interested in other crash avoidance technology such as forward collision systems and lane departure systems.

Forward collision systems moni-

Private Links

Bruce Richards



tor the vehicle ahead of the truck and send either (or both of) an audible or a visual warning to the truck driver if a potential collision is detected.

One model can accelerate or decelerate the truck to help maintain a safe distance between vehicles. Users point to a couple of drawbacks with these systems, but those are surely outweighed by the benefits.

Lane departure systems monitor the truck's position relative to the lane markings and deliver an audible warning if the truck drifts across lanes, allowing the driver to take corrective action, hopefully before a collision occurs.

Perhaps yours is one of the many fleets in this country with an excellent safety record, but even if that is the case, the likelihood that one of your trucks will be involved in a collision is evident.

Even the best, benefit

A Transport Canada study covering the period 1994-1998, found that there were an average of just less than 44,000 collisions involving heavy trucks annually during that period.

Another study, using 2004 collision data of all vehicles, estimated the social costs of collisions in Canada to be \$62.7 billion a year.

Even though heavy trucks accounted for only 4% of all vehicles involved in collisions, these statistics make it clear that the risks to our professional drivers and to other road users are as real as are the tools available to prevent collisions.

And as for the argument that

the truck driver is not at fault in the majority of collisions, that is exactly why this type of technology is a must-have. The best drivers need help avoiding the others.

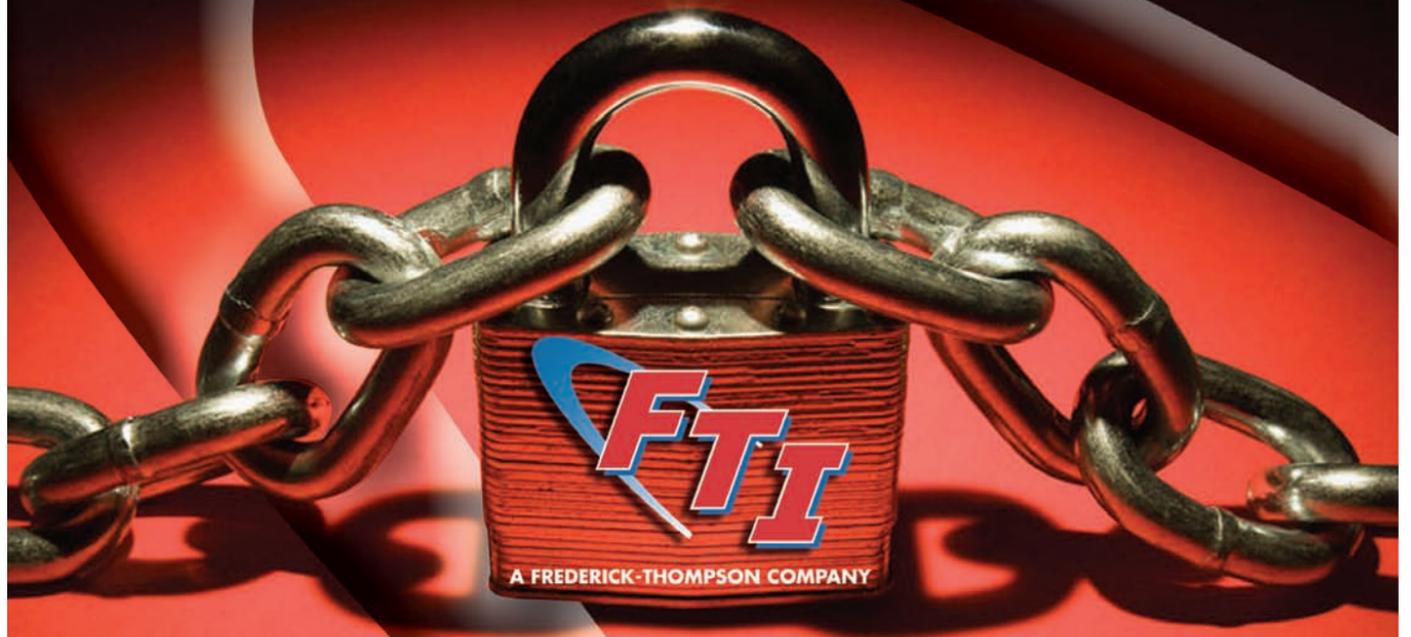
Of course, no technology will completely defeat an inattentive, fatigued, or careless driver. Conversely, nothing is as effective as an attentive, alert, and conscientious driver.

But no matter how good your drivers are they are likely to find technology helpful, if not a life-saver at some point in their driving career.

There are many poor driving decisions made out there every day, and your drivers deserve all the protection you can provide. □

— 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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OEM/Dealer News

PacLease expands to Moncton, N.B.

MONCTON, N.B. – Paccar Leasing Company (PacLease) has announced the recent addition of a new full-service lease location in Moncton, N.B., which is operated by Bayview PacLease.

The demand for full-service leasing continues to grow because it offers companies a compelling, off-balance-sheet financing solution to their transportation needs, says PacLease president Bob Southern. “This new location will help us meet that demand and expand PacLease’s industry-leading customer service in New Brunswick.”

Moncton lies at the crossroads of the Atlantic provinces, and its economy benefits from all of the activities that happen throughout the region, according to Bill Ervin, vice-president of sales and leasing for Bayview PacLease.

Mineral exploration and mining have played a significant role in the New Brunswick economy, with

strong market conditions for metals, fertilizers and energy, which have helped the economy continue to expand, according to Ervin.

He says there has also been a great deal of construction activity in both the residential and commercial sectors.

“We think full-service leasing will be the way of the future for many local companies since they won’t have to worry about truck maintenance, which is becoming more and more complex with new technologies being introduced,” says Ervin.

“We’re also seeing interest from local governments that like the idea of being able to lease custom-spec’d trucks with the latest emission reduction technologies, without the worry of dealing with their maintenance.”

Bayview PacLease, is located at 235 Commerce Street, Moncton, N.B. Call 506-862-0953 for more information. □

Volvo, Mack announce DPF reman’ program

MIDDLETOWN, Penn. – Mack and Volvo have announced they are launching a large-scale diesel particulate filter (DPF) remanufacturing program. The companies will reman’ used DPFs out of their Middletown Remanufacturing Center. According to the companies, DPFs will be remanufactured to more than 90% of their original capacity.

First, air will be blown across the filter element and ash and contaminants will be removed using a powerful vacuum. Filters with a lot of oil or particulate buildup will then be baked in an industrial oven to further remove ash, the companies explained. Bob MacPherson, manager of lean systems and new engine projects, said this will be done cost-effectively, since the DPFs will be remanufactured in bulk. The companies say their cleaning process will remove more ash in one cleaning than other methods could clear out in multiple cleanings. So far, most trucks with EPA07 engines and DPFs have yet to reach the mileage where the first cleaning will be required. □

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Shell Lubricants contributes to record-setting fuel mileage quest

By Jan Westell

HOUSTON, Texas – Shell oil was recently involved in a collaborative test that set a fuel economy record for the *Guinness World Book of Records*, using a Mercedes-Benz Actros Class 8 truck that ran on Shell premium diesel fuel and a synthetic Shell lubricant.

The truck's fuel economy went from approximately 6 MPG, to 12.1 MPG, or 19.44 litres per 100 km – a new European record.

"We provide lubricants to Mercedes and the product that we were using over there was a product called Shell Rimula R6LME, and that is a 5W-30 engine oil that was designed for use in these Mercedes engines," Dan Arcy, Shell Global Solutions' OEM technical manager, explained during a recent media technology event.

According to the Guinness World Records, the record was set last spring. It took place at the Nardo Technical Centre, a testing facility with a 12-km (7.46-mile) circle track. The truck, fully-loaded to 40 tonnes, was driven in both directions for an entire week, 24 hours a day.

During this time, it stopped only to refuel, change drivers and change driving direction. One week and 12,728 km (7,909 miles) later, the average fuel consumption of the truck was established as being 19.44 litres per 100 km – a new record.

As a result, the Mercedes-Benz Actros earned "The most fuel-efficient 40-tonne truck" record by Guinness, a test that had the truck haul over 25 tonnes of payload at an average speed of 80 km/h around the track.

The test vehicle had an automatic transmission, wide-base tires, full fairings and other aerodynamic devices, according to Arcy.

Driving conditions were optimum at the track, including perfect weather, noted the technical manager.

"There were a lot of things that were all in place, along with the lubricants, the fuel, and the way the truck was outfitted. They still outperformed and set the record," he said.

Rimula R6LME was designed for Mercedes with a lower phosphorous level than what is typically desired in the US, according to Arcy.

However, that product is not available in North America, "at this time," according to Arcy, who noted that a similar product, the Shell Rotella T Synthetic SAE 5W-40, is the closest lubricant that Shell can offer on this side of the Atlantic. He noted that the two products do share some similarities.

"They're similar in the fact that they are both full-synthetic products, but they do differ in the fact that they are SAE 5W-40, versus Europe (requirements) which is SAE 5W-30, and they do differ in their chemical composition."

Synthetic lubricants are in greater demand in Europe than in North America, and Arcy indicated that this mindset is likely to change on this continent, eventually.

There are a number of areas where synthetics have some benefits over conventional oils, and one of the key benefits is that synthetics offer a wider viscosity range,

according to Arcy. The Shell Rotella T SAE 5W-40 Synthetic can meet the low temperature performance of a 5W, while still retaining high temperature performance of an SAE 40 grade, he added.

"Because of having that wider range of performance, it actually gives you the ability to pump easier," he said. "Again, it may only be 1%, but we claim up to 1% benefit, and 1% in a Class 8 truck right now, is somewhere around \$800 a year savings in fuel, if you're going 120,000 miles a year."

In addition, he added, synthetics offer better oxidation stability.

"So low temperature performance and high temperature performance are gained through our product. I'm not going to say that that's indicative of all synthetics out there, but it is with our product, on the high temp side. That's really your main reason for improved performance out of the synthetics."

Shell demonstrated a number of

lab tests at its Houston facility, to show the benefits of synthetic lubricants, including a four-vial pour test, with one vial each of new and used synthetic lubricant (SAE 5W-40), and one vial each of new and used conventional oil (SAE 15W-40) after the product had been exposed to cold temperatures, at -35 C.

Shell's formulator tribologist, Jason Brown, explained the purpose of the test.

"We're trying to simulate temperatures in really, really cold climates, because we want to make sure that when you start your engine, the oil pumps and flows," said Brown. "If all goes well, then our synthetic SAE 5W-40 sample should flow better than the conventional SAE 15W-40 sample. As well, if you look at the comparison of the new and used synthetic SAE 5W-40, they should flow about the same – which is a testament to how robust synthetics are, versus how non-robust conventional oils are."

Shell's conventional SAE 15W-40 new and used lubricants, both spread out in the pour test, covered the width of the test pan, and thickened to a gel.

"Imagine if you're in the middle of winter, and you're trying to start an engine, and it's a Class 8 rig with 15,000 to 20,000 miles on it. You need that oil to flow, because what it has to do is lubricate the parts. If it's not doing that, you have high wear. You want something with excellent cold temperature flow, like synthetic SAE 5W-40 oil in there, because even when it's really cold, it's going to pump. So you're going to get oil protection," explained Brown.

The new synthetic SAE 5W-40 flowed easily, while the used conventional 15W-40 was barely out of the vial. The used synthetic lubricant also poured faster than the new and used conventional lubricant, a result which did not surprise the tribologist. □

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Shaw Tracking highlights new technologies at customer demo

By James Menzies

HALIFAX, N.S. – Shaw Tracking recently hosted a series of executive conferences, to demonstrate the capabilities of its latest products and technologies. Among the topics covered was 'Getting the most out of your ECM data,' which was presented by Oscar Tellechea, account manager for Eastern Canada.

He spoke about Shaw Tracker, which is touted as an economical way to track truck activity.

Shaw Tracker is a small black box-type device that's installed in the driver area of the cab. It creates a "snail trail," displaying the truck's location every second which allows customers to: better manage driver hours/payroll; monitor idle-time and speeding; improve equipment utilization; and audit driver logs. The information is downloaded when the truck is driven through a base station, which can be set up at a fleet's terminal. Base stations also exist at other strategic locations such as bor-

der crossings, said Tellechea.

"Customers are now measuring where drivers are spending their time, and a lot of time it's not at a delivery," Tellechea pointed out.

The information, including hard braking notifications, can be viewed via a Web interface, hosted by Shaw Tracking. Tellechea said one of Shaw Tracker's greatest paybacks comes from improving driver productivity. He told the story of one fleet that found many of its drivers were spending too much time at the local Tim Horton's rather than the Port of Montreal, where they were supposed to be making deliveries.

"All that time has been recuperated and the system has paid for itself," he said.

Maximizing trailer utilization

Tellechea also spoke about T2, a cellular-based untethered trailer tracking system. The system is not designed for theft prevention (although it can help locate stolen

trailers), but rather to help fleet managers optimize the productivity of their trailers.

Tellechea compared it to a "North America-wide yard check," allowing customers to immediately locate their assets and identify when those trailers are sitting idle at customer facilities. It can also be used to find out when a customer has been making unauthorized deliveries with your trailers, Tellechea added.

"You'd be surprised how much time dispatchers and staff spend looking for trailers," he said.

T2 also allows customers to establish geofences and receive notifications when a trailer strays beyond a pre-approved boundary. The reporting intervals can be customized for your specific operation and the reports can be viewed online. Graphs can be generated that show the number of trailers that have sat idle for pre-determined time periods, with poorly-utilized trailers appearing in red for easy identification.

There are also sensors that detect whether or not a trailer contains freight. The payback is generated by reducing the time staff spend looking for trailers and being better able to pass on detention charges to shippers, Tellechea noted.

HoS compliance

Another capability discussed at the demo was Shaw Tracking's e-logs. They provide real-time information about a driver's hours-of-service status, while eliminating the onerous process of filling out logbooks for the driver. From the fleet perspective, e-logs allow the company to continuously audit its own logs electronically, Tellechea explained.

Drivers (and fleet managers as well) can be notified when they are at risk of running out of hours. When visiting the scales, drivers can show enforcement officers their log records on an in-cab screen, or fax them to the scale house. A print-out would also be accepted, if a driver had a printer on-board. So far, Tellechea said enforcement agencies have been supportive of the movement towards e-logs.

When asked if problems arise when a driver runs out of hours a short distance from home and is unable to circumvent the system, Tellechea insisted it's a non-issue since e-logs allow for better route planning. Drivers receive ample warning if they cannot make a deliver in the time allotted, so they can make alternate arrangements.

The biggest advantage for fleets is that they ensure they are fully-compliant and they eliminate the onerous task of manually auditing logbooks, Tellechea said.

"You have the information live as it happens and you're auditing yourself constantly, and that is a huge time savings," he said. Drivers also save time, as they don't have to fuss over paper logbooks. They can enter any required inputs via a user-friendly, in-cab display unit, Tellechea explained. □

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Hankook Tire

SmartWay-certified

WAYNE, N.J. – Hankook Tire has had three of its commercial fleet tires certified for the Environmental Protection Agency's (EPA) SmartWay Program, meeting the program's requirement to reduce rolling resistance by 3%.

The recently launched AL07+ steer tire, Z35a drive tire and TL01 trailer tire have all been proven to provide lower rolling resistance to meet SmartWay standards, which are designed to promote cleaner, more efficient truck technologies, according to Hankook.

"Diminishing the carbon footprint, improving fuel economy and reducing costs are the key areas of focus for the commercial fleet industry currently," said Brian Sheehy, commercial tires director, Hankook Tire America. "This is a true validation of Hankook's innovative technology, product and performance." □

Mack launches online tribute to Titan work truck

LEHIGH VALLEY, Penn. – Mack Trucks has launched a new Web site to help promote what it considers to be its most powerful highway truck ever. Visitors can now get a closer look and seek other details about Titan by Mack at: www.titanbymack.com.

“When you unleash a truck this big and bold, you anticipate turning heads,” said Michael Reardon, Mack’s vice-president of marketing. “But the level of interest in the Titan by Mack has, quite frankly, exceeded expectations. We created this Web site to build on that excitement, and provide customers with an online experience as powerful as the truck itself.”

The new Web site has been designed to allow visitors to experience the model’s features and benefits, according to Mack. Visitors can personalize the truck in the “Showroom” section, by choosing exterior colours and interior trim levels.

The “Features” section allows visitors to look more closely at the key details of the truck and engine, through the use of rollover buttons and detailed images. The “Gallery” section lets the dedicated Titan by Mack fan download computer wallpaper and screensavers, plus photos and videos of the big truck in action.

Introduced in March, Titan by Mack is considered an “engineering marvel,” by the truck manufacturer.

With a 605 horsepower Mack MP10 engine and 2,060 lb.-ft. torque, the Titan has been designed for the “heaviest of heavy hauls,” states Mack, such as logging, oilfield or the other severe service applications. □

Total Lubricants buys Lubricants USA LP

PLANO, Texas – Total Lubricants North America has announced it has acquired lubricant manufacturer and marketer Lubricants USA LP. Lubricants USA LP manufactures Fina-branded lubes, consisting of conventional oils and greases, Total has announced.

“We’ve offered high quality, specialized lubricants to our customer base for the last eight years and we know Total to be an excellent company with whom to do business and we’re excited by the prospects of merging our organization with Total’s,” said Lubricants USA president and CEO, Chris Haire.

“Acquisition of Lubricants USA provides a springboard for Total to significantly expand its presence within the US lubricants and greases industry,” added Olivier Goutal, Total Lubricants North American vice-president. “We look forward to continued growth with these distributors, as well as enlisting prospective distributors in new market geographies.” □

Raydan Manufacturing settles into new Ontario digs

BADEN, Ont. – At a time when news of plant closures seems to be a daily occurrence in Ontario, it’s refreshing to visit a newly-opened chassis modification facility in the province. Such was the case recently, when Raydan Manufacturing opened the doors of a new 20,000 sq.-ft. plant in Baden, near Kitchener.

Located on seven acres of land, the shop features a 100-ft. long pit. Most of Raydan’s work at the new shop will consist of chassis modifications and twin steer axle installations for vocational applications. It will also be home to Raydan subsidiary, Sturdy Truck Body.

Raydan management has said the location will allow the company to better serve Ontario-based customers. Brian Ahrens, director of eastern operations with Raydan, said Ontario has a healthy twin steer market which will be



NEW HOME: Raydan’s new Ontario facility features 20,000 sq.-ft. of workspace on seven acres of land.

better serviced by the company now that it has a genuine Ontario presence.

About 15 employees are based at the Baden facility, with the sales

staff slated to relocate there in January.

The new facility is located at 3025 Sandhills Road in Baden, Ont. □

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OEM/Dealer News

Detroit Diesel says SCR testing going well

REDFORD, Mich. – Detroit Diesel says its selective catalytic reduction (SCR) system, dubbed BlueTec, has reached seven million miles in North American validation testing.

“We started our engineering development and validation activities several years ago to optimize BlueTec SCR for the 2010 North American market,” said David Siler, director of marketing, Detroit Diesel. “We are excited about how successful we’ve been in our validation program and we feel our customers will benefit from this positive experience.”

Detroit Diesel’s DD15 and DD13 engines will use BlueTec technology to meet EPA2010 emission standards. A common rail fuel system, diesel particulate filter and exhaust gas recirculation will also be employed. SCR requires the use of diesel exhaust fluid (DEF), which is dosed into the exhaust stream to create a chemical reaction that re-

duces NOx into harmless water and nitrogen.

The company says it is continuing its validation testing and expanding its test fleet monthly. It has also conducted extreme weather testing in sub-zero temperatures as well as in the Nevada desert.

“We have leveraged our relationship with Daimler Trucks North America by jointly conducting our design, packaging and validation testing activities,” said Rakesh Aneja, Detroit Diesel’s 2010 program manager.

“This ensures that the vehicle is optimized as an integrated system with respect to lifecycle cost including fuel economy, durability and reliability.”

In addition to racking up more than seven million miles of testing in North America, Detroit Diesel’s parent company Daimler has delivered more than 200,000 vehicles with SCR around the world. □

OOIDA wants 2010 emissions standards delayed

GRAIN VALLEY, Mo. – The Owner-Operator Independent Drivers Association (OOIDA) says if the industry forges ahead with EPA2010 emissions standards, many truckers will be squeezed out of business as a result of higher purchase prices and unproven reliability. The organization is appealing to US policymakers to postpone the 2010 emissions standards in light of a new study released by NERA Economic Consulting that suggested fleet managers will hesitate to buy new equipment with 2010 emissions controls.

“With record-high diesel fuel prices earlier this year, trucking companies have already faced nearly insurmountable challenges trying to stay in business,” said Todd Spencer, executive vice-president of OOIDA. “It’s the worst possible time for the trucking industry to take on a high stakes gamble with no known level of reliability of the tech-

nologies or return on investment.”

OOIDA said Washington should push for a restructured timeline to allow for more breathing room and time to build confidence within the industry.

“With more time, the solutions will become much clearer and environmentally much cleaner,” added Spencer. “Otherwise, there will be a delay in the intended environmental benefit because there is a disincentive to purchasing the new technology. Truckers and fleets are simply going to hold onto their equipment for a longer period of time, if they are able to hold onto it at all.”

The NERA study, which can be reviewed on www.ooida.com, suggested that: trucks will cost considerably more in 2010 (US\$7,000-\$10,000); there are technological uncertainties that will be employed in 2010; and reduced environmental benefits will be realized due to a pre-buy or low-buy if the plan goes ahead.

Mack and Volvo quickly made statements opposing an extension, since they say they are already on target for 2010. □

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3) Does this location operate, control or administer one or more vehicles in any of the following Gross Vehicle Weight (GVW) categories? Please check YES or NO:

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Under 4,536 kg. (10,000 lbs.).....	<input type="checkbox"/> YES <input type="checkbox"/> NO

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Diesel powered vehicles.....	<input type="checkbox"/> YES <input type="checkbox"/> NO
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Pickups or Utility Vans.....	<input type="checkbox"/> YES <input type="checkbox"/> NO
Propane powered vehicles.....	<input type="checkbox"/> YES <input type="checkbox"/> NO

5) Do you operate maintenance facilities at this location? YES NO
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6) Indicate your PRIMARY type of business by checking ONLY ONE of the following:

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Clarification:
 In last month's issue, Jim Fancher of Volvo Trucks was mistakenly identified as Randy Fleming of Volvo Trucks Canada in an article about SCR. *Truck News* apologizes for any confusion this may have caused. □

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New Products



Dana has introduced a new **steer axle** designed for extreme conditions. The Spicer 5.24-inch drop wide track axle is intended for heavy use in applications requiring excellent maneuverability, the company has announced. It's specifically designed for applications requiring a solid beam forged design to withstand extreme conditions. The D-2000W is available in 20,000-lb and 22,800-lb capacities and allows for tight turning. For more information, visit www.roadranger.com.

Peterbilt has announced its new proprietary **front air leaf suspension** is now in full production and available on the Models 384, 386, 388 and 389. The company says the new suspension offers an improved ride and requires less maintenance. It boasts a lower spring rate for better isolation of road inputs, according to the company, which it says translates into a 20% improvement in ride. It also features four air springs to support up to 75% of the spring load.

Xantrex Technology has introduced a new **inverter/charger**. The Xantrex Freedom HW 1000 inverter/charger allows for the clean and quiet powering of on-board devices requiring AC power, according to the company. The company claims its newest product is lightweight (10 lbs) and compact, and can provide 1,000 watts of AC power. For more info, visit www.xantrex.com/freedomhw.

Allison Transmission has introduced its new **prognostic features for routine maintenance**, which are available on MY09 Allison 1000/2000/3000/4000-series models. Calibrated to particular operating requirements of vehicles, prognostic features monitor various operating parameters to determine and alert when a specific maintenance function is required, according to Allison

Transmission. These features are intended to take the guesswork and hassle out of scheduling routine vehicle maintenance. 'Oil Life Monitor' is based on the vehicle's duty cycle, determines fluid life and alerts when a fluid change is required, and helps give maximum oil life while providing protection to the transmission. 'Filter Life Monitor' provides an alert when the transmission's fluid filter needs to be replaced. 'Transmission Health Monitor' helps avoid costly repairs and downtime by taking the guesswork out of scheduling routine maintenance, a feature which determines and alerts when clutch maintenance is required.



Chevron has introduced a new 100% **synthetic engine oil**, which it says exceeds industry and OEM performance requirements. Chevron Delo 400 LE Synthetic SAE 5W-40 is formulated using an optimal blend of the latest dispersant, detergent, oxidation inhibition, anti-wear, corrosion inhibition, viscosity improver and defoaming additive technologies, according to the company. It's designed for use in pre- and post-2007 engines and boasts excellent cold weather starts, according to Chevron. It also offers the potential for improved fuel economy, the company says. The synthetic oil is available in one-gallon jugs, five-gallon pails and 55-gallon drums throughout Canada and the US.

Calgary-based Neptune Northern has been named the Canadian distributor of the new Neptune **automated wheel wash system**. The system is a stationary and portable automated wheel wash system, designed to eliminate facility and job site track-out of contaminants, the company announced. It's intended for applications such as: oilfield; aggregate; mining; refuse; construction; HazMat; and agricultural. For more information, visit www.neptunenorthern.ca or call 866-960-9277. □

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Opinion

Green is pricey, and heavy too

There isn't a government in this country – federal, provincial, or territorial – that doesn't have some kind of climate change "plan" in place, and we've even seen some modest reductions in greenhouse gas emissions in some sectors because of public education and incentives.

But in the transportation sector, which remains a major contributor to greenhouse gas growth, governments have been slow to react with any strategies to address the problem. While they're quick to say that emissions have grown by about 32% in the sector since 1990, they're not so quick to point out that this includes all transportation – air, marine, rail, pipeline – in addition to all on-road and off-road vehicles.

And when they're pointing fingers at road transportation, they conveniently forget that growing emissions from diesel engines aren't because the engines are "dirty," but because there are simply more of them on the roads since they started measuring.

And there's the rub. As the economy improves, demand for trucking services increases, more trucks on the road, more GHG emissions. We can't have it both ways.

The industry has been making huge investments to meet EPA emissions standards and to implement fuel economy strategies to keep trucking a safe and affordable mode of transportation, and

Voice of the O/O

Joanne Ritchie



it's about time governments came to the table with some help.

In November, Ontario became the first province with an incentive program that owner/operators can take advantage of. The province earmarked \$2.9 million for anti-idle devices as part of larger \$15 million, four-year program. The balance of the cash will be used to fund investment in hybrid and alternative-fuel technologies for light- and medium-duty commercial vehicles.

The money won't last long – the big fleets will grab some of it too – but it's a start. Another scary thing is how dangerously close we came to getting nothing at all out of the program for Class 8 vehicles.

When OBAC attended a preliminary stakeholder meeting for the program, we were the only ones in the room presenting an over-the-hood view of the world.

We shared the room with numerous suppliers of various green technologies, as well as reps from light- and medium-duty truck makers – Class 2 through Class 7 – who were looking for a pot of money for the advancement of hybrid and alternative-fueled vehicle technologies.

Indeed, at the outset, the lighter

vehicles were the only ones initially on the radar screen of the Ontario government. The program designers figured these vehicles were less likely to travel outside the province, and they wanted to ensure Ontario program dollars were spent reducing greenhouse gas emissions in Ontario's air.

I mean, really. This is *air* we're talking about. Attempting to put geographic borders around GHG emissions is like designating a no peeing area in a swimming pool.

Like Ontario, other jurisdictions which are looking at incentive programs want to ensure that they get cleaner air in their own backyards for their investment.

I think this is where our federal government should show a little leadership and get energy ministers across the country to agree: an idle-free truck parked anywhere, regardless of where it comes from, is a good thing.

And there's another message we're sending loud and clear to governments. While the cash incentives are nice – indeed welcome – we could use an adjustment to our weights and dimensions regs too.

Since EPA's emission reduction rules rolled out in October 2002, roughly 500 lbs of air cleaning equipment has been added to the weight of a truck. EPA2010 will be upon us in just 12 months, and with that will come another 400-500 lbs worth of hardware we'll have to hang on our tractor frames – somewhere. Space will be an issue for some, but that's another story for another day.

If you want to add disc brakes to

your next truck, you'll be faced with adding another 400 lbs. You can spec' aluminum hubs to save 300 lbs, but you'd pay dearly for it. APUs, or battery-powered climate control systems some of the OEMs are offering, add another 400-500 lbs. A moose bumper? Aerodynamic devices? Again, more weight.

Since 2002, we've lost close to 2,000 lbs of potential payload to various bits of mandated hardware. Put another way, there is some darned useful equipment that many of you will have turned down because it either weighs too much or costs too much.

Most of these extra pounds will hang on the tractor, spread between the steer axle and the drive axles. We'd like to see a 1,000-lb tolerance on the steer axle and 1,000 lbs on the drive axles for trucks equipped with the above-mentioned hardware.

In the grand scheme of things, this won't have a negative impact on our roads either – a pretty small percentage of trucks actually run at or close to maximum gross weight all the time. In this case, we're asking for little more than a stroke of the regulatory pen and a little common sense.

And wouldn't it be nice, whether it be weight tolerances or green technology incentive programs, if our governments could talk to each other and bring some cross-country harmonization to the schemes as well? □

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

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 Van Other _____

Trailer Type Experience (check all that apply): Flatbed Heavy Hauling/Specialized Moving Van
 Tanker Straight Truck Super 8 Reefer
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 License # _____ Exp. Date _____ Prov/State Issued _____ Type _____
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 Name _____ Company City _____ Prov/State _____
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Fleet News

Challenger acquires INX PRESS

CAMBRIDGE, Ont. – Challenger Motor Freight has announced its intention to purchase certain assets of the special commodities business of INX PRESS, an Ontario-based carrier that focuses on special commodities transportation for heavy equipment customers.

Calling the addition of the INX PRESS business “a significant moment for both our companies,” Dan Einwechter, chairman and CEO for Challenger Motor Freight said that with the addition of INX equipment and expertise, Challenger will be expanding its special commodities division.

The transaction comes at a time when the economy is tightening, traditional export markets are shifting, and the demands of the shipping public and Homeland Security have placed immense pressures on Canadian carriers.

“With the challenges in today’s trucking industry, it is often necessary and sometimes inevitable to seek out a larger carrier to provide security and diversity of service, and such is the case for INX PRESS,” said Robert Sherwood, president of INX PRESS. “I take comfort as I leave the industry knowing that both my customers and employees will be associated with a carrier of Challenger’s calibre.” □

Cascades Transport wins energy award

POINTE-CLAIRE, Que. – FPIinnovations, Feric Division and Cascades Transport were recently named winners of the Technological Innovation award presented by the Association Quebecoise pour la maîtrise de l’énergie (AQME) at its Energia Gala. The research group and transport company were rewarded for their participation in the Energotest fuel-efficiency tests conducted in 2007 and again in 2008. Robert Transportation and several government bodies also participated in the tests, which measured the fuel-efficiency of dozens of fuel-saving devices.

“Considering that fuel accounts on average for close to 25% of a trucking company’s operating costs, it becomes crucial to find technological solutions to save fuel,” said Yves Provencher, business development director at FPIinnovations – Feric. “With a project like Energotest, transport companies benefit from reliable data and can appreciate for themselves which technologies are most efficient and therefore implement them more rapidly. For their part, technology suppliers were able to see where their future development efforts need to be focused.”

“It was only natural for Cascades to get involved in such a project, since the protection of the environment has always been and continues to be one of our main concerns,” added Alain Boutin, director, risk management and compliance at Cascades Transport. “The Energotest 2007 campaign not only fit in perfectly with our practices, but also contributed to lowering our operating costs.” □

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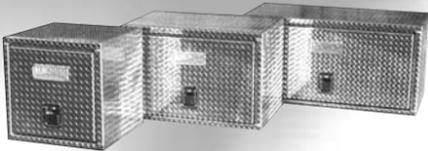


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By Edo van Belkom

Mark was bobtailing along the Trans-Canada just outside Ottawa with a full tank of fuel and no load to burn it on. It wasn't a good situation, especially since he'd paid dearly to top up his tanks and business expenses without any actual business to cover them didn't make good business sense. He needed a load, now. Bud's number was the first on Mark's speed dial and it took just a couple of touches of the cell phone's key pad to make the call to his long-time dispatcher.

"Hello?" said Bud.

"Hey Bud, this is Mark," he said, knowing full well what was coming. While the ongoing joke between the two had gone stale a long time ago, neither of them had tired of it.

"Mark who?"

"Marked down," answered Mark.

"Expenses are going up, work is getting harder to find, the competition is fiercer than ever and I feel like I've got to slash my prices just to keep my head above water."

"Times are tough all over," Bud said. "Do you know how many big-time CEOs had to take a \$10 million bonus instead of a \$20 million bonus, just because their companies lost a billion dollars instead of only \$500 million."

Mark laughed. "What was your bonus this year, Bud?"

"Pretty much the same as it is every year," Bud said. "I got to keep my job."

"That's a pretty good bonus."

"Yeah, so maybe I'll make my millions next year."

"Not if you're working for a living, you won't."

It was Bud's turn to laugh. "We all gotta do what we can. Which reminds me, you looking for a load or what?"

"Do rich people screw the poor?"

"I'll take that as a yes," Bud said.

"I've got a load of pre-fab roof trusses made in Ottawa going to a new ski resort going up in Ste. Veronique...that's in the Mont Tremblant area of Quebec."

"Quebec, eh?" Mark said. "I haven't been there in a while."

"I'll give you the details."

Mark had passed Mont Tremblant 20 minutes ago and was weaving his way north through some of the country's most majestic scenery when the car ahead of him suddenly swerved across the highway into oncoming traffic.

"Look out!" he said under his breath as the early model Toyota turned hard to the right and skidded back into the lane just in time to avoid an approaching minivan.

Mark, who had been holding his breath, finally breathed in. "What the

hell happened there?' he wondered. Although he'd seen drunks on the road at all times of the day and night, this one didn't look like a drunk driver. The man was driving steady now with hardly even a wobble between the lines. It was possible the driver was diabetic and was experiencing hypoglycemia – or low blood sugar – but those sorts of episodes had all the appearances of someone who'd been drinking, and that didn't look to be the case.

On closer inspection, Mark noticed there were not one but two people in the car, the driver and someone in the back seat. The driver kept turning around and reaching back for the other person while struggling to keep his other hand on the wheel. If Mark didn't know any better, he'd say the two

had jumped out of the car and dancing around on the pavement as if it were on fire. But the man didn't run away from the car, nor did he try to get the passenger out of the backseat.

Mark geared down, slowing further, almost to a crawl.

Now the man opened the rear door and climbed into the back seat, leaving his legs sticking out the open door in total disregard for his safety or the dangers of oncoming traffic — like one Mark Dalton and Mother Load.

Mark's thoughts now veered in a totally different direction. Maybe instead of a fight, the man in the front and the woman in the back were about to enjoy some roadside tryst which would easily explain the legs sticking out the open door and the

Mother Load was trashed almost beyond repair.

Another time he got stuck by the side of the road in the middle of winter and nearly froze to death before any kind of help arrived.

Then there was the chance that he might be robbed or hijacked – those things had happened to him before too – and this was all some sort of elaborate act to get him to stop in the middle of nowhere so he could be separated from his truck like candy from a baby.

But as Mark eased past the car, he realized it was none of those things. There was a young woman in the back seat of the Toyota and she looked to be in quite a bit of pain. However, this was no romantic interlude, nor was it a sexual assault. And



were having a fight.

Mark took out his cell phone. Whether the driver was drunk, diabetic, or fighting with his passenger, it was something the police needed to know about before the car drove off the road or directly into the path of some innocent person.

But just as he was about to dial 911, the Toyota's brake lights came on and the car slowed.

Mark eased back on the throttle giving him some time and distance to better assess the situation.

The Toyota skidded onto the highway's shoulder and before it even came to a complete stop the driver

urgency with which this was all going down.

But that wasn't it either.

Just as Mark was about to overtake the car, the man climbed out of the vehicle again and began waving his arms frantically over his head in an attempt to flag Mark down.

Mark thought about that for a moment.

It had been his experience that the side of the highway was a very dangerous place indeed.

Once, when he came to the rescue of a woman being attacked on the roadside, he'd been beaten up by a bunch of thugs for his trouble and

neither was it a fight, or an elaborate ruse intended to help rob an unsuspecting trucker of his load.

While it was possible the woman in the rear of the car was acting, there could be no mistaking the look on her face and the distress her body was in.

She was lying in the back of the car with her right leg over the driver's seat and her left leg hooked over the backseat's headrest.

Obviously, the woman was about to have a baby. □

– Mark Dalton returns next month in Part 2 of 'Special Delivery.'



The continuing adventures of *Mark Dalton: Owner/Operator*
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Opinion

Applying for green rebates may be a frustrating experience

Last month I devoted this space to the Ontario government's Green Commercial Vehicle Program (GVCP) and specifically the APU rebate.

At the time, they hadn't established where the rebate forms could be found.

Today, I can tell you to go to www.mto.gov.on.ca, click on *French* or *English*, and from there you'll be taken to a page that contains a number of downloadable forms.

Click on *Anti-Idling Forms & Guides* and presto – up pops the one you need to complete.

Once it's up, scroll through the five pages. Now take a deep breath, shake your head, and try not to blow a gasket.

The rebate process is far from being applicant-friendly (and I'm being nice!)

The seemingly endless series of

Publisher's Comment

Rob Wilkins



questions will ask you the basics – contact info, business profile, requirements certification, type of equipment (including who the installer was) and your vehicle information.

Unfortunately, the 50-odd “want-to-know” basics include some very specific and seemingly unnecessary information.

There are a number of head-scratchers.

Most government rebate programs by definition involve cash. As such, those making the decisions need to cover their butts in approving any application. Keep

that in mind.

Under the Requirements Certification set of questions it states “GCVP funding recipients are required to submit APU or cab heater/cooler meter readings on use/idling time, obtained through two consecutive PMVI inspections.”

What they failed to mention in announcing this program is the need for each unit to include a recordable measuring device – installed either as OEM or after-market equipment – which will be used to confirm the hours of use over a one-year period...can you say big brother is watching?

You'll also be required to estimate the number of hours you'll be using the device in a specific geographic area (defined in the form).

By the way, why did you purchase the unit?

It may seem obvious to you but they want to hear that answer in your own words.

I admit, you're going to be earning every penny of this rebate. Hell, they should give you an accredited degree just for completing the paperwork.

If I could make a suggestion, don't try and knock this off in a night.

Take your time, review your answers and have a second set of eyes do the same.

What you don't want is to file the application, wait six months, and have it returned because of a missed question.

No matter how relevant you may find the question, answer it in complete detail. □

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



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BOWMANVILLE, Ont. – The Ontario government has proposed a bill that would introduce “modest restrictions” for young drivers in an effort to keep the province’s roads safer. The legislation would include a zero blood-alcohol limit for drivers under the age of 22, and escalating sanctions for drivers who speed, starting off with a 30-day licence suspension after a first offence. Drivers between 16 and 19 may also be limited to one teenaged passenger in the vehicle.

Though the proposed law has already encountered harsh criticism from young people across the province, Premier Dalton McGuinty has said he’s prepared to impose such restrictions in order to make Ontario roads safer.

But would the law actually increase road safety if put into practice? *Truck News* spoke with truckers at the Fifth Wheel Truck Stop in Bowmanville, Ont. to see what they thought of the proposed bill.



Truck Stop Question

Adam Ledlow
Managing Editor

Would stricter rules for young drivers make roads safer?



Murray McIntyre

Murray McIntyre, a driver with Ayr Motor Express out of Woodstock, N.B., said he doubts the law will have much effect. He said that if you

really want to do something to make roads safer, it’s time to go after car manufacturers.

“Cars have got so much power to them and people are using it. If you got it, you’re going to use it. It’s just human nature to go that way,” he said. “Cut back on the horsepower on these cars and stop making them so powerful. Why do you need all that power when the speed limits are 100 km/h or 90 km/h? It doesn’t make sense. Who’s James Bond? Nobody driving a big rig, that’s for sure.”

Keith Murphy, a driver with Muir’s



Keith Murphy

Cartage out of Concord, Ont., says that the proposed law – and many others like it – tend to take things a little too far.

“I know when I was younger and I first got my licence, I was a little crazy at times. But some of these policies are a little overzealous with what they’re trying to accomplish,” he told *Truck News*. “I drive every day and I’m out on the road and I see a lot of stuff happen...but I don’t have the answers on how to make them any safer.”



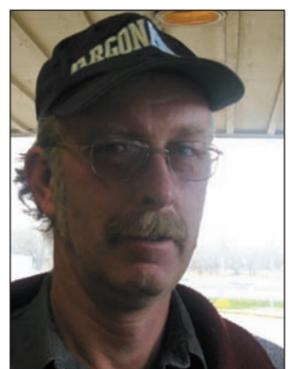
Lloyd Smith

Lloyd Smith, a driver with Brookville Carriers in Truro, N.S., says the new law sounds fantastic – in principle.

“If we could get the drunk drivers off the road and the young people would smarten up and slow down, we’d have a lot safer place to drive on,” said Smith, who noted that he’s been driving for “too many years to count.”

But he adds that the law will only prove useful if it’s enforced, and said that the odds of that happening are “pretty darn slim.”

“I see a lot of laws but I don’t see much enforcement. You’ve got trucks going 110 km/h and they get pulled over, but then you’ve got a car going by you at 100 miles an hour (160 km/h) and everyone turns a blind eye,” he added.



Frank Bongertman

Frank Bongertman, a driver with Weber in Elmira, Ont., says that any “zero tolerance” law stands a fair chance to promote safe driving at a young age.

However, he also felt that all drivers should have to take responsibility for safe highways – not just young people.

“It might be a good deterrent, they might smarten up,” he suggested. “(But) it’s not just them, it’s everybody. Zero tolerance for everybody, not just young people.” □

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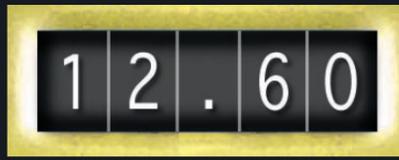
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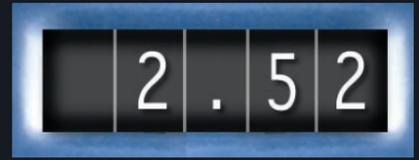
GEN SET

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ESPAR HEATERS

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**Based on 10 hrs idle time @ \$1.05 litre*

for LESS.



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Protection You Can't Afford to Resist.



*A key component of Great Dane's
Total Protection Package*

*Corrosion can eat away at your operation. Untreated chips to paint on the undercarriage of a trailer can snowball into equipment deterioration and increased maintenance costs. But a trailer protected with Great Dane's exclusive **CorroGuard**, with Technology by GatorHyde, creates an impact-resistant barrier against corrosion. This extremely durable undercoating can withstand even today's more powerful de-icing chemicals, road debris, climate fluctuations, and ice and snow, making it the most comprehensive corrosion fighting solution available.*

With corrosion a costly threat to trailers, CorroGuard is protection you can't afford to resist.



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