

TRUCK NEWS

February 2009 Volume 29, Issue 2

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

Canadian pride

Much like our world jr. hockey players, fleets do Canada proud on the international stage

By James Menzies

TORONTO, Ont. – Canadian carriers are developing quite the reputation for safety. Just ask anyone who has attended the Truckload Carriers Association's annual convention the past few years, where Canuck fleets routinely placed among the association's safest North American carrier members – often taking top spot.

Some of those same fleets were represented on a panel discussion called *Why Canadian Carriers are Leading the Way in Safety* at the Ontario Trucking Association's annual convention.

Erb, MacKinnon, Bison and Kriska were all represented on the panel, which was moderated by Challenger CEO Dan Einwechter. In between good-natured pot shots at each other, executives from each of the companies explained that a safety program is an investment worth making – even in difficult times.

"We're convinced, without a doubt, that from an image-enhancing standpoint, safety is one of the best investments we can make," said Evan MacKinnon, president and CEO of MacKinnon Transport.

Continued on page 10



A NEW DEAL: Truck fanatics of all ages will be relieved to hear the Fergus Truck Show has struck a new deal with a local landowner to ensure the show remains in Fergus. The show grounds will be slightly smaller, but an extra day of festivities has been added, according to organizers. Also new is a free midway, which should be a hit with the kids. Photo by Adam Ledlow

The show will go on

Fergus Truck Show resolves land issues, announces headliner

FERGUS, Ont. – It's on a slightly smaller overall site, but the organizers of the Fergus Truck Show say they are thrilled to announce that the event will continue at the same location, with the main show being held at the Centre Wellington Sportsplex.

Peripheral show activities will be held on land located south of the main show, after negotiations for a lease were secured between the landowner and Fergus Truck Show organizers.

"While we will need to do a very small amount of downsizing,

the show will go on," said Wayne Billings, the show's chief operations officer.

He says organizers are very appreciative of the various groups that offered land to hold the event, when it appeared that ne-

Continued on page 17

Road Test: International LoneStar

See pg. 35



New & Used Equipment Buyer's Guide

Careers 36-40

Ad Index 43

To view LIST OF ADVERTISERS visit us at www.trucknews.com



PM40069240

Inside This Issue...

- **He's down with OPP:** Harry Rudolfs rides along with a member of the OPP's truck unit. Page 18
- **Killing corrosion:** As fleets aim to extend their equipment life, it makes sense to target corrosion, which is especially problematic on trailers. Page 24
- **Tire talk:** Exploring the relationship between tires and fuel economy. A look at how tire selection and maintenance can drive down operating costs. Page 28
- **Special delivery:** Mark Dalton finds himself having to make a rather extraordinary delivery. Page 44

TRUCK EXHAUST
INSTALLATION & SUPPLY

TEXIS

See our ad
page 42

905-795-2838

EFFICIENT



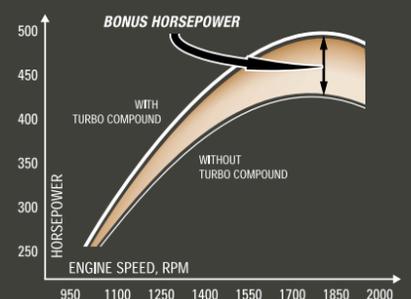
MADE FOR EACH OTHER. UNBEATABLE TOGETHER.

The aerodynamic Freightliner Cascadia™ and the Detroit Diesel DD15™ were built to work as a team. For four years, engineers worked in sync to create a truck and engine duo that raised the bar for performance.



DetroitDiesel.com

DEMAND ECONOMY + POWER



Turbo compounding delivers a bonus of up to 50 horsepower with no additional fuel consumption.

For the Freightliner Trucks Dealer nearest you, call 1-800-FTL-HELP. FTL/MC-A-869. Specifications are subject to change without notice. © 2008. Daimler Trucks North America LLC. All rights reserved. Freightliner Trucks is a division of Daimler Trucks North America LLC, a Daimler company. *Effectiveness of turbo compound is based on load on the engine. The turbo compound returns horsepower back to the engine's flywheel. **Compared to a Detroit Diesel Series 60® EPA 2007 engine with comparable engine ratings and load weights.

TO THE CORE

MEET THE TRUCK AND ENGINE
BORN TO WORK TOGETHER.



*Run Smart*SM

NO COMPROMISES. Get top performance without spending an extra drop of fuel. The DD15 delivers 90% peak torque in just 1.5 seconds, while other engines are left in the dust, taking up to 4.4 seconds. Plus, the benefits of turbo compounding and our Amplified Common Rail System deliver a bonus of up to 50 horsepower* and up to 5% better** fuel economy at road loads. You can have it all.

THERE'S MORE. Having the ultimate truck and engine team is just the beginning. Unbeatable aerodynamics. Ultra comfortable cab design. And unmatched parts availability. All come together to make the Cascadia your smarter choice for better business and lifestyle. Learn how to step into a Cascadia and see for yourself at DriveCascadia.com.

CASCADIA™ 

EVERYTHING HAS CHANGED.

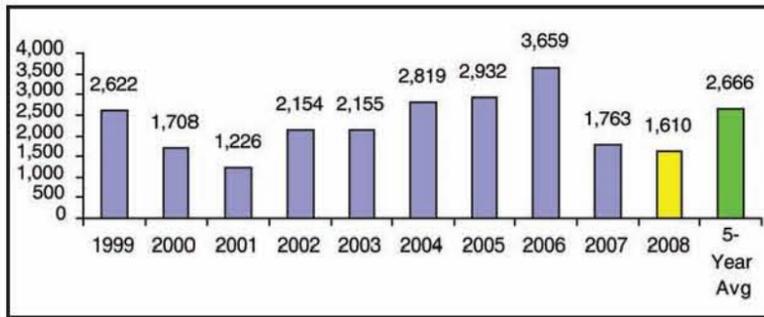
CLASS 8 TRUCK SALES TRENDS

SPONSORED BY CHEVRON

Monthly Class 8 Sales - Nov 08

OEM	This Month	Last Year
Freightliner	336	279
Kenworth	228	295
Mack	106	147
International	382	359
Peterbilt	120	221
Sterling	128	165
Volvo	227	165
Western Star	83	132
TOTALS	1,610	1,763

Historical Comparison - November 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

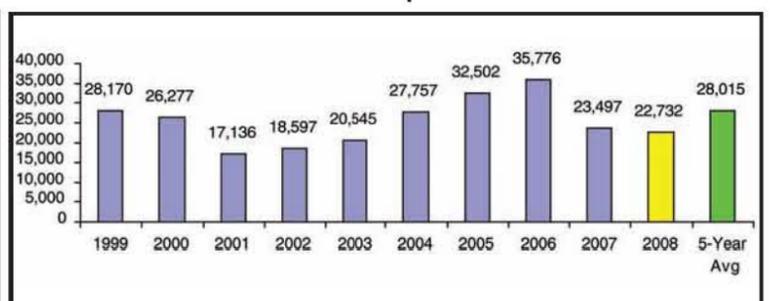
There were just 1,610 Class 8 trucks sold in Canada this November, a considerable but not unexpected drop from previous months. November sales numbers are typically low. However, this November sales totals dipped even below last year's modest totals and were more than 1,000 units off the five-year average. (It should be noted that five-year average includes the industry's peak years of 2004 to 2006.) This year's November sales were the second worst since 1999. In this roller coaster type of year, sales started off quietly in the first quarter, rebounding 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 while September's numbers were encouraging. However, we doubted that pace could be sustained into the final quarter and it was not.

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 November 08) by Province and OEM

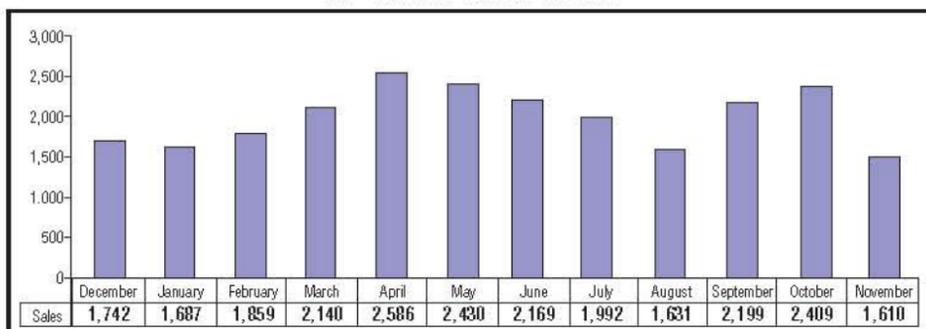
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	303	751	229	176	1,736	679	298	113	0	17	4,302
Kenworth	450	1,131	198	149	704	681	39	62	0	0	3,601
Mack	129	222	123	176	624	187	42	39	0	0	1,542
International	235	818	86	339	2,514	1,307	201	100	7	129	5,736
Peterbilt	218	724	277	129	480	299	128	47	0	0	2,302
Sterling	192	303	107	53	709	461	33	61	0	12	1,931
Volvo	139	257	148	284	885	343	67	66	0	10	2,199
Western Star	171	354	39	24	285	148	59	35	0	4	1,119
TOTALS	1,837	4,747	1,207	1,330	7,937	4,105	967	523	7	172	22,732

Historical Comparison - YTD



Class 8 truck sales year-to-date stand at 22,732, which is about 800 units off last year's admittedly slow pace and about 5,000 units off the 5-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 and 2008 will go out the way it came in - with a whimper. 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 spent North American economy poses too high a hurdle for those hoping for any pickup in sales for the close of the fourth quarter.

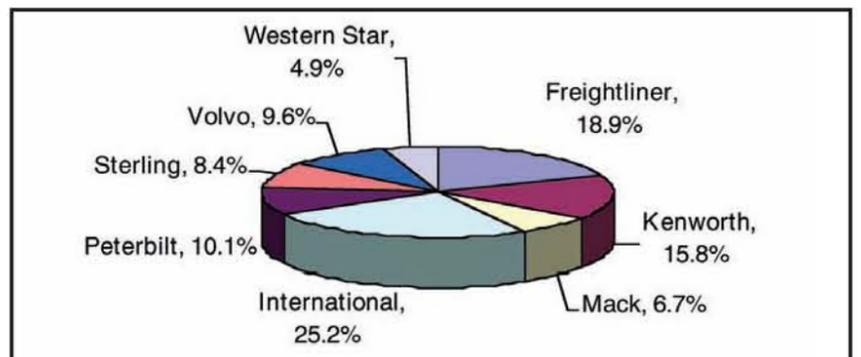
12 - Month Sales Trends



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. But, as expected, that rally could not be sustained in the face of such dire outlooks for the North American economy in many regions and November marked a significant drop. December, historically a slow month, will likely follow suit. The combination of the latest drop off in sales, the slowdown in August and July and the slow start to sales back in the first quarter makes it highly unlikely for truck sales to top last year's modest 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 October marked the third-best performance of the year.

Source: Canadian Motor Vehicle Manufacturers Association

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, with one month left to report, controls more than a quarter of the market with Freightliner falling back to 18.9% and Kenworth to 15.8%. Peterbilt is the only other truck manufacturer with a market share greater than 10%.

DISCOVER THE DELO® PERFORMANCE ADVANTAGE™

Lasts 150% Longer With No Extender

With the newly enhanced formulation in Delo® Extended Life Coolant/Anti-Freeze, 1.2 million kilometers now comes standard. Add to that improved corrosion protection and lower electrical conductivity along with great heat transfer properties and you will understand why Delo ELC is the clear leader in ELC technology.

Call 1-800-465-2772 or visit www.chevrondelo.com



A Chevron company product



February 2009, Volume 29, Issue 2
 Truck News (ISSN 0712-2683)
 Truck News, USPS 016-248 is published monthly by
 BIG Magazines LP. U.S. office of publication:
 2424 Niagara Falls Blvd, Niagara Falls, NY 14304-5709.
 Periodicals Postage Paid at Niagara Falls, NY. U.S.
 Postmaster send address corrections to:
 Truck News, P.O. Box 1118, Niagara Falls, NY 14304.
 Truck News is published 12 times a year by BIG
 Magazines LP, a leading Canadian information
 company with interests in daily and community news-
 papers and business-to-business information services.
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)

From time to time, we make our subscription list available to select companies and organizations whose product or services may interest you.

If you do not wish your contact information to be made available, please contact our privacy officer via one of the following methods:

Phone: 1-800-668-2374
Fax: (416) 442-2191

E-mail: jhunter@bizinfogroup.ca

Mail: Privacy Officer, Business Information Group, 12 Concorde Place, Suite 800, Toronto, ON M3C 4J2

PUBLICATIONS MAIL AGREEMENT NO. 40069240

RETURN UNDELIVERABLE CANADIAN ADDRESSES TO CIRCULATION DEPARTMENT: TRUCK NEWS, 12 CONCORDE PLACE, SUITE 800, TORONTO, ON M3C 4J2

Glasvan Great Dane Sales Inc.

www.glasvangreatdane.com



2009 GREAT DANE "HIGH SPEC" DRY VANS



53', TANDEM AIR RIDE, ALUMINUM WHEELS, STAINLESS STEEL FRONT & REAR, LED LIGHT PACKAGE, LOGISTIC POSTS, ETR ROOF, FULLY LOADED. **METAL LINED SSL VANS ALSO IN STOCK!!!**

2009 GREAT DANE 53' ROLL UP DOOR REEFERS



53', TANDEM AIR RIDE, 22.5 TIRES, ROLL UP REAR DOOR, FLAT ALUMINUM FLOOR, HIGH CUBE INTERIOR, "PUNCTURE-GUARD" INTERIOR LINING, LOGISTIC TRACKING, EXTERIOR RUB RAIL, LED LIGHTS.

2009 GREAT DANE HIGH CUBE REEFERS



53', AIR RIDE, 11R22.5 TIRES, ALUMINUM WHEELS, STAINLESS FRONT & REAR, HIGH CUBE INTERIOR, VARIOUS INTERIOR LININGS AVAILABLE, ALL COME EQUIPPED WITH LOGISTIC TRACK. **FLAT FLOOR AND TRIDEM AXLE MODELS ALSO IN STOCK!!!**

2008 CAPACITY TJ5000 SHUNT TRUCKS



220 HP CUMMINS ENGINE, ALLISON AUTOMATIC TRANSMISSION, 100,000 LB. HYDRAULIC 5TH WHEEL, NEW MULTI-PLEX WIRING SYSTEM, AUTO GREASER, HARSH CLIMATE AND DRIVER COMFORT/SAFETY PACKAGES. **BUY, LEASE OR RENT. CALL US FOR YOUR TRAILER MOVING SOLUTION.**

NEW LANDOLL 435 & 410 TILT DECKS



53', TANDEM 35 TON AND TRIDEM 50 TON IN STOCK, HEAVY DUTY 20,000 LB. WINCH, WIRELESS REMOTE, AIR RIDE. **TRIDEM 50 TON IS FULLY GALVANIZED AND LOADED.**

NEW CHAPARRAL ALUMINUM FLATDECKS



IN STOCK: (2) 53' TRIDEM DEEP DROP STEPDECKS, 35" DECK HEIGHT, MICHELIN TIRES, **FULLY LOADED.** (1) 48' TANDEM FLATDECK WITH 10'1" AXLE SPREAD, VERY LIGHTWEIGHT. **PRICED TO SELL.** **53' TRIDEM COMBO ALSO IN STOCK!!!**

USED EQUIPMENT SALES Call MIKE HIGNETT (905) 625-5843

(2) 2007 WABASH 53' HIGH CUBE REEFERS



53', Tandem Air Ride, 22.5 Tires, Aluminum Wheels, Stainless Steel Front & Rear, Bullitex Interior with Logistic Track, High Cube Interior, Thermo King SB-210 with 4,000 hrs.

2003 UTILITY 53' STAINLESS STEEL REEFER



53', Tandem Air Ride, Aluminum Wheels, S/S Sides, Roll Up Rear Door, Aluminum Duct Floor, High Cube Interior, LED Light Package, Thermo King SB III Whisper w/4000 hours.

1998/99 GREAT DANE 53' HEATER VANS



53', Tandem Air Ride, 22.5 Tires, White Alum. Sides, Swing Rear Doors, Smooth Metal Interior, 100" I.W., 110" I.H., Nose Mounted Diesel Heaters, Fresh Paint & Safety. **Get a Jump on Winter, BUY NOW!!**

2005 GREAT DANE 48' STAINLESS DRY VAN



48', 10'1" Air Ride, 24.5 Tires, Aluminum Rims, LED Light Package, Logistic Posts. **Also Available:** (10) 1998 Great Dane 48' Air Ride Vans.

2007-08 GREAT DANE 53' DRY VANS



53', Tandem Hendrickson Air Ride, 22.5 Tires, Steel Wheels, Swing Rear Doors, Logistic Post Interior, 110" Inside Height, Translucent & Alum. Roofs, Certified.

(4) 1998 GREAT DANE 31' REEFER PUPS



31', Single Axle Air Ride, 22.5 Tires, Stainless Steel Rear Swing Doors, Curbside Door, Aluminum Floor, Rear Walkramp, Side Work Platforms, Carrier Genesis Multi-Temp Reefers.

1999 STOUGHTON 53' HEATED VANS



53', Tandem Air Ride, 22.5 Tires, Silver or White Sides, Swing Doors, Insulated with Plywood Lining, Hardwood Scuff, Carrier Solara Diesel Heaters.

(10) 2000 STOUGHTON 53' DRY VANS



53', Tandem Air Ride, 22.5 Tires, Silver Aluminum Sides, Swing Doors, Logistic Post Interior, Aluminum Roof, Certified. **Priced to Sell, Lease or Rent!!!**

(3) 2002 GREAT DANE 53' HIGH CUBE REEFERS



53', Tandem Air Ride, 22.5 Tires, Steel Wheels, Swing Rear Doors, White Aluminum Exterior, Duct Floor, Aluminum Interior Lining, High Cube Interior, Thermo-King SB-200 w/8,500 hrs.

2000-2006 CAPACITY TJ5000 SHUNT TRUCKS



High Powered Cummins Engines, Allison Auto Transmissions, 100,000# Hydraulic 5th Wheel, Auto Greasing System, DOT Road Legal, Some have Fresh Paint, **Well Maintained!!!**

1999 GREAT DANE 53' REEFER



53', Tandem Air Ride, 24.5 Tires, Aluminum Wheels, Stainless Steel Swing Doors, 2 Rows of Interior Logistic Track, Thermo King SB III Whisper Unit, Certified.

2003 UTILITY 53' AIR RIDE REEFER



53', Tandem Air Ride 24.5 Tires, Aluminum Wheels, Stainless Front & Rear, Aluminum Floor, Interior Logistic Track, LED Lights, Carrier Ultra XL Reefer Unit. **New Safety & Reefer Serviced.**

Phone: (905) 625-5843 • www.glasvangreatdane.com • email: mhignett@glasvangreatdane.com

MISSISSAUGA

1201 AIMCO BLVD., MISSISSAUGA, ONT.
 FAX: (905) 625-9787

SALES

(905) 625-8441
 8:00 am - 5:00 pm Mon-Fri

PARTS

(905) 625-8812
 7:00 am - 6:30 pm Mon - Fri
 8:00 am - 12 Noon Sat

SERVICE

(905) 625-8448
 6:00 am-3:00 am Mon - Thurs
 6:00 am-6:00 pm Fri - Sun

• Richard Hignett • George Cobham Jr. • Adam Stevens • Tom Pepper • Mike Hignett •

1-888-GLASVAN (452-7826) www.glasvangreatdane.com

★★★ EXPANDED SERVICE CENTRES ★★★

WHITBY

1025 HOPKINS RD.
 (905) 430-1262

MISSISSAUGA TRUCK SHOP

5285 MAINGATE DR.
 (905) 625-8441

PUTNAM

3378 PUTNAM RD.
 1-888-452-7826

ALLISTON

4917 C.W. LEITCH RD.
 (705) 434-1423

Too many hoops in Ontario's GCV program

Let me declare February official 'Beat up on Government Month.'

After reading the columns from Lou Smyrlis, Bruce Richards and Joanne Ritchie, which collectively heaped some much-deserved criticism on the MTO after a scathing report from Ontario's Auditor General, I was hesitant to pile on. But I simply must – although, I'll take aim at an altogether different target.

We gave considerable praise to an Ontario rebate program for 'green' commercial vehicles and anti-idling technologies when details emerged late last year. Ontario's Green Commercial Vehicle Program promised to refund up to a third of the cost of an APU or cab heater. (The bulk of the funding was earmarked for fleets to put towards the purchase of alternative fuel-powered, low-emission vehicles).

But while the premise of the funding program is laudable, it appears the execution is laughable. I've been hearing from owner/operators who have been stymied for a multitude of reasons, as they've attempted to take advantage of the program.

For starters, owner/operators must run 20% of their annual kilometres in Ontario in order to qualify

Editorial Comment

James Menzies



for the funding. Right there, the program excludes the majority of southern Ontario-based operators who primarily run longhaul southbound into the US.

Those who haul locally, or westbound through Northern Ontario, stand a better chance at qualifying for the funding.

However, it's not slam dunk for those operators either. One owner/operator who does a regular run between Toronto and Vancouver through Northern Ontario called me to complain his application was rejected because his vehicle was a pre-2006 model year tractor.

Sure enough, a look at the fine print reveals the following eligibility requirements: 'For applications submitted between Nov. 28 2008 and Jan. 31, 2009, be a 2006 model year and onwards; For applications submitted after Feb. 1, 2009 be a 2007 model year and onwards, and be a 2010 model year or onwards if an

application is submitted in 2010.'

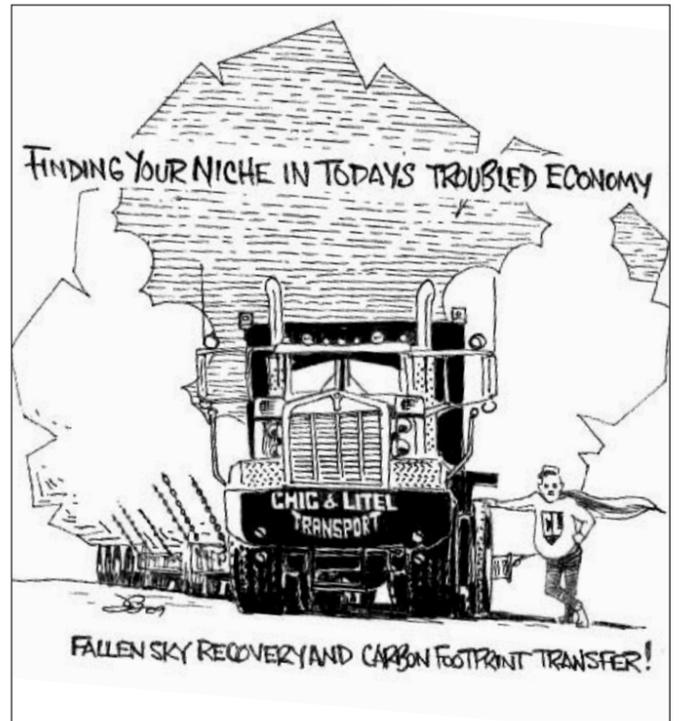
While idling late model trucks is still wasteful, idling an 07 model year or newer tractor doesn't churn out nearly as much pollution as older vehicles. The advent of particular traps coincided with 07 model year tractors and by 2010, Class 8 vehicles will be essentially smog-free. While using anti-idling systems to limit idle-time still has merit, it's more of an economical consideration than an environmental one as we begin operating cleaner and greener vehicles. But isn't this an environmental program, with environmental objectives? Why then, are older model trucks – the biggest polluters – excluded from the program?

I hope that some of you fit into the province's narrow window of eligibility and will be able to take advantage of the Green

Commercial Vehicle Program. But I fear the restrictions will rule out the vast majority of interested owner/operators and that the funding will be for naught.

I hope the province proves me wrong, and that the full allocation of funds finds its way to deserving candidates. □

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



AG report: It's beyond me

Garbage in; garbage out is a well-worn phrase in IT circles to describe the effectiveness of decisions based on inaccurate or incomplete data.

And although it may seem harsh to apply this to Ontario's Commercial Vehicle Operator's Registration (CVOR) program, I can't help but think that when you boil it down that's the message delivered by the recent audit of the province's monitoring and enforcement systems and procedures.

I worry that I'm being too hard on Ontario's Ministry of Transportation because the province has managed to slash by 10% the collision rate for commercial vehicles between 1995 and 2004 despite the fact commercial vehicle traffic over this 10-year period actually increased by 32%.

Viewpoint

Lou Smyrlis
Editorial Director



That accomplishment can't be ignored.

But how else to explain the serious faults the audit has found in the ministry's CVOR system?

As you know, the ministry uses the CVOR system to track the operator safety records and be able to identify and deal with those, who for some reason or other, are taking unacceptable risks. These are the operators that give the entire industry a black eye and need to be dealt with.

But the audit found that the ministry is getting considerably less than a complete picture of the

people operating commercial vehicles in the province.

Operators must register for one CVOR certificate that covers all the vehicles in their business.

They also currently register each of their commercial vehicles separately through the province's Private Issuing Network offices, the same offices that register all other Ontario drivers and vehicles.

Yet the audit found that – inexplicably – there is no requirement for PIN staff to ensure that owners of commercial vehicles have valid CVOR certificates when they register their vehicles.

The audit found 1,600 cases where owners of commercial vehicles had registered their commercial vehicles with the ministry but did not have a CVOR certificate.

In fact, there is no ministry process for determining if the owner is actually operating a business and should have a CVOR certificate.

Of course, if a commercial vehicle is involved in an event, such as a collision, conviction or roadside inspection and the operator is found to not have a CVOR record, ministry staff will instruct the operator to register for one.

The audit found 20,600 such unregistered operators as of December 2007 yet noted that little follow-up is being done to make sure the operator actually bothers to follow through with the demand to register.

In fact of the 2,900 unregistered operators who had been charged between 2003 and 2007, 775 remained unregistered by the time of the audit.

How can a ministry whose stated objective is to reduce the commercial vehicle fatality rate by 20% by 2010 have allowed such glaring loopholes that jeopardize safety to exist? It's beyond me. □

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

Did you know?

What shippers value most when selecting carriers

With freight expected to remain tight for much of next year, shippers have their choice of motor carriers. To hang on to existing clients and to break into new accounts it's important to understand what shippers value most, to get to the heart of why one carrier may be chosen over another. Our annual Shipper's Choice survey, polls close to 2,000 shippers of all sizes across Canada to understand what drives their decision making

IMPORTANCE OF PERFORMANCE CRITERIA

Mode	On-time performance	Equipment and operations	Information technology	Competitive pricing	Customer service	Problem solving	Value-added services
LTL Trucking	4.721	4.191	3.962	4.562	4.628	4.242	3.405
TL Trucking	4.815	4.382	4.012	4.603	4.547	4.203	3.605
Ocean Carriers	4.514	4.314	4.275	4.648	4.559	4.284	3.790
Couriers	4.848	4.308	4.507	4.586	4.596	4.272	3.551
Air Carriers	4.851	4.421	4.409	4.450	4.597	4.351	3.720
Rail Carriers	4.499	4.257	4.136	4.580	4.411	4.120	3.429

when selecting carriers in all modes. Respondents are asked to rate the importance of seven key performance indicators when it comes to their selection decision. The results have held steady through the many years we have been conducting the survey. For shippers purchasing LTL services, on-time performance is always the most important consideration.

There's no surprise there, however, it's important to note that customer service ranks second, followed very closely by competitive pricing – two variables which may be at odds with each other. Shippers buying TL services also greatly value on-time performance but for them competitive pricing comes second in importance and is followed closely

by customer service. Of course, trucking does not operate in a vacuum. Rail is an important option for many shippers. However, shippers using rail services value competitive pricing most, followed by on-time performance and customer service. □



contents

Question of the month

Are you concerned about the effects of diesel fumes?

page 46

Mark Dalton in...

Special Delivery Part 2



page 44

departments



OEM/DEALER NEWS: Sterling makes major delivery of natural gas-powered tractors to US ports.

Pages 32-34

Truck Sales	4
Opinions	6
Border	7-8
Canada	10-13
East	12
Quebec	14-16
Ontario	17-19
New Products	30-31
People	42
Advertiser's Index	43
Mail	45

columns

Scott Taylor, Tax Talk	20
David Bradley, Industry	22
Karen Bowen, Health	23
Christopher Singh, Health	26
Bruce Richards, Industry	38
Joanne Ritchie, Opinion	38
Rick Geller, Ask the Expert	40
Rob Wilkins	41

Border

Forecaster again downgrades projections

WASHINGTON, D.C. – Industry forecaster FTR Associates, has once again downgraded its outlook for the trucking industry heading into 2009.

The respected trucking industry forecaster issued an update recently, warning the “2009 forecast continues to deteriorate. Latest data points to a bad recession with powerful trucking implications.”

The warning coincided with the release of FTR Associates’ latest market forecast. Highlights – or lowlights – of the forecast suggest the US is in for four full quarters of economic shrinkage, indicative of a full-blown recession rivaling that of the early 80s.

The current quarter will show a 4% GDP reduction, according to the forecast.

In the event of a “1982-like recession” tonnage would drop 10% year-over-year, according to FTR Associates.

Trucking margins would also decrease, as would equipment purchases. There could be 200,000 trucks in excess capacity, which would drive capacity utilization down to a level not seen in more than 10 years. FTR Associates produces an index on trucking industry health, which draws from five key statistics.

“Should conditions deteriorate to the worst case outlook we will get significant fleet failures, strong price competition and very weak equipment orders,” the company suggests.

FTR Associates also released preliminary truck sales figures for December, which showed Class 8 net orders in North America totaled just 8,775 units. That’s the lowest number since mid-2002 and it’s a 45% drop over the same month last year.

To order the full reports, visit www.ftrassociates.net. □

US truck tonnage inches upwards

ARLINGTON, Va. – US truck tonnage increased 1.7% in November, increasing over the previous month for the first time since June. The American Trucking Associations, which tracks the data, says truck tonnage contracted 6.3% between June and October. October’s tonnage was the lowest in five years. November’s tonnage was 1.8% lower than November 2007, marking the second straight year-over-year decrease. But despite the uptick in November, the ATA is not throwing any parties.

“Don’t let November’s increase in the seasonally adjusted index fool you,” said ATA chief economist, Bob Costello. “Freight volumes were down substantially before any seasonality is taken out of the data.” □

Smart Trucking Begins with Webasto

Webasto
Feel the drive

AIR TOP 2000 ST
Air Heater

- Full Variable Temperature Output Control
- Highest Heat Output in its class w/heat on demand

THERMO 90 ST
Engine Pre-Heat

- 31,000 btu/h heat output for quick engine heat
- Weatherproof control unit and electrical connections

TSL 17
Engine Pre-Heat

- Universal package fits most Class 3-8 vehicles
- Thermo Top® technology for mid-range engine preheating

DBW 2010 & DBW 2010 Arctic
Engine Pre-Heat

- 52,400 Btu/h input delivers a full 45,000 Btu/h output
- Outstanding engine pre-heat and sleeper heating system

- **2-Year Limited Warranty**
- **FREE Consultation**
- **Lease-To-Own Program**

Check out our reconditioned heaters, too!

Visit one of these authorized dealers for sales, service and parts!



Manwin Enterprises
15 Wanless Court,
Ayr, Ontario
(888) 823-7611
(519) 624-4003
manwin@bellnet.ca

Wilson Instruments
43 Crowe Bay Heights,
Campbellford, ON
(877) 467-4440
(705) 653-2403
wilsoninstruments@sympatico.ca

Niagara Service & Supply Ltd.
150 South Service Rd.
Stoney Creek, ON
(800) 268-5076
(905) 573-3101
sales@niagaraservice.com

Border

Winter break-up

Truck ferry operator steams over cost of ice-breaking fees

By Ron Stang

WINDSOR, Ont. – The Detroit-Windsor Truck Ferry has gone public over a long-standing dispute – and frustration with years of unresolved litigation – over a decade-old user fee imposed by the federal government for ice-breaking services.

The fee was imposed to capture a small portion of the costs associated with physically clearing the ice as well as providing information on ice conditions to marine operators.

But the fee is uniform for all commercial operators, regardless of the distance a ship travels. This has sparked the ire of the Detroit-Windsor ferry operators, which typically carry HazMat and over-size shipments a very short distance between the two cities.

Gregg Ward, the company's vice-president, said the ferry has disputed the fees from day one. And efforts to resolve the matter in the courts have bogged down in numerous technical delays.

"The Canadian federal government continues to change Crown Attorneys, delay responses to federal court filings and allege they have 'misplaced' files," he said.

He accused the government of "manipulating" the judicial system.

Carole Saindon, a spokeswoman for the federal justice ministry, said, "It would be inappropriate to comment on ongoing litigation."

The fee is imposed between mid-December and mid-April. Vessels travelling in Canadian waters are required to pay \$3,100 per trip to a maximum of eight trips or \$24,800.

This means a ship travelling from Thunder Bay to Buffalo is charged the same amount of money as a ship travelling from Sarnia to Detroit. Or, in the case of the Detroit-Windsor ferry, as a vessel travelling from the Canadian side of the Detroit River to the American side, several times a day.

Jaime Cacaes, director of program strategies for the Maritime Services Directorate of the Department of Fisheries and Oceans, said the fee was one of numerous charges imposed by various government departments to assist in cost-recovery. "It's quite small, it's about 10%" of what the service actually costs, he said.

But Ward argued the fee imposes undue hardship for a company like his, which traverses a narrow

stretch of water. "We're unique because we cross the channel, we don't go up and down the channel," he said.

Ward said the fee also exempts travel in waters within a Canadian port. But because the ferry goes from the Windsor port to the Detroit port – less than two kilometres away – his business is charged because the vessel has left Canadian waters. "It's just the fact that we cross into Detroit that we're charged."

Ward said that throughout the litigation, he has paid the collected fees into a trust fund. But he has to pass on the fee costs to his customers, the trucking industry. "It's part of our rate, it's not a separate charge," he said.

Moreover, said Ward, seldom has he seen a Canadian Coast Guard vessel actually clear ice in the Detroit River. It's the US Coast Guard "that does the majority of ice-breaking."

Cacaes described the Detroit River as a "shared responsibility" between Canada and US Coast Guard services under an international agreement.

However, "there are always instances where there might be a vessel closer during a particular time of the year but that doesn't mean that the ice is exclusively broken by any one jurisdiction."

Cacaes said any commercial operator has the right to petition the government if they believe the fee is imposing undue hardship. A partial or full waiving of fees

is possible.

"There's a socio-economic impact assessment that we can offer to any carrier who finds...that they're unduly impacted by the fee."

Ward said the company originally paid the fee, then "We said we'd put it in a trust fund until we could have some type of hearing or hardship study or something, and it never happened." Cacaes declined to comment on the company's situation as the case is before the courts.

Paul LeFave, chair of the transportation committee of the Windsor and District Chamber of Commerce, expressed shock when told of the fee.

"I'm flabbergasted to tell you the truth," he said. "It doesn't make any sense to me."

LeFave lauded the ferry for being a "strategic asset" for international trade. The next HazMat crossing is the Sarnia/Port Huron Blue Water Bridge, 160 km away. "The Chamber has supported them all along," he added, noting the company's "great job" at helping move trucks across the border in the aftermath of the Sept. 11 terrorist attacks.

In a letter to the Justice Department, Windsor Mayor Eddie Francis called the fee "arbitrary and unfair" for a service "without regard for their particular operating context."

He also condemned the dragged out legal case and associated costs as a "significant and unnecessary financial burden." □

CANADA'S LARGEST TANK TRAILER DEALER – Over 200 New & Used Tank Trailers for Sale, Lease or Rent

Tankmart International™

www.tankmart.com

Distributors for REMTEC, TREMCAR, J&L TANK INC. SALES – SERVICE – PARTS



New 2009 Remtec 61000L 5 compartment DOT-406 petroleum RTAC B Train. Fully loaded. Call



New Tankcon 5400 USG, DOT-412 FRP tandem axle chemical tank, air ride, alum. Budds. Call



Unit 7124 – 1999 Remtec 54,000L, 6 compt, petroleum tank, b/loading, vapour recovery, aluminum wheels, recently had new B-620 and safety. Call



New 2009 Remtec 57,000L 6 compartment DOT-406 petroleum quad. Has all options. Call



New 2008 Tremcar 7000 I.G. insulated DOT-407 S/S RTAC tridem, has air ride, alum. wheels, Michelin tires. Call



Units 8222-8223 – 1989 Krohnert 9600 USG insulated S/S MC-307 tri axle, 6x10 spring and air, stainless to the ground, very good overall condition, includes new safety and HM-183. Located in Montreal & Oakville. Call



Unit 8286 – 1995 Polar 1600 cu. ft. tandem axle vacuum/pneumatic, always in plastic pellet service. Has new paint, safety, excellent overall condition. In Oakville. Call



Unit 8045 – 1990 Ford single axle tank truck, Ford diesel engine, 6 spd. trans., 10,200L alum. 2 compt. tank, single pumper, very good overall condition, new paint, safety and B-620, excellent equip. refueller. Call



Unit 133 – 2000 Bedard 2000 c.f. tandem axle pneumatic tanker, in food grade service since new, top & bottom air, aluminum wheels, Michelin tires, excellent overall condition, perfect for flour or plastic pellets. Call



Unit 7147 – Bedard 2250 cu. ft. aluminum pneumatic, all air ride, 2 fill lines, excellent plastic or flour tank, very clean unit. Call



Unit 8282 – 1994 Bedard 5300 I.G. MC-312 stainless steel R-TAC B train, very good overall condition, has new B-620 and safety, rare. Call



Unit S150 – New 2009 Kenworth T800 Cummins ISM 385 engine, 10 spd., 20/40,000 lbs axles, deluxe package incl. with Almac 20,000 lbs 4-comp, dual pumper, bottom loading, vapor rec., dual side cabinets, enclosed canopy, plus extra features. Call

OAKVILLE BRANCH
Call Kevin Brown, Tony Jelacic
1-800-268-1456
(905) 465-1355
Fax: 905-465-3780

MONTREAL BRANCH
Call Ron Laberge, Bob Kavanagh,
Camille Pettinato
1-800-363-2262
(514) 323-5510
Rental Units and Service
at both Branches



Unit 8259 – 1985-86 Krohnert 5,000 IG stainless insulated storage tanks, good barrels, sold as is. Call

Feature Unit of the Month



Unit 8263 – 1981 Fruehauf 9200 USG, aluminum 4 compt, single heads, spring ride, bottom loading, very clean unit. Call

ACTION UTILITY ACTION UTILITY ACTION UTILITY ACTION UTILITY ACTION
The First Name In Trailers

ACTION

TRAILER SALES

www.actiontrailersales.com

TORONTO

2332 DREW RD.,
 MISSISSAUGA, ONT. L5S 1B8
Call: Murphy Barton, Vince Cutrara,
 Jon Drohan, Bruce Gair,
 Rob Moorehouse, Todd Warren
 John Gwynne – Long Term Leasing

905-678-1444

Fax (905) 678-1566

MONTREAL

1100 RUE COURVAL,
 LACHINE, QUEBEC H8T 3P5

Call: Yvon Fortin,
 Bruce MacDonald, Mario Perrino,
 Michel Pouliot,

514-633-5377

Fax (514) 633-6488

NEW AND USED SALES • RENTALS

- LONG TERM FINANCE LEASE • FULL MAINTENANCE LEASE
- FULL SERVICE SHOP PROVIDING MAINTENANCE AND PARTS



**ALUMINUM
 COMBO FLATS**

TANDEM/TRIDEMS

- AIR RIDE



**DROP
 DECKS**

OVER 200 USED REEFERS IN OUR YARD ... READY TO ROLL!!

**In Stock &
 Arriving Daily**



**UTILITY 53' x 102" x 13'6"
 DRY FREIGHT VANS**

**13,180 Lbs.
 110" Door Opening**

HENDRICKSON AIR RIDE SUSPENSION, LOGISTIC SIDE POSTS – ALUM. OR TRANSLUCENT ROOF AVAILABLE, STAINLESS REAR DOOR CASE, 12" CORRUGATED STEEL SCUFF LINER, 24" STEEL THRESHOLD PLATE. **PRICED RIGHT!**

**In Stock &
 Arriving Daily**



UTILITY 3000R

53' x 102" HIGH CUBE REEFERS, 107 1/2" I.H. FRONT, 109 1/2" I.H. REAR, 98 1/2" I.W. RECESSED "E" TRACK, H.D. DUCT FLOOR, STAINLESS FRONT & REAR, VENTS, LED LITES – WEIGHT 12,155 LBS. (STANDARD MODEL) H.D. INTRAAX AIR RIDE SUSP. ALUM. WHEELS.

**(4) "NEW" UTILITY 53'
 "QUAD AXLE"
 DRY FREIGHT VANS**



TRIDEM HENDRICKSON AIR RIDE SUSPENSIONS ON 6' AND 6' SPREADS' FRONT AXLE STEERING LIFTABLE AT 100° (MICHELIN SUPER SINGLES), SIDEPOSTS ON 12" C/L, H.D. PANELS, TOP & BOTTOM RAILS, QUAD DOOR LOCKS, 24' x 12" MAIN FRAME BEAM IN BAY AREA, WELL SPEC'D FOR HEAVY LOADS.

**(50) 2005 UTILITY
 53' REEFERS**



CARRIER ULTRA UNITS, STAINLESS FRONT PANELS, RADIUS CORNERS & REAR DOORS, FRONT AND REAR VENTS, HEAVY DUTY FLAT ALUMINUM FLOORS, 1 ROW OF RECESSED "E" TRACK, 46K HENDRICKSON AIR RIDE SUSPENSION, ANTI DOCK WALK, ALUMINUM WHEELS, STAINLESS BUMPER, WELL MAINTAINED UNITS

**(4) "New" 53' UTILITY DRY
 FREIGHT VANS**



Prepainted Black side panels, stainless radius corners, front panels, wing plates and Diamond pattern rear doors, Hendrickson air ride susp., load scale, aluminum wheels, vents front and rear, and much more **Priced to move.**

**(5) "New" 53' TRIDEM UTILITY
 REEFER VANS**



Hendrickson air ride suspension with 6' and 6' spreads, stainless rear doors, overlays, door hardware and bumper, 16" aluminum scuff liner quad door lock rods, heavy duty flat floor, Armortuf side walls, 1 row recessed "E" track, Michelin XZE 22.5 tires.

**(12) 2003 THRU 2007 VARIOUS MAKES OF
 53' VANS - DRY FREIGHT VANS**



Air ride suspension, logistic side posts, swing rear doors, all in good to excellent condition.

(100) 1997 TRAILMOBILE "PLATE" VANS



Pre-painted white side panels, 6' spread sliding tandems, steel disc wheels, aluminum roof with Plywood lined ceiling, swing rear doors ... **Priced to move!!**

**(10) 2004 GREAT DANE 53' REEFERS
 CARRIER STEALTH XTC UNITS**



Stainless steel radius corners, rear doors, wing plates & rear bumper. Hendrickson air ride suspension, 1124.5 tires on aluminum wheels, 1 row recessed "E" track, clean, well maintained and **priced right!**

**(25) "New" 53' TRIDEM UTILITY
 DRY FREIGHT VANS**



Hendrickson air ride suspension with 6' and 6' spreads, quad door lock rods, extra heavy duty top, bottom rails and side panels, Michelin XTE 22.5 tires.

**(1) "New" 53' UTILITY
 REEFER VAN**



Pre-painted Black side panels, stainless radius corners, front panels, rear doors and wing plates, Hendrickson air ride suspension, extra lights.

**2007 UTILITY "FULL STAINLESS"
 TRIDEM REEFER**



Thermo King Spectrum Dual Temp unit, Hendrickson suspension, load scale, aluminum wheels, Michelin tires, "E" track, ArmorTuf lining, extra lights, **mint condition.**

ACTION UTILITY ACTION UTILITY ACTION UTILITY ACTION UTILITY ACTION
The First Name In Trailers

C.U.T.C. INC



- Canadian Licensing
- FMCSA (ICC Authority)
- DOT Registrations
- IFTA Registrations
- Fuel Tax Reporting
- Unified Carrier Registration
- PARS/PAPS/ACE
- Corporate Registrations
- Regulations
- IRP Registration
- Bonded Carrier Status

Trucking made Simple

For more information call
Petra Voelker 866-927-8294



Canada

Fleets share secrets to their safety success

Continued from page 1

While he conceded it's difficult to place an ROI on safety programs, MacKinnon added "What is measurable is that our fleet insurance today is 45% less than it was in 2002."

Likewise, Bison Transport president Don Streuber said his company has difficulty placing a dollar value on safety. However, he said the company's training centre has played a major role in allowing Bison to achieve the lowest accident rate of all North American fleets running over 100 million miles per year, as measured by the TCA.

When times are tough and fleets look to trim costs, the safety program should not be compromised, the panelists agreed.

"I don't think in a cost-cutting environment that we can afford to cut the cost of safety," said MacKinnon. "We can't say we're not as serious about it in 2008 as we were a couple of years ago, because it's so much work to get that ball rolling again. The effort to get the safety attitude going again if we stopped during hard times would be more money spent than if we just kept it going."

Kriska Transportation president Mark Seymour admitted his fleet has altered its simulator training program, but not at the expense of its overall approach to safety.

"As things tightened up, we had to look at ways to reduce costs and we had to change our strategy," said Seymour. "We didn't mothball it. But we looked at the costs associated with our original strategy (which involved putting every driver through simulator training). Our commitment to safety didn't change – it was the strategy we employed at that particular time."

Cutting safety budgets during difficult times would be a mistake, the panel agreed, and so too is the relaxing of hiring standards that sometimes occurs when business is booming. A couple of the carriers admitted they had compromised their hiring standards in the past, in order to fill seats and appease customers. Einwechter said an uptick in Challenger's accident rate served as a wake-up call that the company had relaxed hiring standards to keep up with customer demand, as recently as a few years ago.

"We had lowered our standards to have more drivers behind the wheel to move the freight and keep the customers happy," he admitted. "Personally, I feel that maybe the driver shortage isn't such a bad thing. We have the right drivers behind the wheel, driving safely."

"I know it's tempting to lower your standards when you have a



Canadian Industrial & Truck Radiators Inc.

INT EAGLE SPECIAL!

Call Travis
416-679-0053
1-866-817-0053



2115 Codlin Cres., Etobicoke, ON M9W 5K7
MON-FRI 8-7 • SAT 8-3
Sunday by appointment only



\$900.00
**Installed • While Quantities Last*

4 Hour Drive-In Service (most models)

THIS MONTH'S CROSSWORD PUZZLE

Brought to you by



HALLMARK

Trucking Services Beyond Risk

Hallmark's insurance experts are from the trucking industry. Experience makes the difference – for your fleet & drivers.

Your Trucking Insurance Partner Since 1948



THE HALLMARK GROUP

1.800.492.4070 www.hallmarkins.com

1		2		3		4		5	6		7
							8				
9						10					
								12			
	11										
13											
14				15			16			17	
						18					
19		20				21		22			
										23	
24								25			
26						27					

Across

- Convoy's last truck (4,4)
- Driving compartments
- Wallet attachment, perhaps
- Brand on QC-made stainless-steel tankers
- In-dash item
- Road _____, Australian multi-trailer rig
- Item in Purolator truck, perhaps
- Nasty buildup in badly-maintained engines
- Certain thoroughfares
- Goods moving under Customs supervision (2,4)
- With 27-Across, equipment-hauling device
- State with potato-promoting plates
- Wheels' outer sections
- See 24-Across clue (4,4)

Down

- Catherine _____, Jeep-driving "Dukes of Hazzard" actress
- Word on tour-group bus
- Roadside greasy spoon
- Non-standard item on new truck
- Aluminum-wheel brand
- Dodge and Freightliner cargo van
- Ryder or Budget truck
- O/O component
- Ford's famous fifties failures
- Cargo protection or support material
- West Coast item
- Truck back-up warning
- Goodyear's airborne icon
- Loading and unloading platform

Answers on page 43

© 2009 M. Jackson

TRY IT ONLINE AT WWW.TRUCKNEWS.COM

bunch of trucks parked against the hedge, but every time we considered it, we've always regretted it," agreed MacKinnon. "We're further ahead to keep training, investing in the people we have until we can hire the right people. I know there's a cost to putting an asset against the hedge, but there's a greater cost to hiring the wrong individual."

Besides, he added, hiring unqualified drivers is bad for morale right through the company and could even cause some of the best drivers to look for a new place to work.

"Our drivers get very disappointed if we lower our standards, so it's just something we can't afford to do," he said.

There are some additional perks to being a carrier with a good reputation for safety. For one, "Good people want to work for good companies," said Kriska's Seymour. "If you want people to stay with your organization, it needs to be a safe place to work and if you want to attract people to your place of work, they need to be assured it's a safe place to work."

Carriers on the panel also noted they enjoy a healthier relationship with enforcement agencies, which leads to improved productivity. Streuber said some Bison drivers have reported being waved through inspection lanes because of the company's stellar safety record.

MacKinnon added "Your overall safety record precedes you wherever you go. We try to show (inspection agencies) we're working with them and trying to achieve the same thing they are. All our permits are in a binder - it's neat and tidy so when we get called into the scale, we're not dumping an envelope of crap out

So, how do they do it? Safest fleets share operational tips

Mark Seymour, president of Kriska Transportation, said the best way to implement a safety program is to ask around and borrow best practices from other carriers. To that end, each of the companies represented on the panel made their safety reps available to comment on specific technologies they are using as part of their broader safety program.

Jeff Lehmann, manager, safety and compliance with MacKinnon Transport, said his company is now using e-logs to improve fleet productivity and eliminate log-book falsifications. At the time of his presentation, half of MacKinnon's company trucks were using e-logs and the company intended to roll the program out to its owner/operators as well.

MacKinnon uses the PeopleNet e-log system, which ties into its existing satellite tracking program, Lehmann explained. Most of the drivers have welcomed the change, he noted. They save at least 20 minutes per driving shift by not having to fill in a paper log-book and they don't have to wor-

onto their desk."

Another benefit of being a safe carrier is that equipment is usually better maintained, so the fleet enjoys a higher residual value at resale time. Wendell Erb, general manager of Erb Transport and Kriska's Seymour said their company trucks often fetch above average prices at Ritchie Bros. auctions.

"The reason for that is very simple," said Seymour. "Our repair and maintenance strategy is very inclusive of fixing things that are broken and replacing things that don't work anymore, which is part of our safety culture."

Drivers working for a safe fleet are also less likely to abuse equipment, added MacKinnon.

"When a driver is leaving the yard and the dispatcher says 'Be careful out there,' I don't think they're going to go out and rip and tear that gearbox," he said. "It's a matter of respect, we respect them and they return that by looking after our asset." □




FASTER, EASIER BORDER CROSSING!

Get C-TPAT certified within 30 days!

<p>Benefits of Certification include:</p> <ul style="list-style-type: none"> • Expedited clearance times • Automatic access to Free and Secure Trade (FAST) program • Significantly reduced likelihood of random inspection • Significantly reduced enforcement and compliance inspections • Shipments for inspection directed to front of the line during random inspection 	<p>AVAAL ALSO OFFERS:</p> <ul style="list-style-type: none"> • ACE e-Manifest Transmission • Customs Clearance • Dispatch and Logistics Training • Authorities and Permits • Co-Pilot Truck GPS & Cyber Trucker • Corporation Registration
--	---

C-TPAT SHIPPERS CAN USE ONLY
C-TPAT TRUCKING COMPANIES

Don't lose customers. Get certified today!!

GET 3 MONTHS ACE E-MANIFEST SERVICE ABSOLUTELY FREE
WHEN YOU APPLY FOR C-TPAT WITH AVAAL

www.avaal.com



Contact Dara Nagra
2 Automatic Rd. Unit #110,
Brampton, ON L6S 6K8

24-hr live support

Phone: 1-877-995-1313
Email: dnagra@avaal.com



BECAUSE KING OF THE SERVICE BAY

JUST DOESN'T SOUND RIGHT.

Hypuron™ S

Fleets are built to run, and run, and run. Problem is, they're often running into the service bay. That's why Hypuron S is uniquely engineered with a high Total Base Number and low ash content. So you can safely extend your fleet's drains beyond normal intervals, keeping profits high and costs low. It's time to make your regularly scheduled oil drains less regular. Call 1-888-CASTROL for more info. Or check out castrol.com/hypuronad



IT'S MORE THAN JUST OIL. IT'S LIQUID ENGINEERING.™



Continued on page 12

Award-winning fleets use technology to help improve safety

Continued from page 11

ry about being out of compliance when they cross the scales. So far, inspectors have been supportive. In some cases they'll climb up and view the hours-of-service status on the in-cab display. Other times, they'll require dispatch to fax the data to the scale house, he said.

The PeopleNet system stores the records for six months and drivers can print out their logs for tax purposes. MacKinnon has placed a computer and printer in

the driver's room to make this easy and convenient, Lehmann noted. He said drivers using e-logs are more productive than before making the switch. He also said the move has major implications for MacKinnon from a liability standpoint, since the company is now assured its drivers are compliant at all times.

Tom Boehler, director of safety and compliance with Erb Transport, relayed how Erb has used e-learning to communicate safety

messages to drivers who are unable to attend safety meetings. Erb still encourages drivers to attend the meetings in person, but if they're on the road, drivers can now catch up by attending the meeting over the Internet at their own convenience. They must complete a test before receiving credit for attending.

The program, which was developed exclusively for Erb by Digital North Media, cost \$16,000 to set up. However, it was "a small cost compared to adding more

safety trainers just to do meetings," Boehler added.

The system also builds an archive of past safety meetings, so drivers can go back and revisit any topics that were covered in the past.

Glen Perkins, Kriska Transportation's director of safety and compliance, addressed his company's use of speed control. Using Shaw Tracking's SensorTracs, Kriska monitors the speed of its vehicles as well as: RPM; fuel

East

By Carroll McCormick

CORNER BROOK, Nfld. – Far from the divided highways, spacious truck stops and well-oiled terminal operations that define much of mainland Canada's trucking landscape, lies a windswept coastal highway on Newfoundland's Great Northern Peninsula. Yet, remote as this area is, its 20,000 or so inhabitants get remarkably good trucking service.

This is the rather surprised conclusion of Michael Fleming, a PhD sociology student out of Memorial University in St. John's, who is currently a lecturer at St. Thomas University in Fredericton.

"I assumed that a trucking service would be struggling to provide quality of service and be controlled from the outside. I was expecting a trucking industry on the Northern Peninsula to be abysmal and not work for anybody," he admits.

Fleming's pessimism stemmed partly from old stories, true or not, of horrendous delays, rotten veggies and the like and partly from his training.

"The theoretical underpinning is that in underdeveloped regions all the industries present there will be underdeveloped too," Fleming says.

A courageous guy with an old-fashioned taste for field work, Fleming set out to learn how trucking companies could survive in an area of vicious winters, thinly-spread communities and no "mainland-style" industry infrastructure.

But what is sociology, anyway? A first swipe at a definition would be that it is about how society ticks and how it is shaped by its environment. Like every other academic field, sociology has its theories that try to explain what's going on.

Fleming had such notions in mind when he hit the road in 2002, but he quickly learned the wisdom of listening over talking. He recalls, "To a certain extent, I had to check a bit of my sociology at the door. For example, I had several interviews where owner/operators said that they were the backbone of capitalism, but from the point of view of Marxist class analysis, O/Os have nothing to do with capitalism. Owner/operators, according to Karl Marx (a busy-brained 19th Century thinker and the founder of communism) are pre-capitalists."

Correctly guessing that Marxist

doctrine and the like would not wash with many truckers, Fleming learned quickly to go with the flow in his interviews. He confesses, "(Interviewing) is a research craft that people in universities are not taught."

In fact, he found himself on the receiving end of some pretty pointed questions, particularly about his motives. "I was never denied an interview with individual truck drivers. But one of the first questions I was asked was, 'What possible interest could you have in this?' I have been asked if I worked for insurance companies, the media and other trucking companies. I was once warned in no uncertain

terms that if I wanted to paint a romantic picture of the industry, I'd better get out of there. Truckers take deep pride in their success and I had a sense that someone from a university is a nuisance. Even with owners and trucking associations there was a sense that I had to prove myself, show that I had the credentials to take time out of their day."

The goal of his research, Fleming writes in his dissertation, "was to understand how structures outside the trucking industry's control routinely shape the organization of transportation networks in peripheral regions."

Here is a taste of what he learned:

The trucking business on the Northern Peninsula is almost entirely sewn up by two competing companies, which Fleming refers to only as Company A and Company B. In addition, there are

about 40 unionized O/Os that haul for Corner Brook Pulp and Paper, some family-owned companies and a few in-house trucks.

Companies A and B have warehouses in Corner Brook, the main staging area for cargo headed in and out of the Northern Peninsula. Company A, which has been operating in the area for decades, operates only in Newfoundland and Labrador. It operates as a regional carrier for mainland companies, for example, doing drop-trailer operations via Marine Atlantic.

It owns about 120 trailers and 40-50 power units, uses only wage labour employees, and has 12-16 drivers plying the Northern Peninsula.

Company B is "a national leader in LTL services" and delivers cargo to its Corner Brook warehouse for further distribution by a local broker. This broker, who has three power units and two drivers (he also drives himself) dominates the movement of Company B's freight on the Northern Peninsula, the only area he serves.

Fleming was struck by the high quality of service these two companies provided – ie. although there are 10-15 larger centres between Deer Lake and St. Anthony, at the northern tip of the Northern Peninsula, LTL drops can be made anywhere along the way. Many communities are not marked and often amount to only three to four houses along the road.

Companies A and B have quite different operating styles: The broker for Company B operates on a regular, daily schedule between Corner Brook and St. Anthony, a round trip of about 600 kilome-

Trucking on Newfoundland's Northern Peninsula Social sciences takes to the road

'On the Northern Peninsula, there is a real culture of getting together to get things done.'

Michael Fleming

tres. His trucks deliver goods on the northbound leg and pick up cargo on the return leg that same day. The regularity of its service is its key to its competitiveness. He has a private repair shop on his property and when he is not driving he is busy coordinating loads, securing customers and repairing his equipment.

The Company A operation is quite different. Fleming describes it as "partly a business endeavour and partly an artform," that relies on tradition, informal networking and an adaptation to local conditions. For example, rather than just scheduled runs, trailers are loaded over maybe two or three days. Trailers are stationed in drivers' yards along the Northern Peninsula, ready to be dispatched with minimum delay. Company A also stores spare parts at the homes of current and former employees and with other key contacts in strategic locations.

"On the Northern Peninsula, there is a real culture of getting together to get things done," Fleming says. "One guy I interviewed said that if the weather was bad and there was a delay, he could call the store owner after the store was closed to come and load or unload a truck. Or, someone would know someone with a tractor who could help unload a boat motor, or knock on a neighbour's door for help. There were a lot of stories of that happening."

People on the Northern Peninsula accept that bad weather can delay shipments, and trucking companies know how to swing with the weather. For example, recalls Fleming, "The owner of Company A took pride in knowing where all the brick buildings are in towns so they could park behind them and ride out storms. There are winds that used to blow rail cars off the tracks. He was very proud about having carved out this niche market."

These examples of co-operation, adaptation and specialized knowledge explain how these companies succeed and why outside companies have not gained a foothold in the area.

Fleming also credits the inhabitants of the Northern Peninsula who rely on trucking, for their part in this success story: "It is widely accepted that this is the way things work in the Northern Peninsula, and this also explains the success of the trucking companies." □

mileage; idle-time and hard brake applications. If a truck is over the 65 mph limit for two minutes, a notification is sent to management.

Bison Transport director of safety and recruiting, Garth Pitzel, spoke about his company's

Driver Safety Toolbox. Bison's three-pronged approach to safety includes: providing drivers with safe equipment; working with drivers on skill development; and empowering drivers to park the truck when conditions warrant, through a "right-to-decide" policy.

Bison is an early adopter of safety technology, such as the Eaton Vorad collision avoidance system which Pitzel said has proven to reduce accidents by 53%. Bison also has a 'seven second rule,' which encourages drivers to leave seven seconds of

space between themselves and the vehicle in front of them.

Drivers take part in a course on the subject, to learn exactly how much space a truck can cover in seven seconds. Pitzel said the program has resulted in a reduction of rear-end accidents. □



WWW.VERDUYNTARPS.COM

1-888-277-7787

 398 KENORA AVE.
HAMILTON, ON L8E 2W2
TEL: 905-578-3677
FAX: 905-578-9370

 19231 W. DAVISON ST.
DETROIT, MI 48223
TEL: 313-270-4890
FAX: 313-270-4891



With standard quilted stainless steel headboard, full ground control open / closure option, and exclusive rail tie-down system, the Eagle truly is

Soaring Above the Rest

EAGLE
SLIDER SIDE TARPING SYSTEM

**WE'VE GOT ALL
YOUR TRUCKING
NEEDS IN ONE
SPOT...
INCLUDING DRY VAN
CARGO EQUIPMENT**

CHAINS AND BINDERS



CHAIN • SAFETY BINDERS • RATCHET BINDERS • COIL BUNKS • BEVELED LUMBER • CORNER PROTECTORS • COIL CUFFS

CARGO EQUIPMENT



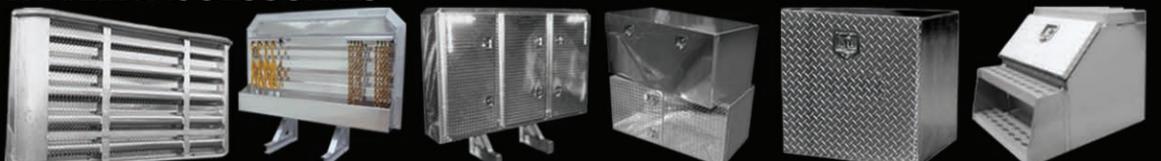
STRAPS • RATCHET AND TAILS • WINCHES • WINCH BARS • CORNER PROTECTORS

FLAT TARPS AND ACCESSORIES



LUMBER, STEEL AND CUSTOM TARPS • RUBBER STRAPS • OVERSIZE SIGNS AND FLAGS • TARP PATCH KITS

TRAILER ACCESSORIES



HEADBOARDS • HEADACHE RACKS • STORAGE BOXES • STEP BOXES



• E-CLIP STRAPS WITH RATCHET OR BUCKLE
• CARGO CONTROL BARS
• LOADING BLANKETS

OVERSIZE LOAD

INNOVATIVE INSURANCE AGENCIES

OWNER OPERATORS

**Are You Tired of Throwing Your
Disability Insurance Premiums Out The Windows?**

With other plans, every month that goes by that you don't have a claim means your hard-earned premium payments are gone **forever!!!**

Join the **thousands of Owner Operators** who have discovered **the better way.**

The **"Personal Accident Compensation Plan"**
underwritten by The Manufacturers Life Insurance Company
pays you a monthly income if you can't work due to an injury or illness
and the Return of Premiums benefits **guarantees to return 100% of the
premiums you have paid**, in claims or cash, tax-free!

You Can Have Your Cake and Eat It Too. Don't Wait . . . Call Today!

Toll-Free: 1-800-265-4275
www.innovativeinsurance.ca

Quebec

A place to stop Trucker-friendly rest areas coming

Carroll McCormick

MONTREAL, Que. – This March, construction will begin on four new service areas alongside major highways in Quebec, under a private-public partnership with the Quebec government. Construction will be completed by this September. In addition, two existing service areas will be expanded. In Magog, construction will start on a new site as soon as Transports Quebec completes the construction of access ramps later this year. Of note to truckers is the inclusion of reserved parking spaces for tractor-trailers and even B-trains.

The Quebec-based real estate developer and manager, Immostar Inc. will design, construct and fund the seven service areas, and operate and maintain them for 30 years. A consortium of private investors is putting up \$35 million for these projects, which Immostar says is a first in Quebec. All will include restaurants open 24 hours a day, seven days a week. Some will include fuel stations and all will have green spaces with picnic tables and room for travellers to stretch their legs. The service areas will feature tenants such as St-Hubert, Couche-Tard, McDonalds and Tim Horton's. All will be easily visible and immediately accessible from the highways.

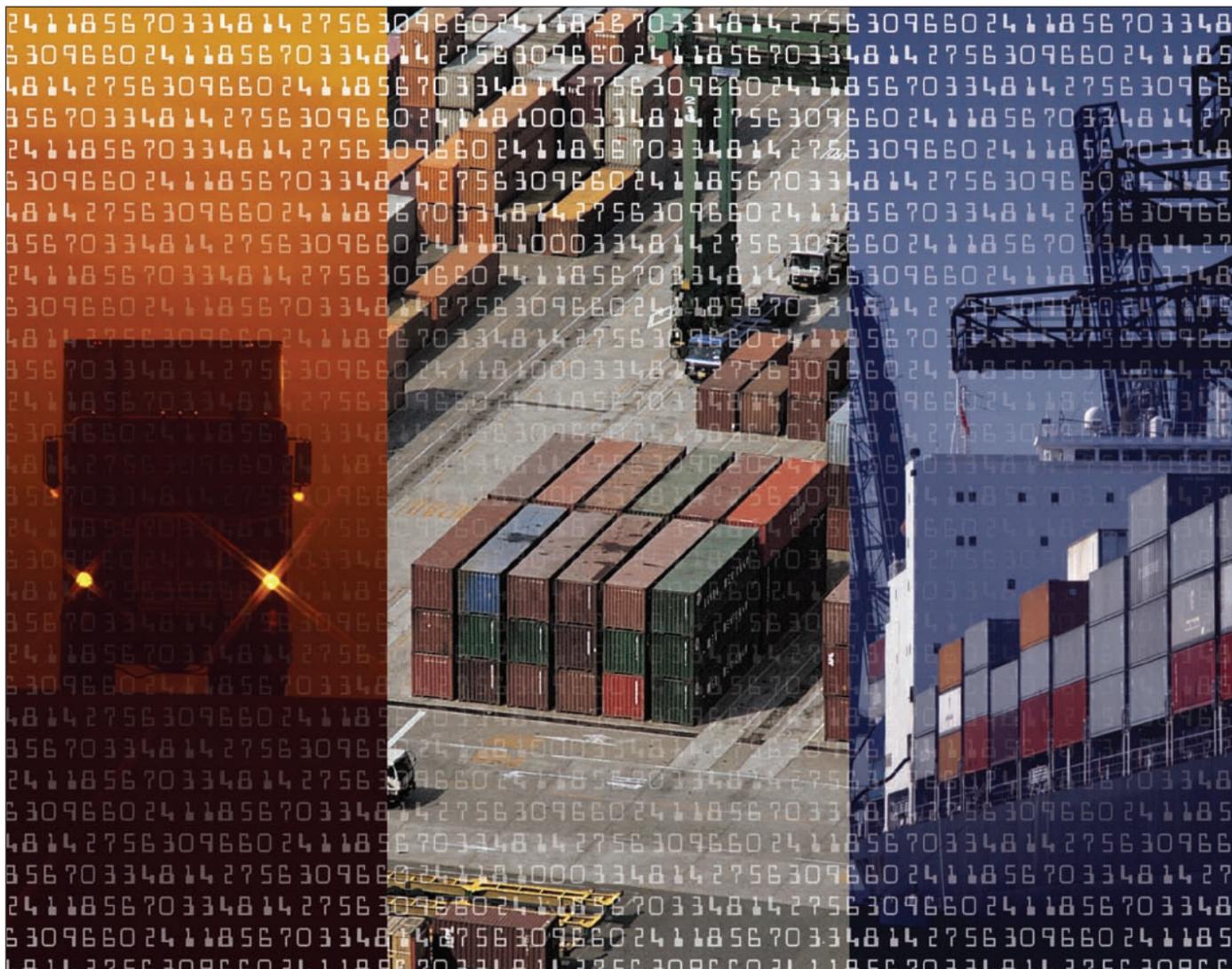
From west to east, here is a rundown of the service areas:

- Just one kilometre inside Quebec after leaving Ontario, on Autoroute 20, is Riviere-Beaudette. Once this service area is completed this September, it will include a 1,518-square-metre facility with a 24/7 restaurant, tourist information, convenience store, washrooms, gas station and picnic area. There will be parking for 14 tractor-trailers and two B-trains.

- On the A-40 at Exit 12 near Rigaud, 70 kilometres west of downtown Montreal, a 1,420-square-metre building will also include a 24/7 restaurant, tourist information, convenience store, washrooms and gas station. There will be parking for 11 tractor-trailers and two B-trains. The center, to be completed this September, will be accessible from both directions.

- Roughly 55 kilometres north of Montreal on A-15 is Saint-Jerome. There is already a service area at Exit 51, with a restaurant, corner store and gas pumps, but it will be expanded in 2011. The building and parking will be upgraded, and by the time the work is done there will be a 24/7 restaurant, tourism information centre, convenience store and other amenities. The parking lot will include six tractor-trailer slots. The service area will be accessible from both directions.

- One hundred kilometres east of downtown Montreal on the A-40 is Maskinonge, on the edge of lac Saint-Pierre. The architectural ren-



When the going gets tough, the tough get smarter

If there was ever a time to find ways to run your business more efficiently, now is the time.

So, where do you find accurate information about industry trends and future estimates for shipment volumes, rates and surcharges, so that you can plan your operation accordingly?

Where can you find stats that allow you to compare your trucking operation to others, so that you can identify potential problems and opportunities for your business?

Look no further, *Truck News* and *Truck West* are about to publish a comprehensive guide for trucking and transportation professionals, called "Inside the Numbers" – a snapshot of expectations

for shipment volumes, rates, surcharges and capacity concerns based on detailed research of shippers operating in several industries.

- What can your trucking operation expect in 2009?
- What are the business trends that are changing your industry?
- What are the strategies shippers will be using to stay the course in 2009?

This timely report will provide you with a wealth of knowledge that you can use to guide you through the difficult year ahead.

If you'd like to reserve your copy of the "Inside the Numbers" report, send an email to kratray@ctl.ca.



Coming Soon!

dering of the planned 1,313-square-metre building, scheduled to open this September, sports Tim Horton's and St-Hubert chicken restaurant logos. In addition to a 24/7 restaurant, tourist bureau, convenience store and washroom facilities, there will be parking for 11 tractor-trailers

and two B-trains.

• Continuing east on the A-40 will take you to Saint-Augustin-de-Desmaures, a hair west of Quebec City. The existing service area here will continue to operate while being upgraded this year. This somewhat smaller facility will measure 657

square metres in size. It will have a 24/7 restaurant, public phones (as will the other service areas), convenience store, tourist information and washrooms. The parking lot will include slots for 10 tractor-trailers and one B-train.

• Heading east from Montreal on

the A-10 brings drivers to Magog after 130 kilometres. At Exit 115 to route 112, a 1,585-square-metre facility will be built. In addition to the goodies that the other service areas will offer, there will be room for temporary kiosks, presumably offer-

Continued on page 16

CARRIER TRUCK CENTERS TRUCKS • PARTS • SERVICE
www.carriertruck.com



ALTRUCK
 INTERNATIONAL TRUCK CENTRES
1.888.650.1111
 Over 30 Years Of Service!
www.altruck.com

WHAT YOU NEED FOR TODAY'S TOUGH ENVIRONMENT ...



... IS WHAT WE DELIVER!

- THE MOST FUEL EFFICIENT TRUCKS ON THE ROAD
- INDUSTRY LEADING PERFORMANCE, RELIABILITY AND COST OF OPERATION
- DEALER SUPPORT COMMITMENT THROUGH OUR 9 LOCALLY OWNED AND OPERATED LOCATIONS
- MAXXFORCE** THE SIMPLE SOLUTION TO 2010 EMISSIONS. CALL US FOR MORE INFORMATION OR LOG ONTO www.maxxforce.com / 11 & 13



SEARCH: international trucks/trucks/lonestar/customize



With You For The Long Haul



YOU DELIVER GOODS ... WE DELIVER SOLUTIONS!!

BRANTFORD (519) 752-5431 1-800-957-8785 Doug Hagan Martin Fry	WOODSTOCK (519) 539-9837 1-800-958-8785 Lawrie Muter Luca Polillo Wayne Gerber	LONDON (519) 681-3500 1-800-265-6081 Ed Link Bob Frew	WINDSOR (519) 737-7520 1-888-956-8785 Brian Dewer	SARNIA (519) 336-4840 1-877-336-4840 Gerry Cazabon
--	--	--	---	--

BURLINGTON 905.681.6500 Pat Calandrella	CAMBRIDGE 519.650.1804 Joe Mitchell Matt Kirby	HAMILTON 905.578.2211 Martin Dick Dave Gordon	KITCHENER 519.578-0810 Dan Dalimonte Brad Boyer
--	--	---	---

WE WANT YOUR TRADES!

Quebec

Tractor-trailer parking aplenty

Continued from page 15
ing goods for sale. The Magog site will have 21 parking spaces for tractor-trailers and three for B-trains. It is scheduled for completion by the

summer of 2010.
• The seventh site is 44 kilometres north of Sherbrooke in Melbourne (aka Richmond) on southbound Highway 55 at the intersection of

Route 243. The facility will replace an existing site in Moulin, 23 kilometres to the north. The new site will include a 24/7 restaurant (the artist's rendering shows Tim Horton's and Couche Tard logos), convenience store, washrooms, gas station, play area for children and a green space.

There will be dedicated parking for 14 tractor-trailers and two B-trains.

Immostar notes that if traffic does not warrant 24/7 restaurant hours, it will contract mobile distributors who will offer sandwiches, coffee and other light foods. □



NEW PETROLEUM B-TRAIN



2008 HUTCHINSON

63,000 litres, aluminum, 6 compartments, 3 Comp't Pup, double heads, baffles, bottom load, vapour recovery, LED Lights, Hendrickson Intrax air ride suspension, B-train.

• Transport Canada TC 406 Specifications in Accordance with C.S.A. Standard B620-2003 Highway Tanks and Portable Tanks for the transportation of dangerous goods.

• ASME "U" Stamp quality control standards
• Federal Motor Vehicle Safety Standards
• Provincial Highway Weight Regulations



NEW 2009 TREMCAR

2800 cu. ft., Aluminum, 6 Hoppers, One Compartment, 4 Manholes, top and bottom air, Intraax Susp., Pneumatic Vacuum for Dry Bulk, SPIF Quad Axle.
Call for your quote today!

PLEASE VISIT
OUR NEW WEBSITE
www.tremcar.com



CALL FOR YOUR QUOTE TODAY!



ASPHALT/BUNKER/ETHANOL TANKS ARE AVAILABLE NOW!!!
Call for details.



UNIT 6744 – 2008 TREMCAR

DOT-407, one compartment, stainless, insulated, Intransit heat, air ride, Hendrickson suspension, SPIF, quad axle tank trailer.



NEW 2009 HUTCHINSON

406 Aluminum, 57,000 litres, 6 compartments, bottom load, openable adaptors, skully, vapour recovery, fall protection, Hendrickson suspension, alum hubs, polished rims, Petroleum Quad Axle.



UNIT 6404 – 2007 TREMCAR

38,000 Litres, sanitary, stainless, insulated, one compartment, CIP Wash System, Intraax Suspension, Plumbed to rear to 3" discharge, Transport, SPIF quad axle.
For Purchase or For Lease.



UNIT 6241 = STOCK IN TO – 2007 TREMCAR
7000 IG, DOT-47 Stainless, Insulated, One Compartment, stainless fenders, 72-72 Air Ride, Tridem c/w aluminum rims.
Call for pricing.
For Purchase or For Lease!



UNIT S1010 – HEAT SENSITIVE PRODUCT? 2000 TREMCAR

DOT-407, Stainless, Insulated, 5800 USG, 1 Compartment, stainless to the ground, special heat system, air ride, c/w aluminum rims, tandem axle tank trailer..
\$70,000 each or will consider lease.



UNIT P1055 – 1989 HUTCHINSON

MC-306, Aluminum, 50,000 litres, 4 compartments, bottom load, vapour recovery, skully, 72" Reyco spring w/99" air lift ahead.
Price: \$30,000.



UNIT 6054 – 2007 TREMCAR

34,000 Litre, 2 Comp't, FPU c/w pump / motor.



UNIT P1068 – 1994 REMTEC

Insulated, 45,000 litres, one compartment, w/baffles, air ride quad, first axle lifts, Hot product tank. Current Safety.
Available Now! Price: \$36,000.



UNIT P1108 – 2000 BRENNER

7200 USG, steel barrel, insulated, alum. skin, 1 comp't, baffles, air ride, tandem axle Hot Product Tank Trailer.
No BL, VR or heat coils.



UNIT S1074 – 1985 RIEXINGER

Stainless, insulated, Sanitary, 23,500 Litres, 2 compartments, plumbed to rear in large cabinet, spring ride, tandem axle, tank trailer. Good Cheap Water Tank! **Price: \$16,000.**



UNIT S1096 – 1994 KROHNERT

MC-307, Stainless, Insulated, 7200 USG, One compartment, 3" to rear, Spring suspension, Tandem axle tank trailers.
For Purchase or Lease.



UNIT P1104 – 1984 MACK

Truck refurbished in '04, 250 HP w/5 speed transmission, single axle w/pusher, 2600 IG, 2 compartments, aluminum, Dependable tank w/4" rear discharge c/w hoist & pump.
Last Safety: May 08. Unit is in Great Shape \$24,000.



UNIT DB1079 – 1980 FRUEHAUF

1525 cu/ft., aluminum, 3 hoppers, 3 manholes, 5" lines and product valves, spring ride tandem axle, dry bulk tank trailers.
Call for pricing.



UNIT S1079

Various used tandems in stock. Stainless, Insulated, Sanitary, 26,000 litres, CIP, plumbed to rear in large cabinet. Tandem axle tank trailers.

For Hutchinson Service please contact:
DAVE MATTESON
at 416-661-9330 ext 147
or **DAVE FIELD** ext 149



PEERLESS PRODUCTS WITH THE TREMCAR DIFFERENCE

FOR SALES & LEASING PLEASE CONTACT:
JUNE FISCHER
(519) 751-6317
FAX: 905-549-4252
email: biker.b@sympatico.ca

HEAD OFFICE TREMCAR INC.
JACQUES PHILIE
(800) 363-2158
790 MONTRICHARD AVENUE, ST.
JEAN-SUR-RICHELIEU, QC J2X 5G4

Ontario

Fergus adds fourth day to show

Continued from page 1

gotiations to keep the show at its current site had fallen through.

Billings mentioned the Grand River Agricultural Society, the Orangeville Agricultural Society, and the Guelph Lake Conservation Area, as among the groups that showed support for keeping the show at Centre Wellington.

“Fergus is where the show started. The residents have been so supportive of our event. It’s wonderful knowing the Fergus Truck Show is staying home.”

In addition to retaining the site, the Fergus Truck Show will also be expanded from three days to four, July 23-26.

On opening day, there will be a truck and tractor pull, along with an extended evening of entertainment. The musical headliner is Canadian Country Music Association award winner, and Canada’s only female member of Nashville’s Grand Ole Opry, Terri Clark.

“We are currently in contract negotiations with five more top Canadian country and classic rock acts and will be making those announcements in the upcoming weeks,” said Billings.

Robertson’s Amusements will also provide midway rides free-of-charge, according to Billings. “Your ticket to the show is all you need to ride the midway, for as



CRISIS AVERTED: Volunteers from local charitable groups are pleased to learn the Fergus Truck Show is remaining in their community.

Photo by Adam Ledlow

long as you please throughout the weekend,” he said.

Truck News will once again present its Owner/Operator of the Year award at the show.

Limited tickets for the Terri Clark concert, camping sites, as well as weekend passes and daily show tickets are now available online at www.fergustruckshow.com. □

GROEN METAL INC

1.877.304.6001

SUPPLIERS OF HEAVY DUTY TRUCK ACCESSORIES

We have spray suppression for the recession!

With over two decades of experience in the truck accessories market, we've seen our share of ups and downs in the economy, which is why we carry a broad range of affordable spray suppression products to keep you covered through the good, and the challenging times.

Visit us on the web to view our complete line, or call us at 1.877.304.6001.

Groen Metal Inc. - product you know, from a name you can trust.

Enter PROMO CODE 1257 When Ordering And Save 15%!

www.groenmetal.com

Promo code expires March 31, 2009. Call Groen Metal Inc. for information on current promotions and special offers.

Cobra TRAILERS

“Have Our Strength Work for You!”

www.haultec.com

2005 COBRA Triaxle “SPIF” with steering axle, plastic liner with 2’ sides and aluminum wheels.

2003 MANAC 5 Axle “SPIF” with steering axles, electric side roll tarp system.

1997 COBRA 4 Axle Plastic Liner, aluminum wheels and current safety.

Haultec Trailers Ltd.

Manufacturer of **Cobra** Trailers

2520 RENA ROAD, MISSISSAUGA, ON L4T 3C9 • (905) 673-3200

Atlantic Enquiries: Duncan Gillis or Shawn Hiscott (902) 295-2000
 Ontario Enquiries: John Martin (416) 554-2078
 Quebec Enquiries: François St. Amour (514) 355-6663

TANKERS + TANKERS
TANKERS + TANKERS

CALL OR EMAIL FOR CURRENT IN-STOCK NEW & USED TANKERS!

Preserving Heritage

Specialty **406 Trailers** **Military Refuelers** **406 Stainless**

406 Tankers **Custom Wet Feed**

Lubes **Propane** **Water**

Dry Bulk Trailers

Robica

Winner Chamber of Commerce Business Excellence Award Manufacturing

Family owned and operated: Bob, Monica, Dan & James Nothof

www.robicatank.com rftinfo@robicatank.com

St. Marys Mfg & Sales # 1-800-387-9247

London Parts & Service # 1-866-676-2422

ISO 9001-2000 B620/DOT/MTO/Weights & Measures

Your “ONE STOP TANK SHOP” Since 1952 – Check Us Out At: www.robicatank.com

Ontario

A day in the life of a truck cop

On-road Editor

Harry Rudolfs



TORONTO, Ont. – One good thing about this job is getting to ride around with cops once in a while. My last ride-along was with Const. Bettina Schwartz out of the Cobourg OPP division about 10 years ago.

It was a hot summer night and I remember her as a very capable officer who stopped speeders with great enthusiasm.

She also had a great rapport with truckers and even drove truck occasionally on her days off. I haven't heard 'Goldilocks' on the CB for a long time. Drivers tell me she has moved on and is no longer a cop.

My recent ride was very much different. Const. Adrian Perry picked me up at the Downsview OPP station in a police-package Chevy Tahoe SUV. It was early December and light snow was falling in the GTA, just after morning rush hour.

The 38-year-old officer is part

of the OPP's Highway Safety Division and works out of the Whitby detachment. He patrols the 400-series highways around Toronto. Right away he told me it was going to be a short day. The latest three soldiers killed in Afghanistan were landing at CFB Trenton and he had to be in Whitby at

'Honesty is all too rare in this business.'

Const. Adrian Perry

2 p.m. to help with the escort.

Commissioner Julian Fantino was already on his way to meet the procession. The radio informed us that Car Number One had left Aurora and was travelling down Hwy. 400 (his chauffeur called in a stranded car on one of the ramps).

Perry steered the black and white Tahoe onto the westbound 401. With a plethora of tools and communication devices at his fingertips, he was always doing at least two, sometimes three things.

"This is multi-tasking," he told me as he continuously punched plate numbers into his Panasonic laptop.

"Hits" was what he was looking for. If a red message box flashed when he entered a plate, he knew there was something un-kosher about the vehicle.

The first time it happened was with an older model one-tonne cargo van. Perry was initially suspicious because the vehicle had passenger instead of commercial vehicle plates.

The computer related that the driver had been stopped 10 days earlier by the MTO and had been warned about a faulty parking brake and having the wrong plates. Perry pulled the van over on the shoulder and directed him to a parking lot on Weston Rd. south of the 401.

"If he's honest with me and the parking brake is fixed, I might let him go with a warning," said Perry. "Honesty is all too rare in this business."

It turned out the parking brake was fixed, but Perry was troubled that the owner hadn't gotten around to changing the plates in 10 days. The driver stepped up to Perry's window.

"I made one delivery this morning and made 60 bucks," he said. "I could really use a break."

With the promise to go directly to the licence office, Perry cut the driver loose and we were back on the 401. This time he was hawkishly eying a rental trailer.

STILL THE BEST

Espar

BEST Value
BEST Warranty
BEST Design and Reliability
and STILL NO PRICE INCREASE!!!
Comfort for only \$1.50/ day



LEASING AVAILABLE

ONTARIO REBATES

ONTARIO GREEN VEHICLE PROGRAM

Call Us For Your Application

You may be eligible for \$\$ back!



For All Your Heating And A/C Needs!

• SHOP OR MOBILE REPAIRS AND INSTALLATIONS •



ARCTIC TRAVELER (Canada) SERVICE Inc.

6198 Netherhart Rd., Unit 2, Mississauga ON



905-565-5889 • 1-877-565-5888 • Fax 905-565-6921

TARPS! TARP SYSTEMS! FLATBED EQUIPMENT!



CANADIAN MADE TARPS RIGHT HERE IN BRANTFORD!

- Aluminum cab guards
- Aluminum bulk heads
- Grade 70 transport chain
- Ratchet binders
- Regular binders
- Coil bunks
- Bevelled wood
- Corner protectors for chain and straps
- 2", 3" and 4" cargo straps
- Rubber straps – Various lengths
- Winch bars
- Aluminum storage boxes

TARP REPAIRS DROP-OFF SERVICE OR WHILE YOU WAIT!



PAUL VANDENBERG



- 4 DRIVE THRU BAYS
- LARGE LOTS
- EASY ACCESS

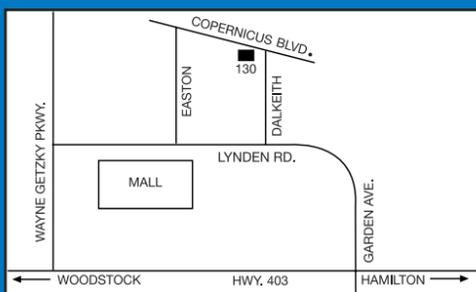


1-866-948-2777

Trison Tarps Inc.
WHERE CUSTOMER SERVICE EXCELS
www.trisontarps.ca

130 Copernicus Blvd.
Brantford, ON
N3P 1L9

519-720-9464
Fax: 519-720-9468





NOT ALL FUN AND GAMES: It's not always the most glamorous of jobs. Const. Adrian Perry pulls over a vehicle for a closer look on a snowy winter day.

Photo by Harry Rudolfs

"From here I can see the brake stroke and part way under the trailer." At the same time he was also scanning the lights, checking the inspection sticker on the tractor, and giving the driver a once over.

Besides being a commercial vehicle inspection officer, Perry is also a technical traffic collision investigator, which means he gets called to assist in serious incidents and fatalities. I asked him what the most dangerous areas of the 400-series highways are for truck drivers?

"The ramps, by far," he replied. "I've seen more truck rollovers on ramps than anywhere else. And these are often serious. The truck usually has to be unloaded before it can be righted."

Perry also expressed concern that some drivers aren't doing proper inspections of their vehicles. "They're signing the inspection sheets but they're not checking properly," he said. "Take some time, walk around the truck and check it out."

And wheel-off incidents are apparently still occurring, although they're rarely reported in the media. "I wouldn't say they're happening every week, but they're still happening."

If there is no shoulder and the sight lines are poor, Perry will go a long way to make a safe stop. In one case he followed a tractor-trailer to Lawrence and Birchmount, off the 401.

It was a refurbished trailer with newly-painted rims, but he didn't like the grease stain on the axle and rim. "It could be a leaking seal," he reasoned.

The driver was picking up a load of catalogs at a Scarborough warehouse, so Perry waited while he backed into the dock.

The back of the Tahoe is packed with equipment including a portable scale, a torque wrench and a full tool box. Perry got out his creeper and flashlight and did the inspection right at the shipper's loading dock.

At one time, Perry worked as an MTO officer and crawled under a lot of commercial vehicles. With almost nine years with the OPP, he still inspects trucks, but now he files his inspection reports in real-time while roaming the 400 highways.

Curiously, Perry began his

career path by training to be a physiotherapist and attended York University.

But today, as a rising star in the OPP, his duties now include talking about trucking issues and working with the media. Recently, he gave an enforcement seminar to the Ontario Trucking Association during its annual convention.

Perry rolled out from under the trailer. The seal looked good, and fluid was visible through the transparent hub.

So with a quick check of the driver's log book and the daily inspection sheet, we were on our way to Tim Horton's for a coffee.

Scrounging for change at the drive-through wasn't necessary. The server passed over two medium coffees through the take-out window, no charge.

"Do you always get free coffee at Tim's?" I asked. "It's hit and miss," said Perry, on our way back to the Downsview station. □



ONE OF THE GOOD GUYS: Truck cops can get a bad rap, but many of them such as Adrian Perry have truckers' best interests at heart. Photo by Harry Rudolfs



SHEEHAN'S TRUCK CENTRE INC.

1-800-254-2859
905-632-0300

Fax: 905-632-4557



LARGE INVENTORY OF VN MODEL TRACTORS
Cummins and Volvo Power
Many Colours To Choose From.

* GMC *
MEDIUM DUTY



W-SERIES

- W3500
- W4500
- W5500



TOPKICK

- C4500
- C5500
- C6500
- C7500
- C8500

4320 HARVESTER RD., BURLINGTON, ONTARIO

SHEEHAN'S LEASING LTD.
SHORT TERM & LONG TERM LEASES
ON VOLVO DAYCABS AND SLEEPER CABS

2010 VOLVO TRACTORS ON GROUND MID FEBRUARY!

VOLVO VHD TRIAXLES WITH DUMP BODIES

OVER 130 CLEAN USED TRUCKS!



WE HAVE MORE USED VOLVO'S THAN ANYONE!

OVER 50 1995-2008 USED VOLVO FLATTOPS, MIDROOFS AND CONDOS Cummins, Detroit & Volvo Power, O/O & Fleet Specs. From \$5,950.



(10) 2005 VOLVO VNL64T-630's

w/61" mid roof sleepers, 450 HP Cummins ISX, Jake, 10 spd., 40 rears, air ride, A/C, alum. wheels, full fairings, most with warranty, from 623,000 km-828,000 km's. From \$36,950 to \$39,950.



(4) 2005 VOLVO VNL64T-670's

w/61" H-rise Condo, 465 HP Volvo, engine brake 13 spd., 40 rears, air ride, bunk beds, nice clean trucks, very well maintained, 760-850,000 km's. From \$36,950 to \$39,950.



(5) 1998, 1999 AND 2000 FREIGHTLINERS

w/70" Mid Roof and Hi Rise Condo, Cat C-12 355/410 HP, Jake, 10 Spd., 40 Rears, Air Ride, Alum. Wheels, Dual exhaust, clean trucks. From \$9,950-\$12,950 Ea.



OVER 20 1992-2006 MEDIUM DUTY TRUCKS, GMC, INTERNATIONAL, FORD/STERLING, F'LINER AND HINO

w/dump bodies, van bodies, reefers, bucket trucks, beverage bodies and mobile sign trucks, Auto or STD trans., air and hydraulic brakes. Call for details.



(3) 2005 INTERNATIONAL 9400i

w/72" Sky Rise sleeper, 475/500 HP Cummins ISX, Jake, 10 spd. auto/smartshifts (2 pedal) 40 rears, air ride, alum. wheels, wood dash, fridge, loaded, very clean, bal. of 5 yr. 800,000 km's warranty on engine suspension, steering, cooling system, electrical, fuel system, etc. \$37,950. Ea.

FACTORY LICENSED TECHNICIANS • 26 BAYS • FAST LUBE PIT • ALIGNMENT RACK • EMISSION TESTING

INTERNET: www.heavytrux.com

NEW TRUCKS

KEVIN SHEEHAN
MURRAY EVANS
FRANK SAVOY
EUGENE PETRENKO
VOYTEK SPOLITAKIEWICZ
TONY BRATSHITSCH
JOHN MURPHY (Sales Mgr.)

NEW & USED TRUCKS Sales

Mon. - Thurs. 8:30 AM to 7 PM
Friday 8:30 AM to 6 PM
Saturday 9 AM to 2 PM

FREE DELIVERY Parts

Mon. - Fri. 7:00 AM to 1 AM
Saturday 8:00 AM to 3:00 PM

24 HOUR EMERGENCY Service

Mon. - Fri. 7:00 AM to 1 AM
Saturday 8:00 AM to 3:00 PM

USED TRUCKS

DENNIS SHEEHAN (Used Truck Mgr.)
ADAM CZIRAKI • PAUL REPAR
MIKE MURPHY

email: sales@sheehanstruck.com

WE BUY TRUCKS!

EUGENE PETRENKO SPEAKS RUSSIAN, POLISH & UKRAINIAN
VOYTEK SPOLITAKIEWICZ SPEAKS POLISH

Tax Talk

TFSA: A shelter for extra savings

Last month I wrote that RRSPs – Registered Retirement Savings Plans – are a great way to build a nest egg. That’s because the amount you contribute every year can be deducted from your earned income, and any income from investments in your RRSP will compound tax-free.

Starting this year there’s a new option for setting money aside: the Tax-Free Savings Account (TFSA).

Like an RRSP, a TFSA is a government-registered account where you can hold cash, GICs, stocks, bonds, and so on. Unlike an RRSP,

Tax Talk

Scott Taylor



TFSA contributions are not tax-deductible. What makes this plan “tax-free” is that capital gains and other income from investments held within a TFSA are not taxed, even when the money is withdrawn.

Any Canadian resident aged 18 or over with a valid social insur-

ance number can open one. Considering the onslaught of ads to promote TFSA, banks and other financial institutions are eager to help.

Tax-free growth

Think of a TFSA as a special savings account where you can deposit money and shelter the investment income.

There are no restrictions on when you have to withdraw the funds or how you should spend them. Nor is there a tax penalty when you take money out.

A TFSA withdrawal won’t af-

fect your eligibility for income-tested benefits like the Working Income Tax Benefit, Old Age Security, Guaranteed Income Supplement (GIS), or Employment Insurance (EI) benefits.

You can also contribute to a TFSA for your spouse or adult kids. Income attribution rules don’t apply as they would with an RRSP.

If these tax rules seem liberal compared to an RRSP, remember that your TFSA deposits come from money that’s already been taxed. Only income from investments held within the account is tax-free.

The \$5,000 question

The most obvious limitation on TFSA is the amount you’re allowed to contribute each year: a flat \$5,000 starting in 2009 (over time, this will be adjusted for inflation in \$500 increments).

Given the state of personal savings in Canada, not a lot of people have an extra \$5,000 to sock away. Fortunately, you can carry forward any unused contribution room to future years, and any withdrawals can be put back in the TFSA at a later date without reducing your contribution room. (The table shows how this might work).

The Canada Revenue Agency (CRA) will calculate your annual contribution limit on your notice of assessment, just like it displays your maximum RRSP contribution for the year.

As with RRSPs, contributions that exceed your TFSA limit will be taxed at 1% per month.

Worthwhile investments?

Because TFSA are new, and there’s so much hype about them, talk to your accountant or financial advisor about how this type of account can fit with your specific financial plan. Some points to consider:

- Can I use my TFSA for business expenses? Yes. But because TFSA are personal savings accounts, the strategy may be different for sole proprietors vs. incorporated owner/operators.
- Is this really the best use of \$5,000? In today’s world, a 3% return on a GIC will get you \$150, on which you’d owe \$35 in tax. You may be better off paying a lump sum on your mortgage or putting it into your RRSP where the tax relief is immediate.

On the other hand, if you have a personal savings account that you treat as a rainy day fund, a TFSA is a great alternative. Same thing if you’ve maxed out on your RRSP and need another place to stash some money.

And while \$5,000 may not net you much today, five years down the road the interest would be more substantial – and the benefits of a TFSA would have more impact. □

– 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.

ADD IT UP: Not everyone has the cash to top off a TFSA. Fortunately, your contribution room accumulates each year, and withdrawals made from your TFSA in the year will be added back to your TFSA contribution room at the beginning of the following year. For example:

2009 TFSA contribution limit:	\$5,000
Scott’s actual 2009 contribution:	– \$2,000
Unused contribution room available for future years:	\$3,000

In 2010, Scott withdraws \$1,000 from his TFSA

Unused contribution room from 2009:	\$3,000
2010 annual TFSA contribution limit:	+ \$5,000
2010 unused TFSA contribution room available for future years:	\$8,000

In 2011, Scott’s TFSA contribution picture looks like this:

2010 unused TFSA contribution room:	\$8,000
2010 withdrawal:	+ \$1,000
2011 annual TFSA contribution limit:	+ \$5,000
2011 available contribution room:	\$14,000



TRUCKING INSURANCE

**Eastern Ontario
888-657-3329**

**Central &
Western Ontario
888-690-0010**

**Other Provinces
800-939-7757**

Our commitment follows you

BURROWES

INSURANCE BROKERS

O U R 1 6 t h A N N U A L

SEARCH FOR *Excellence* HAS BEGUN.



If you know an Owner/Operator who exemplifies professionalism while also demonstrating a clean driving record, a commitment to safety and a track record of community involvement, nominate them for this prestigious award by completing the application form below or by going online to www.trucknews.com.

We know Owner/Operators are at the heart of the trucking industry, investing both personally and financially in their businesses. We're proud to take this opportunity to recognize the best among them.



In addition to a ring fit for a champion, 2009's honouree will also receive **\$3,000 CASH** and a **VACATION FOR TWO** up to \$2,500!

Nominations must be received by June 1, 2009

THE OWNER/OPERATOR OF THE YEAR SHOULD BE...

Name: _____

Address: _____

Town/City: _____ Prov: _____ Postal code: _____

Home phone: _____ Bus. phone: _____

Email: _____

Number of years in trucking/commodity hauled: _____

Primary truck and engine: _____

Number of vehicles: _____

Contracted to (if applicable): _____

How do you maximize fuel efficiency?: _____

My choice is based on:

Safe driving record Industry/community involvement Heroism Going "Green" Initiatives

Explain: _____

(Include additional information on separate paper if insufficient space)

Nominated by: _____ Phone: _____

Mail completed forms to "AWARD" Truck News/Truck West, Attn: Kathy Penner
12 Concorde Place, Suite 800, Toronto, Ontario M3C 4J2

FORM MUST BE FILLED IN COMPLETELY AND NOMINEE MUST HAVE CLEAN DRIVER'S ABSTRACT

Co-founding sponsors of this award...





HARGRAFT
www.hargraft.com

Hargraft Schofield LP
Accountability. Innovation. Excellence.

Hargraft Schofield LP
will always get the best insurance policy customized to fit your unique operations.

- Owner/Operators
- Premium Financing Available
- Fleets
- Life & Accident Insurance
- Cargo Insurance
- Individual Health Plans
- Customs Bonds
- Disability Income
- US DOT, MC & CVOR
- Deductible Buydowns

Head Office: 200 University Ave., 5th Flr., Toronto, ON M5H 3C6
Tel. (416) 489-9600 • Fax. (416) 489-9610
Toll free: 1 (800) 387-0529



Monica White,
Trucking Specialist
8193 Esquesing Line
Milton, ON L9T 2X9
Direct: (905) 878-9633
Fax: (905) 878-9095
monica@hargraft.com



Industry

Compliance fines versus responsibility for compliance

Insidious fees strain shipper/carrier relations

One of the more insidious things that have crept into the supply chain and therefore into freight distribution is the advent of what are known as ‘compliance fines’ or ‘compliance fees.’

These are of particular (but not exclusive) concern in the retail sector where they were established supposedly to encourage vendor (shipper) compliance with specific supply chain/logistics requirements (ie. price ticketing, carton labeling, etc.)

Failure to meet these requirements can lead to fines levied on the shipper by the retailer.

If this is a matter between the shipper and its customer; what does it have to do with carriers? However appropriate and effective these compliance fees have been, or currently are, there has also been a proliferation and mutation of ‘compliance categories’ to include such things as on-time delivery.

The most common example occurs when a carrier is late for a pre-determined delivery appointment at a distribution centre. Regardless of whether the lateness was beyond the carrier’s control or not, a compliance fine is assessed against the shipper. In such cases the carrier usually finds itself being asked to pay the fine – either through a straight deduction from the freight bill payment, or via a separate invoice from the shipper.

The trucking industry strives for and maintains enviable on-time performance.

But, freight rates are not based on a guarantee of hitting a specific time 100% of the time. Nor do they cover the risk of highly punitive charge-backs.

No other freight mode provides the level of service that trucks provide.

But things do happen – highway congestion, border delays, inclement weather, etc. – that cause shipment delays.

As well, adding insult to injury, the consignees involved are often the same ones who think nothing about, or pay nothing towards, the cost of tying up a carrier’s driver for hours or trailers for days, waiting to be unloaded. We have a term for that in trucking – ‘hurry up and wait’ – and it’s a growing problem.

The costs of the fines vary, but usually late charges run into the thousands of dollars.

Without a doubt they can far outweigh the amount the carrier is being paid to deliver the load.

In the case of an LTL shipment, it is not unheard of for the fines to be 10 times the delivery charges.

For a regional truckload delivery they can be three or four times the shipment revenue.

Recently, we have begun to hear of other minor yet questionable sorts of fees that can nickel

Industry Issues

David Bradley



and dime a carrier to death.

The legitimacy of these fines is extremely questionable. Carriers are not party to the agreements between the shipper and their customers.

Carriers rarely sign on with their shippers in terms of accepting such charges, viewing them as nothing more than a ‘cash grab’ by consignees.

When asked or told to pay, carriers’ natural inclination is to just say “No”, and often that is exactly what they do.

However, life is not always so simple and business decisions are not always that easy to make.

The debate over whether a carrier should or should not pay these sorts of fines can easily drive a wedge between the carrier and the shipper, straining their relationship.

Shippers and consignees are also advised to consider the exposure compliance fees place on them in terms of the liability for safety compliance. (I am reminded of the liabilities placed on pizza companies that adopted ‘30 minutes or it’s free’ delivery policies).

One need only look to the US where all supply chain participants are increasingly being enjoined in litigation and civil lawsuits over their role in truck crashes.

One Canadian province, Manitoba, recently introduced shipper responsibility legislation. Australia has adopted new ‘chain of responsibility’ laws to ensure that all players in the supply chain bear their fair share of responsibility when something untoward occurs.

It appears to us that some consignees and shippers are just trying to take advantage of the current soft market.

No doubt, compliance fines have become a source of considerable revenue for some. That is very short-sighted.

Trucking capacity is shrinking across North America and will inevitably come into line with demand.

Then, carriers will gravitate to the business that pays well and where they are treated fairly.

A more constructive approach to supply chain excellence is consultation and cooperation among supply chain partners. □

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



Kingpin Specialists
www.kingpinspecialists.com




ON-SITE KINGPIN REMANUFACTURING

- Superior Equipment
- Exceeds SAE and DOT specifications/regulations
- Only Company to test SAE J133 & J400
- Patented in U.S.A. & Canada
- Guaranteed Workmanship
- Fully Insured

CWB CERTIFIED COMPANY • CWB CERTIFIED WELDERS

KINGPIN GAUGES
Top Quality aluminum Kingpin gauges. Won't stretch.




Re-manufacturing a kingpin gives the fifth wheel the proper bearing surface, extending the life of the fifth wheel and decreasing the abuse to the bolster plate and kingpin.



MOBILE SERVICE
Visit our Website at: www.kingpinspecialists.com
E-mail: rkingpin69@aol.com
Call us Toll Free @
1-888-221-7774
For the Dealer Nearest You

TOLL FREE NUMBERS FOR YOUR NEAREST DEALER

Quebec and the Maritimes	1-888-939-1011
Ontario	1-888-221-7774
Western (Alberta & Saskatchewan)	1-877-912-1209
British Columbia	1-888-580-8484
In the U.S.	1-888-221-7774

www.kingpinspecialists.com • rkingpin69@aol.com

Health

Sunflower seeds – nothing to spit at

The roads are snowy; the skies are overcast. Yet, winter isn't half over yet. So, if you can't get away from the dreary weather, you can brighten up your winter health with a handful of sun – or rather, sunflower seeds.

Snacking on sunflower seeds can satisfy your munchies on the road, while keeping your health on track. Unlike peanuts, sunflower seeds very rarely cause allergic reactions and they're much better than most snack foods that fill you up and out.

They're available almost anywhere you would buy less healthy snack foods.

You can buy them in or out of their shell, packaged or from bulk bins.

If you prefer unshelled seeds, choose shells that are not broken or dirty. As well, they should be firm, not limp or flexible.

At home, if you want to shell a large amount of sunflower seeds, you can put them in the mixer and pulse it a few times to break most of the shells without chopping the kernels. Then, to get rid of the shells, fill the bowl with cold water so the shells float to the top. Skim off the shells and then drain the remaining kernels. Now, you're ready for a feast.

If you decide to scoop your own shelled sunflower seeds out of the bulk bin, make sure that they smell fresh and that they haven't turned a yellowish colour. If they smell or look a little off, they may have gone rancid, so buy them another time.

Since sunflower seeds have a high fat content, they become rancid easily when stored outside of ideal conditions.

For best results, store them in an air-tight container in the fridge or freezer for up to a couple of months. Freezing them does not affect their texture or flavour very much.

If you've got a package of shelled sunflower seeds in your pocket, use them to spice up your everyday lunch into something more interesting. Slip some seeds into your favourite tuna, chicken or turkey salad sandwiches for a crunchy change. Toss a few into your salad. Mix them into your scrambled eggs for a slightly nutty flavour. Sprinkle some onto your hot or cold breakfast cereal. Or, if you get a chance to cook, finely grind some up and dust your meats with them instead of flour before cooking.

Sunflower seeds taste great and the nutrition they pack into that hard black shell is nothing to spit at.

One cup contains: protein (over 10 g); Vitamin E; magnesium (163 mg); selenium (27.3mcg); as well as a number of other nutrients, including zinc, Vitamin B and folate.

The protein found in sunflower seeds comes without the cholesterol and fats found in many meat proteins. This protein will make you feel full faster than other junk foods and build your muscles at the same time.

The Vitamin E (Tocopherols) found in sunflower seeds has been

Preventive Maintenance

Karen Bowen



shown to protect against cardiovascular disease. Vitamin E is the body's primary fat-soluble antioxidant. It neutralizes free radicals that would otherwise damage fat-containing structures and molecules, such as cell membranes and brain cells.

Because of this it reduces the symptoms of asthma, osteoarthritis, and rheumatoid arthritis. Vitamin E has also been shown to reduce the risk of colon cancer and diabetic complications.

Vitamin E plays an important role in preventing cardiovascular disease. Since it helps prevent free

radicals from oxidizing cholesterol, the cholesterol sticks less to blood vessel walls, reducing the chance of developing atherosclerosis, blocked arteries, heart attack or stroke. Getting plenty of Vitamin E can significantly reduce the risk of developing atherosclerosis.

Studies show that people who get a good amount of Vitamin E are less likely to die of a heart attack than people whose dietary intake of Vitamin E is marginal or inadequate.

Just a quarter-cup of sunflower seeds contains 90.5% of the daily value for Vitamin E.

Magnesium improves asthma, lowers high blood pressure, prevents migraine headaches, regulates nerve and muscle tone while reducing the risk of heart attack and stroke. It is stored in the bones and is necessary for healthy

bones and energy production. Too little magnesium can lead to high blood pressure, as well as muscle tension, fatigue, cramps and spasms (even heart muscle airway spasms). A quarter-cup of sunflower seeds provides 31.9% of the daily value for magnesium.

Selenium has been shown to reduce your risk of cancer. It stimulates DNA repair and synthesis in damaged cells stopping cancer cells from reproducing and helping the body get rid of worn out or abnormal cells. A quarter-cup will give you 30.6% of the daily value for selenium.

Those are the reasons I recommend adding sunflower seeds to your diet. I also recommend that you keep a container in your cab for the shells. The other drivers will appreciate it! □

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



NAL serves the Trucking Industry

And is Proud to Sponsor



www.truckingforwishes.com

helping dreams come true for children with life threatening illnesses



www.greentrucker.com

saving our environment, one mile at a time



www.drivingforprofit.com

expert information in an affordable fashion

Disability • Downtime • Buydown

Call Today! 1-800-265-1657

NAL Downtime Lounges

HWY 401: Woodstock, TA Truck Stop, Exit 230

Cornwall, Fifth Wheel Truck Stop, Exit 792

HWY 401: Belleville, 10 Acre Truck Stop, Exit 538

Trailers

By James Menzies

TORONTO, Ont. – As fleets aim to extend equipment life in the face of increasingly challenging operating conditions, one place they may want to direct their attention is to the prevention of trailer corrosion.

A trailer is a significant investment, yet each year many of them find their way to the scrap heap early because they were improperly spec'd and poorly maintained. Corrosion is a formidable foe, even for the best built trailers. However, customers have several weapons in their arsenal that can be used to limit – if not defeat – corrosion.

Darry Stuart, founder of DWS Fleet Management and the former chair of the Technology and Maintenance Council (TMC) spear-headed a TMC study group on corrosion about 10 years ago. While the materials and techniques used by trailer manufacturers have evolved since then, so too have the de-icing agents used on the roads.

The killer chemicals used on Canadian highways include: sodium chloride; calcium chloride; and now the most harmful of them all – magnesium chloride, which is spread on the road even before a snowfall to prevent accumulation.

“Magnesium chloride is probably the best one for keeping cities’ budgets down, but the worst one for corrosion,” notes Ray Camball, fleet sales manager with Trailmobile Canada. As a result, Stuart predicts corrosion “is going to be one of our toughest things to deal with

A winnable war?

Fight against trailer corrosion can be won with proper spec'ing, maintenance

over the next 15-20 years.”

What causes corrosion?

Corrosion results from a battery-like interaction between two metals where an electrolyte – with a voracious appetite for metal – and oxygen are present.

The electrolyte is fueled by chemicals (such as those found in road de-icers) and moisture, of which there's an abundance in Canada.

Areas of the trailer where two different types of metal are within two

inches of each other are especially vulnerable, explains Camball, who is also a mechanical engineer.

“I'd be suspicious anytime two metals are getting together,” he explains. “If a brass connector for a light screws onto aluminum, you've got different metals and salt is eventually going to cause a problem.”

The relationship between various metals is a complex science. Each metal has a different voltage level, which determines its susceptibility to corrosion.

In some cases, even the same metal carries different voltages. The area under a rivet, for instance, often corrodes first because of its lower voltage, explains Camball.

Trailer manufacturers have attempted to use the voltage variances in their favour, by using low-voltage metals as a shield to protect more vulnerable types of metal such as aluminum or steel. Most notably, this has been achieved over the past several years through the galvanization of components such as door frames.

The components are “hot-dipped” into molten zinc, which forms a protective layer on top of the metal, explains Camball. Galvanized trailer parts have been on the market for several years here in Canada, and have held up well to winter conditions.

“It's the most effective way of combating corrosion,” insists Camball.

Parts that are most commonly galvanized include: door frames; landing gear; cross-members; corner protectors; and even wheels. There are even some fully-galvanized trailers and container chassis on the market, in Canada most notably produced by Di-Mond Trailers.

Alternatively, some manufacturers have used coatings that are designed to prevent moisture and chemicals from contacting the metal in the first place, but they've met with mixed results.

“I've seen the results of strong epoxy coatings tried in the mid-1990s that caused more corrosion than having unpainted steel, because they trapped saltwater (underneath) allowing the steel to fester 24 hours every day rather than just when it was wet outside,” says Camball.

Stuart also recalls peeling large sheets of metal right off the cross-members, although he feels the poor metal quality was as much to blame as the coatings.

“There was a period of time when cross-members literally rotted right out of the trailers,” he says.

Trailer manufacturers continue to experiment with coatings and most recently Great Dane launched its CorroGuard “spray-in-place thermoplastic elastomer coating,” which the company claims is basically impenetrable to moisture and chemicals.

Inspect the trailer

Regardless of whether you choose to protect your trailer using galvanized components or a new generation coating, there are other ways you can extend the life of your equipment. For starters, it's a good idea to inspect the entire trailer, looking for pockets where water and road salt can become trapped.

“Those aren't so obvious sometimes,” points out Camball. “Try to totally fill the gaps so there's no air void, or at least have a way for water to drain out.”

That may mean caulking the top of a cavity and leaving the bottom open so water can easily escape. Customers should also be mindful of the effects of combining two types of different metals. Stainless steel door-frames certainly look nice, but if they're adjacent to a lower-voltage metal such as aluminum, corrosion will simply attack the more vulnerable metal.



WORST CASE SCENARIO: Trapped water, salt accumulation and the combination of different metals all contributed to this case of trailer corrosion.



GALVANIZED: The zinc coating on this galvanized metal has sacrificed itself, allowing the cross-member to remain structurally strong after seven years of use.

➔

THE TRUCK EXHAUST PLACE

Canada's #1 Truck Exhaust Shop

Coolant Pipes

For Most Makes

Catalytic Mufflers

Manufacturing • Installation • Service

Exhaust System Installations for All Makes and Models

Truck Mufflers

Built to Last

• Y-Pipes
• Turbo Pipes

• Intermediate Pipes

Celebrating 26 Years!

Providing Heavy Duty Exhaust Solutions Since 1982

THE TRUCK EXHAUST PLACE

1365 BONHILL RD., MISSISSAUGA L5T 1M1

(905) 670-0100 1-800-385-8801

www.totalexhaust.com

“The problem with stainless steel is that it causes things nearby to corrode,” notes Camball. “It’s a mistake to spend the extra money on a stainless steel doorframe if it’s next to an aluminum skin.”

Washing trailers to remove corrosive materials is another tactic that can prolong equipment life – to some extent.

“I think washing of vehicles is going to be more important than it’s ever been,” Stuart says. “I don’t think washing is going to stop anything, I just think it slows it down.”

Great Dane recommends frequently cleaning trailers using a “properly mixed ration of soap and fresh water,” in any weather.

But Camball cautions that washing trailers with chemical ‘brighteners’ may do more harm than good, especially to galvanized parts. Using too much brightener can remove the protective outer layer of zinc, exposing the steel to electrolytes.

“Some people that mean well and do a lot of cleaning of their vehicles will put brightener into the water, and that makes the trailer look beautiful but (the chemical) becomes an electrolyte and if you don’t get it washed off all the way, it gets driven into the crevices and now you’ve created another problem,” he warns.

There’s also the risk that high-pressure washers can drive existing road salt and other contaminants deeper into crevices and perforations where they’ll remain to fester.

“Just having rain washing a trailer is a method that has been proven to work well in many fleets,” points out Camball.

What to look for

Mechanics and drivers should keep an eye out for bubbling paint, which may indicate corrosion is occurring beneath the surface. “Anything that’s starting to swell means something is trapped underneath there,” Camball says.

The wood inside trailer doors may rot away if moisture seeps in through bolt-holes and fasteners, however newer composite doors are less susceptible to this problem. Underneath the trailer, ensure drain holes aren’t plugged and that moisture and road salt has an escape. If square tubing is used for the cross-members, ensure there are drain holes so that water doesn’t get trapped inside. Inside the trailer, Camball says there should also be an escape hatch for spilled liquids or moisture that forms from condensation.

If a spill does occur inside the trailer, cleaners should have access to wide-range litmus strips, so they can determine if the material is “alkaline or acidic,” suggests Camball. Otherwise, a seemingly harmless spill can be the beginning of a long-term battle against corrosion. Even some absorbent materials are alkaline themselves, Camball notes, leaving a corrosive residue to eat away at aluminum over time.

When spec’ing a trailer, Stuart says it’s important to prioritize which options will play the biggest role in extending trailer life. You’ll never eliminate corrosion completely, he admits, but you can get the upper hand on it and prolong the life expectancy of your asset.

“If you put in \$1,000-\$2,000 to

prevent corrosion, you’ve got to extend the life of that trailer,” he says.

There are some options he considers vital.

“I would not buy a trailer today without stainless steel parts, I would not buy a trailer without coated cross-members and I would not buy a trailer without extra cross-members,” he says, noting additional cross-members may be as effective as some of the more costly anti-corrosion options.

Camball says upgrading to a 3/8-inch thick coupler plate is another cost-effective spec’ that can extend trailer life.

“The coupler plate is a key structural component that is subject to a build-up of salt inside cavities and they tend to get thinner with age, especially in years 10 to 20 of operation in Ontario and other areas of the rust belt,” he reasons.

A 3/8-inch coupler plate can be spec’d for about \$100 whereas



CLEAN IT UP: A spill inside this van trailer resulted in significant corrosion after the operator failed to determine its pH using litmus paper. A proper clean-up could have prevented the damage to the side rail, which occurred over time.

repairing a thinner plate can cost as much as \$2,000.

“Even though the rust inside a coupler cannot be seen, it’s comforting to know for safety reasons that the coupler is strong – especially when hauling heavy or high-swaying

loads,” he explains.

The battle against corrosion is far from over. But advances in trailer design combined with proper maintenance can at least stem the tide and add years to the life to your equipment. □

TRANSPORT TRAILER SALES INC.
 Your New & Used Trailer Connection

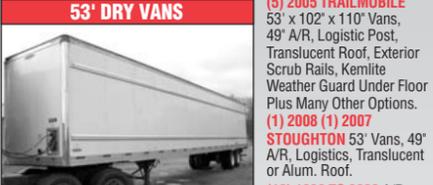
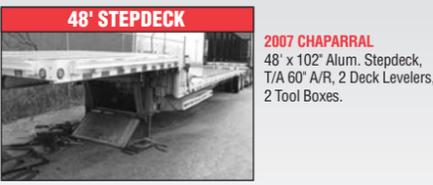
8085 Esquesing Line, Milton ON L9T 2X9
 James Snow Parkway just north of 401
905-875-1203
 Fax: 905-875-4336

www.transporttrailersales.com

New Trailers Jerry Collis, Steve Tweyman, Dave Eccles, Nick Lambevski, Mat Box or Steve Cooper

<p>• MAC ALL ALUMINUM FLATBEDS • STEEL & ALUMINUM DUMPS • TRANSFER TRAILERS</p> <p>Dumps In Stock Now! (1) 2008 36' 3 Axle (1) 2009 44' 4 Axle, both w/Vertical Smooth Walls</p>  <p>Flatdecks In Stock Now! (17) 48' Flatdecks, T/A, (5) w/Sliding Axle (6) Warriors (5) Lumber and Steel (1) w/Sliding Tarp (1) 6 Axle SPIF Michigan/Ontario Spec – Louisville Show Special (1) 53' Tridem w/72' Spreads</p>	<p>XL SPECIALIZED TRAILERS INC.</p>  <p>NEW 2008 XL 55 Ton Hydraulic Float</p> <p>60" Tridem Air Ride w/Detachable Cheater Gooseneck w/Adjustable Kingpin Locations 12" to 44". 24" Main Deck, 24" Deck Height w/8" Clearance, D-Rings, Swing Out Outriggers, Bucket Well, Raise & Lower Valve, Rear Frame Set Up for Flip Axle.</p> <p>Tilt & Load and Double Drops Also Available.</p>	<p>STRICK</p>  <p>IN STOCK (7) New 2009 TF1 53' Vans, Plastic Lined, 100.5" Inside Width, T/A A/R.</p> <p>Please Call for 2010 Production Van Orders Feb 2009 Delivery.</p> <p>Tridems, Insulated & Automotive Drop Frame Vans and NOW Furniture Vans Available.</p>
<p>Transcraft</p>  <p>Call Steve Cooper For Production Orders 1-866-875-1203</p>		<p>MaxAtlas</p> <p>Full line of H.D Container Chassis & RTAC Reverse B Trains</p>

Used Trailers Call Gary Gasparini or Ian Kay **We buy good used vans & flats & take Trade-ins. All at fair prices.**

<p>48' TANDEM FLATDECKS</p>  <p>(1) 1998 REITENOUR with A/R, 10'1" Spread and Winch Track. (2) 1998 MANAC with A/R, 10'1" Spread, Winch Track and Headboard. (1) 1999 UTILITY 48' Combo.</p>	<p>53' DRY VANS</p>  <p>(5) 2005 TRAILMOBILE 53' x 102' x 110" Vans, 49' A/R, Logistic Post, Translucent Roof, Exterior Scrub Rails, Kemlite Weather Guard Under Floor Plus Many Other Options. (1) 2008 (1) 2007 STOUGHTON 53' Vans, 49' A/R, Logistics, Translucent or Alum. Roof. (10) 1998 TO 2000 A/R or S/R, Black or White.</p>	<p>SLIDING TARP SYSTEMS</p>  <p>(1) 2004 TITAN 48' x 102' 5 Axle Flatdeck. (1) 2000 TRAILSTAR Alum. 48' x 102', T/A, A/R. (1) 1999 TRANSCRAFT Eagle w/Overwidth Delmonte Quick Draw Sliding Tarp System, 120"-60" Slide Back Axle. (1) 1997 UTILITY 48' Tandem Flatdeck, 10'1" A/R.</p>
<p>6 AXLE FLATDECKS</p>  <p>(1) 2000 TRAILMOBILE 48' x 102', Tridem, 2 Front Lifts, 1 Rear, Winch Track and Headboard. (1) 1993 THRUWAY 48' x 102' Flatdeck, 6 Axle, w/Coil Pkg., Winches & Straps</p>	<p>48' STEPDECK</p>  <p>2007 CHAPARRAL 48' x 102" Alum. Stepdeck, T/A 60" A/R, 2 Deck Levelers, 2 Tool Boxes.</p>	<p>DROP FRAME VANS</p>  <p>(4) 1994 (2) 1999 WABASH 53' x 102' x 126" L.H. Drop Frame Vans, 49' A/R or S/R.</p>

(10) 2000 MANAC 48' FRP Vans, T/A, A/R.
 (7) 1995 MANAC 53' x 102" Vans \$1900. EA. As Is. Good for Billboard use.
 (3) 1995 GREAT DANE 30'-33' Reefer Pups, c/w Carrier Dual Temps
 (1) 1998 GREAT DANE 48' x 102' Reefer, 60" A/R Flat Floor, TKS III, Very Clean
 (5) STORAGE VANS (5) CARTAGE VANS 45' & 48' & 53', Swing and Rollup Doors. Starting From \$1200.

(1) 1999 TEMISKO 5 Axle RTAC Coil Hauler B Train, Super Singles \$6,000.
 (1) 1998 THRUWAY 48' x 102' Quad Flatdeck, S/R, Winches & Straps, Certified.
 (6) 1999 STOUGHTON 53' Plate Vans, A/R and Logistic Posts, Black.
 (2) 1999 MOND 40' Gooseneck, T/A Chassis.
 (2) 1994 MOND 40'-53' Extendable Tridem, Refurbished Chassis.





WWW.PALING.COM

409 Nash Road North, Hamilton, Ontario • 1 800 563 8000 - 905 561 3444 - FAX 905 561 5233

2008 INTERNATIONAL PROSTAR



CUMMINS ISX, 435 HP, RTLO-16913L-DM3, 12'S AND 40'S ON AIR WITH 22.5 ALUMINUM WHEELS, 3:55 RATIO. **\$84,750.**

2007 MACK 688S



WITH A CONCORD CCP-32Z-170 EXTENDABLE CONCRETE PUMPER, E7 MACK ENGINE, 18 SPEED FULLER TRANSMISSION, 20,000 LB. FRT. AXLE AND 46,000 LB REAR AXLE. **\$235,000.**

SALES ~ COLLISION ~ SALVAGE



DEPENDABLE

Truck & Tank

LIMITED
BRAMPTON, ONTARIO

ALL UNITS SAFETIED & CERTIFIED!



1999 STERLING TriAxle 23,000 litre 5 compartment aluminum tank, dual pumping, bottom load, vapour recovery Midcom ETC, DOT certified, Tank CSA-B620. **Stock #594**



1999 INTERNATIONAL, Brand New Rebuilt Engine, 20,000 liter 4 compartment aluminum tank, dual pumping, bottom load, vapour recovery, Midcom ETC, DOT certified, Tank CSA-B620. **Stock #584**



1998 FREIGHTLINER 20,000 litre 4 compartment aluminum tank, dual pumping, Midcom ETC, DOT certified, Tank CSA-B620 **Stock #586**



1999 INTERNATIONAL c/w 12,000 litre 4 compartment aluminum tank dual pumping, bottom load, vapour recovery, Midcom ETC, DOT certified, Tank CSA-B620. **Stock #580**



NEW PROPANE 2008 INTERNATIONAL, c/w 3499 USWG propane bobtail, rear delivery, side fill. **Stock #541**



2002 FREIGHTLINER CABOVER, 18,500 liter 4 compartment aluminum tank dual pumping and metering, safetied and certified. **Stock #579**



2000 STERLING 19,500 litre 4 compartment aluminum tank, dual pumping, Midcom ETC, DOT certified, Tank CSA-B620. **Stock #592**



2007 FREIGHTLINER TriAxle c/w 20,000 liter 4 compartment aluminum tank, dual pumping, bottom load, vapour recovery, MidCom ETC, DOT certified, Tank CSA-B620. **Stock #590**

ALL UNITS ON OUR LOT NOW!

WE RENT TANKERS!

MANUFACTURERS OF ALUMINUM AND STEEL TANKS

Call our Watts Line
from anywhere in Canada

905-453-6724
1-800-268-0871

Ask for
Mike Trotter

Health

Avoiding the winter blues

SAD can be a serious condition

Have you ever noticed that your mood is affected by the weather? Often our spirits are lifted on a bright, sunny day while a dull, cold day may make us feel a little gloomy.

Although these are normal reactions to the changing seasons, some people experience a much more serious or intense reaction during the transition from fall to winter. This condition is called seasonal affective disorder (SAD).

As with many conditions, the exact cause of SAD is still unknown.

However, recent studies have shown that age, genetics and the chemical make-up of your body play an important role in developing this condition.

Research in Ontario suggests that 2-3% of the general population has SAD.

Although it may affect some children and teenagers, SAD most commonly affects people over 20 years of age.

Interestingly, this condition is more common in women than in men.

SAD is thought to be related to the seasonal variations in the amount of daylight that we are exposed to.

The reduced level of sunlight in the fall and winter may disrupt our body's internal clock, which tells us when we should be sleeping or awake.

As a result, shift workers are at greater risk, as their schedules may cause them to be exposed to very little natural daylight.

The symptoms of SAD are similar to several other psychological conditions such as depression or bipolar disorder.

However, SAD is a cyclic condition which means that the signs and symptoms usually come and go at the same time each year.

In most cases, the symptoms of SAD appear during the late fall or early winter and go away during the warmer, brighter days of spring.

Generally, symptoms that recur at least two consecutive winters without any other explanation for the changes in mood and behaviours indicate the presence of SAD.

Symptoms may include: depression; anxiety; weight gain; loss of energy; oversleeping; difficulty concentrating; loss of interest in leisure or social activities; and irritability.

The majority of the time, the symptoms of SAD will disappear in the early spring or summer.

For some individuals, the symptoms will resolve rather abruptly while others experience a more gradual reduction over a period of time.

It is important to take SAD seriously, as it can lead to serious

Back behind the wheel

Dr. Chris Singh



complications if left untreated. It is advised to seek medical help if you are experiencing the above mentioned symptoms as soon as possible.

The good news is that there are effective treatments for SAD. Even people suffering from severe symptoms can obtain excellent results with treatment.

The first line of treatment consists of spending more time outside during the day and arranging your home to maximize the amount of light that enters.

Things such as trimming tree limbs and opening the curtains work very well.

In addition, physical activity is recommended as it will boost energy levels as well as relieve stress.

Many people experiencing SAD find that a vacation to a sunny location also helps to relieve symptoms.

In more severe cases of SAD, light therapy may be the treatment of choice.

This therapeutic approach consists of sitting beside a specialized light therapy box for several minutes per day.

This specialized light will mimic natural daylight thus relieving the symptoms of SAD.

Another form of treatment that is becoming more popular is counseling or psychotherapy.

The goal of these therapies is to help identify and eliminate negative thoughts as well as provide coping strategies.

Finally, if all other treatments fail, your doctor may recommend anti-depressants or other psychiatric medications.

Once identified, your doctor may suggest beginning your medications before you experience symptoms each year in order to prevent them from worsening.

As you can see, "the winter blues" can actually become a very serious problem for some people. Although there is no way to completely prevent this condition from occurring, it is possible to minimize its effects by following these simple hints.

So next time you are driving down the road on a dark, cold winter day, keep this article in mind.

Until next time, drive safely. □

– Dr. Christopher Singh runs Trans Canada Chiropractic at 230 Truck Stop in Woodstock, Ont.

Letters to the editor

Have you got a complaint, compliment, criticism or question? We'd like to hear about it.

Send your letters to the editor to *Truck News*, 12 Concorde Place, Toronto, Ontario, M3C 4J2. Or fax your letter to (416) 510-5143.

Better yet, you can e-mail jmenzies@trucknews.com □

IS YOUR EQUIPMENT TOUGH ENOUGH?

Pat's Driveline is your trusted source for top-quality truck-mounted equipment components and accessories. We carry an extensive inventory of **Chelsea** Power Take-Offs, the **Commercial Hydraulics** line including piston pumps, vane pumps, gear pumps, directional control valves, hydraulic motors and our **Quality Gear** line of components. We also stock hydraulic reservoirs, hydraulic oil coolers, hydraulic hoses & fittings and hydraulic oil to complete your kit or custom installation.

Pat's Driveline is also an authorized distributor for **Hibon** blowers, **Wescon** cables and is a recognized installer of **Keith Walking Floor** Wetline Kits.

Whatever system you need to operate including end dumps, walking floors, dry bulkers and wreckers, ask our full service shop for help to identify the components you require to complete your system and keep you profitable. We are also equipped with diagnostic tools to service or repair your current system.



DRIVELINE
www.patsdriveline.com

MISSISSAUGA #3, 1235 Shawson Drive ph: 905-564-3155 toll free: 1-877-438-3155	VANCOUVER Unit 4, 18771 - 96 Avenue, ph: (604) 881-0233 toll free: 1-877-560-0343
---	---

In Alberta call: (780) 452-6933 or 1-800-661-8825

Call Us Today!



**Whenever A Truck Driver Needs Us,
We're There!**

North America's Only Provider of
**Free 24hr Emergency
Road-Side Assistance**
to the Trucking Industry



To begin using our service for
FREE
Call Us 24/7, 365 Days A Year!
1-888-635-0005
www.truckersassist.com

Tires

Tires have a role to play in fuel management strategies

TORONTO, Ont. – Tires, themselves, don't consume fuel. However, they can have a significant impact on the fuel consumption of a tractor-trailer combination. There are several characteristics of tire design that will impact the fuel consumption of your vehicle.

They include: tread depth; tread design; compound; and casing architecture, Francois Beauchamp, special projects coordinator with Michelin explained during a demonstration last summer. Reducing rolling resistance by 3% can reduce a fleet's fuel consumption by 1%, he said.

That's because rolling resistance accounts for about 35% of the fuel consumed by a tractor-trailer as it travels down the highway.

John Overing, heavy trucks seg-

ment manager, Michelin North America (Canada), said during SmartWay's *Same Roads, New Challenges* conference that there are six key contributors to poor fuel mileage that can be attributed to tires:

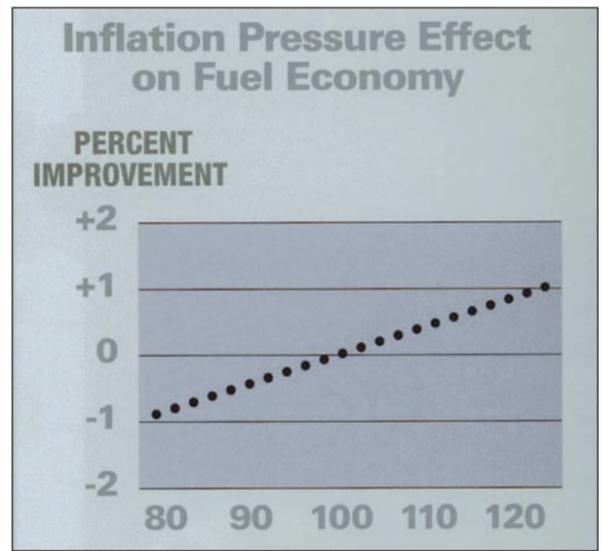
- Low air pressure: Causes casing fatigue and decreases fuel mileage;
- High air pressure: Increases the likelihood of tire failure and reduces tire life expectancy due to more wear along the center;
- Missing valve caps: Leaving valve caps off the hard-to-reach inside tires may be tempting, but "you need to have valve caps" Overing insisted;
- Duals with mismatched pressures: Causes irregular wear;
- Duals with mismatched wear levels: Even a 3/32 difference in tire height results in one tire

wanting to rotate more than the other, Overing explained. A new tire paired with a tire that's 50% worn will cause irregular wear and decrease tread life;

- Misalignment: Trucks that are not properly aligned will cause tires to suffer toe-in, toe-out and other wear issues, Overing said.

Overing said that while many fleets track their tire purchases, they often store their records in a greasy binder in the shop and rarely take the time to analyze the data.

A \$500 tire, for instance, can provide a lower cost of ownership than a



INFLATION IS KEY: As illustrated by this chart from *Tires and Truck Fuel Economy – a New Perspective*, a 40 psi swing in tire pressures can impact fuel mileage by 2%.

Chart courtesy Bridgestone Bandag Tire Solutions

\$400 tire, but fleet managers need to study the life-cycle performance of each tire and discuss options with suppliers.

Tires can be a crucial piece of a fuel management program.

Overing urged fleets to study their tire data, discuss options with suppliers and to dedicate a percentage of the fleet to testing new technologies.

Bridgestone Bandag Tire Solutions (BCTS) has also been helping customers understand the effect tires can have on fuel economy, most recently through publication of a guide entitled *Tires and Truck Fuel Economy – a New Perspective*, available on the company's Web site: www.bridgestonetrucktires.com. (Select 'Real Answers Magazine' to find the guide).

The guide suggests the role tires play in a fuel conservation strategy is heightened as vehicles become more aerodynamic.

"Once, tire rolling resistance accounted for about 15-20% of total fuel consumption," the guide reads. "As truck designs became more aerodynamic, it represented 25-35% of fuel used. With continuing improvements in aerodynamics, the importance of tires increases."

BCTS promotes a multi-pronged approach to maximizing fuel consumption.

However, maintaining the appropriate air pressure is the simplest way to ensure optimal fuel mileage. The company researched the effect air pressure has on fuel mileage and found that a 40-psi swing in pressure can reduce fuel economy by 2%.

"Inflation pressure has a definite effect on fuel economy, and is something you can begin monitoring and maintaining immediately – regardless of the type of tires you use," the company says.

Goodyear also addressed the impact tires have on fuel consumption in the Fall issue of its magazine *Tire Logic*.

In addition to maintaining the correct tire pressure, the company suggests controlling speed, using fuel-efficient retreads and maintaining a tire rotation schedule. This will reduce irregular wear and can also improve fuel mileage. □

MORGAN'S

DIESEL TRUCK PARTS INC.

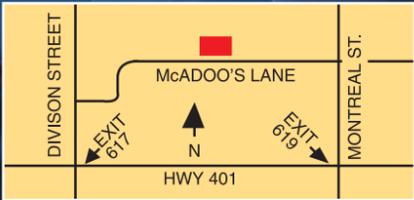
(613) 546-0431

Fax: (613) 546-4206

E-Mail: james@morgan-diesel.com

www.morgan-diesel.com

 <p>1996 Western Star L-10 300 h.p., 8LL, 20/44 locking, clean truck, 200,000 kms.</p>	 <p>2005 Freightliner Classic, Series 60, 515 h.p., 13 spd., 40 rears. Whole or Parts.</p>	 <p>2005 IH ISX 475, 12 spd. Meritor. For Parts.</p>	 <p>2000 Freightliner Century For Parts.</p>
 <p>ISX Engines low kms., 400-565 h.p., EGR.</p>	 <p>2006 Series 60 515 h.p., 150,000 kms.</p>	 <p>2007 Detroit Series 60 14 Litre/515 h.p., 75,000 kms., still has manufacturer warranty. \$14,000.</p>	 <p>Cat C-15 Engines low kms., 435-550 h.p.</p>
 <p>2005 Volvo VNL Volvo 465 eng., 13 spd., 12/40 axles. For Parts.</p>	 <p>2007 INT 9900i ISX 475 Cummins, 13 spd., 12/40 axles, 3 way lock, 300,000 kms. \$25,000.</p>	 <p>2005 Peterbilt 379 C15 Cat 475, 13 spd., 12/40 axles, 3:55 ratio. For Parts.</p>	 <p>1998 Cobra Dump Trailer 4 axle, aluminum rims. \$28,000.</p>
 <p>1993 IH 2600, N14 mechanical, 15 spd., 20/40 axles.</p>	 <p>2005 Mack Vision, E7-460, 13 spd., 12/40 axles. For Parts.</p>	 <p>1972 Fiat Allis 8B \$10,000.</p>	 <p>1995 IH 9200 Triaxle Dump Truck For Parts.</p>



WE BUY TRUCKS

Ask for **JAMES or RON**

MONDAY TO FRIDAY 8 A.M.-5 P.M.
CLOSED SATURDAY & SUNDAY



CASH OR BANK DRAFT




CREDIT CARD PURCHASES ARE SUBJECT TO A 3% PRICE INCREASE

1248 McAdoo's Lane
R.R.1 Glenburnie (Kingston) ON KOH 1S0



NO DETOURS.™

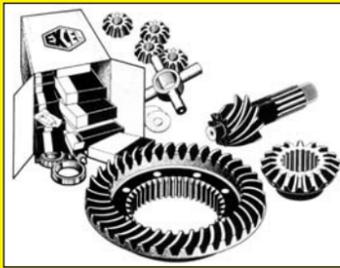
How do you thrive despite hostile driving environments and brutal economic conditions? Get a smarter tire program. With premium, best-in-class retreads. Backed by legendary service. Bandag. The company that has been leading the precured retreading industry for over 50 years. ROLL SMART.

▶▶▶ FIND OUT HOW BANDAG COULD SAVE YOU 10% OR MORE ON TIRE COSTS. SEE BANDAG.COM/SAVE.

PAI[®] CANADA INC.

6920 Pacific Circle
Mississauga, Ontario L5T 1N8
www.paicanada.com

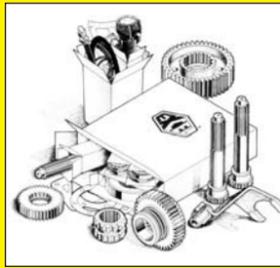
Differentials



Overhaul Kits & Components

- MACK
- EATON
- ROCKWELL

Transmission



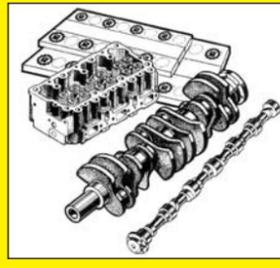
Overhaul Kits & Components

QUALITY SERVICE PARTS FOR

MACK • EATON • FULLER • CUMMINS •
ROCKWELL • NAVISTAR

Dealer Inquiries Welcome

Engine Kits & Components



- MACK**
- 2 Valve Heads
 - 4 Valve heads
 - Camshafts
 - Crankshafts
- DETROIT DIESEL**
- Crankshafts
- NAVISTAR**
- Crankshafts
- CUMMINS**
- Engine Components
 - Crankshafts
 - Engine Components
- CATERPILLAR**
- Crankshafts

To Order Call: 1-800-567-5916 • Fax: (905) 795-0699

New Products

Tires & Wheels

Goodyear has come out with a new **winter retread** for the Canadian market. The Precure G558 retread is designed for winter conditions, the company says, with patented TredLock technology with interlocking microgrooves that provide biting edges for improved friction. It's an open-shoulder tread design, also offering improved traction, and also features an optimized winter compound, according to Goodyear. For more information, ask your Canadian Goodyear retread rep.

Michelin has introduced an **Antisplash version of the fuel-efficient XZA3 truck tire**, which reduces the splash trajectory by more than half when rolling through standing water, the company claims. Michelin says the Antisplash technology will improve highway safety in wet conditions. Michelin's Antisplash tires have a patented deflector on both sides of the sidewall, which lower the trajectory of spray. Ideally, it will improve visibility for motorists in passenger vehicles driving alongside trucks or approaching them from the opposite direction. Michelin's Antisplash technology was first introduced in November, 2006 on the XZA2 tire. For details, ask your Michelin dealer.



RealWheels Corp. has come out with an **aerodynamic truck wheel cover** it claims will cut wind resistance and reduce fuel costs. The stainless steel wheel covers are maintenance-free, according to the company, and were initially marketed for their visual appeal. However, the company said the Aerostyle Covers are also proving to deliver fuel savings. For info, contact www.realwheels.com.

GO-UP

AUTO BODY REPAIRS

**7405 Kimbel Street,
Mississauga, Ontario L4T 3M6**

905-671-3647 • 1-888-641-2166
FAX: 905-671-3650

The Auto and Truck Body Repair Specialists for more than 18 Years

Full Frame & Axle Straightening

SERVICES:

- Painting
- Fiberglass
- 22,000 sq. ft. shop
- 2 Downdraft Paint Booths
- Full Collision Service
- Towing & Flat Service

www.coupautobody.ca email: coupautorepair@on.aibn.com

CAPACITY

Glasvan Great Dane Sales Inc.

YOUR ONE-STOP SHUNT TRUCK DEALER

- We Offer Full Maintenance Lease Packages for worry free operation
- Standard & Heavy Duty Single Axles and Tandem Axle Trucks In Stock
- Dedicated Truck Repair Facility
- Fully stocked Parts Warehouse
- Mobile Repair Vehicles for Services & Repairs
- 5 Locations across Ontario
- Large Rental Fleet
- Good selection of Used Trucks available

1-888-GLASVAN
www.glasvangreatdane.com

SALES SERVICE LEASING RENTALS

Tracking

ZeroYourX is a new **GPS tracking system** designed to offer affordable vehicle tracking that's easy to manage. The tracking unit is placed in a vehicle, trailer or container and can then be tracked online by the fleet manager using the ZeroYourX Web portal. A PC or cell phone can be used to track items in real-time, the company says. The unit itself costs \$499 with unlimited asset tracking offered for \$50 per month and up. For more info, visit www.ZeroYourX.com or call 514-845-1555.

ALK Technologies has developed a **portable navigation device** developed specifically for owner/operators and company drivers. PC*Miler Navigation 430 is a

stand-alone device that can be attached to a truck's windshield. It provides spoken directions that are developed for truckers in Canada and the US. It includes 850,000 miles of truck restrictions including information on bridge clearances, load limits and dangerous turns, the company says. The cost is US\$349, with no subscription fees. It can be purchased at truck stops or by fleets, directly from ALK by calling 800-375-6453.

Through a new partnership with Iridium, PeopleNet says it now offers universal coverage. The company has added Iridium's **satellite communications** system as an option to complement its own wireless network, so that coverage is possible even in the most remote regions. Iridium's satellite coverage will be available through PeopleNet on a dual-mode basis, the company announced. The system will switch between PeopleNet's wireless network and Iridium's satellite network automatically, as required.

GE has expanded its **telematics solution** to the Canadian market, which the company claims will help Canadian fleets go green and improve their productivity. The system has been available in the US since 2006. It provides Web-based access to vehicle performance metrics, including CO₂ emissions, mapping and exception reports. Customers can track their assets in real-time and develop strategies to improve performance and reduce their emissions, according to GE. Visit www.gefleet.com for more information on GE's Telematics solution.

fan the company says is seven decibels quieter than its predecessor. The new fan is now standard on all X2-series units. In addition to being quieter, the company says the fan also delivers 8% more airflow to the radiator and condenser than traditional fans. For details, visit www.trucktrailer.carrier.com or contact your Carrier Transicold dealer.



The popular **Mark Dalton: Owner/Operator audiobook** series has been expanded. The latest stories to be added to the collection are available from GraphicAudio via its Web site at www.graphicaudio.net. The latest collection of stories run four hours in length and can be downloaded or ordered on CD.

Petro-Canada has introduced a new **CJ-4 grade 10W-30 heavy-duty engine oil**. DURON-E 10W-30 is formulated for on- and off-road fleets and provides performance advantages in the areas of: soot dispersancy; drain intervals; engine wear; and cold weather starts, according to the company. As with all CJ-4 oils, DURON-E 10W-30 is backwards-compatible with pre-07 engines. For info, see your Petro-Canada distributor or visit www.petro-canada.ca.

Trucktax has developed an **online trip report form** the company says will simplify IFTA fuel tax reporting. Drivers complete the online trip report form and hit 'Submit' to file their mileage and then the carrier can take it from there, filing with its IFTA service provider. For info, visit www.trucktax.ca.



Allison Transmission has added **Load-Based Shift Scheduling** to its MY09 Allison 1000-, 2000-, 3000-, and 4000-series models. The company says it selects between economy and performance shift modes based on the vehicle's payload and the grade on which it's operating. The enhancement, which comes standard, will improve fuel mileage while heavily loaded, according to the company. □



Carrier Transicold says its X2-series reefer units are much quieter now, thanks to the use of a new **V-Force**

ATLANTIS RADIATOR *Fall Special!*
FREIGHTLINER FLD 120 BOLT-ON RADIATOR
Call for pricing!
TRUCK AUTO SERVICE INC.
Specialists in Truck & Industrial Radiators
 Western Star Bottom Tank ~~\$260~~ \$195. Freightliner Side Tanks ~~\$160~~ ea \$130. ea
 Peterbilt Bottom Tank ~~\$270~~ \$220. Freightliner Reservoir Tank ~~\$420~~ \$340.
 ♣ MADE IN CANADA. ALL UNITS IN STOCK! ♣

4 HOUR DRIVE-THRU SERVICE (MOST TRUCKS)

- OUR WARRANTY COVERS YOU ACROSS CANADA & THE U.S.
- FREE INSPECTION & ESTIMATE
- WE SHIP ACROSS CANADA
- CERTIFIED TECHNICIANS
- ALL WORK GUARANTEED

5900 Dixie Rd., Unit 11, Mississauga, Ont. L4W 1E9
 (905) 670-3696 • 1-800-716-3081 • Fax: (905) 670-2283
 OPEN MONDAY TO SATURDAY (SUNDAY BY APPOINTMENT ONLY)

When business is great but you still need cash, you can bank on me.

I help small and medium sized trucking companies with the cash flow they need to grow and prosper!

I CAN TURN YOUR INVOICES INTO CASH – INSTANTLY!

Liquid Capital
 THE FACTORING PROFESSIONALS

For excellent service and reasonable rates, contact Nick Haley at Liquid Capital Commerce Inc.

Ph: 416-347-9466 • Fax: 416-222-0166
 nhaley@liquidcapitalcorp.com

New Lower Rates

T.T.C.
 TRUCK TRAILER COMPONENTS

- ◆ Toronto Based APU Manufacturer
- ◆ Excellent Service Across Canada

Save Up to **\$8000** annually
 Less than one year payback

STOP IDLING START SAVING

PURCHASE PRICE ONLY \$6500
 Includes Standard 4-5 hour installation

Riteway Technology Inc.
 Toll Free: 1-888-988-2278
 Tel: 416-637-5005 Fax: 416-637-5096

C.A.R.B. Approved Engine
 Totally Independent System
No Connection to Main Engine
No Outside Condenser
 Supply 10,000BTU Heat & AC
 Double Silencer Design
Noise<70DBA
 Shore Power Compatible
 Power Household Appliances
 Block Heater to Pre-Heat Main Engine
 Charger to Monitor and Recharge Battery
 385 lbs, 27"x22"x35" (H/W/D)
 Only Consumes .12 gal/ hr
 2 Year or 2000 hr Limited Warranty
Government Rebate Available

Join our Dealer Network
sales@ritewayapu.com
www.ritewayapu.com
 Call today to discuss this opportunity.

501 Alliance Ave., Suite 202A, Toronto Ontario M6N 2J1
 Email: sales@ritewayapu.com Website: www.ritewayapu.com

METRO COLLISION 1-800-830-4873 ST. CATHARINES

STOP
 Sending your collision work to another shop!

At Metro Collision, our reputation is built on quality. We are proud to offer a comprehensive approach to the repair process. From the date of loss to final delivery everything is completed in-house. Easily accessible to one of the heaviest travelled truck routes in North America, our 42,000 sq. ft. facility boasts the best in equipment as well as the most qualified technicians in the industry. We are in total control and the proof is in the end result – Our reputation depends on it.

- 24/7 Emergency Service
- Local and Long Distance Recovery throughout North America
- Heavy Wreckers (4), 40 Ton Rotator, Landoll Tilt & Load
- Wreckmaster certified

METRO TOWING 1-800-830-4873 HAMILTON/NIAGARA

166 BUNTING RD., ST. CATHARINES, ONT. L2M 3Y1

LNG Sterling trucks help clear the air at California ports

By Paul Hartley

LONG BEACH, Cal. – Breathing near the California seaports at Long Beach and Los Angeles is probably a little easier now, two months after Daimler Trucks North America began delivering 232 natural gas-fueled day cab tractors to customers working in and around the two busy cargo hubs.

All of the new units – intended to replace aging, much less environmentally-friendly ones – are Sterling L-113 flat-roof conventionals, powered by 8.9-litre Cummins Westport ISL G engines rated at 320 hp and 1,000 lb.-ft. of torque. More than half the total, 132 to be exact, went to California Cartage Company, a family-owned drayage and warehousing firm with operations across the US. The other 100 were destined for smaller carriers and owner/operators doing business with the ports.

These “green” trucks were not cheap. They sold for roughly US\$160,000 a copy. Cal Cartage, however, was rewarded for being an “early adopter” under a local initiative called the Clean Trucks program, the goal of which is to reduce air pollution at the ports by more than 80% by 2012.

As such, the company was able to score a significant discount on its purchase, thanks to a collaborative funding project between the US Environmental Protection Agency, California Air Resources Board and the South Coast Air Quality Management District.

The agencies put together grants and tax incentives totaling nearly US\$12 million, or about US\$90,000 per truck. The amount of governmental subsidies available for other buyers was unclear, although some assistance seems certain because the ports now levy fees on containers to sponsor a truck replacement program.

Obviously, the cost of engines burning natural gas, whether compressed or liquefied, is much higher than that of comparably-sized diesels. But truckers switching from the latter to the former do benefit somewhat from lower fuel prices – even though diesel offers better economy.

The chief advantage of natural gas is its effects, or lack thereof, on the environment. During a press event to publicize Sterling’s sizable sale at the ports, officials from Daimler Trucks North America referred to the Cummins Westport ISL G as a “near-zero emissions” engine.

They said that it already met the EPA’s 2010 diesel exhaust mandate – without particulate filters or other aftertreatment devices. The engine uses an advanced combustion system, cooled exhaust gas recirculation (EGR) and a three-way catalyst to quell emissions. Nitrogen oxide emitted from the engine is at a CARB-compliant 0.2 gram per brake horsepower/hour; particulate matter is at 0.01 gram bhp/h. Greenhouse gases are almost non-existent because natural gas con-



CLEANER, GREENER: Natural gas-powered Sterling trucks will help clear the air at the ports of Los Angeles and Long Beach, Cal. *Photo by Paul Hartley*

tains little carbon.

DTNA president Chris Patterson, speaking at the event, pointed to yet another benefit of natural gas: It’s abundant throughout North America. “Each of these tractors will reduce the use of imported oil by 500 barrels per year,” he said. Multiplied by 232, the total reduction could be as much as 116,000 barrels annually.

Of course, the abundance of domestic sources doesn’t mean the fuel is readily available on the street, at least yet. Bob Lively, vice-president of strategic planning for Cal Cartage, says the ports currently have just one LNG fueling station. Until more are built, this could pose problems for drivers who might spend a lot of time waiting for their turn at the pump, especially because the trucks in question have an operational range of only 250-300 miles between 100-gallon fills.

Lively says truckers and other motorists actually have better access to

CNG, which also holds true here in Canada. Still, he’s bullish about the future of both types of natural gas, and he expects his company to continue buying trucks powered by those fuels.

That might be true, but it won’t be ordering many more with a Sterling nameplate. Last fall, DTNA announced the brand’s discontinuation (scheduled for March) in an effort to cut costs during these lean economic times. Officials have chosen Freightliner’s M2-112 to replace Sterling’s L-113 as the designated medium- and heavy-duty natural gas vehicle.

Whatever body panels are used, executives said, the environmental benefits of these new trucks will be considerable, noticeable and immediate. Cal Cartage president Bob Curry Sr. agreed, saying he was proud to be involved with an effort to improve the area’s air quality: “At our company, we want to be a part of the solution, not the problem.” □

KING RADIATOR LTD.

1-800-741-9365

905-795-9009

6771 Columbus Rd. Unit #7

Mississauga, ON L5T 2J9

4 Hour Drive-in Service (Most Models)

- New & Rebuilt Radiators
- Air Charge Coolers
- A/C Condensers

COOLING the Trucking and Transit Industry

Shipping Across Ontario & Canada

407

Derry Rd.

Columbus Rd.

Dixie Rd.

Mid-Way Blvd.

401

Sterling NG L-113 basic spec's:

Front axle: rated at 12,000 lbs., set back

Rear axle: rated at 40,000 lbs.

Front suspension: Taper leaf

Rear suspension: AirLiner

Fuel capacity: single 119-gallon stainless steel tank

Cab: 113-inch BBC Flat Roof

Engine: Cummins ISL G, (320 hp @2,000 RPM, 1,000 lb.-ft. @ 1,300 RPM)

Transmission: Allison 3000 HS Automatic □



YOU SPECIALIZE IN HEAVY DUTY TRUCK REPAIR. SO DO WE.

Heavy Duty Truck Repair insurance for your shop and so much more.

Unlike most insurance providers, we specialize in insurance for your unique marketplace. We have a thorough understanding of your industry. Drawing on this knowledge and expertise we are able to provide a program that's tailored to your needs, and includes a variety of value-added services. These services allow you to identify potential risks to your business and outline a plan to address them.

Comprehensive, customized coverage. A plan that will reduce risk and enhance business success. Competitively priced.

To find out more contact Derek Lachapelle at dlachapelle@hallmarkins.com or call (416) 490-6013 for a quote.



HALLMARK

HALLMARK INSURANCE

The Transit Authority

www.hallmarkins.com/HDTR

EPA to stay the course on 2010 emissions rules

WASHINGTON, D.C. – The US Environmental Protection Agency has quashed any hope of an extension on EPA2010 emissions levels, and not all OEMs are upset by the ruling.

The EPA had been asked to delay implementation of EPA2010 rules by the Owner-Operators' Independent Drivers Association (OOIDA) after a study, sponsored by Navistar, outlined some of the costly repercussions of introducing the new restrictions during an unstable economic environment. However, the EPA said it will stay on course for a 2010 deadline. Volvo and Mack moved quickly to applaud the EPA for refusing to budge on its timeline, since much work has already gone into developing 2010 solutions.

"EPA has clearly stated that it has no intention of changing the 2010 timetable, and it's counter-productive and misleading to suggest that the agency might change its mind in the 11th hour," said Per Carlsson, president and CEO of Volvo Trucks North America.

"Our focus should be on moving forward – making the industry's transition to 2010 as smooth, efficient and uneventful as possible. That's the only way to provide a significant benefit both to customers and the environment."

Carlsson said Volvo is prepared for 2010 and that its SCR technology will allow the industry to achieve better fuel economy than today. Volvo also said diesel exhaust fluid availability will not be an issue. Carlsson pointed out a recent industry forum in the US pegged the cost of DEF at US\$2.70 per gallon.

Volvo's sister company, Mack Trucks, also supported the EPA's decision not to move the deadline for the next round of emissions standards.

"The development and testing of Mack's SCR solution for 2010 is in advanced stages and we are confident in our engines' enhanced performance, emission reduction and fuel savings," said Dennis Slagle, president and CEO. "We found the recent dialogue around the proposal to delay implementation of 2010 to be an unproductive distraction and often misleading." □

Bendix goes on buying spree

ELYRIA, Ohio – Bendix announced in early January that it has finalized an agreement to acquire Eaton's Vorad collision warning system.

The radar-based collision mitigation system officially changed hands Dec. 31. The assets associated with Vorad will be incorporated into Bendix's electronics business unit, the company announced. Bendix did not disclose the value of the deal.

Eaton's Roadranger marketing organization will continue to market and support the Vorad system in the North American marketplace.

"Every Bendix employee is passionate about improving the safety on our nation's highways; about re-

ducing the number of fatalities and serious injuries in commercial vehicle-related accidents; and about providing an economic payback to our end-users, through a complete range of active safety systems. This move is another important step in our overall business growth plan," said Joe McAleese, Bendix president and CEO.

Bendix also finalized a deal to acquire SmarTire Systems, a tire pressure monitoring system developed in Canada.

Bendix didn't disclose financial terms of the deal, which closed Dec. 11.

However, Bendix announced it will immediately incorporate SmarTire's assets into its own electronics business unit. □

Navistar launches 2010 awareness campaign

WARRENVILLE, Ill. – Navistar is ramping up its educational campaign about 2010 emissions standards and its EGR-based solution.

The company said it is launching an awareness campaign consisting of customer seminars, public Webinars and trade media advertising, to address issues such as fuel economy, cost of ownership and the operational impacts of Navistar's EPA2010 solution.

Navistar's International MaxxForce engine will meet 2010 emissions standards using "advanced EGR" while all other North American players will be using an exhaust aftertreatment system known as selective catalytic reduction (SCR). The new awareness campaign comes after recent surveys showed there's still a great deal of misunderstanding within the industry about the impact of

the impending emissions restrictions and the two forms of competing solutions.

"Because we're the only truck and engine maker that can offer a solution without complex aftertreatment, we need to be aggressive in giving the industry all the facts," said Jack Allen, president of Navistar's North American Truck Group.

Navistar is especially keen on clarifying that it will be EPA2010 compliant by the deadline.

"Looking towards 2010, one of the things we need to clear up for customers who may have been misled is this – all MaxxForce-powered 2010-model trucks and buses will fully comply with EPA emissions standards on January 1, 2010," said Allen.

For information, visit www.maxxforce.com/2010. □

DEF distribution partnership announced

READING, Penn. – Terra Environmental Technologies and Brenntag North America have formed a strategic alliance to distribute diesel exhaust fluid (DEF) to the North American market. DEF will be required for trucks using selective catalytic reduction to meet EPA2010 emissions standards. Under the deal, Terra's TerraCair DEF will be distributed through the Brenntag distribution network, the companies have announced.

"Brenntag is pleased to have secured a single, reliable source of high quality, domestically produced DEF to meet the needs of this rapidly emerging market," commented Brenntag North America president and CEO, Bill Fidler. "The alliance also addresses the two primary concerns that customers have been communicating to us as 2010 rapidly approaches, namely, will we be able to obtain product efficiently, and will it meet stringent quality requirements?"

TerraCair DEF will be distributed in small packages, 55-gallon drums, 275-gallon IBCs and in bulk quantities, the companies claim. □

U.S. IMMIGRATION WAIVERS

If you have a criminal record or U.S. immigration problems, we can help.

Glenn Matthews of Siskinds LLP is a licensed U.S. lawyer with 14 years of experience in U.S. immigration issues. We process U.S. waiver applications, waiver appeals and other U.S. immigration cases.

Trust your case to the experts. Reasonable fees. Free consultation.

SISKINDS | THE LAW FIRM

Glenn E. Matthews, B.A. J.D.
Licensed in Ontario and Illinois
Tel. 519-660-7854 Fax: 519-660-7855
glenn.matthews@siskinds.com

COMFORTGUARD™



- heavy duty premium design (25" wide)
- 475 lbs. • 4 kws @ 110V / 40 amps @ 12V
- 12,000 BTU's A/C • 8,000 BTU's heat
- 2 cyl. liquid cooled diesel
- fully optioned with all features included

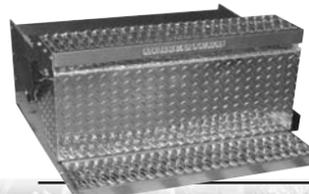
LEASING AVAILABLE

POWERPAC APU IDLE REDUCTION POWERTECH SYSTEM



- compact (19.5" wide) • 370 lbs.
- 5 kws @ 110V / 60 amps @ 12V
- 14,000 BTU's A/C • 8000 BTU's heat
- 2 cyl. liquid cooled diesel

PT-3000



Specially designed to replace stepbox on Peterbilt and Western Star Trucks.

- 3 kws @ 110V / 40 amps @ 12V
- 10,000 BTU's A/C • 8,000 BTU's heat
- 280 lbs.

WE REPAIR ALL MAKES OF APUs

Independent 12 Volt Air Conditioning

4000 to 8000 BTUs

Totally quiet • Minimum maintenance

ONTARIO REBATES

ONTARIO GREEN VEHICLE PROGRAM

Call Us For Your Application

You may be eligible for \$\$ back!

• SHOP OR MOBILE REPAIRS AND INSTALLATIONS •



ARCTIC TRAVELER (Canada) SERVICE Inc.

6198 Netherhart Rd., Unit 2, Mississauga ON



905-565-5889 • 1-877-565-5888 • Fax 905-565-6921



Radiators Inc.

Service & Repair For All Truck & Industrial Radiators & Charge Air Coolers



Open 6 Days A Week!

WE SHIP ACROSS ONTARIO

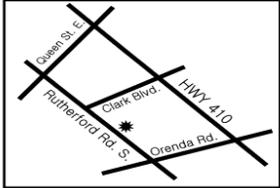
4 Hr. Drive-In Service FOR MOST TRUCKS!

905-487-1209 • 1-877-950-0099

MON.-FRI.: 8 AM-7 PM • SAT.: 8 AM-3 PM

After hours call: 905-487-1209

110 Rutherford Rd. S., Bay #7, Brampton, ON L6W 3J5



OEM/Dealer News

Fuel-efficient axle lube now optional with Freightliner

PORTLAND, Ore. – Roadranger Fuel-Efficient (FE) 75W-90 Synthetic Axle Lubricant is now available as a factory option on Freightliner’s Cascadia, Coronado, Columbia and Century Class S/T trucks. Independent research has confirmed that the addition of Roadranger FE Synthetic Axle Lubricant may result in reductions of fuel consumption by more than 1%, though officials say results may vary and require proper use/application.

In addition to potential cost-saving benefits, Roadranger FE Synthetic Axle Lubricant is designed to extend vehicle life by improving operation in extremely low and high temperatures and by providing better protection against gear-wear in high-horsepower, high-torque, high-speed, heavy-load and severe applications.

“Roadranger FE Synthetic Axle

Lubricant not only generates significant cost savings, but also enhances overall performance,” said Melissa Clausen, director of product marketing for Freightliner Trucks. “We are always seeking new solutions that impact our customers’ bottom lines.”

Additional features of the lubricant include its resistance to oxidation at high operating and peak drivetrain temperatures, and its advance seal conditioning base additives, which help maintain and extend the life of seals, officials said. The lubricant is also non-corrosive to copper and other yellow metals often found in drivetrain systems, according to Freightliner. □

Peterbilt produces 300,000th truck

DENTON, Texas – Peterbilt celebrated a milestone lately, when its 300,000th truck rolled off the assembly line.

The Model 387 was presented to Witte Brothers Exchange during a special ceremony at the Denton, Texas truck plant.

“Peterbilt is proud to celebrate this important milestone with Witte Brothers Exchange, as both of our companies share an unwavering commitment to the transportation industry, our employees, and a superior product,” said Bill Jackson, Peterbilt general manager and Paccar vice-president.

“The 300,000th truck produced, a Peterbilt Model 387, signifies the attributes of Peterbilt past, present and future through its fuel-efficient design, while not comprising the Class and Style that have become synonymous with the Peterbilt brand.”

Peterbilt has been building trucks at the Denton truck plant since 1980. □



EXPOCAM
CANADA'S NATIONAL TRUCK SHOW
2009



Register Today

Here's What People Had To Say About ExpoCam 2007

“It is an awesome show and we can't wait until 2009!”
– Owner-Operator

“The best show in years. Lots of new products.”
– Fleet Owner

“I loved seeing all the new trucks.”
– Fleet Manager

“Overall the best ExpoCam show in years.”
– Michelle Batista, Navistar Canada Inc.

April 16, 17 and 18, 2009
Place Bonaventure, Montréal
www.expocam.ca

Avoid the line-ups and Save \$10
Register online today and get 50% off the \$20.00 admission price at the door

Platinum Sponsor:



Endorsed by:



Official Magazine:



Media Partners:



For further information call Newcom Média Québec: (514) 938-0639 or Toll Free: 877-682-7469

Driver Medical Exams

ONTARIO DRIVERS WALK-IN MEDICAL CLINIC

21 Queensway West
Mississauga, Ontario
(DIRECTLY ACROSS FROM MISSISSAUGA HOSPITAL)

8:30 a.m. – 11:00 p.m.
7 Days a Week

No appointment necessary

(905) 897-9228

Rig Review



HEAD-TURNER: The bold design of the LoneStar won't appeal to everyone – but it *will* grab their attention. *Photo by James Menzies*

A highway beacon

International's new flagship tractor is equally distinctive inside and out

By James Menzies

FORT WAYNE, Ind. – Even on the roads surrounding Navistar's truck development centre – birthplace of the International LoneStar – the company's new flagship tractor continues to turn heads.

During a recent drive on the snowy roads that circle Fort Wayne, it occurred to me that the LoneStar's appeal transcends the trucking industry, as four-wheelers craned their necks for a better look. It also occurred to me that we were doing this truck a disservice, by running it in some of the most foul weather

winter can dish out – this truck was too pretty to be driving through mud and snow and slush. The LoneStar didn't seem to mind, however. The 475-horse Cat C-15 purred along, largely muted on the inside thanks to the LoneStar's premium insulation package.

Behind the wheel was Tom Harting, director of global vehicle engineering and validation with International Truck and Engine's Truck Group. In these conditions, I was pleased to let him do all the work while I sat back, took in my

Continued on page 36

THERE IS A BETTER WAY TO BUY INSURANCE



Truck Insurance can be a complicated business

It makes good sense to obtain advice from an expert. Dan Lawrie Insurance Brokers is ranked in the top 5% of brokers in Canada and there are over 85 dedicated professionals to serve your every insurance need in a cost effective way.

- Owner Operators
- Fleets
- Cargo Insurance
- Customs Bonds
- US DOT, MC & CVOR
- Premium Financing Available
- Deductible Buydowns
- Life & Individual Health
- Employee Benefits
- Disability & Critical Illness

Dan Lawrie Insurance Brokers Ltd.

THE NAME YOU CAN TRUST FOR INSURANCE

Call Trucking Specialist, Kathy Clarke Today

Toll Free 1-800-661-1518 • 905-525-7259

kclarke@danlawrie.com

Your business demands the best equipment. Our business is to keep that equipment looking its best.



After 14+ years of cleaning trucks, trailers and equipment in the USA, CTI products are now available in Canada. CTI's product line is the choice of many national fleets and owner operators in the USA as well as OEM's that want to deliver a clean product and maintain that appearance. These products have been formulated without hydro-fluoric acid and will not dull or whiten any highly polished components.

Bio-Degradable—Environmentally Friendly—Cold Water Only

CTI 503 HD—Protects aluminum from corrosion and pitting—Requires NO DILUTION prior to use—Just spray on and rinse off with high power pressure washer. (> 3000 PSI)

CTI 710 HD—A true BRUSHLESS concentrated soap—Ideal for removing bugs, road film, lime dust, oxides, oil, grease and is safe on all common surfaces.

CTI 301-50 HD—Cement, lime, scale rust and concrete remover for use on aluminum tankers and flatbeds, painted steel tankers and ready-mix trucks.



CHEM-TECH INDUSTRIES, LLC products are sold nationally in Canada by:

SCHWERZMANN GROUP INC.

645B Newbold Street
London, Ontario
N6E 2T8

CALL US FOR DETAILED INSTRUCTIONS, MSDS SHEETS AND PRICING.

Toll Free: 877-432-3388

Fax: 519-432-5528

Email: SGI-Sales@bellnet.ca

Product Demonstrations and Training Available

Classifieds

A-Z TECHNICAL BLDG. SYSTEMS INC.
TOLL FREE 1-877-743-5888
www.a-ztech.on.ca
299 Mill Rd., Unit 1510 Etobicoke, ON M9C 4V9
Wally Loucks (416) 626-1794 Fax: (416) 626-5512

Lease To Own
Commercial, Industrial and Residential, Garages, Workshops, Equipment Storage, Warehouses, Offices, Quonsets.
BEFORE YOU BUILD CALL OR WRITE
25 Years in the Building Business
299 Mill Rd., Unit # 1510, Etobicoke On M9C 4V9
Phone (416) 626-1794

E-mail: kpenner@trucknews.com

\$99.00 Copy only
\$129.00 w/Picture

Ad runs one month

Also Advertise On-line at: www.trucknews.com

AJ AHMED JIBRIL
CHARTERED ACCOUNTANT

"Providing Business Solutions"

OUR SERVICES

Auditing & Accounting
Bookkeeping
Corporate Tax
Personal Tax
GST Returns

Evening & Weekend Appointments Available

Call for FREE Initial Consultation

255 DUNCAN MILL RD., SUITE 308, TORONTO, ON
416-447-9334
info@ajca.ca

MISSING

MÉLINA MARTIN

D.O.B.: January 12, 1992
Missing since: January 23, 2005
Missing from: Farnham, QC
Height: 5' 4"
Weight: 115 lbs.
Eye Colour: Blue/Green

Characteristics: Several piercings – both ears, her navel and just below her bottom lip. She was last seen wearing jeans with fur on the bottom, a beige camisole, a jean vest with fur sleeves, a black coat with a fur hood, a white scarf, pink gloves and a beige vinyl purse with a blue star on the side.

Anyone with information please contact: All Calls Confidential – No Name Required

CHILD FIND 1-800-387-7962

Rig Review

International LoneStar delivers on promise of smooth, quiet ride

Continued from page 35

surroundings and simply enjoyed being along for the ride.

Before its glitzy introduction at the Chicago Auto Show last February, the International LoneStar made an unplanned debut on automotive Web sites after several “spy shots” were posted on the Internet. The buzz surrounding this extraordinary (some would say peculiar)-looking truck grew to the point where one had to wonder if the pictures had been planted intentionally as part of a clever marketing ploy.

David Allendorph, the LoneStar’s chief designer, insisted that wasn’t the case.

“That was literally an accident, but we thought it was great,” he said.

The story has it that the LoneStar was on the US West Coast for some promotional photo and video shoots. The dealer that was entrusted with its safekeeping parked the two International LoneStars nose to nose in the parking lot, where they were surrounded by other trucks. A curious passerby armed with a cell phone camera happened along and snapped the pictures, which were soon making the rounds on the Internet.

“It was a really exciting time,” recalled Allendorph. “I think that Internet buzz and the word of mouth really helped take it to the next level.”

Since then, the LoneStar has been rolled out and marketed in a rather unorthodox manner, befitting a



truck this unique. It was formally introduced to the media at the Chicago Auto Show and then showcased to the trucking public at the Mid-America Trucking Show in March. A multi-million dollar documentary *Drive and Deliver* was unveiled in the fall, which followed three American drivers on the road as they drove and lived in one of the very first International LoneStars.

Finally, the first production model LoneStars are beginning to hit the highway. I’ve seen only one, and there was no missing it as it motored down the 401 decked out in Erb Transport livery. Another has been delivered to Jeramand Enterprises in Moncton, N.B. and a delivery company in Southern Ontario has also placed an order.

Heather Street, marketing communications manager, heavy vehicle segment with Navistar’s Truck Group, said more than 300 LoneStars have been delivered across North America.

“We’re pleased with what we’re seeing,” she said. She admitted that sales to date are slightly below projections – but those projections were made in better times, when people were still buying trucks.

Strictly on-highway

The LoneStar is an on-highway truck, available with 46,000-lb rear ends but not yet tailored for off-road applications. The exterior borrows heavily from International’s C- and D-Series trucks of the 1930s, marrying a sleek, classic look with advanced aerodynamics. Even bulky components such as the air cleaners are wind-resistant – a close look reveals they are not round, but D-shaped to channel air around the vehicle.

Street said the LoneStar is about as aerodynamic as the ProStar, but a whole 10% more aerodynamic than traditional, square-nosed tractors. She also pointed out the LoneStar is the first classic-styled truck to become EPA SmartWay-certified.

While the LoneStar was built with the owner/operator in mind, International has found the truck has also caught the interest of fleets, which have been purchasing it as a reward truck for top-performing drivers.

Even Wal-Mart has placed an order, I’m told, which speaks volumes about the truck’s fuel efficiency. The retailer (which operates its own private fleet in the US) is known to spec’ only the most fuel-efficient vehicles.

The truck looks sturdy – which is usually synonymous with “heavy.” However, Navistar officials said the



THE GREAT DIVIDE: It’s a work truck that’s easy to live in. The truck’s sleeper features a stylish couch and wooden floors to help separate the work and living spaces.

Photos by James Menzies

LoneStar weighs only a few hundred pounds more than a similarly-spec’d ProStar. The truck we drove around Fort Wayne was a pretty typical spec’ – if there is such a thing.

“There are lots of options, so you can get a truck just like you want and you’re not going to see another one exactly like it on the highway,” Allendorph pointed out.

International has launched its DoubleSix Customs line of accessories, consisting of about 40 parts today and growing. Customers can simply visit their International dealer and dress up their LoneStar however they wish. The line currently includes components such as: sun visors; light bars and panels; door handles; shifter accessories; and exhaust stacks, to name a few.

A ‘lifestyle’ vehicle

“We wanted to create a lifestyle vehicle, so you can go back to the parts department, hang out, buy parts, talk trucks and then go home and play with your truck,” Allendorph said, comparing it to highly-customizable brands such as Harley-Davidson and Mini.

While the truck’s unique exterior is what first grabs one’s attention, it’s the interior that really won me over.

Designers have gone to great lengths to create what Allendorph aptly termed: “A way to delineate the office from the home part of the truck.”

Wood floors are standard in the sleeper, creating “a very obvious, intuitive transition from the office (cab) to the living area.”

The LoneStar also features a curved couch with fold-out desks and tables that create a comfortable and ergonomic workspace. Working with Carnegie Mellon University students and polling hundreds of professional drivers, International found drivers don’t particularly like eating on their bed. When the bunk is stowed, the couch gives the sleeper the ambience of a living room.

The fold-out bunk with 42-inch

TRUBOY
FREIGHT INTERNATIONAL INC.

Running the Road Since '82

WE OFFER:

- Above Average Wages
- Benefits
- No forced dispatch
- \$450 Quarterly Fuel Bonus
- Pin-to-Pin
- 3,000 miles a week
- Well maintained equipment
- Great team atmosphere
- No slip seating
- **Dedicated Runs Available**

WE REQUIRE:

- Clean CVOR & Abstract
- 1 yr. AZ Experience
- Professional Attitude

NEW LOCATION
to better serve our Customers & Drivers

4833 Tufford Rd., Beamsville, ON



For further information and application please call:

1-800-387-7113

jamie@truboy.com

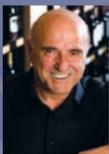
We are Growing!
We need Owner Operators.
Xcellent Miles
New Pay Package
Fantastic Fuel Subsidy

TRANSX
GROUP OF COMPANIES



Talk to our people, over 650 Owner Operators can't be wrong!

“It is our people’s passion and dedication to excellence that is behind the success of the TransX Group of Companies.”



Louie Tolaini,
TransX Founder and CEO

TransX is proud to be named one of Canada’s best managed companies.

TransX is a well diversified, growing company. We need Owner Operators. We are committed to your success. Join our team and have the TransXperience today. We have opportunities for Canada/US routes. We offer Xcellent miles, great pay, health and benefit coverage, paid insurance and plates.



CANXPRESS

Daryl Luzny – CanXpress Calgary, AB
1-877-207-1101

TRANSX
LINEHAUL

Norm Schultz – Linehaul, Winnipeg, MB
1-800-548-7377

TRANSX
BC & WESTERN REGIONAL

George Costello – New Westminister, BC
1-877-914-0001

TRANSX
EASTERN REGIONAL

Kevin Awde – Aberfoyle, ON
1-800-508-8420

www.transx.com

TransX is an equal opportunity employer

mattress sits higher than most, making it easier to climb in and out of bed, Allendorph pointed out.

Perhaps the only drawback of the sleeper's design is that it's only available with a single bunk. Team drivers requiring double bunks, however, can order the 'Limited Plus' version of the LoneStar, which comes with what essentially amounts to a ProStar sleeper. The LoneStar practically glides down the road, muffling wind and engine noise and minimizing bumpiness. When I can take notes in the passenger seat while travelling down the highway and then read them afterwards, it's a good indication of a smooth ride.

Harting attributed this in part to chassis-mounted rear hood mounts, which limit input and vibrations into the cab. Long springs, 11-inch frame rails and some other subtle design traits add to the ride quality.

"Performance was the mantra," explained Allendorph. "We wanted it to look hot and sexy, but we needed it to perform too."

Good visibility

Visibility through the large, curved one-piece windshield is better than you'd expect from a classic-styled truck. The LoneStar is also nimble for its size. It has a 41-inch bumper-to-axle (BA) measurement, and boasts a 50-degree wheel cut. Harting told me he maneuvered it through downtown Chicago without any trouble and it doesn't get a whole lot tighter than that.

Currently, the LoneStar is available with Cat and Cummins power, but in 2010 a 13-litre version of International's own MaxxForce engine will be the standard offering. Having driven trucks equipped with the inherently quiet MaxxForce, I anticipate that will be an even quieter combination.

When it comes to price, most OEMs hold their cards close to their vests. Since it's a "premium" truck geared towards image-conscious owner/operators and fleets, the price will probably be comparable to the likes of classic Peterbilt, Kenworth and Western Star models. Street said the LoneStar that was featured in *Drive and Deliver* pushed about US\$160,000 – and that one was decked out with all the bells and whistles. (Incidentally, one of the drivers who starred in the film has since placed an order for a LoneStar of his own).

Whether or not the bold design of the International LoneStar appeals to your individual taste, it's difficult not to want to see the truck succeed. Navistar ventured far from the beaten path with this design, and has carved out its own spot in the North American marketplace.

Does the LoneStar signal an evolution towards more aerodynamic classic-styled trucks? Or will receding diesel prices make owner/operators more reluctant to give up their traditional long-nosed conventional designs? Only time will tell what the long-term impact of the LoneStar will be.

But for now, owner/operators can be thankful they have yet another option – one that's unlike anything else on the road today. The LoneStar combines a bold, sleek exterior design with a luxurious interior and sleeper that's as "homey" as anything else I've seen on the road. □

Apply On-line @ www.trucknews.com



LAIDLAW

CARRIERS VAN GP INC.

COMPANY DRIVERS 41¢/mile

- Paid waiting time after 1hr - \$14.00
- Operating mainly within a 1200 mile radius of the Toronto area
- Home weekly • Personalized dispatch - "No Satellites"
- Dedicated 386 Peterbilts & 9200 Internationals
- Trucks allowed home



www.laidlaw.ca

42¢

BEST IN THE INDUSTRY!

FUEL

Husband & Wife
Supersingle
Needed

OWNER OPERATORS

\$1.14/mile Tandem \$1.26/mile Reefer

- Paid waiting time \$30/hr after 1hr

We encourage you to take the time to talk to our Drivers!

If you have a professional attitude and desire to succeed call KEN ELLACOTT or CHARLIE CAMPAGNARO

1.800.263.8267

E-mail: kellacott@laidlaw.ca or ccampagnaro@laidlaw.ca
Fax: 519-766-0437

Laidlaw is an equal opportunity employer and qualified women are welcome to apply

NOW HIRING FAST-Approved AZ Owner Operators & Company Drivers

- Discounted Fuel • Fuel Cards • Paid Tolls
Full-Load Freight • Safe Company • Benefit Plan
Satellite Dispatches • Direct Deposit • Paid Border Crossings

Highland

10,000+
Miles per Month
for Singles

Openings also for Teams

“Get on the road with us”

www.drive4highland.com

CHARMAINE - Markham
1-877-444-4303

PETER - Ontario
1-866-262-4931

PAUL - Western Ontario
1-800-668-9691 ext 214

MARIO - Quebec
1-866-922-8638

MARCELLE - Maritimes
1-800-561-7760

MILAN - Western Canada
1-800-663-9779

Resources and resolve needed to address Ontario auditor's concerns

Late in 2008 the Auditor General of Ontario released his annual report, a document of some 500 pages that reviewed a host of programs including the Commercial Vehicle Safety and Enforcement program.

The entire audit report can be viewed at www.auditor.on.ca, but most readers of this magazine will be interested in Chapter 3, which contains comments on the aforementioned commercial vehicle program.

The report's disclaimer states that the objective of the audit was to assess whether the Ministry had adequate monitoring and enforcement systems in place to ensure that commercial vehicles are operated safely. In order to do this, the auditors reviewed such data as operators' safety records, attended facility audits and safety blitzes, visited roadside inspection stations and interviewed Ministry staff; a fairly comprehensive approach.

In this column I've summarized a

Private Links

Bruce Richards



few of the auditor's key points, and included some of my observations on his recommendations.

The collision rate on Ontario's roads declined by 10% over the past decade, and the number of fatalities also declined. That's the good news. However, the percentage of collisions involving commercial vehicles rose slightly to 9.2% over the same period. This, the auditor suggests, indicates that the province has been more successful in improving passenger vehicle safety than that of commercial vehicles.

I think there are probably many reasons for the increase in collisions involving commercial vehicles other than the one suggested by the audi-

tor. They would include ever-increasing traffic congestion and deteriorating road conditions, but we won't be argumentative – the numbers are what they are.

Of greater concern to us are the report's sections on facility audits and roadside inspections.

According to the auditor, the number of facility audits declined by 34% since the 2003/2004 fiscal year; facility audits that were required by policy for high-risk operators were cancelled without a good reason; inspections declined in number; and few inspections were conducted at night, even though 21% of commercial trips occur at that time.

These are issues that seem to point to either an issue with the availability of Ministry resources (specifically a lack thereof) or the manner in which those resources were deployed during the period.

With regard to facility audits, in addition to the decline of 34% in the numbers, there is a concern with

their timing. The Ministry's own guidelines call for such audits to be completed within 90 days of a carrier being flagged by the CVOR system, but on average it took 230 days and 67% of audits were not completed by the due date.

Additionally, two-thirds of the 740 operators identified by the system as requiring an audit were dismissed by MTO staff. A review of a limited number of those cancelled audits indicated that 50% of them should have been conducted.

If the facility audit system is to have any real meaning, MTO must have the resources and the resolve to conduct them in a timely manner when the system identifies a need.

The number of roadside inspections also declined. In 2007/08 field enforcement officers conducted some 99,000 roadside inspections, while in 2003/04 the number of inspections was about 140,000. That represents a significant erosion of an effective tool for finding unsafe vehicles and drivers in only a few years. The Ministry responded to this issue by stating that it is developing a plan to identify and assign road inspection resources, and that it has hired 50 new enforcement officers to ensure that more roadside inspections take place. Additionally, the Ministry said that all officers and supervisors will be subject to new performance standards, although a similar commitment was made by the Ministry following the 1997 audit.

The potential for a roadside inspection is all that keeps some operators on the straight and narrow and we view it as essential that the Ministry follows through with its intended action.

On another safety-related note, the auditor observed that Ontario's CVOR system did not include a process for renewing certificates, thus making it difficult to ascertain how many operators are actually in business, and impossible to verify the information on record for those that are still in business. This called into question the usefulness of the CVOR system in identifying high-risk operators, one of the principal objectives of the program.

As readers know by now, following consultation with the industry the Ministry announced a CVOR renewal program in December of 2008 and we all expect that this will improve that situation considerably. At a minimum, the requirement to renew will update the existing records, eliminate from the system carriers that have left the business and over time help identify carriers that have never bothered to register. The Ministry deserves kudos for having taken this action.

There are more observations and recommendations in the report and it is well worth a read. The Ministry's responses acknowledge the auditor's concerns, but addressing them will require both resources and the will to do so. □

– 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.

This winter, take the road to a better future

Now Hiring Owner Operators & Lease Operators in the GTA, Hamilton, London, Chatham and Windsor areas

New Opportunity! Open Deck Operators

Owner Operators Wanted Lease Purchase Program Available

- Fuel cap
- No money down, full maintenance lease
- New freight means new opportunities

Give Us a Call Today!
Ask for Randy ext. 169
1-800-263-1361
www.loadfti.com

FTI
A FREDERICK-THOMPSON COMPANY

Opinion

MTO needs to get its house in order before focusing on speed-limiters

Curiouser and curiouser! I'm so astonished at the silence following the release of the Ontario Auditor General's report, I'm beginning to wonder if residents of the province have fallen down a rabbit hole and are off carousing somewhere in Wonderland with Alice and the gang.

It's been almost two months since Ontario's AG, Jim McCarter, tabled his annual report in the Legislative Assembly, and his harsh criticism of the Transportation Ministry's Commercial Vehicle Safety and Enforcement Program should have sent road safety advocates into a tailspin. But so far, not a twitter, except from yours truly and OBAC's membership.

I can understand – but not forgive – why some trucking industry folks might be unwilling to draw attention to the AG's findings, but what about J.Q. Public? That's the masses, remember, Transport Minister Jim Bradley felt he needed to protect – with speed-limiter legislation – from (in his words) "speeding trucks on Ontario highways that pollute our environment and create unnecessary risk."

That folks, is the best example I've heard in a long time of the pot calling the kettle black.

According to the AG's value-for-money audit, the taxpayers of Ontario didn't get much for the \$39 million MTO spent on its commercial vehicle enforcement program last year. Road safety in Ontario has been compromised because of inadequate facilities, slipshod moni-

Voice of the O/O

Joanne Ritchie



toring, and outdated systems and procedures.

For example, the number of inspections has been dropping steadily – by 34% in the past four years – and in 2007, only three out of every 1,000 commercial vehicles were subject to a roadside inspection. For anyone who's had to endure a Level 1 inspection by an overzealous creeper cop ferreting out chuffed air lines, that might seem like a good thing, but it's actually pretty scary when you consider what they're *not* looking for.

The report revealed that some 20,600 operators – who have been involved in collisions, convicted, or pulled over for a roadside inspection – have never applied for the required Commercial Vehicle Operator's Registration (CVOR) certificate. And – get this – MTO takes almost no follow-up action against these operators.

It's mind-boggling that the government is prepared to divert obviously scarce enforcement resources to verifying speed-limiter settings when there are more than 20,000 operators running around the province who don't even have CVORs. And that's just those who have already hit the radar screen in some way. It demonstrates what

we've been saying from the get-go in the speed-limiter debate: when it comes to setting priorities for road safety, the folks at Queen's Park have one very badly skewed view of the world. The commercial vehicle safety and enforcement program is a mess. MTO can't do its job now because it lacks resources, yet they're prepared to add an enforcement initiative with no proven safety benefit to already overburdened roadside inspectors? Un-friggin-believable. Among other highlights of the AG's report are these gems:

- 65% of roadside inspections are conducted between 6 a.m. and 2 p.m. Although 21% of commercial vehicles trips are made at night, only 8% of the inspections are conducted then;
- Since only 15 truck inspection stations have impoundment facilities, unsafe vehicles identified in other locations are released after being repaired, without the required minimum 15-day penalty being imposed. Also, enforcement officers tend to avoid impoundments because of the paperwork involved;
- Inspectors could often not retrieve CVOR records from the database quickly enough to use them in deciding which vehicles warranted a roadside inspection. As well, almost 10,000 inspection reports languished more than five months last year before being entered into the system;
- The number of interventions against high-risk operators has been declining since 2003; and the most serious interventions, such as

suspension or revocation of a CVOR certificate, have dropped by 40% since then. Two-thirds of 740 operator facility audits – which Ministry policy requires for operators with high safety violation rates – were cancelled by Ministry staff.

And on it goes – a discouraging litany of failure and abdication of responsibility on MTO's part to get the riff-raff off our roads.

When Minister Bradley introduced Bill 41 in March 2008, calling it another step in Ontario's plans for safer roads, it was a disheartening display of politics above reason. And when he continued to tout the law's safety benefits, long after Transport Canada studies showed clearly that speed-limiters could compromise safety in a number of situations, it revealed an alarming indifference to the security and well-being of Ontario motorists.

But if he thumbs his nose at the AG's report and persists in squandering MTO's limited resources on speed-limiter enforcement, he should be trundled off to the Mad Hatter's tea party and never seen again. What we need – and every last one of us should be clambering for it – is a Minister who has the fortitude to put lives and livelihoods ahead of votes, and give under-staffed and over-tasked MTO officials the resources and tools they need to do their job. □

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

YANKE GROUP OF COMPANIES

Guarantee Your Income

CROSSBORDER TEAMS WANTED

Teams - Company averaging \$0.60/mile, O/O averaging \$1.14/mile + fuel

Featuring:

- Paid Border Crossing
- Paid Live Load/Unload
- Paid Delays
- Regional and U.S. Pensions
- Safety Bonus
- Company Pension Plan
- Immediate Benefits
- Recognition Programs

Guaranteed Move Policy:
Teams - 800 miles per day

For more details, contact one of our recruiters at:
1-800-373-6678 ext. 3747

Or apply online at:
www.yanke.ca

Hiring Drivers and Owner Operators
Licensed Truck and Trailer Mechanics

Runs Between Ontario and the US

Email driver_recruitment@creekbanktransport.com
Toll-Free 877.572.4585
Fax 905.624.1047
Apply Today!

www.creekbanktransport.com

How do you compare to industry benchmarks?

For a true indication of your company's performance, compare it to that of others in the industry.

Every fleet needs to learn from its mistakes. A collision can be reviewed to discover gaps in driver training, and an unexpected fine can lead to changes in the files that are used to comply with different regulations.

The problem is that this can be an expensive learning process.

If a fleet is basing every decision on personal experience, it also needs to recognize that some of the damage has already been done. Fines need to be paid and destruction needs to be repaired, regardless of the actions that are taken to keep history from repeating itself.

In addition to that, this approach offers little insight into the

Ask the Expert

Rick Geller



best practices of the trucking industry, which could be used to improve efficiencies and reduce operating costs.

So where is a fleet supposed to turn for guidance?

Insurers are certainly in a position to offer some insight. Traditionally, insurance personnel will visit fleets on a regular basis to ensure that various aspects of the business comply with the stan-

dards outlined in their insurance policies.

Through a combination of engineering, education and enforcement, these advisors are able to focus on processes that need to be improved, educate staff about the changes that can be realized, and establish the steps that ensure that changes are made.

There are limits to these reports, however. Insurance companies have traditionally viewed their findings as internal documents, so the feedback is often linked to specific recommendations and a couple of lines to explain the rationale behind each point. In contrast, an effective benchmarking strategy will combine information from multiple sources, giving a fleet the opportunity to select the best possible business strategies.

Consider the potential differences in driver selection criteria as an example of what can be

achieved when a fleet is aware of the steps that are taken by other carriers. At the most basic level, a fleet will compare its actions to its personal experience.

A better approach would combine the internal experience with the industry knowledge available from groups such as the Ontario Trucking Association or the Canadian Trucking Human Resources Council. The best practices of all will combine these industry-accepted practices with behavioural testing that offers extra insight into the mindset of a potential job candidate.

The impact of an approach that learns from the best practices of other companies cannot be overstated. By choosing the best possible drivers, recruiting managers will affect everything from the number of insurance claims to recruiting costs and maintenance needs. (Poor drivers are undeniably rougher on equipment).

They will also be likely to see improvements in everything from fuel economy to customer relationships.

Maintenance practices can be compared in a similar fashion. A basic approach to preventive maintenance programs, for example, will focus on a fleet's own history with the equipment, while a better approach will adjust schedules based on manufacturer recommendations. The best approach of all will reflect the unique use of the equipment.

Regardless of the initiative that is involved, benchmarks also need to be based on fleet size because of the different operating realities that will always exist.

For example, a fleet with fewer than 20 power units may not focus on documentation as much as a medium-sized fleet with a dedicated safety manager.

The largest fleets of all may simply be looking for validation that they are taking steps in the right direction. Enlightened approaches in the near future will emphasize a fleet's total approach to compliance, drivers, equipment, cargo and safety – comparing every activity to the basic, better and best business practices that have been observed in the business. A true commitment to safety involves much more than meeting regulatory requirements, after all. It involves a dedication to moving forward and embracing the better or best practices that have been tried and tested by similar operations. Safety should always be seen as a journey, with benchmarks used to measure any progress along the way. □

– This month's expert is Rick Geller, national manager of safety and training services for Markel Insurance Company of Canada. Send your questions, feedback and comments about this column to info@markel.ca. Markel Safety and Training Services, a division of Markel Insurance Company of Canada, offers specialized courses, seminars and consulting to fleet owners, safety managers, trainers and drivers.

STABILITY

**Financially Stable
Solid Customer Base
Focused on Growth**

Celadon Canada

*is currently welcoming Professional Drivers
and Owner Operators to join our team!*



Come Join Our Success!

1-800-499-4997

www.celadoncanada.com

280 Shoemaker Street Kitchener, ON N2E 3E1

Opinion

Good news for Fergus Truck Show

As most of you probably know, the Fergus Truck Show has managed to sort out its differences with the local land barons. Yes indeed, the show will go on. For those of you who aren't up to speed, the owners of the land just south of the Sportsplex were balking at allowing the show to use their land. This was going to necessitate a change in location, something that all involved were not keen on. Thankfully, after lengthy negotiations, they managed to sort out their differences.

After reading the press release, what really impressed me was that despite current business conditions, the show managers will continue to provide top value for your increasingly rare entertainment buck.

None other than Terri Clark (Canada's only female member of Nashville's Grand Ole Opry) will headline this year's entertainment. I'm not a huge country and western fan, but even I know and enjoy her music. It should be a great show.

Another exciting development is the addition of a free midway. Throughout the entire show, all rides are included with your admission so you won't have to worry about shelling out your hard-earned loonies in order for the kids to enjoy it. And that's not all, they are expanding the show to include Thursday as well. The truck and tractor pull will be taking place along with an extended evening of entertainment at the popular beer tent.

There will only be 220 weekend camping passes available and these

Publisher's Comment

Rob Wilkins



will go quickly. If you haven't already reserved yours, go to www.fergustruckshow.com. Hopefully they are not all gone (they actually went on sale Jan. 8).

The highlight of the weekend for us, is presenting the Owner/Operator of the Year Award. We facilitate this award on behalf of its sponsors: Freightliner, Goodyear and Castrol.

It recognizes a guy or gal who goes above and beyond the normal call of duty. They don't have to be heroes. Past winners include volunteer fire-fighters, charity workers and little league coaches. A nomination form can be found on page 21. If you know of someone deserving, please let us know.

For the day and time of the presentation, refer to the outside back cover of the official show guide. You'll find these at the entrance to the grounds. Fergus is just one of many truck shows.

If there is one in your area, check it out. Rub shoulders with your peers, relax and enjoy the atmosphere. These shows are for you. □

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



Starting Your Own Trucking Business? Start with Stateside!

In only 17 business days we can turn your dream into reality.

WE GUARANTEE IT!

- **U.S. & CANADIAN AUTHORITIES** (Full Compliance throughout North America)
- **ACE PROCESSING CENTRE** (24/7 & Lightning Fast)
- **C-TPAT** (If you don't join you'll be left behind!!)
- **INCORPORATIONS** (No fees when applying for Full Authorities)
- **IRP & IFTA REGISTRATION** (Usually within 1 day)
- **FDA – FEDERAL DRUG ADMIN.** (Immediate registration)
- **BONDED CARRIER STATUS** (Canada, U.S. & Post Audit)
- **R-PERMITS – DIVISIBLE LOADS** (Gross 117,000 lbs.in New York State)
- **FACTORING** (No Set Up Fees & No Recourse)
- **FUEL TAX & LOG BOOK AUDITING** (Includes NY, KY, NM & OR Road Tax)

We will provide all the original documents that must be kept in your vehicle to guarantee full Legal Compliance with FMCSA, USDOT, & MTO.

Stateside is Canada's Only "ONE STOP SHOP™" For Truckers!

Call for a **FREE** consultation

1-800-401-9138 Wayne Nofle 6705 Tomken Rd., Suite 219
 Fax: 1-888-795-2258 Mississauga, ON L5T 2J6
 info@statesideconsulting.com www.statesideconsulting.com

With over 30 years experience in the Transportation & Insurance Industry!

TRUCK NEWS On-line Recruitment Centre

POWERED BY **driverlink**

Enter your resume directly at www.trucknews.com

This information is entered on an online database which is viewed by companies looking for drivers. Finding the best carrier to work for isn't easy but maybe we can help.

First Name _____ Last Name _____

Address _____ City _____ Prov/State _____

Postal/Zip _____ E-Mail _____

Home Tel _____ Cell _____

Best way to contact me: Home Tel Cell E-Mail Other _____

Work Preferences: Owner Operator Hwy Team Hwy Single/Company Driver
 Local Lease Purchase Driver Trainer Moving Other _____

Owner Operator? Manufacturer _____ Year/Model _____ Engine/Size _____

Preferred Trailer Type (check all that apply): Flatbed Heavy Hauling/Specialized Moving Van
 Tanker Straight Truck Super B Reefer
 Van Other _____

Trailer Type Experience (check all that apply)
 Flatbed Heavy Hauling/Specialized Moving Van
 Tanker Straight Truck Super B Reefer
 Van Other _____

Current Drivers License: Do you have a Commercial License? Yes No

License # _____ Exp. Date _____ Prov/State Issued _____ Type _____

Has your license ever been suspended? Yes No Total Truck Driving Experience _____ /yrs

Last Employer _____

Name _____ Company City _____ Prov/State _____

Tel _____ Start/End Date _____

Job Description _____ Reason for Leaving _____

Certification/Training: Doubles/Triples Air Brake Adjustment Over-Size Loads Hazmat Air Brake (Drive) Tankers

Name of School _____ Name of Course Completed _____

City _____ Prov/State _____ Start/End Date _____

Can you lift 50lbs? Yes No

Cross Border Travel: I am able to cross the Canada/U.S. border to haul International loads Yes No

I am willing to cross the border Yes I am FAST approved Yes No

Would you like to be contacted by driver agencies? Yes No

By filling out and signing this application, I agree to abide by Driverlinks's terms and conditions and consent to the use of personal information according to the Driverlink privacy policy.

Signature _____ Date _____

Driverlink is proud to protect the privacy of your personal information as required under federal privacy laws. If you would like to see a copy of our privacy policy, please go to www.driverlink.com/privacy. If you would like a printed copy of our privacy policy, please call us at 1-800-263-6149 and we will be happy to mail one to you.

LARGEST DATABASE OF DRIVER JOBS IN CANADA

FREE TO POST YOUR RESUME & SEARCH FOR JOBS

SIGN UP TODAY!

www.driverlink.com

TRUCK NEWS Careers On-Line www.trucknews.com

By Mail: 6660 Kennedy Road, Suite 205, Mississauga, ON L5T 2M9

By Phone: 800-263-6149

By Fax: 866-837-4837

People

Ridewell Suspension's Canadian sales manager, **Gary Wasney**, is retiring. He will be replaced by **Claude Sauriol**, who joins Ridewell from Hendrickson International, where he served as Canadian after-market sales manager, the company has announced.

Wasney served as Ridewell's Canadian rep for seven years. He launched his career in the transportation industry by driving specialized heavy-haul equipment some 40 years ago. Wasney's replacement also boasts an extensive transportation background. Sauriol has served the trucking industry for 20 years, with special expertise in managing technically-complex products, Ridewell said in a release.

Dan Goodwill & Associates has appointed **Jim Papineau** as the company's director of supply chain systems and automation. Papineau's primary focus in his new position will be helping shippers and carriers document their business model, structures and potential processes to be automated and recommend improvements to existing practices and rules, according to the company.

The Manitoba Trucking Association (MTA) presented Manitoba Driver of the Month awards to seven professional truck drivers, at a recent awards ceremony. The seven drivers honoured for the months of January to July 2008, together have contributed over 163 years and 20 million kilometres of driving.

Driver of the Month for January 2008 is **Evan Lounsbury**, a professional driver for 21 years who has driven over two million accident-free kilometres on highway, rural and city roads in Manitoba and Saskatchewan. Lounsbury drives for Earle's Transfer.

Driver of the Month for February 2008 is **Peter Wiens**, a city and local driver for over 40 years who has logged over 3.2 million accident-free kilometres in the Steinbach/Winnipeg area. Wiens drives for Penner International.

Driver of the Month for March 2008 is **Jeffrey Dales**, a professional driver for six years who has accumulated over three million accident-free kilometres of highway driving in Canada and the US. Dales drives for Len Dubois Trucking.

Driver of the Month for April 2008 is **Dennis Barkman**, a professional driver for more than 27 years who has logged over four million kilometres on city, highway and winter roads – all accident-free. Barkman drives for Penner International.

Driver of the Month for May 2008 is **Max Pieper**, a professional driver for 20 years who has covered nearly two million career kilometres, accident-free, for 19 years. Pieper drives for Bison Transport.

Driver of the Month for June 2008 is **Leonard Swedick**, a professional driver for over 32 years who has driven over 4.5 million accident-free kilometres on city and rural roads, highways and winter roads. Swedick drives for Penner International.

Driver of the Month for July 2008 is **Russ Toperoski**, a city driver for 16 years who has covered over one million kilometres on Winnipeg roads. Toperoski drives for Reimer Express Lines. □

TRUCK EXHAUST INSTALLATION & SUPPLY

TEXIS

We have been supplying Parts, Service and Technical Support to Truck Shops, Dealers and Fleets since the early '80's.

CUSTOM EXHAUST SYSTEMS DESIGN
ARE YOU HAVING PROBLEMS

installing bodies on new chassis because of the exhaust system configuration?

WE SOLVE THOSE PROBLEMS!

Modifications done for new catalytic or EGR engines with no EPA Standard loss.

INCLUDING 2008 ENGINES!

CATALYTIC MUFFLER

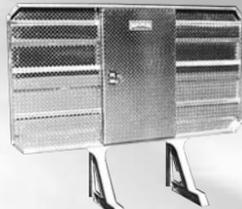
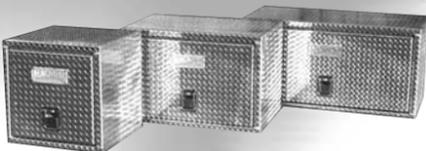


ALUMINUM ACCESSORIES

SIDE FRAME SADDLE BOXES

**HEADACHE RACKS
CAB GUARDS**

UTILITY BOXES



**WIDE SELECTION
PROFESSIONAL INSTALLATION**

RAD COOLANT PIPES

Available in Aluminumized or Stainless Steel

BUILT TO OUTLAST OEM PIPES

Pipes also available for Freightliner, Peterbilt and Western Star

1850 GAGE CRT. MISSISSAUGA

OPEN SATURDAYS & WEEKNIGHTS

8 AM - 8 PM FRI
8:30 AM - 3 PM SAT

8 AM - MIDNIGHT
MON - THURS

905-795-2838

Fax (905) 678-3030

1-800-267-4740

Canada & U.S. Hotline

www.texisexhaust.com



TRUCK NEWS ADVERTISERS' PRODUCT/SERVICE INDEX

AIR CONDITIONING

Arctic Traveler (Canada) Service18,33
 Manwin Enterprises7
 Niagara Service & Supply7
 Wilson Instruments7

ANNOUNCEMENTS

T.N. Inside the Numbers14

AUXILIARY POWER UNIT

Arctic Traveler18,33
 Riteway Technology39

BORDER CROSSING SERVICES

Avaal Technologies11

BUSINESS CONSULTANTS

A J Chartered Accountant35
 Avaal Technologies11
 C.U.T.C.10
 Liquid Capital31
 Stateside Consulting41
 Transport Financial Services32

CAREER OPPORTUNITIES

.36,37,38,39,40
 Truck News Recruitment/Driver Link41

CHILD FIND

.35

CLASSIFIED

Classified35

CLEANING PRODUCTS

Chem Tech Industries35

CLIMATE CONTROL

Arctic Traveler (Canada) Service18,33
 Manwin Enterprises7
 Niagara Service & Supply7
 Wilson Instruments7

COLLISION REPAIRS

Metro Collision31
 Paling Industries26

CROSSWORD

Feb 09 Crossword Puzzle10
 Feb 08 Crossword Solution43

DRIVER EDUCATION/TRAINING

Stateside Consulting41

EXHAUST

Texis Truck Exhaust42
 The Truck Exhaust Place24

HEATERS

Arctic Traveler (Canada) Service18,33
 Espar47
 Manwin Enterprises7
 Niagara Service & Supply7
 Wilson Instruments7

INSURANCE

Burrowes Insurance Brokers20
 Dan Lawrie Insurance35
 Hallmark Heavy Truck Repair Insurance32
 Hallmark Trucking Insurance10
 Hargraft Schofield LP22
 Innovative Insurance Agencies14
 Nal-Path23
 Stateside Consulting41

LUBRICANTS

Castrol/Wakefield Canada11
 Chevron Global Lubricants4

MEDICAL SERVICES

Ontario Drivers Medical34

OWNER OPERATOR OF THE YEAR . 21

RADIATORS

Atlantis Radiator Truck Auto Service31
 Canadian Industrial & Truck Radiators10
 King Radiator43
 XL Radiators34

ROADSIDE ASSISTANCE

Truckers Assist27

TANKER SALES (NEW & USED)

Dependable Tank26
 Robica Tank17
 Tankmart International8
 Tremcar16

TARPS

Trison Tarps18
 Verduyn Tarps13

TIRES & TIRE SERVICE

Bandag29

TOWING

Metro Towing31

TRAILER LEASING & RENTAL

Action Trailer Sales9
 Maxim Truck & Trailer46
 Tremcar16

TRAILER PARTS & SERVICE

Action Trailer Sales9
 Glasvan Great Dane5
 Haultec Trailers17
 Kingpin Specialists22
 Maxim Truck & Trailer46
 Tremcar16

TRAILER SALES (NEW)

Action Trailers Sales9
 Glasvan Great Dane5
 Great Dane Trailers48
 Haultec Trailers17
 Maxim Truck & Trailer46
 Transport Trailer Sales25
 Tremcar16

TRAILER SALES (USED)

Action Trailers Sales9
 Glasvan Great Dane5
 Haultec Trailers17
 Maxim Truck & Trailer46
 Transport Trailer Sales25
 Tremcar16

TRAINING

Avaal Technologies11

TRUCK BODIES

Dependable Tank26
 Haultec Trailers17
 Robica Tank17
 Tremcar16

TRUCK LEASING

Altruck International15
 Carrier Truck Centers15
 Sheehan's Truck Centres19

TRUCK NEWS SUBSCRIPTION . . . 45

TRUCK PARTS & ACCESSORIES

Altruck International15
 Canadian Industrial & Truck Radiators10
 Carrier Truck Centers15
 Groen Metal17
 Manwin Enterprises7
 Morgan's Diesel Truck Parts28
 Niagara Service & Supply7
 PAI Canada30
 Pat's Driveline27
 Sheehan's Truck Centres19
 Wilson Instruments7
 XL Radiators34

TRUCK SALES (NEW)

Altruck International15
 Carrier Truck Centers15
 Freightliner2,3
 Maxim Truck & Trailer46
 Sheehan's Truck Centre19

TRUCK SALES (SHUNTS, YARD TRACTORS)

Glasvan Capacity30

TRUCK SALES (USED)

Altruck International15
 Carrier Truck Centers15
 Maxim Truck & Trailer46
 Morgan's Diesel Truck Parts28
 Paling Industries26
 Sheehan's Truck Centres19

TRUCK SERVICE & REPAIRS

Altruck International15
 Canadian Industrial & Truck Radiators10
 Carrier Truck Centers15
 Co-Up Auto Body Repairs30
 Hallmark Heavy Truck Repair Insurance32
 Maxim Truck & Trailer46
 Paling Industries26
 Sheehan's Truck Centres19

TRUCK SHOWS

Expocam34

U.S. IMMIGRATION WAIVERS

Siskinds The Law Firm33

ALPHABETICAL LIST OF ADVERTISERS

A-Z Technical Bldg.35
 Action Trailer Sales9
 Ahmed Jibril Chartered Accountant35
 Altruck International Truck Centres15
 Arctic Traveler (Canada) Services18,33
 Atlantis Radiator Truck Auto Service31
 Avaal Technologies11
 Bandag29
 Burrowes Insurance Brokers20
 C.U.T.C.10
 Canadian Industrial & Truck Radiators10
Career Opportunities36,37,38,39,40
 Carrier Truck Centres15
 Castrol/Wakefield Canada11
 Celadon Canada36
 Chem Tech35
 Chevron Global Lubricants4
Child Find35
Classified35
 Co-Up Auto Body Repairs30
 Creekbank Transport39
Crossword Puzzle43
 Dan Lawrie Insurance35
 Dependable Tank26
 Espar47
 Expocam 200934
 FTI38
 Freightliner2,3
 Glasvan Capacity30
 Glasvan Great Dane5
 Great Dane Trailers48
 Groen Metal17
 Hallmark Insurance Group10,32
 Hargraft Schofield LP22
 Haultec Trailers17
 Highland Transport37
 Innovative Insurance14
 King Radiator43
 Kingpin Specialists22
 Laidlaw Carriers37
 Liquid Capital31
 Manwin Enterprises7
 Maxim Truck & Trailer46
 Metro Collision31
 Morgan's Diesel Truck Parts28
 Nal Path23
 Ontario Drivers Medical34
Owner Operator Award21
 PAI Canada30
 Paling Industries26
 Pat's Driveline27
 Riteway Technology31
 Robica Tank17
 Sheehan's Truck Centres19
 Siskinds LLP33
 Stateside Consulting41
 Tankmart International8
 Texis Truck Exhaust42
 The Truck Exhaust Place24
 Transport Financial Services32
 Transport Trailer Sales25
 TransX Group Of Companies36
 Tremcar16
 Trison Tarps18
 Truboy Freight36
 Truckers Assist27
Truck News Subscription45
Truck News Recruitment/DriverLink41
 Verduyn Tarps13
 XL Radiators34
 Yanke Group Of Companies39

1	B	A	2	C	K	3	D	O	4	R	5	C	6	A	B	7	S	
A		H		I						8	R			L			P	
9	C	H	A	I	N				10	T	R	E	M	C	A	R		
H		R		E													I	
		11	S	T	E	R	E	O			12	T	R	A	I	N		
13	O		E														T	
14	P	A	R	C	15	E	L			16	S	L	U	17	D	G	E	
E										18	M						R	
19	R	O	20	A	D	S				21	I	N	22	B	O	N	D	
A																	23	D
24	T	R	A	I	L	E	R			25	I	D	A	H	O			
O																		
26	R	I	M	S						27	D	R	O	P	D	E	C	K

CROSSWORD SOLUTION

Canadian Industrial & Truck Radiators Inc.
 Call Travis
1-866-817-0053
416-679-0053

TFS GROUP
 105 Bauer Place, Waterloo, ON
 Call Today
(800) 461-5970
 Ext. 204

We Make Trucking Less Taxing

Let us help. Save Time. Save Money. Less Hassles.

- O/O Accounting & Bookkeeping
- Tax Return Preparation
- Meal Claim Experts
- Incorporation Services
- New Business Setup & Registrations
- Permitting & Licensing
- Fuel & Mileage Tax Reporting
- Logbook Auditing
- Safety & Compliance Services
- Business Consulting

Look for our monthly column in Truck News: Tax Talk

With over 250 years combined transportation experience, our 30+ staff members are ready to help you.
 www.tfsgroup.com



By Edo van Belkom

The story so far...

Mark is driving a load of roof trusses to a new ski resort in Northern Quebec when he sees the car in front of him swerve across the road. Thinking the driver's drunk or having a fight with his passenger, Mark prepares to call the police, but the cars suddenly stops on the side of the road...

Mark stopped Mother Load on the shoulder and left the engine idling. With the cost of fuel what it was these days, Mark didn't like to leave his truck idling for more than a minute or two, but he decided to leave it running this one time in case the woman needed to be someplace warm.

By the time Mark climbed down from the truck, the man from the Toyota was already racing toward him, shouting in French.

"Aidez-moi! Aidez-moi!"

Mark didn't understand a word of it.

"Sorry, my friend," he said. "I only speak English. Non parlais Francais." That much he remembered from elementary school French class.

"You must help me please," the man said. Kid was more like it. He couldn't be more than 18 years old, with a wisp of facial hair, a couple of zits on his left cheek and a look of stark terror in his eyes. "My wife is having a baby."

"When?" Mark asked.

"Now!" he said. "Right now!"

Mark jogged toward the car. As he approached, he could hear the woman in the back seat crying out in pain.

"Can you help?" the man said again.

Mark shook his head. "I'm just a truck driver," he said.

"S'il te plait!" the man said. "Please!"

Just then the woman let out another shriek. Mark looked down at her in the back seat, clutching at the passenger seat in front of her with one hand and trying to push against the closed window over her head with the other.

Mark had done a lot of crazy things both on the road and on the side of it in his lifetime, but he'd never delivered a baby before. There's always a first time for everything, he thought. Why the hell not? "Did you call 911?" he asked.

"I don't have a cell phone."

Mark pulled out his cell and started dialing.

The woman on the other end answered in French. Mark recognized the word Securite and knew it meant police, but the rest was lost on him.

"My name is Mark Dalton," he said, hoping the operator spoke more English than he did French. "I'm 10 kilometres north of Mont Tremblant on Highway 117. There's a woman having a baby right here on the side of the road. Send some help, please."

"She's in labour?" she said with only a hint of a French accent.

"Yes."

"How long since her water broke?"

"Hold on," Mark said. He turned to the young man. "How long...how long since her water broke?"

There was a confused look on the man's face.

"How long?" Mark repeated, this time with some wildly exaggerated hand gestures. "When did her water break? Her water?"

"Oh, yes, about 30 minutes ago."

Mark relayed the information.

"And how far apart are the contractions?"

Just then the woman screamed. Mark guessed she was experiencing another contraction and that the last one had been no more than two or three minutes earlier. "Two or three minutes."

"You need to start timing them."

"Okay." Mark set the timer on his watch. "When will an ambulance be here?"

"EMS has been dispatched, but they might not be there for 30 minutes or more."

"Half an hour?"

The woman let out another scream.

"I don't think the baby is going to wait that long."

"Don't worry, sir," the dispatcher said. "I will stay with you on the line until EMS arrives."

"Don't worry!" Mark said. "Can't you hear her screaming?"

"Sir," the woman said the word so calmly, he almost felt a reassuring hand on his shoulder. "Women have been having babies for thousands of years without much help. You won't have to do much."

"Easy for you to say."

Ignoring Mark's comment, the woman said, "Is there anyone there with you...besides the mother?"

"The father's here." He took the phone away from his ear. "Hi," he said. "My name's Mark, Mark Dalton."

The two men shook hands. "I'm Georges LeMaire. This is my wife Elise."

Mark shook the woman's hand. "Hi, how are you?"

She screamed in response.

He put the phone back to his ear. "We all know each other now."

"Good, you'll need to collect some towels or blankets, even newspapers for when the baby comes."

"Towels and blankets," Mark told Georges, gesturing that his wife might be cold.

Georges went behind the car and opened the trunk, then came back with some old clothes to cover up his wife.

"Okay, what next?" Mark said.

"I need you to ask the mother some questions."

"Like what?"

"Is there any problems? Any specific pains? Is the baby positioned in the right way? Is it one baby or twins?"

Mark relayed all these questions to the woman, Elise. She answered no with the shake of her head to each question.

said. "You have to pant." Mark began panting, so did Georges. Finally, Elise did to.

Back on the phone, Mark said, "So when can she push?"

"She can push when the contractions are strong and you can see the baby's head coming out."

Mark checked. "Nothing yet."

"Then tell her to keep breathing, and to rest."

Mark relayed the instruction.

The operator said nothing for a while and Mark thought he'd lost his connection. "Hello, hello, are you still there?"

"Still here, not to worry sir."

"Sorry," Mark said. "I didn't hear you



Then Georges answered the last question, "One baby, thank God!"

"Tell her to breathe," the operator said.

"Breathe," Mark said, not sure why he was saying it, but happy to have something to say.

George repeated the instruction for his wife, then began breathing with her.

"Now tell her that when the next contraction comes, she should resist the urge to push."

"And what should she do instead?" Mark asked.

"Pant."

"What?"

"Pant."

"You mean like a dog?"

"Yes."

So mark told her. "Don't push yet," he

anymore and she's still screaming."

"Childbirths are supposed to be noisy, sir. They are also scary and messy."

"I can see that," Mark said. "But is there anything else I can do while I'm waiting?"

"You could stop people passing by on the highway," the operator said. "Who knows, you might get lucky and one of them might be a doctor or nurse."

Mark looked up and down the highway. No one was coming in either direction.

However..Elise let out another scream. And it suddenly became obvious that there was someone else who was about to join them. □

— Mark Dalton returns next month in Part 3 of Special Delivery.

The continuing adventures of *Mark Dalton: Owner/Operator*
brought to you by
MICHELIN NORTH AMERICA (CANADA) INC.



Mail

Still fuming about speed limiters

Dear Editor:

My name is Alfie R. E. Meyer and I am an owner/operator for Erb Transport out of New Hamburg, Ontario. I take great offense at the imposition of speed limiters by the McGuinty government on all law-abiding truck drivers without our consent or approval. To infer that many trucking associations and/or organizations are in complete support is misleading and contradictory to the overall consensus. Most owner/operators do not support this Draconian legislation.

Those O/Os who do support it are in a minority and I have nothing but contempt for such weak-willed and insipid characters. This issue is not about speed, but manipulative control. Having driven for over 30 years with just one speeding ticket (20 years ago), as well as being one of the first Knights of the Road in Canada, I think I'm a good candidate to object to this asinine legislation. The company I work for rewards their drivers and O/Os monetarily for maintaining the company's speed and safety policies.

Want the disreputable, inconsiderate, aggressive truckers to correct their irresponsible driving habits? Have our inept law enforcement agencies start earning their pay by enforcing the Highway Traffic Act. If I'm not mistaken, speeding, tailgating and aggressive driving (for both cars and trucks) is still an offense in all jurisdictions.

They need to do what the police do in Ohio, Michigan and California. They enforce the law! I'm all for enforcement and compliance. But I am vehemently opposed to any governments intruding upon my hard-earned civil liberties. □

Alfie R. E. Meyer
Kitchener, Ont.

Don't forget about king pin locks

Dear Editor:

Regarding your article 'Fighting back against organized crime' in the January 2009 issue of *Truck News*, we applaud the approach and comments made on cargo theft, but feel you overlooked a major tool in preventing cargo theft.

Your article seems to continue in the misconception the industry holds on king pin locks. They may have disappointed many, who as a result have lost faith they can work. The fact of the matter is that real protection exists, but not for \$50 or \$100 per unit. To our knowledge, we've totally eliminated cargo theft in companies that had frequent attempts and/or thefts in five of the top eight retailers in North America; all with a single conical king pin lock for under \$500 that anyone can use.

The transportation industry largely splits its attention on a variety of different approaches that don't seem to be working. □

Oliver Dumoulin
Cargo theft prevention specialist
Universal Boot

No vehicle needs to travel twice as fast as the speed limit

Dear Editor:

Your recent Truck Stop Question on young drivers was very interesting and got some great responses.

It totally amazes me that we are astounded at the speeds people drive.

It amazes me that until now the only way our policy-makers can put fear into people is by giving them a huge fine, a whole lot of points and maybe some jail time. Well that works for a bit, but the easiest solution has been at our fingertips for years.

Stop making production vehicles that go twice the speed of the posted speed limit!

Experienced drivers as well as new drivers speed, make their share of mistakes, act disrespectfully and irresponsibly on our roads.

While the speed can be curbed on the 400-series highways, unless people change their attitudes or we are able to have technology that can determine the posted speed limit and slow a vehicle down accordingly, poor strategies unfortunately will continue to happen.

This of course is my big argument with speed limiters. A vast majority of accidents can still be a result of speed and stupidity on secondary roads and two-lane highways for vehicles that can only do 105 km/h.

As for the young drivers, there is only so much restricting that can be done.

There are parents who dream of the day their kids can drive to help them out.

There are many reasons why too much restriction could actually cause problems.

Fact is, they are young and no matter what is said or done the inevitable will continue to happen.

I believe that starting in high school, kids should be introduced to family and friends who have been devastated by the actions of irresponsible driving. While attitude can't be taught, it can sure be preached.

Beginning now, each parent who allows their children to drive the family car should be given an insurance reduction if they install a speed limiter on their vehicle.

Also a reality program should be brought into schools as a final reminder to new drivers when they get their licence.

This would also be good for people when they go to re-write their licences. □

Steve Solomon
Via e-mail



TRUCK NEWS
Canada's National Trucking Newspaper and Equipment Buyer's Guide

SUBSCRIBE NOW!

READING SOMEONE ELSE'S COPY?
Have your own!

MOVING? REQUALIFY!
Send us your new address in writing on this form.

Company _____
 Name _____ Title _____
 Address _____
 City _____
 Province _____ Postal Code _____
 Telephone: () _____ Fax: () _____
 E-Mail _____

CHANGE OF ADDRESS ONLY 1 1 4 _____

Serial # from code line on mailing label

	Canada \$	USA \$	Foreign \$
1 Year	<input type="checkbox"/> 42.35 <small>(39.95 + 2.40 GST)</small>	<input type="checkbox"/> 99.95	<input type="checkbox"/> 101.95
2 Years	<input type="checkbox"/> 66.73 <small>(62.95 + 3.78 GST)</small>		

Charge Card Cheque Enclosed

Visa No _____
 Mastercard No _____
 Amex No _____
 Expiry Date _____
 Signature _____ Date _____

PLEASE ANSWER THE FOLLOWING QUESTIONS

2) How many vehicles are based at or controlled from this location? Please indicate quantities by type:

— No. of Straight Trucks _____ No. of Trailers _____
 — No. of Truck-Tractors _____ No. of Buses _____
 — No. of Off-Road Vehicles _____

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

14,969 kg. & over (33,001 lbs. & over).... YES NO
 11,794-14,968 kg. (26,001-33,000 lbs.).... YES NO
 8,846-11,793 kg. (19,501-26,000 lbs.).... YES NO
 4,536-8,845 kg. (10,000-19,500 lbs.).... YES NO
 Under 4,536 kg. (10,000 lbs.)..... YES NO

4) This location operates, controls or administers:

Diesel powered vehicles..... YES NO
 Refrigerated vehicles..... YES NO
 Pickups or Utility Vans..... YES NO
 Propane powered vehicles..... YES NO

5) Do you operate maintenance facilities at this location? YES NO
 IF YES, do you employ mechanics?..... YES NO

6) Indicate your PRIMARY type of business by checking ONLY ONE of the following:

a) For Hire/Contract Trucking (hauling for others)
 b) Lease/Rental
 c) Food Production / Distribution / Beverages
 d) Farming
 e) Government (Fed., Prov., Local)
 f) Public Utility (electric, gas, telephone)
 g) Construction / Mining / Sand & Gravel
 h) Petroleum / Dry Bulk / Chemicals / Tank
 i) Manufacturing / Processing
 j) Retail
 k) Wholesale
 l) Logging / Lumber
 m) Bus Transportation
 n) Other (Please specify) _____

7) Are you involved in the purchase of equipment or replacement parts? YES NO

8) Are you responsible either directly or indirectly for equipment maintenance? YES NO

CLIP and MAIL

With Payment to

TRUCK NEWS

12 Concorde Place,
Suite 800,
Toronto, Ontario
M3C 4J2

TODAY!

DO YOU WISH TO RECEIVE OR (CONTINUE TO RECEIVE)

TRUCK NEWS

YES NO

Signature _____
Date _____

BOWMANVILLE, Ont. – Greenhouse gas emissions have been wreaking havoc on our environment for decades, and renewed interest in the effects of diesel fumes on the environment has prompted the trucking industry to severely reduce the GHG emissions produced by new heavy-duty trucks. Less discussed has been the effect of diesel fumes on the health of truck drivers; that is until a recent California study found increased cases of lung cancer and other respiratory diseases in truck drivers as opposed to other professions. The findings have prompted the Air Resources Board to move to aggressively reduce emissions in trucks. But what about drivers who have been sitting on diesel engines day in and day out for years? *Truck News* went to the Fifth Wheel Truck Stop in Bowmanville, Ont. to find out if drivers are concerned about the negative effects of diesel emissions on their health.



Truck Stop Question

Adam Ledlow
Managing Editor

Do you worry about the effect of diesel fumes on your health?



Claude Roy

Claude Roy, a Montreal-based trucker with 34 years of experience, says he's not too worried about the findings.

"All trucks are already on the

safety check every now and then so there's not too much smoke. But is it worse than a gasoline engine? I guess they have to do something about it," Roy wonders.

Manell Meri, a driver with Celadon based out of Kitchener, Ont., said he was surprised to hear about the study's findings.

"This is the first I've heard that it causes cancer. But it would be a good idea if companies put (in an APU) which runs a gallon for 24 hours. It's better to use that than running the trucks like this."



Bruce Kaplar

Bruce Kaplar, a driver with Reimer Transport out of Winnipeg, Man. says that the risk of breathing diesel fumes is minimal unless you're in close quarters. "I'm not a mechanic and they're the ones that are at more risk than us," said the 39-year veteran.



Dave Whalen

Dave Whalen, a driver with Maple Leaf Cartage in Toronto, says that he often wonders what kind of effect sitting above the truck's fuel tank is having on his health.

"The toxins are coming up through the floors, you're blowing back heat from the exhaust, it's leaking out, it's coming through somehow or another, so you're sitting in the cab, you're exposed to it. I'm always worried about the health risk," says the driver of 31 years. "The truck I'm driving here is a new Freightliner and when they go in for service, they try to cut down on the fumes and stuff as best they can, but the toxins have to come out through somewhere. It's always a wonder what you're subject to. I burn an average of \$700 worth of fuel a week so that's a lot of toxins."



Steven Crawford

Steven Crawford, a driver with Challenger Motor Freight based in Cambridge, Ont., says that if he was concerned about his health, he would have chosen another profession.

"I drive a company truck and a lot of company trucks have idlers in them and that works really good at night. My truck has an idle time right now of about 4.2% which is really low," he says. As for air quality and the effects of global warming, Crawford says what's happening now is all part of the earth's natural cycle. "Just like anything else in nature it will recycle itself eventually, but not in my time." □



MAXIM
TRUCK & TRAILER

SALES | LEASING | RENTALS | PARTS | SERVICE

CARRY LESS COMMITMENT

Ride out the economic uncertainty with our new 2-Year Lease or Rent-to-Own options





2-YEAR LEASE - Combine your equipment lease and maintenance costs in a single monthly payment on our late model trucks and trailers - with no down payment and immediate possession.

RENT-TO-OWN - Build equity in your rental equipment and apply up to 50% of your rental charges towards a down payment on the purchase of a truck or trailer.

With flexible purchase options, attractive pricing, and immediate possession available, contact us today for a quote to get you on your way.

TF 888.316.2946
WWW.MAXIMINC.COM

Call or visit your nearest Maxim location for details

You can't afford to lose \$6000.00*

with unnecessary idling.

Keep your drivers **warm** tonight...



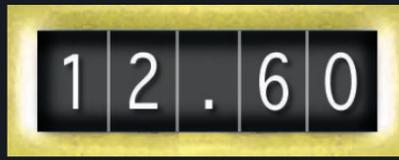
IDLING TRUCK

\$



GEN SET

\$



ESPAR HEATERS

\$



**Based on 10 hrs idle time @ \$1.05 litre*

for LESS.



For information on how you can start your savings today

800.387.4800 espar.com

Espar Heater Systems
a member of the Eberspächer group of companies



Visit Booth #34075 at the 2009
Mid-America Trucking Show
March 19-21 • Louisville, Kentucky

going green IS BLACK AND WHITE



Choosing to equip trailers with aerodynamic and lightweight options to achieve greater fuel efficiency is clear. It's better for your bottom line and better for the environment. But the benefits go beyond the numbers. A Great Dane trailer engineered by years of expertise and backed by service after the sale adds up to the smart choice for driving your business forward.



Great Dane

For more information about how going green can save you green, visit us online at www.greatdanetrailers.com

NOVA ENTERPRISES LTD.
Truro, NS
(902) 895-6381

LIONS GATE GREAT DANE
Coquitlam, BC
(604) 552-0155

PIERQUIP, INC.
Mirabel, PQ
(450) 438-6400

Quebec, PQ
(418) 836-6022

MAXIM TRAILERS
Calgary, AL
(403) 571-1275

Edmonton, AL
(780) 448-3830

Winnipeg, MB
(204) 925-6500

Saskatoon, SK
(306) 657-5600

GLASVAN GREAT DANE
Mississauga, ON
(905) 625-8441

Whitby, ON
(905) 430-1262

Etobicoke, ON
(416) 231-7262

Great Dane is a Division of Great Dane Limited Partnership • Great Dane and the oval are registered trademarks of Great Dane Limited Partnership.