

TRUCK NEWS

March 2009 Volume 29, Issue 3

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

Limiters: It's now the law

Educational enforcement kicks off with a whimper

By Ingrid Phaneuf

TORONTO, Ont. – Educational enforcement in Ontario and Quebec for the newly passed speed limiter law kicked off Jan. 1 with a whimper, with industry insiders providing little feedback, beyond some scattered grumbling, on what's happening when the rubber hits the road.

"We don't have any figures yet to provide, as enforcement officers have only been conducting speed limiter inspections since January 1," says Ontario Ministry of Transportation spokesman Bob Nichols. "But officers with speed limiter training are actively conducting speed limiter inspections to monitor compliance levels."

According to Nichols, there has been no increase in the number of MTO enforcement officers for the initiative. But speed limiter reading technology is up and running at 14 locations along the 400-series highways, including the 401 in Ontario.

Quebec, for its part, is also holding off on full enforcement – including the issuing of fines and speeding tickets – until July. In the meantime,

Continued on page 20



WHAT'S WRONG WITH THIS PICTURE?: Passing a road test with the tractor-trailer pictured would not allow a driver with three million accident-free miles to keep his A/Z licence. Why? Because new testing requirements in Ontario don't allow drivers – including experienced drivers – to take their road test using a truck with an automated transmission.

Too restrictive?

Senior drivers in Ontario now face even higher hurdles

By James Menzies

TORONTO, Ont. – Changes to Ontario's A/Z licensing requirements implemented last year, are making it more difficult for some senior drivers to maintain their commercial driver's licence.

Ontario introduced a "restricted"

Class A/Z licence last June, to close loopholes that were allowing inexperienced drivers to obtain an A/Z licence using small vehicles such as a pick-up truck with horse trailer. The Ministry of Transportation (MTO) was embarrassed into action after a Global TV news reporter obtained a

Class A licence without ever driving a tractor-trailer.

Now, drivers must take their road test using a truck with: a manual transmission; a fifth wheel coupling; a trailer at least 45-ft. long; and air brakes on the tractor and trailer.

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Used trucks: A good time to buy

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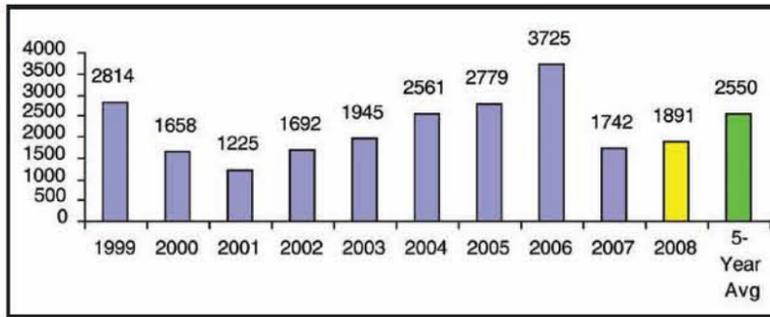
CLASS 8 TRUCK SALES TRENDS

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Monthly Class 8 Sales - Dec 08

OEM	This Month	Last Year
Freightliner	344	327
Kenworth	162	237
Mack	149	325
International	510	134
Peterbilt	109	242
Sterling	135	178
Volvo	311	205
Western Star	171	94
TOTALS	1,891	1,742

Historical Comparison - December 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

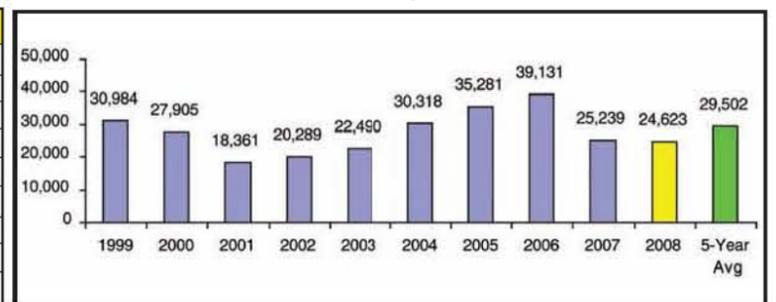
There were 1,891 Class 8 trucks sold in Canada in December, a surprising improvement over last year's numbers for the month. Despite the improvement, however, this December's sales totals were still the fourth lowest of the past 10 years and also about 700 off the 5-year average. (It should be noted that five-year average includes the industry's peak years of 2004 to 2006.) In this roller-coaster type of year, sales started off quietly in the first quarter, rebounding in March, with more than 2,000 units sold. 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 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 December 08) by Province and OEM

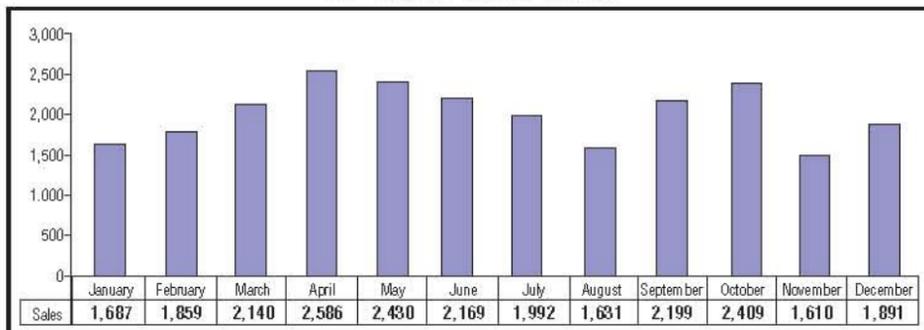
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	328	843	265	193	1,857	719	303	121	0	17	4,646
Kenworth	471	1,381	202	155	736	714	39	65	0	0	3,763
Mack	132	246	136	202	687	201	43	44	0	0	1,691
International	249	883	96	373	2,750	1,421	214	116	7	137	6,246
Peterbilt	225	786	286	134	491	307	133	49	0	0	2,411
Sterling	212	325	116	53	745	505	36	62	0	12	2,066
Volvo	152	282	181	306	1,005	422	77	75	0	10	2,510
Western Star	188	413	50	25	332	169	71	38	0	4	1,290
TOTALS	1,957	5,159	1,332	1,441	8,603	4,458	916	570	7	180	24,623

Historical Comparison - YTD



Total Class 8 truck sales for 2008 ended at 24,623, which is about 600 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 has gone out the way it came in - with a whimper. In total, 2008 ranked as the fourth worst sales year of the past decade. The pre-buy strategy employed by many fleets had its expected effect and the spent North American economy posed too high a hurdle for those hoping for any pickup in sales for the close of the fourth quarter.

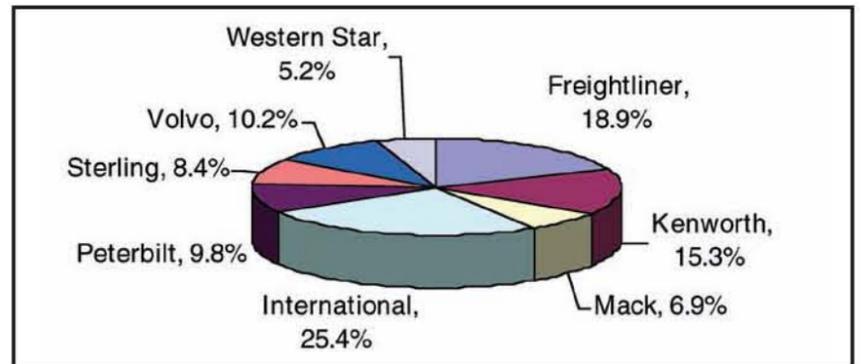
12 - Month Sales Trends



Truck 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, posted better than expected numbers. However, the combination of the fall drop off in sales, the slowdown in August and July and the slow start to sales back in the first quarter, made it impossible 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



International has won the market share title for the second year in a row, once again beating out former perennial front runner Freightliner. This time, the lead was by more than 6%. International 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 ended up with more than a quarter of the market with Freightliner falling back to 18.9% and Kenworth to 15.3%. Peterbilt and Volvo are the only other truck manufacturers with a market share greater than 10%.

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Sr. drivers face higher hurdles

Unanimity is hard to come by in the trucking industry. You'll be hard-pressed to find any one issue on which truckers and other industry stakeholders will all be in agreement. The exception to this rule, however, may be Ontario's requirement that senior drivers take an annual road test to maintain their A/Z licence every year beyond the age of 65. It's onerous and worse, it's discriminatory towards some of the finest and most experienced drivers this industry has to offer.

Each year, many of these drivers hang up their keys in frustration because it's not worth the hassle of going through this procedure year in and year out.

Much has been written on this subject and yet still the Ontario Ministry of Transportation sticks to its guns. Even the OTA, which so successfully guided its controversial speed limiter law through to fruition, has been unable to get the province to budge on this issue.

Amazingly, the situation has recently gotten even worse for senior drivers.

Earlier this year, Ontario introduced a "restricted" version of a Class A/Z licence to close the loophole that allowed drivers to acquire a commercial driver's licence using a

Editorial Comment

James Menzies



pick-up truck and horse trailer. The province brought in new requirements for road tests, which require trucks to have a manual transmission and fifth wheel, among other things.

While the change was much needed to prevent underqualified drivers from obtaining A/Z licences, it has had the unintended consequence of placing further strain on senior drivers.

Take for instance the case of Harold Johnson, who you can read about in this month's cover story. He has several million miles under his belt, most of them accumulated while driving tractor-trailers with manual transmissions. However, having heard the new automated transmissions are safer and easier to use, he figured he'd done enough gear jamming in his day and his two current trucks are both equipped with auto gearboxes.

Now, however, he's being given the rigmarole by DriveTest, the

third-party agency that conducts Ontario road tests. To rent a truck with a manual transmission for a day or licence an older truck he still owns, he's looking at a cost of hundreds or even thousands of dollars. Business is slow – he says he just may park'em both.

Then there are guys like Brian Willoughby, who owns a dump truck with pup and pintle hook connection – no fifth wheel. He says he's been turned away by DriveTest, or told he'd have to downgrade to a restricted A/Z licence.

I took my own road test with this very configuration, and found it more challenging to back up than a traditional tractor-trailer. To downgrade the licence of this accident-free, three million miler is a slap in the face.

The MTO should be commended for listening to the industry and making it tougher for new drivers to obtain an A/Z licence without the proper qualifications. However, as is often the case, the new requirements have had unintended consequences

and placed an even greater burden on senior drivers, who are this industry's greatest assets.

It's time the province gets serious about removing the annual mandatory road test requirement for senior A/Z licence-holders. I think that's something the entire industry can agree on. □

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



Getting it right: It's all in the details

Changes to Ontario's A/Z licensing requirements, intended to close embarrassing loopholes that were allowing inexperienced drivers to gain their licence after being tested with a pick-up and horse trailer, are having the unintended effect of hurting our industry's most experienced drivers.

Legislation intended to ensure drivers do not tamper with the speed limiters in their trucks has left Ontario dealers in a quandary about their responsibilities and the Ontario Trucking Association and the Ontario Ministry of Transportation don't appear to be reading the legislation in the same way.

And we've recently heard from environment auditor Scott Vaughn that the federal government has no way to track the environmental benefits of two programs it claimed would contribute to significant reductions in greenhouse gas emissions.

Viewpoint

Lou Smyrlis
Editorial Director



What the heck is going on? Why is our industry being encumbered with what I can only assume is sloppy legislative work that is leading to damaging unintended effects?

You can read all about the changes to Ontario's A/Z licensing requirements in our cover story by James Menzies but in a nutshell the Ministry of Transportation now requires drivers to take their road test using a truck with a manual transmission; a fifth wheel coupling; a trailer at least 45-feet long; and air brakes on the tractor and trailer – or else receive a downgraded licence.

That makes a great deal of sense when it comes to ensuring new driv-

ers take a test that properly reflects the working environment many will be facing. But it is frustrating the heck out of senior drivers, who in Ontario must complete a road test every year after the age of 65 to maintain their commercial licence. These are folks with years of experience under their belts. If they've moved to an automated transmission for their rig, it was because they believed that to be a smart spec'ing decision for their application; if they're hauling a trailer shorter than 45-feet in length it's because the nature of their job demands it. Why force them to have to rent a truck and trailer for the day, every year, in order to take the test?

In the case of Ontario's speed limiter legislation (also a front page story in this issue), dealers have been left uncertain about whether they're responsible for limiting the speed of any truck (new or used) to the legislated 105 km/h when the initial delivery is done and what the ramifications would be in the event of an accident.

Meanwhile in Ottawa, the Conservative government was blasted for pushing through a transit tax credit back in 2006 they claimed would cut emissions by 220,000 tonnes per year but which will in fact amount to about 35,000 tonnes of annual emissions cuts at best (see my blog on Trucknews.com).

In all these cases, we're told the matter is "under consideration." I hope that the politicians and bureaucrats involved ensure that process is a speedy one but also pause to consider why legislation drafted with the best of intentions so often is having unintended effects.

The people being hurt by these measures deserve a quick addressing of their concerns, not frustrating delays and red tape, and an assurance the people we elect to govern us pay a little closer attention to the consequences of the laws they're enacting. □

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

Did you know?

The history and depth of freight volume declines

Freight volumes drive both transportation capacity and rates and have witnessed considerable swings in recent years. From the start of the third quarter of 2003 to about the mid-point of 2006, a strong North American economy saw basically six in 10 Canadian shippers boosting their freight volumes on an annual basis. More importantly, many Canadian shippers were reporting double-digit increases in their annual freight volumes, particularly those based in western Canada.

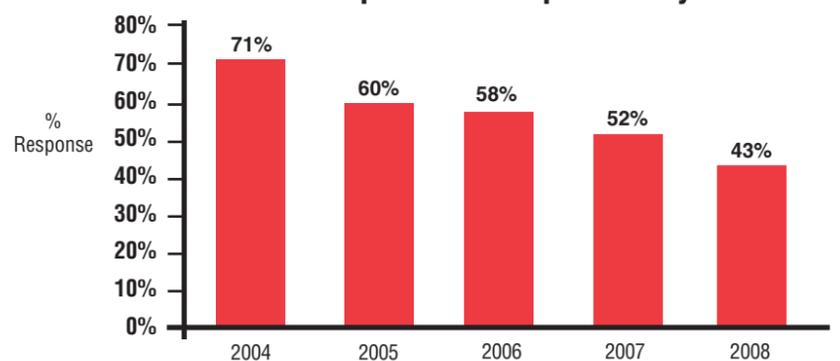
But the current drop-off in busi-

ness for motor carriers actually dates back to 2006, when our research noted the freight market starting to cool.

Initially much of that had to do with goods manufactured in eastern Canada finding a tougher time securing buyers in the US, thanks to the high value of the Canadian dollar. And there were positive signals, such as the fact the western Canada economy, although it was cooling, was not experiencing the difficulties of central Canada; the Canadian housing market was not built on the speculative bubble that doomed the US economy; and the fact that both the Canadian government and Canadian business were on much better economic footing than they were during the last economic downturn.

But the deterioration in shipment volumes is now considerably more

Annual comparison of shippers indicating shipment level increases compared to the previous year



widespread. Whereas in 2004, 71% of respondents to our annual shipper survey reported their shipment levels had increased over the previous year, in 2008, this level had dropped to 43%.

Freight volumes are just one of several factors affecting motor carri-

ers for which we maintain historical information. Comprehensive data on rates, surcharges, capacity, length of contracts, modal preferences and more is now available through our *Inside the Numbers* annual report. The report is available for purchase online at www.trucknews.com. □

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Question of the month

Are you concerned about losing your job due to the recession?

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FLEET NEWS: Bison Transport once again is a finalist for a prestigious TCA safety award.

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In Brief

Fergus Truck Show announces entertainment

FERGUS, Ont. – After a tumultuous few months of establishing a new show site, which is only slightly smaller than the original and at the same location, the Fergus Truck Show has now announced its full entertainment line-up for the 2009 show in July.

“We are very excited to have seven top Canadian classic rock and country artists, as well as the previously announced performance by Terri Clark, on Thursday July 23,” said Wayne Billings, the chief operations officer for the Fergus Truck Show, who also indicated that the schedule is not finalized, at this point. “Times are approximate and the line-up is subject to change.” The Fergus Truck Show entertainment schedule is as follows:

Thursday, July 23:

7:00 p.m. Steelecounty
8:30 p.m. Adam Gregory
10:00 p.m. Terri Clark

Friday, July 24:

7:00 p.m. Stampeders
8:30 p.m. Trooper
10:00 p.m. Loverboy
Midnight The Backroads Band

Saturday, July 25:

Noon Shelly Rastin Band
2:00 p.m. New Cumberland
3:30 p.m. Pauly and the Goodfellas
5:30 p.m. Ally Howatt
7:00 p.m. Dry County
8:45 p.m. Tara Oram
10:00 p.m. Doc Walker
Midnight Moonshine



HEADLINER: Terri Clark will headline this year's Fergus Truck Show. She'll be joined by a packed lineup of other performers as well.

For more information, refer to www.fergustruckshow.com. □

Truck News/Chevron golf tourney to benefit Trucking for Wishes charity

TORONTO, Ont. – The fourth annual *Truck News/Chevron* charity golf tournament will return this year, benefiting a new charity.

Trucking for Wishes, an organization founded by NAL Insurance and benefitting Make a Wish will be this year's benefactor.

The date will be June 16 and the venue will be Wooden Sticks Golf Club in Uxbridge, Ont.

“It is a chance to have fun, network and raise money for a great charity,” founder Brenda Grant of *Truck News* announced. “This year, we decided that the proceeds will

go to Trucking for Wishes. It is a charity which many in the trucking industry have been supporting for the past couple of years. We are happy to partner with NAL in donating the proceeds of our tournament to this worthy charity.”

A full field of 144 golfers is expected. The entry fee includes all competitions, prize draws, lunch, dinner and more.

A silent auction and a grand prize raffle will also be featured. To enter a foursome, contact Kathy Penner at 416-510-6892 or Brenda Grant at 416-494-3333. □

Dates announced for Indian Truck Show

BRAMPTON, Ont. – The Indian Trucking Association has announced it will host its second Great Canadian Indian Truck Show on Aug. 8. It hosted a successful inaugural show last summer. The second show will take place at the Powerade Centre in Brampton, Ont.

According to organizers, it will feature “awesome trucks, custom rigs, competitions, awards and prizes” as well as Canadian and Indian food, music and dances. For more details, call 905-672-1374 or visit www.indiantruckshow.com. □

Behind the headlines

Transportation Media Research has just published its first annual *Inside the Numbers* report on transportation trends. The report includes Canadian data on a variety of items of direct interest to truck fleet executives such as annual freight volume comparisons and projections, rates, surcharges, length of contracts, modal preferences and more. The data was collected from our annual surveys of both shippers and truck fleet executives across the country. Also included are insights from industry analysts. The report, which is more than 50 pages, is available for electronic download. To find out more, go to trucknews.com and click on the *Inside the Numbers* advertisement.

Truck News managing editor Adam Ledlow was “chief guest” during Aavaal Technology Solutions' recent graduation ceremony for its Dispatch Specialist course. Ledlow congratulated students on their successful completion of the course, and provided insight into how their newly acquired skills would prepare them for the unique challenges they would face in the transportation industry. □

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Canada

Industry welcomes federal budget rich in infrastructure spending

OTTAWA, Ont. – The feds introduced a much-anticipated budget in late January that was rich in infrastructure spending.

Missing, however, was a reduction of the federal excise tax on diesel, which was promised by Prime Minister Stephen Harper during last year's election campaign.

Nearly \$12 billion will be spent on roads, bridges and border crossings, which was lauded by the Canadian Trucking Alliance.

"The trucking industry welcomes the increased investment in highways, bridges and border crossings announced in the budget," says David Bradley, CEO of the CTA. "We are especially pleased that a number of the specifically mentioned projects were contained on a list of infrastructure priorities compiled by CTA."

Also catching the CTA's eye was the establishment of a Canadian Secured Credit Facility, which Bradley hopes will help fleets obtain the credit they need to buy equipment.

"Investment in tractors and trailers has come to an almost complete halt," he said. "This is mainly a reflection of the state of the market for freight transportation service, but also a reflection of tight credit. If this budget and the stimulus package being introduced in the United States do provide a boost in economic activity, carriers will need to begin



CONSTRUCTION COMING: The federal budget will be bad for traffic, but good for the long-term.

re-equipping their fleets and if the creation of the credit facility helps the industry to do that, it will be a good thing."

The credit initiative will feature \$12 billion in funding for the purchase of vehicles and equipment.

Some of the highlights of the budget for the trucking industry include: \$130 million to twin the Trans-Canada through Banff National Park; \$212 million to renew the Champlain Bridge in Montreal; \$15 million for the international bridges at Sarnia, Ont. and Fort Erie, Ont.; and \$42 million to rehabilitate various bridges.

Meanwhile, provincial-federal partnerships will result in further road and bridge upgrades in various regions of Canada. Border services at Prescott, Ont. as well as Huntingdon, Kingsgate and the Pacific Highway crossing will share \$80 million in funding. □

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 Answers on page 51

1		2		3		4		5		6		7
8						9						
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- Across**
- Cargo that exceeds local weight limit (3,4)
 - Dodge's capable '46-'68 _____ Wagon model
 - Roads highlighted on map
 - Maker of moulded-fiberglass van bodies
 - Indicate an intention to turn
 - GMC's defunct Chevy Titan clone
 - Bell's web-based driver-tracking service
 - Car nicknamed pregnant roller skate
 - '60s Esso slogan, "Put a _____ in your tank"
 - '99-'06 Mack model
 - Nationality of Ferrari cars
 - Trucks reclaimed by lenders
 - Snowmobiles, slangily
 - Goods trucked to the USA
- Down**
- Brand on AeroMax and Louisville tractors
 - Rubbernecker in a rental car, often
 - Word on Nova Scotia tags
 - A two-trailer combination
 - Truck-transaction type, _____ sale
 - It's pictured on Saskatchewan plates
 - Accident type
 - Rolls-Royce rides, you might say (3,5)
 - Semitrailer-and-pup rigs (1,6)
 - State cop patrolling the interstate
 - A certain city thoroughfare
 - Professional _____, GMC slogan
 - Send a truck to the junkyard
 - Fixer-upper truck-ad term (2,2)

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**(50) 2005 UTILITY
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**(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



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**(10) 2004 GREAT DANE 53' REEFERS
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**(25) "New" 53' TRIDEM UTILITY
DRY FREIGHT VANS**



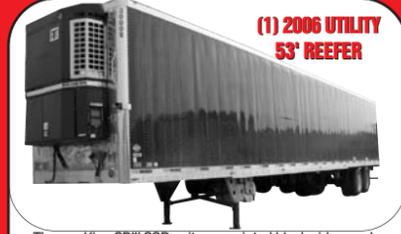
Hendrickson air ride suspension with 6' and 6' spreads, quad door lock rods, extra heavy duty top, bottom rails and side panels, Michelin XTE 22.5 tires.

**(1) 2000 UTILITY
53' TRIDEM REEFER**



Carrier Phoenix Ultra unit, black side panels, stainless front and rear, vents, Hendrickson 6" and 6" air ride suspension, good overall condition.

**(1) 2006 UTILITY
53' REEFER**



Thermo King SBIII SSR unit, pre-painted black side panels, stainless Radius corners, front panels, wing plates and rear doors, extra lights, Hendrickson air ride suspension, aluminum wheels, 1 row of recessed "E" track, vents, clean trailer.



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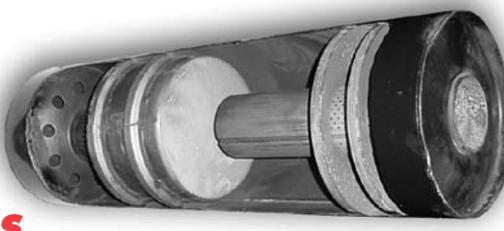
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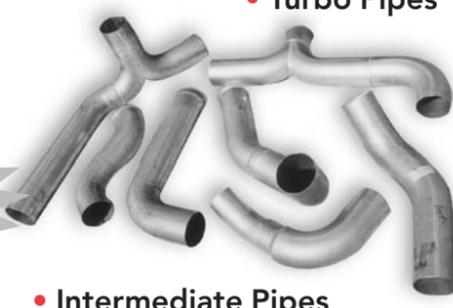
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Canada

Best practices of commercial driver training shared

OTTAWA, Ont. – A recent summit on the training and licensing of commercial truck drivers has offered new insight into some of the promising practices that are being embraced by jurisdictions across the country. Closing the Gap, a national collaboration that began in 2005 to address the industry's shortage of skilled truck drivers, included representatives from the trucking industry, insurers, Human Resources and Skills Development Canada, educational institutions and government ministries.

"Trucking has gained a lot out of 'Closing the Gap,'" said Roy Craigen, chairman of the Canadian Trucking Human Resources Council (CTHRC), which coordinates the meetings.

Labour market agreements have recognized that provinces and territories are well-positioned to design and deliver labour market training within their jurisdictions, according to CTHRC executive director Linda Gauthier. "Information gathered through the CTHRC and Closing the Gap has helped them to identify the related opportunities."

The nature of training and testing standards for professional truck drivers is considered to be more vital than ever, given the growing demands of the career.

Initiatives in a number of

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provinces have embraced approaches that reflect this reality.

Graduates from the Professional Driver Certificate Program at Red Deer College in Alberta, for example, will soon receive a new Professional Driver Licence endorsement from Alberta Transportation. This approach was de-

signed to allow the training to be delivered for tuition of \$3,200, compared to fees in the private sector that would approach \$14,000.

The B.C. Trucking Association is hoping to offer a series of workshops in 2009.

Meanwhile, Newfoundland's D.D. Transport has partnered with other

truck fleets to deliver CTHRC's Earning Your Wheels entry-level driver training program through the College of the North Atlantic. The pilot project combines uniform training standards, on-the job experience and candidate screening.

Manitoba Public Insurance has developed a program that included

an online aptitude assessment for candidates. The students who pass that screening process receive 244 hours of school-based training, three months of on-the-job training and six months of mentoring.

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Border

Recession to take toll on US carriers, equipment manufacturers: Analysts

By James Menzies
NASHVILLE, Tenn. – A leading industry forecaster held a Webinar recently to discuss the state of the US economy and its impact on carriers and equipment manufacturers.

FTR Associates held the Webinar for its subscribers to offer insight on the recession and its impact on commercial vehicle trade cycles and production. Larry Gross, senior consultant, FTR Consulting Group, said keeping up with the economic situation is like “trying to catch a falling knife.”

“Things are changing very rapidly,” added economist Bill Witte of the Center for Econometric Model Research. “Over the last three months, it’s hard to find much to be very joyous about.”

His comments came just hours after the US Commerce Department announced US GDP contracted 3.8% in the fourth quarter of 08, which was the worst since the first quarter of 1982.

In 2008 as a whole, the US GDP grew 1.3%, however Witte pointed out that when removing a strong build-up of business inventory from the equation, GDP

US truck tonnage gets hammered

ARLINGTON, Va. – Truck tonnage in the US plunged 11.1% in December, which is the largest month-to-month decline since April, 1994 when unionized LTL truckers were on strike. December also represented the third largest single month drop since the American Trucking Associations (ATA) began collecting truck tonnage data in 1973.

The seasonally-adjusted tonnage index reached its lowest point since December, 2000. Truck tonnage in the US was 14.1% lower than in December, 2007, the ATA reported. For the fourth quarter of 08, tonnage was down 6% compared to the previous year. The ATA’s chief economist, Bob Costello, said the latest figures prove beyond doubt that the US is in the midst of a serious recession.

“Motor carrier freight is a reflection of the tangible goods economy, and December’s numbers leave no doubt that the United States is in the worst recession in decades,” Costello said. “It is likely truck tonnage will not improve much before the third quarter of this year. The economy is expected to contract through the first half of 2009 and then only grow slightly through the end of the year.” □

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TRUCK NEWS
December 2008 Volume 20, Issue 12
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Spec'ing shunt trucks
See pg. 33

Inside This Issue...

- What's the key?** What is the secret to unlocking the Atlantic provinces' potential as a trade gateway? Page 12
- Hybrid help:** The Ontario government has introduced a grant program that will help fund the purchase of hybrid trucks and anti-idling technologies. Page 21
- Know the risk:** What if you could identify drivers before they get in an accident? It's possible, according to an insurer that's developed a high-risk driver program. Page 31

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actually shrunk 5.1%.

What's in store for carriers?

Noel Perry, managing director and senior consultant with FTR Consulting Group, said the US trucking industry has actually been experiencing a freight reces-

sion for nearly three years, "when the economy slowed down from 3-4% growth to 0-2%."

He said that raises concerns about "cumulative stress" on the industry in addition to the immediate effects of rapidly-falling freight volumes.

"We have two parallel issues: the freefall right now and also the question of cumulative stress on the industry and the question of excess capacity," he explained.

Today's freight conditions in the US are similar to the last big recession in 1982, he pointed out,

which was followed by a rapid recovery in 1983 and 84.

"If that were to re-occur, we'd have a pretty good freight year next year, but in the meantime we're looking at the worst year we've had in anybody's memory," he said.

Continued on page 14

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Border

Expect downward pressure on rates, analyst warns

Continued from page 13

"Nobody working in the industry now has experienced these kinds of levels in their lifetime."

Fleets in the US were able to weather the storm in the fourth quarter better than expected, thanks in large part to dropping fuel prices, Perry pointed out. However, he warns that buffer won't be around for long.

"We have not had in the industry amongst the fleets, the kind of trauma you'd expect the fourth quarter to have produced. While freight was falling off the cliff, so were fuel prices...all through the latter part of 2008, truckers were getting a nice little boost in cash," he explained. However, he said the decline in diesel prices has flatlined, and "fleets will be left to deal with the freight downturn without this huge benefit."

FTR Associates maintains a Trucking Conditions Index which measures many variables that impact the health of the trucking industry. It has fallen to "unprecedented negative numbers," according to Perry.

When asked which types of fleets are best-suited to survive the recession, he said his money's on fleets that haul personal care items for large discount retailers.

"The large dry van guys oriented towards personal care items like diapers and such and closely aligned with discount retailers are doing relatively better than some

of the bulk haulers," he said, adding "I wouldn't want to be a flatbed operator right now."

He also said the fleets that went into the recession with the largest cash reserves have the best chance at surviving.

"One would expect the large, well-capitalized fleets to be the winners," Perry said.

In the meantime, he said fleets competing in the US should pre-

'One would expect the large, well-capitalized fleets to be the winners.'

Noel Perry, FTR Associates

pare for major downward pressure on rates.

"In the fourth quarter, a huge reduction in fuel surcharges gave shippers something to declare victory over," he pointed out.

"That's going to stop. Traffic managers are going to be under more pressure to cut costs than they were before. I would expect the worst recession in any of our lives to force the worst price pressure that fleets have felt in our lifetime."

As a result, he said he anticipates the number of US fleet bankruptcies to "continue and accelerate" over the remainder of 09 and even into 2010.

What about equipment manufacturers?

The news was equally grim for equipment manufacturers. Eric Starks, president of FTR Associates, said his company has lowered its 2009 annualized Class 8 sales projections from 145,000 units to 135,000 units. Non-US markets (including Canada and Mexico, where demand for new trucks was almost non-existent at the end of 08), were largely responsible for the revision, Starks said. When pressed for his "worst case" scenario for 2009, Starks said Class 8 sales could be as low as 95,000 units in 2009 and even 2010.

While some forecasters are predicting sales to rebound as tractors near the end of their traditional life-cycle, Starks said it's more important to consider "useful life" than "age" and many of the trucks that are currently parked still have a lengthy useful life.

The export market for excess trucks has dried up due to the global economic meltdown, and Starks said fleets will have little choice but to park them til freight demand returns.

"What's going to have to happen (with excess capacity)? These (fleets) are going to have to park these trucks and they'll have to get eaten up as freight picks up. There really is no place to send these trucks." For more info on FTR Associates, visit its Web site at www.ftrassociates.net. □

Michigan exempts Canadian firms from state tax

TORONTO, Ont. – Michigan Governor Jennifer Granholm has signed into law a bill exempting Canadian cross-border trucking companies and auto parts manufacturers that do not have a permanent establishment in the state, from having to pay the Michigan Business Tax (MBT).

The bill was approved by both the Michigan Senate and the House of Representatives.

According to the Ontario Trucking Association (OTA), which led the fight on behalf of Ontario truckers, the MBT could have cost Ontario trucking companies who operate into, out of or through the state, around US\$1,000 per truck per year, had the bill not passed. The OTA estimates that Ontario trucking companies would have been on the hook for at least US\$40 million per year. The OTA argued that the MBT is inconsistent with international tax norms, defies the spirit of the Canada-US tax treaty, and runs counter to the way Canadian provinces tax Michigan business.

"We just wanted to be treated fairly," said OTA president, David Bradley. "This was no slam dunk. But in the end, the legislators were obviously convinced by the merits of our arguments." □

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The Cabot Straitjacket

Truckers serving Newfoundland just can't seem to catch a break

By Carroll McCormick
PORT AUX BASQUE, Nfld. – Imagine never knowing from one day to the next, month after horrid month, if your favourite 180-kilometre stretch of Trans-Canada Highway is open or closed.

Imagine hundreds of trucks and drivers camped out on the sides of the road, bumming lifts into town for grub while their cargo rots and their carriers' cash gurgles into the ditch. It would be a national disgrace.

Yet truckers have been living this on the crossing between North Sydney in Nova Scotia and Port aux Basque in Newfoundland since

last fall. On many days, upward of 200 trucks have been stranded at both ends because of a lousy combination of mechanical problems on the Marine Atlantic ferries and poor weather.

For example, last summer something got ground up in one of the *MV Caribou's* engines, which means that it must be taken out of service sometime between mid-February and spring for a six- to eight-week engine rebuild. For whatever reason, Marine Atlantic, which moved 92,000 commercial units across the Cabot Strait in 2008, did not do it during the six-weeks the *Caribou* was out of

service for scheduled maintenance from January to mid-February.

In early December, someone discovered a crack on the upper deck of the ramp at the Port aux Basque dock, preventing upper deck unloading from the ferries. Although Marine Atlantic repaired the problem by Christmas, deck space on the *Caribou* and *MV Atlantic Freighter* (now permanently retired) was reduced by 50% because they lack internal ramps to move vehicles between their upper and lower decks.

So far this year Marine Atlantic has been running the *MV Clara* and *Joseph Smallwood* and the *MV Leif Ericson*, with no back-up ferry, giving it less capacity than the *Smallwood* and *Caribou*, which normally have the winter shift.

The ace up Marine Atlantic's sleeve is its new big boat, the *MV Atlantic Vision*, scheduled to be put to sea this April; it has 40% more deck space than the *Caribou*. But

two jokers lurk up the company's other sleeve: mid-life refits of the *Caribou* and *Smallwood*. Marine Atlantic communications officer Tara Laing did not have either refit schedule at her fingertips, but did say that one of the ferries has work planned for this fall.

If the federal or Newfoundland governments are concerned about this hamstrung crown corporation and its ocean route, they are keeping it well-hidden from the Atlantic Provinces Trucking Association (APTA).

"I don't understand why (Newfoundland Premier) Danny Williams is not on top of this. He has not said anything," says APTA executive director Peter Nelson.

It is true that Rick Woodford, Newfoundland's Minister of Works, Services and Transportation, sent a nastygram to Marine Atlantic in January, "expressing his complete dissatisfaction with what he describes as extremely poor ferry services." However, independent of whatever administrative improvements Marine Atlantic is competent to make, it appears that the company cannot make big improvements independent of the federal budget.

Pathetically, "Marine Atlantic asked us, 'How do we lobby our masters?'" says Nelson.

Reading between the lines, it sounds as though our putative political leaders in Ottawa are too busy wagging their bums at each other to take action, such as, say, privatizing Marine Atlantic.

"As long as Marine Atlantic's funding is directly linked to the federal budget process, we will always have these problems. How can you blame Marine Atlantic management? It should be taken out of the federal budget process," Nelson figures.

Gordon Peddle is the president of D.D. Transport in Mount Pearl, Nfld., and APTA's chairman.

In the winter he operates about 45 power units in Port aux Basque and North Sydney and 65 the rest of the year.

"When the service is right, you should be able to ship trailers today and receive them tomorrow. But I've had times this winter when I've had all of my power units parked," he says.

In late January he sent a letter to federal Minister of Transport John Baird.

"I said that we need to get the maintenance going. We want to see the boats maintained properly and no increase in fares. At the end of the day I don't see any proactivity on the part of Marine Atlantic. It comes down to Marine Atlantic suggesting that more maintenance come out of its operating budget, which would suggest increasing rates."

Is privatization the answer? Privatized Bay Ferries, with its relentlessly happy Web site and three-ferry operation between Nova Scotia and Maine, New Brunswick and Prince Edward Island, is extremely well run, according to Nelson.

But, he warns, "If I start screaming that Marine Atlantic should be privatized, I can guarantee you that our members will be hassled tomorrow by (its) union members." □

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Moving containers on the Seaway

Short sea shippers want a bigger piece of the freight pie

By Carroll McCormick

MONTREAL, Que. – The Montreal Port Authority reported this January that container cargo rose 7.2% to a record 1.5 million TEUs (one TEU equals one 20-foot container) in 2008. Although the Port Authority then went on to say that container traffic could drop by 3.7% in 2009, the Montreal Gateway Terminals Partnership forecasts a nearly 7% annual growth in container traffic between 2008 and 2020.

This is music to the ears of railways and carriers that move containers to and from Montreal. It will also cheer shipping companies, which want some of the coastal and inland waterways' container action. The mode of transport they want to make more mainstream is called short sea shipping, which takes place along the coast and on inland waterways, not ocean crossings.

Oceanex already moves containers, trucks and other cargo on its three container ships to and from its terminals in St. John's, Corner Brook, Montreal and Halifax. Burlington, Ont.-based Great Lakes Feeder Lines (GLFS), which did not return calls from *Truck News*, is said to be operating its newly-acquired short sea shipping vessel, the *Dutch Runner*, on the Atlantic Coast.

It reportedly plans to start using the ship later this year to move containers from Montreal to Canadian and US ports.

Last December the Hamilton Port Authority (HPA) launched its short sea shipping initiative when McKeil Marine moved a barge carrying 68 containers from Hamilton to Montreal.

HPA notes that 500,000 TEUs a year move in and out of Ontario via east coast ports – all of it moved by rail and truck. Container movements and project cargo moves are major areas of focus for the port's business development.

"Container feeder service is a big part of our business development plan," says HPA communications manager Brent Kinnaird. A scheduled service set to begin in June intends to move 150-200 TEUs each way between Hamilton to Montreal every week.

One niche commodity HPA has already identified is project cargo in overweight containers, with regularly-scheduled sailings for transportation, storage and drayage. Unlike the railways, ships would not charge for overweight containers. As for drayage, it would be significantly lower in Hamilton than in Toronto. Too, Kinnaird notes, "Moving goods by vessel had significant energy savings compared to rail or truck."

Toronto-based Upper Lakes Group is already doing some short sea shipping on the St. Lawrence to Cote Ste-Catherine, Trois Rivieres and Quebec City, but that is mostly grain and agricultural by-products.

"(Shipping containers) is something we would like to see, but it is several years out, for instance, the Port of Canso facility, due to be in operation in 2011. The concept

would be to move just a portion of the containers," says Upper Lakes Group vice-president of business development Graeme Cook. The Port of Canso facility he is referring to is the \$300-million container terminal in Nova Scotia under development by Melford International Terminal.

The Upper Lakes Group is looking at using two or three 800-1,000 TEU vessels for moving containers between the Melford Terminal and Ontario's Golden Horseshoe, then continue their journeys by truck.

"There is a lot of potential there," Cook notes.

A Quebec-based association called the Armateurs du Saint-Laurent (Saint Lawrence ship operators) has been working for several

years to develop short sea shipping but the going is rough, according to executive director Nicole Trepanier.

"Short sea shipping faces cost structure problems and opposition from transportation companies like CN. The cost structure for marine is very complicated. It can cost more, take longer, but what helps us is cost efficiency for fuel and the volume we carry."

For short sea shipping to work, ships have to have cargo in both directions to be viable, and they need to have long-term contracts with shippers.

"You don't do it on a one-shot deal. We are trying to make shippers aware of the kind of services we can offer," Trepanier says; she was the chair of the Short Sea Shipping

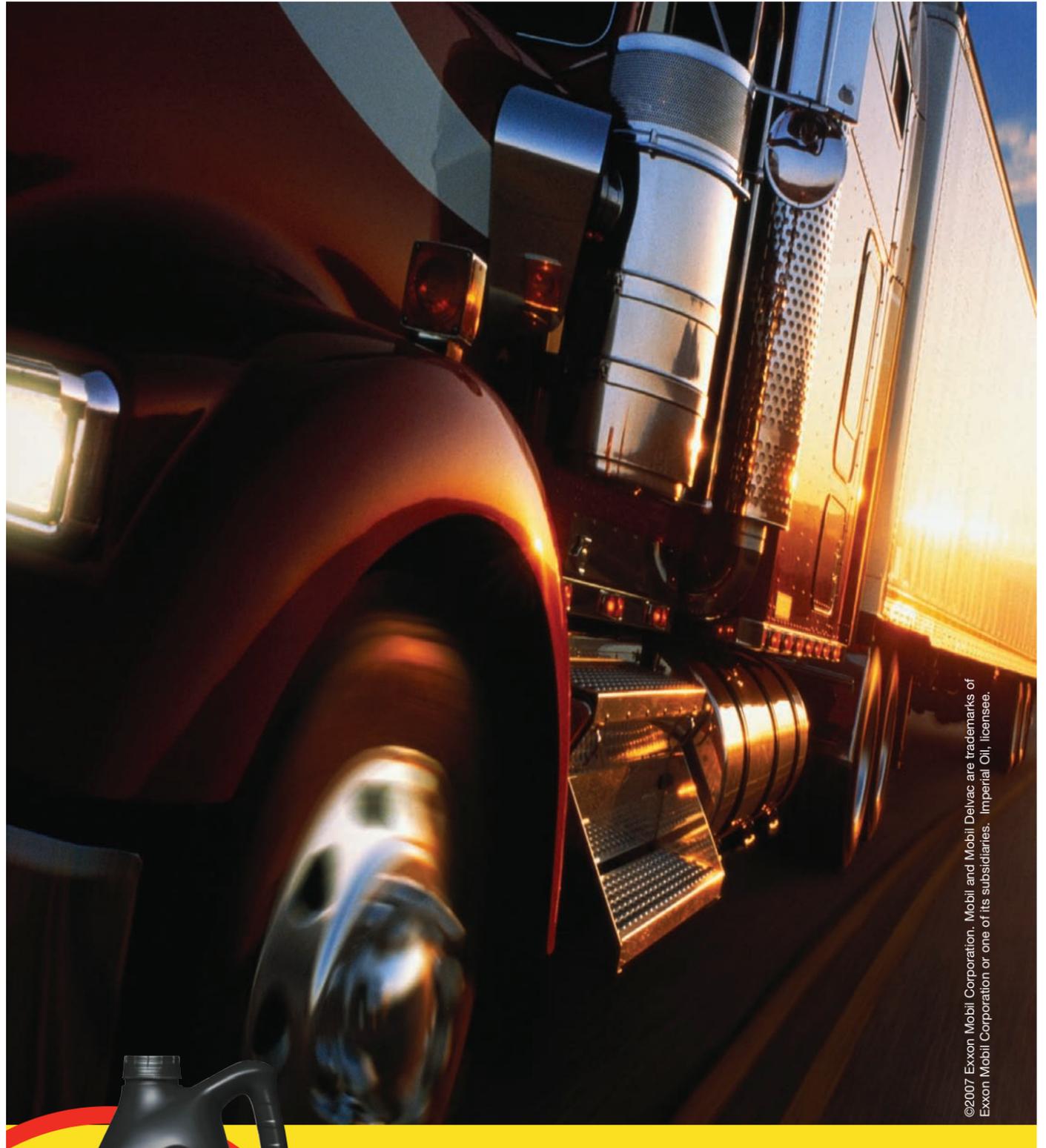
Round Table formed in 2004.

Transports Quebec is actively supporting short sea shipping with its Assistance Program for Modal Integration, in part because it sees this mode of transport as a way to conserve its road network.

Short sea shipping is also a big part of the St. Lawrence Seaway Management Corporation's (SLSMC) business plan, according to director of market development Bruce Hodgson.

"There were containers moving through the Seaways in the 1960s and 1970s, but that was short-lived." Now SLSMC wants to put more ships on the Seaway, which is operating at just 50% of capacity.

"The trailer and barge service is at the study stage. The trucking industry, barge operators and customers are involved," Hodgson adds; trucking industry participants in the SLSMC initiatives did not want to be named, according to Hodgson. □



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Ontario

Ontario fleets reducing capacity, bracing for further challenges: OTA survey

TORONTO, Ont. – Trucking companies are reducing capacity and bracing for even greater challenges over the next three to six months, according to the Ontario Trucking Association’s *Business Pulse e-Survey* for the first quarter of 09.

The survey polled Ontario trucking companies between Jan. 12 and Jan. 20. Of the 82 fleets that responded, 51% said they were pessimistic about overall industry prospects over the next three months, which was up sharply from 34% who expressed pessimism in the same survey in the fourth quarter of 08.

Only 17% of respondents said they were optimistic about the industry’s prospects over the next quarter, down from 24% in the last survey. The survey suggested the industry is expecting a freight recession to continue for at least the next six months.

Seventy-four per cent of respondents said they are experiencing declining freight volumes, compared to just 52% of respondents in the last survey. Sixty-one per cent said loaded miles are decreasing, up from 36% in the fourth quarter.

On southbound lanes into the US, 82% of respondents said volume was down, compared to just 51% in the last survey.

“This is something shippers and carriers need to work together on,” David Bradley, president of

the OTA said.

The survey suggests trucking companies are parking trucks to cope with decreased demand – 45% of respondents said capacity has been reduced in their segment and 53% said they expect to see further capacity reductions over the next six months. Twenty-three per cent of fleets said they will be reducing the number of company drivers they employ while 28% said they will scale back their owner/operator fleet.

“A lot of this can likely be handled via natural attrition, but unfortunately there may be layoffs in some cases,” predicted Bradley “Still, most companies said there would no net change in the number of drivers and owner/operators and good drivers will always be in demand.”

The survey also held bad news for truck manufacturers and dealers. Sixty-seven per cent of respondents said they would not be adding tractors to their fleet and 23% said they’d reduce their fleet size.

Only 10% of respondents said they’d be adding equipment to their fleet over the next three months. Buying intentions for trailers mirrored those of tractors, the survey indicated.

Most fleets said they expect rates to remain the same over the next six months. Twenty-two per cent said shippers are moving to secure long-term contracts, up from 16% in the Q4 08 survey. But most, 65%, said contract timeframes are not changing. Forty-one per cent of respondents complained that shippers are taking longer to pay their bills.

On the positive side, 88% of fleets said customers are paying a fair fuel surcharge.

Bradley said OTA members “are doing a good job of controlling what they can control to manage their way through these difficult times. Of course if the freight recession becomes a freight depression or it takes longer than expected for the economy to begin to right itself, then all bets are off. But, most of what is being produced and consumed will continue to be shipped by truck. The industry is not going to disappear.”

To obtain the full survey, contact the OTA or visit www.ontruck.org. □

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New dates for Early Hardy Big Rig Nationals

GRAND BEND, Ont. – This year’s Earl Hardy Trucking Big Rig Nationals will be held July 10-11 at Grand Bend Motorplex.

The event was formerly a one-day festival of speed and iron held each September. Camping will be available this year and a show’n’shine, drag racing and music will also be featured, organizers say.

The popular event allows truckers to race their rigs down the quarter-mile strip.

Truck News is the official publication of the event. For more information, call 519-238-7223. □

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Ontario

Much ado about nothing?

Reactions to speed limiter enforcement range from indifference to some grumbling

Continued from page 1
inspectors will be testing handheld ECM reading devices, mostly at weigh stations, over the next few weeks. Only warnings – no tickets – will be issued in Quebec until July 1, says MTQ (Ministry of Transport Quebec) spokesman Paul Jean Charest.

But in Ontario, roadside inspectors are already using handheld ECM reading devices to check engine settings and issuing warnings to the owners of vehicles not in compliance with the 105 km/h speed limiter setting, devices which Doug Switzer of the Ontario Trucking Association says were tested prior to Jan. 1 on willing participants.

“Trucks are being checked at in-

spection stations,” says Switzer. “And, in theory, a truck could be pulled over for an inspection if the driver is caught going over 105 km/h.”

Out-of-province commercial vehicles will have to stop and have their speed limiters set before entering Ontario and Quebec, says Switzer, adding many carriers from outside the two provinces have already decided to set their speed limiters lower anyway.

“We’ve gotten calls from companies in the States and outside Ontario asking what the new setting is,” says Switzer. “Most of them were already governing speed. So it wasn’t a huge deal for them.”

While Switzer admits drivers and

owner/operators are quickly learning ways to fudge their ECMs to reflect a compliant speed limit, he says inspectors have been trained to recognize the signs.

Still, some carriers prefer the traditional approach to speed enforcement – that is more troopers on the roads.

“Nobody drives too fast in Ohio because when you drive too fast in Ohio you get a ticket,” points out Ray Haight, executive director of MacKinnon Transport of Guelph, Ont. and outgoing chairman of the Truckload Carriers Association. “This is just a sad reflection on the OPP.”

Haight says he’s heard little when it comes to major pushback on provincial highways against the new rule.

“We travel in and out of Ontario and Quebec 15 to 30 times per day and we haven’t been inspected for speed limiters. And even though they’re saying the police have automatic authority to pull over trucks

that are speeding and bring them to a nearby inspection station for a speed limiter check, I haven’t heard of it happening. I think it’s pretty unlikely.”

Haight is not alone in his somewhat blasé reaction to the enforcement of speed limiter legislation post January 1. In fact, reaction among carriers, many of whom already limit speeds on their trucks, ranges from resignation to outright enthusiasm.

“The O/Os complain about speed all the time yet some of them are the worst culprits for fuel consumption,” says Caravan Logistics general manager, Kevin Snobel. “We are trying to give the drivers every tool and assistance to help them operate more efficiently, safely and at a profit.”

“We have not seen any documentation or heard any reports from drivers on the enforcement of the speed limiters,” says Enno Jakobson, executive vice-president, Challenger Group. “I suspect the authorities have bigger fish to fry in this instance.”

“Most of our members use some type of speed control so there has not been much in the way of pushback on the legislation from them,” says Bruce Richards, president of the Private Motor truck Council of Canada. “PMTCC’s position was and remains that truck speeding is not a major issue, and that a broader, more comprehensive approach should be taken to speeding of all vehicle types,” he adds, pointing to MTO statistics.

“The initial reaction when we first heard about the legislation was not much concern,” says Phil Cahley, director of policy and research for the Canadian Courier and Logistics Association.

Meanwhile, reaction to soft enforcement of speed limiter laws from truckers is far from blasé, but when have truckers ever not taken the opportunity to make their opinions known?

“It’s the number one topic right now on channel 19,” says Harry Rudolfs, a driver for Purolator and a regular contributor to *Truck News*. “I left the CB open on my trip to Laval and back the last couple of nights and it’s a common discussion point. One Highland driver told me ‘It’s not going to affect me because that’s the way I drive, but I feel sorry for the guys running the states’.”

Rudolfs says other comments heard on his CB included: “It’s boring and stupid,” “We might as well block all the lanes,” and “Gonna be accidents because guys can’t break away from the pack... They’ll all get lined up behind guys trying to pass and there will be accidents in bad weather.”

In other words, pretty much the same thing truckers have been saying since the OTA introduced the whole idea of setting speed limiters at 105 km/h in 2005.

It remains to be seen how the industry will react once true enforcement really does kick in, but many insiders suspect it won’t cause much of a rise in the US, where the American Trucking Associations is already lobbying the federal government to enact legislation limiting truck engines manufactured after 1992 to no more than 65 mph (104.5 km/h). □

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Truck dealers, service shops ponder role in speed limiter enforcement

By James Menzies

TORONTO, Ont. – With speed limiter laws now on the books in Ontario and Quebec, truck dealers and service centres are beginning to wonder about their legal responsibilities.

Maurice Belanger, sales manager with Cambrian Truck Centre, recently posed a three-pronged question to *Truck News*: “Are we responsible to limit the speed of any truck (new or used) to 105 km/h when the initial delivery is done?; What does that say about re-opening the parameters once the customer takes possession?; and would there be any ramifications against us if the truck was involved in an accident due to speed?”

Ontario’s speed limiter law does read that “No person shall drive, or permit the operation of, a commercial motor vehicle on a highway unless the vehicle is equipped with a speed-limiting system that is activated and functioning in accordance with the regulations.”

It further states that no person shall “deactivate, or permit a person to deactivate” a speed limiting system.

Doug Switzer, vice-president, public affairs with the Ontario Trucking Association (OTA), says the law was not intended to hold truck dealers and service shops responsible for a carrier’s or owner/operator’s compliance.

“The short answer is no, none of that (wording) applies (to dealers),” he told *Truck News*. “When operating on the highway, it’s not the dealer’s responsibility...the only time where they might go after the dealer is if they installed a speed limiter-defeating device that will lie to the engine computer about how fast the wheels are turning; where there’s a willful attempt to bypass the law.”

However, the Ontario Ministry of Transportation, which is enforcing the law, was less assuring when re-



LEGAL?: Can dealers be fined for unlocking speed limiter settings for customers? It’s possible, according to the MTO.

sponding to the same questions.

“The offence of deactivation would be committed by a dealer if the dealer deactivates the speed limiter when it is foreseeable that the truck will be operated on Ontario’s highways immediately upon completion of the work,” MTO spokesperson Bob Nichols told *Truck News* in an e-mail.

By that logic, it would in fact be illegal for an Ontario-based truck dealer to deactivate a speed limiter upon a customer’s request – unless the truck is to be shipped out of province.

While Nichols said there’s “not a specific legal requirement for a dealer to activate the speed limiter before selling a new truck to a customer,” he added, “It would be irresponsible for a dealer not to advise the owner to activate the speed limiter, if the dealer knew that the vehicle was going to be used in Ontario.”

As far as liability in the event of a speed-related accident is concerned, Nichols said “The speed limiter legislation does not speak to civil liability. Dealers should consult with legal counsel to determine how deactivation of a speed limiter might affect their liability.”

Ontario and Quebec are in the educational phases of enforcement, and will not be handing out fines under the legislation until July. □



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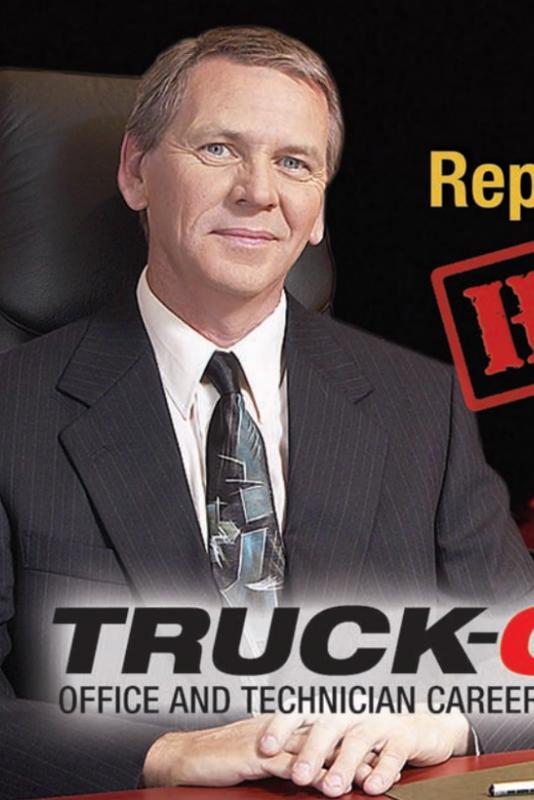
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Ontario

Age discrimination?

Continued from page 1

Otherwise, they are downgraded to an A/Z-restricted licence, and able to operate only the configuration in

which they completed their road test. Drivers who had their A/Z restricted for taking their road test using a truck with an automated trans-

mission are unable to pull trailers with air brakes, which severely limits the options of a professional driver.

While the changes were endorsed by industry stakeholders, they were intended for entry-level drivers – not senior drivers, who in Ontario must complete a road test every year

after the age of 65 to maintain their commercial licence.

Harold Johnson, a two-truck independent owner/operator with his own client base, says he's been given the rigmarole by DriveTest, the third-party agency that conducts Ontario road tests, because both his

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trucks have automated transmissions.

He has four million accident-free miles under his belt, most of them accumulated while driving trucks with manual transmissions. However, he heard about the safety benefits of new automated gearboxes and decided to give them a try. Now, he's having a difficult time renewing his Class A/Z licence, because DriveTest won't allow him to keep his full A/Z if he takes the test with a tractor that has an automated transmission.

He figures it will cost him \$500-\$600 to rent a truck for the day and most places require a damage deposit of \$2,000.

"This is discriminatory," he told *Truck News*. "They're not supposed to discriminate against me because of my age."

Business is slow, he said, so he may just downgrade his licence rather than deal with the hassle. Johnson is not alone in referring to Ontario's testing requirements for senior drivers as discriminatory. Brian Willoughby, an owner/operator who runs a gravel truck with pup trailer and pintle hook connection has a similar complaint.

He's also facing a situation where he must find a more orthodox tractor-trailer configuration or downgrade his licence, since the combination he operates has no fifth wheel and a pup trailer that's shorter than 45-ft.

He says taking his truck off the road for a day every year to take his road tests costs him about \$1,000. To keep an unrestricted A/Z, he'll have to also pay to rent a tractor-trailer.

"As far as I'm concerned, I can drive every bit as good as when I was 30," said the senior driver with three million accident-free miles under his belt. "It's a complete screw-up. Why put the most experienced drivers through the worst test? I'm not ready to retire, by any means. I'm still in good shape, health-wise. I've never been sick a day in my life. I can load the truck by hand – do whatever I need to do."

Kim Richardson, president of respected driving school KRTS Transportation Specialists, was one of the stakeholders who urged the province to prevent the use of small vehicles and automatic transmissions for road tests. However, he said it was never intended for the same rules to apply to experienced drivers like Johnson and Willoughby.

"The qualifications (for senior drivers) are the same requirements as they give driving schools, which is wrong – totally wrong," said Richardson. "Why should these knights of the road be treated like an entry-level driver? They're not the same. These guys are pioneers of our industry, they helped build our industry and have managed to go millions upon millions of miles accident-free, and then we have a system that encourages them to give their licence up."

Lobby groups representing various segments of the trucking industry are unanimous in their opposition to Ontario's mandatory road test requirement for senior drivers.

Doug Switzer, vice-president, public affairs, with the Ontario Trucking Association, says the MTO continues to tell him that "the matter remains under consideration by

the Minister's office."

When it comes to senior drivers being subjected to the same testing procedures as entry-level drivers, Switzer said "I would say everybody agrees what happened there was an unforeseen consequence."

Adding salt to the wounds are recurring complaints that senior drivers are held to a higher standard than entry-level drivers when taking their road tests. Tom Niefer, manager of a southern Ontario distribution and warehousing company, said his senior drivers are routinely harassed when they show up to take their annual road tests, despite the fact they're his safest drivers.

He is now demanding answers from the Ministry of Transportation, which as of press time had not responded to his letters. Niefer is particularly concerned about losing his most experienced drivers to early retirement. He speaks of one driver, in particular, who has 50 years driving experience without an accident and yet was recently failed by a DriveTest examiner.

veTest examiner.

"I have several older drivers working for me who repeatedly fail their driving tests, yet when I road test possible new hires it is seldom that a driver with a newly-minted licence can safely operate a truck," he said. "There should be some method in place where they can determine everyone is being tested fairly and consistently, but it doesn't appear there's any mechanism in place to do that."

It seems most of the complaints about the unfair treatment of senior drivers have come after the province outsourced road tests to the publicly-traded, for-profit, European-based DriveTest in 2003.

"None of our guys had any problems prior to privatizing," said Niefer, who went on to question DriveTest's motives. "I operate a business the same as they do. The bottom line is the tell-all."

"The more failures they get, the more money they make," added Johnson. "They are a private enter-

prise. They're in business to make money."

"This is a publicly-traded company from Europe and they're motivated by two things: profit and growth," agreed Richardson.

The battle to change the testing requirements for senior drivers is ongoing on several fronts.

Lobby groups continue to urge the provincial government to revisit the requirements.

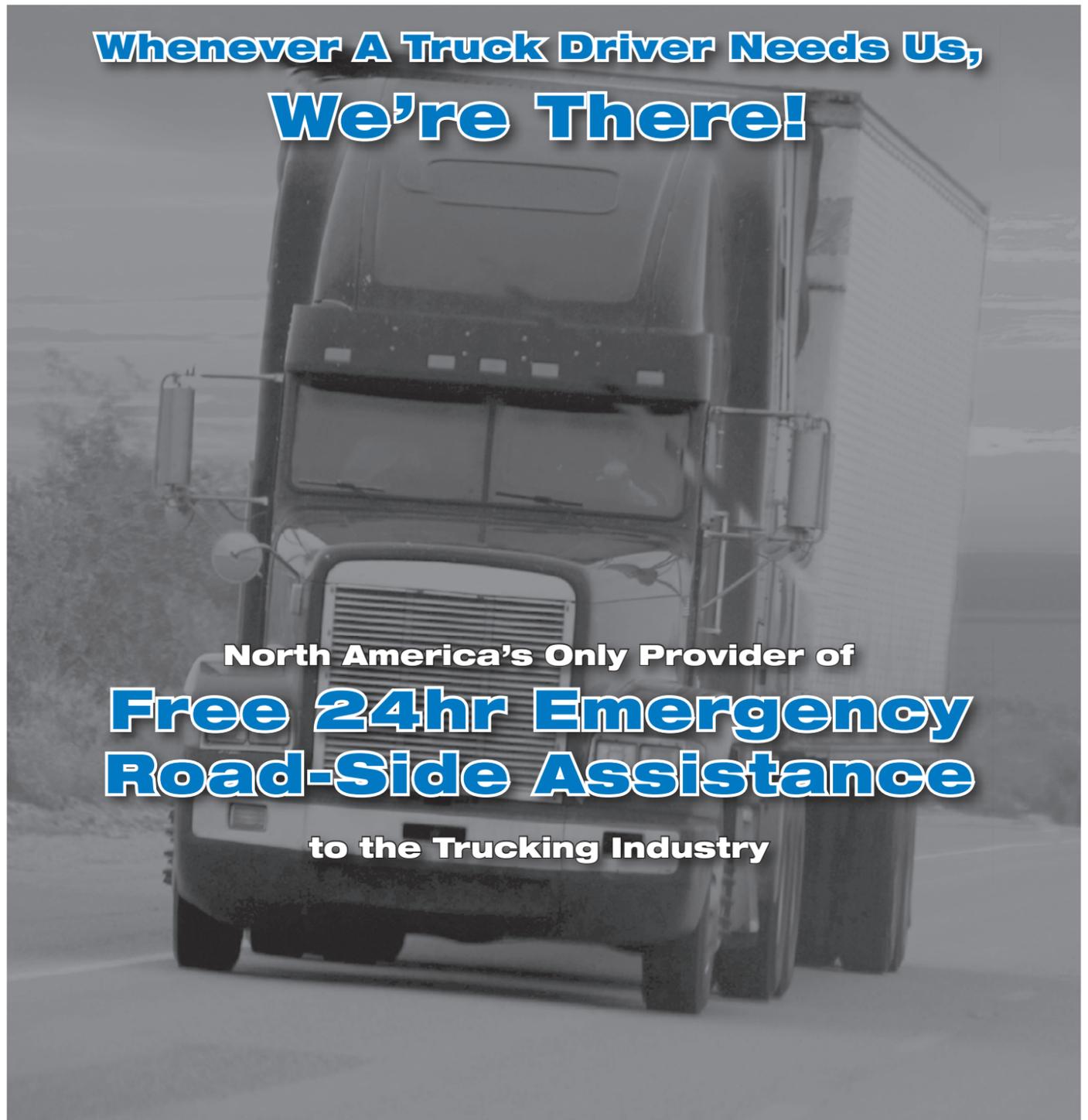
And solo crusaders such as Niefer vow to continue taking it upon themselves to demand answers from the Ministry.

The OTA's Switzer said it's unlikely the province will agree to a two-tiered road test – one for entry-level drivers and another for veterans. But Richardson has a suggestion he feels would solve the problem.

"Why should someone at 65 have to be re-tested?" he asked. "If you're medically-fit and you have no demerit points, let's do a written test and if you fail the written test, then you have a road test." □

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Tax Talk

Don't get hooked by fraudulent tax schemes

Sir: I am an official of the Nigerian government and I have been assigned the task of securing an overseas partner into whose account we would transfer the sum of \$19,320,000...

So begins the Nigerian Scam, where a wealthy foreigner asks for your help to move millions of dollars from his homeland and promises a hefty percentage as compensation. You've probably received a letter like this in your e-mail box.

In fact, this racket traces its origins to the 1920s and has been used to bilk people out of hundreds of millions of dollars. If a scheme this obvious can be so successful, imagine what thieves can do today, with technology at their disposal. Think about that as you prepare your personal income tax return. Tax agencies like the CRA are perfect foils for scammers because no-one wants the taxman on his back. You give him whatever he asks for.

One ploy is called a "phishing" scheme. Earlier this year, someone created a Web site that looks exactly like the one CRA uses to collect tax refund applications. It asks for your social insurance number, full name, address, date of birth, etc. This campaign is timed to coincide with CRA's deadline for online tax return applications.

In another scam, thieves mailed letters on CRA letterhead saying there is "insufficient information" on your tax return and an update is

Tax Talk

Scott Taylor



required before you can receive any "claims." The letter includes a form specifically requesting personal details like your bank account and passport numbers.

Identity theft

Both the fake Web site and the letter are attempts at identity theft, the unauthorized collection and use of personal information, usually for criminal purposes. In some cases, like the phishing site, your information is taken fraudulently. In others, an unscrupulous tax preparer simply sells personal information he collected to file your return.

CRA says it never uses e-mail or voice mail to ask for personal information and will not divulge information about you to another person unless you provide formal authorization. When in doubt, ask yourself whether you're being asked for information that you wouldn't include with your tax return, or for information you know the CRA already has on file. Call the agency instead of relying on mail or e-mail.

Tax-shelter gifting

Another tax-fraud scheme involves

inflated receipts for charitable donations. The amount is increased by the gifting of supplies purchased with the actual donation to another organization. Typically these involve computer or medical supplies.

These schemes may seem legitimate because a CRA Tax Shelter Identification Number is on the paperwork. But a tax shelter ID is no guarantee that you're entitled to the proposed tax benefits.

This problem is so big that CRA intends to audit all tax shelter gifting arrangements. So far, more than 65,000 taxpayers who participated in these schemes have been reassessed or are in the process of being reassessed. Well over \$2.5 billion in claimed donations have been denied. If you participated in a tax shelter gifting arrangement in 2007 and claimed your "donation" on your tax return, the claim may have been accepted as filed but that doesn't mean the CRA agrees with it or has even reviewed it yet. Audits can take a year to process, and the CRA generally has three years from the date of assessment to audit and reassess taxpayers. So keep your books and records.

RRSP scams

In January I wrote that an increasing number of RRSP and Registered Retirement Income Fund (RRIF) products are promising tax-free withdrawals, typically involving off-shore debit or credit cards,

off-shore bank accounts, or loan-back arrangements. To date, CRA has reassessed over 3,100 taxpayers who participated in these schemes resulting in additional taxable income of approximately \$144 million. Audits of another 1,800 taxpayers with \$84 million in RRSP and RRIF investments are currently underway.

If someone says you can withdraw from your RRSP or RRIF tax-free, take big tax deductions, or get immediate access to "locked-in" funds, it's too good to be true. Worse, you risk losing your savings because the promoter walks away with everything.

Bad tax preparers

There are bad apples among tax-return preparers. They'll offer false tax deductions such as inflated charitable donations, child-care expense claims, or even business expenses or losses to make themselves look like heroes. Others simply have no clue what they're doing (anyone can hang out a shingle and call themselves a tax return preparation service). It's your signature on your return, and you're responsible for all the information on it no matter who prepares it. Leave yourself time to review your return, and don't sign something you don't understand. If necessary, get a second opinion. □

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

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Safety

Use NAOSH week to highlight safety

Nothing demonstrates the importance of workplace safety better than a recent report on injuries in the province of Alberta. This January alone, 146 employees in the trucking industry accounted for \$106,386 in workers' compensation claims. Based on the trends in 2008, about one in every four of these workers will be off the job between eight and 30 days.

That will have an undeniable impact on productivity – not to mention the WCB premiums paid by affected fleets. A standard premium is worth about \$3.50 on every \$1,000 of payroll, but adjustments can range from a discount of 60% to a surcharge of 250%. This could equate to a difference of as much as \$6,000 for every million dollars of payroll.

It is easy to understand why fleets need to remain committed to workplace safety.

The trucking industry's workplace safety initiatives usually focus on drivers and the equipment they operate. A commitment to fatigue management is a logical extension to the rules governing hours-of-service, and proper circle check procedures will help to ensure that equipment is safe to drive.

But workplace safety affects every employee within the fleet.

Warehouse personnel, for example, need to take the steps to protect themselves around forklifts and follow the ergonomic practices that will help them avoid injuries. Even office workers need to understand how to protect themselves from the dangers of repetitive stress injuries, and know their respective roles during an emergency.

North American Occupational Safety and Health (NAOSH) Week – to be held from May 3 to 9 – offers an ideal opportunity to draw attention to the safe practices that members of your organization should follow on a daily basis.

The annual event is devoted to focusing employers, employees and the general public on the importance of preventing injury and illness in the workplace. And its history is also proudly Canadian. The week, first established in 1997 during talks surrounding the North American Free Trade Agreement, expanded on the Canadian Occupational Health and Safety Week that had been observed from 1986 to 1996.

It has established an ideal time to focus, reinforce and strengthen your fleet's commitment to occupational health and safety.

The week can be used as a backdrop for a safety review that can ensure appropriate protective gear is being used in every corner of the business. Dock employees alone should have access to everything from proper footwear to eye protection and hard hats, depending on the material that is being handled. Clinics can be offered on the proper use of everything from respirators to forklifts. And personnel throughout your business can be reminded about the emergency preparedness plans that have been put in place to help everyone prepare for the worst.

NAOSH Week also offers an ideal opportunity to celebrate the safety-related gains that have been made.

Ask the Expert

Rick Geller



Safe driving awards can be presented alongside announcements that focus on the number of hours without a workplace related injury, while company newsletters can incorporate thank-you letters for the commitment to workplace safety.

This type of awareness campaign can be offered on a limited budget as well, simply by leveraging some of the resources that already exist. For example, local health authorities, workplace compensation boards and hospitals offer an array of outreach programs to address health-related issues from proper dietary habits to first aid. Provincial trucking

associations and the Canadian Society of Safety Engineering (www.csse.org) can offer affordable support of their own. And the suppliers of safety equipment are always eager to show how their offerings should be used.

Fleets can re-visit some of the programs that are already in place, to ensure the activities continue to match the commitments that have been made. But education-related efforts should reach beyond the fleet's workforce.

Ottawa Hydro even took the opportunity to help workers apply their Workplace Hazardous Materials Information System (WHMIS) knowledge to identify hazardous materials in the home. The information obviously does not need to stop at the end of your driveway.

It would also be an ideal time to enhance outreach efforts in the com-

munity, to ensure that your neighbours understand their own roles in highway safety, and how to behave around the trucks that leave your yard every day.

Many members of your fleet may be surprised to learn just how widespread your commitment to safety has become. These are all steps that can help to protect members of your fleet family and the community at large. And that is something worth celebrating. □

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

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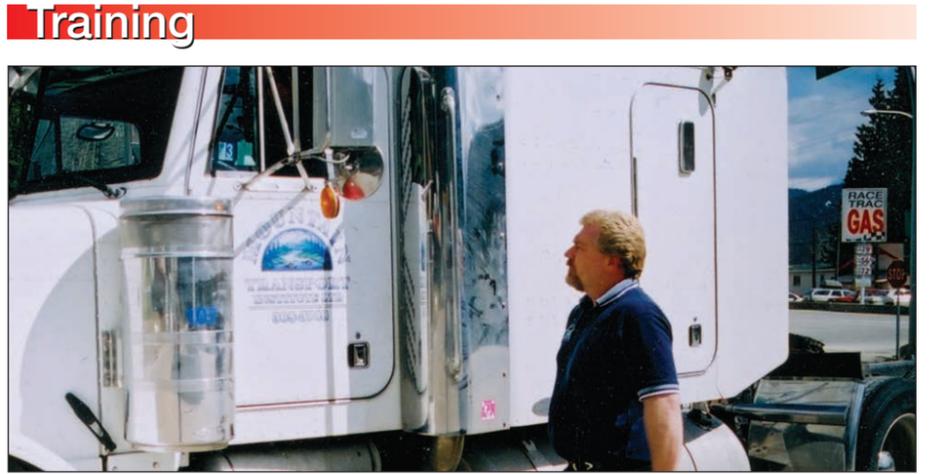
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FOCUS ON FUEL: MTI will teach drivers how to improve fuel economy.

MTI, NRCAN partner to deliver fuel-efficient driver training

CASTLEGAR, B.C. – Mountain Transport Institute (MTI) and Natural Resources Canada (NRCAN) are teaming up to measure the effectiveness of training professional drivers on fuel-efficient driving techniques.

A new program will result in 100 Western Canadian truck drivers being trained by MTI on fuel-efficient driving, using NRCAN's *SmartDriver for Highway Trucking* program.

All drivers will receive classroom training and then half will receive further training on MTI's simulator while the other half will be trained on the road.

The program will collect data on the participants' fuel consumption over the next 12 months and the drivers will have access to daily reports on their performance. Participating carriers will be able to

develop "gain-sharing bonus programs" involving the participating drivers, MTI said in a release.

Under the program, NRCAN is helping offset the training costs, so participating carriers can enroll drivers for just \$200 each. (The cost is normally \$1,000 per driver).

"We expect that up to five different carriers and companies in B.C. and Alberta will gladly participate and send up to 20 or so drivers through the program," said Andy Roberts, president of MTI.

"They recognize that the cost of the program will easily be made up by their fuel savings and that in the long run, their own customers and ultimately the consumer will benefit from lower freight costs and reduced greenhouse gas emissions."

For more information, contact MTI's Roberts at 877-965-3748. □

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Health

Rotator cuff injuries a common problem for flatdeck haulers

Tarping, chaining and coupling can lead to rotator cuff injuries

Every winter, without fail, many drivers come to my clinic with rotator cuff injuries.

Interestingly, most of these injured drivers are flatbedders. Job tasks such as tarping, chaining down a load or pulling the pin on a fifth wheel are common causes of rotator cuff injuries among truck drivers.

Most of us have either had a rotator cuff injury or know of someone who has had one.

But, what exactly is the rotator cuff? Basically, it comprises of four muscles that are located in our shoulder.

The main function of the rotator cuff is to connect your upper arm bone to your shoulder blade and to hold your shoulder joint firmly in its socket during arm movements. Rotator cuff injuries include any type of damage or irritation to the muscles and tendons of the rotator cuff.

One common cause of rotator cuff injuries is normal wear and tear on the shoulder which can result in the breakdown of the fibrous tissue in the cuff's tendons and muscles.

When this occurs, you are more likely to develop calcium deposits within the cuff or arthritic bone spurs that can pinch the muscles.

Watch your posture

Another common cause which is especially important for truck drivers is poor posture. When you roll your shoulders forward and slouch your neck, you decrease the spaces that the rotator cuff's muscles pass through.

Eventually, this can cause the muscles and tendons to become pinched underneath your shoulder bones.

Now if you add the bouncing of a truck, this greatly increases the

Back behind the wheel

Dr. Chris Singh



compression forces on the rotator cuff.

By far, the most frequent cause of rotator cuff injuries is lifting or pulling a heavy object incorrectly. As a result, it is very important to make sure that you have a solid base and lift in a slow and controlled manner.

In general, people suffering from rotator cuff injuries experience shoulder pain – especially with overhead movements like combing your hair or putting something on a shelf.

Shoulder weakness and decreased range of motion is also experienced by many people.

In severe cases, patients may experience constant pain and muscle weakness, especially when lying on the affected side.

If you experience severe shoulder pain that lasts a few weeks or you are unable to move your arm, it is important to see a health care professional as soon as possible. Once there, they will assess your condition and determine if further diagnostic testing is required. If this is the case, your doctor will refer you for an X-ray, MRI or ultrasound.

Treatment for rotator cuff injuries usually consists of physical therapy.

Your therapist will recommend specific exercises aimed at increasing shoulder flexibility and strength as well as improving muscle balance.

In more severe cases, a corticosteroid injection may be adminis-

tered to relieve inflammation and pain.

Surgery is only an option in the event of a large tear within a muscle or if a large bone spur is present. Fortunately, minor injuries to the rotator cuff often heal on their own. In the meantime, there are a few things that you can do at home to help speed this process up. First of all, it is important to rest your shoulder.

Try to avoid painful movements and limit heavy lifting until the shoulder has fully healed.

Ice can also be applied to help reduce pain and inflammation.

Take breaks

Place a gel pack or some ice cubes wrapped in a towel on your shoulder for 10 minutes at a time. Repeat this every few hours for the first three days of the injury.

As I have said many times, the best cure is prevention.

If you have had a rotator cuff injury in the past or you are at risk of developing one, speak to your doctor or therapist about specific prevention techniques.

The best way to prevent rotator cuff injuries is to perform regular shoulder exercises.

To add to this, taking frequent breaks at work if your job requires repetitive arm and shoulder motion will also help prevent injuries.

By following these simple prevention tips, you will greatly reduce your chances of injuring your rotator cuff.

Until next month, drive safely. □

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



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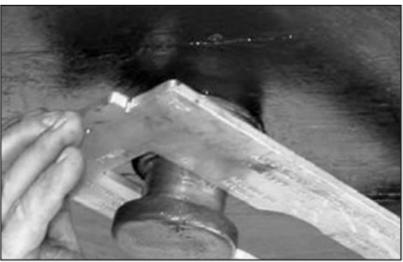
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Health

Taking a closer look at the driver's vision statement

The winter season can be really hard on a truck driver's eyes. The blowing defrost and heater fans in your cab can soon evaporate all the moisture from the surface of your eyes, giving you Dry Eye Syndrome (DES).

A sign of Dry Eye Syndrome is that your eyes feel like they are burning, scratching or stinging. Or, they may feel strained or tired after reading or driving for just a short time. Probably, wearing contacts is also uncomfortable. Be aware, because DES can cause tiny abrasions on the surface of your eyes which may eventually lead to serious eye problems.

You get DES when your body doesn't produce effective tears. When this happens, your eyes become irritated because they don't have enough lubrication and they can't wash away things that may harm the eyeball surface, like dust

Preventive Maintenance

Karen Bowen



and foreign objects.

Ideally, for healthy, comfortable eyes and optimal vision, your body produces a thin film to coat the eye which is made up of three main layers.

The innermost layer is the thinnest and rests right against your eyeball. It is made up of mucus. The clear skin, conjunctiva, which lines the eye, creates this mucus. The mucus is then used to coat the conjunctiva, creating a slippery surface that allows the overlying watery layer to be evenly distributed over the eyeball.

The middle layer is the largest

and the thickest. This layer covers the mucus layer and is actually just a very weak saltwater solution. The two tear glands that produce this watery layer are the main tear glands and the accessory tear glands.

This middle layer keeps the eye moist and comfortable, and also helps flush out irritants such as dust, debris, or foreign objects that may get into the eye. When these tear glands are not working efficiently the salt ratio increases in the tear solution.

When this happens, water is drawn from the eyeball surface itself, to balance the solution, which makes the eyeball surface too dry. Thus, DES occurs.

The outside layer is made up of a very thin layer of fats or oils which are produced by oil glands in the eyelids. The oil in this layer helps maintain the moisture on

the eyeball by not letting the watery layer under it evaporate. If the oil glands become blocked or if the oil is too thick, there may not be enough oil to cover the watery tear layer and prevent its evaporation. Occasionally, a bacterial infection of the eyelids or eyelashes can break down this layer of oil, too, allowing excessive amounts of the middle layer to disappear. Again, DES occurs.

DES is a common disorder, affecting over 14 million people in North America. As mentioned, the two basic ways that someone can get DES are because of decreased tear production or increased tear evaporation.

You may start making fewer tears if you take some medications, such as antihistamines, antidepressants, beta-blockers, and oral contraceptives. Additionally, too much water may evaporate from your eyeball surface when you use your eyes for reading, watching TV, or driving. At these times, you may not blink as often as you should.

Some other general causes of DES include: aging, diabetes, hormonal changes, lupus, long-term contact lens wear, a dry environment, sun exposure, smoking and smoke exposure, physical eye problems like drooping eyelids or bulging eyes, previous eye surgeries, certain viruses and exposure to blowing hot or cold air.

If your eyes are bothering you, take these steps to make yourself more comfortable: Stop smoking. Stay out of drafts. (My husband covers the truck vents that blow into his eyes if he is unable to redirect the airflow). Try artificial tears. They come in drops or ointment, but I recommend drops because ointment can cause blurry vision. Humidify the air, when possible.

Concentrate on blinking more frequently, especially when you are focused on doing a vision-oriented task. Use hot compresses and eyelid scrubs/massage. (The heat warms up the oil in the oil glands, making it flow more easily and the massaging action helps get the oil out of the glands).

As well, take the time to rest your eyes. (Close them for a few minutes while sipping your coffee at the truck stop).

If you've already tried the above steps for a while, but your eyes still: hurt; burn or itch; are red; are sensitive to light; tear excessively; have blurred vision; or feel dry, gritty, scratchy or filmy; have your condition diagnosed by an eye doctor.

Definitely get medical advice if you have having flaking, a discharge or a lesion on your eye or eyelid. These symptoms may lead to permanently damaged eyesight!

Everyone sees that good eyesight is fundamental for a truck-driving career. So, make caring for your eyes part of your own driver's 'Vision Statement.' □

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

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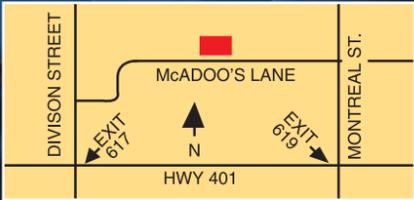
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Industry

Note to free-riders: Association achievements don't just happen

Last month, the Governor of Michigan signed a law exempting Canadian trucking companies operating into, out of, and through that state from the Michigan Business Tax (MBT), saving every carrier on average about US\$1,000 per truck per year in tax, capping off a year-long lobby effort led by OTA.

This is the latest in a string of recent announcements in which the association played a pivotal role. Others include increased weight allowances for wide-base single tires and a provincial funding program for APUs, to name a

Industry Issues

David Bradley



couple. CTA can also point to an impressive track record, the most recent being to convince the USCBP to show some common sense in implementing its new transponder renewal system, (DTOPS). And, it's not just OTA and CTA – every provincial truck-

ing association has its own list of accomplishments.

People join associations for many reasons, but they stay with associations only if they accomplish things. You have to put points on the board.

Much of our success derives from adherence to some basic principles. A culture of success is something that can be transferred from generation to generation. Advocacy is not an exact science, but after over 80 years and 70 years in existence, respectively, OTA and CTA must be doing something right.

Achievements don't just happen. It takes more than attending a few meetings, or writing the odd diatribe to convince policy- and law-makers that your cause is worthy.

For example, a successful association is one that has something useful and constructive to say. It has to have the critical mass of membership and the mechanisms in place to consult with its members. It offers solutions, not just complaints. It builds bridges and lasting relationships with other associations, industries and governments.

A case in point is the Michigan tax exemption. OTA owes much to a number of people and organizations who partnered with us, including our often-maligned politicians and civil servants, whose support and intervention was essential. A successful association is respectful of other and opposing points of view.

It has to be flexible and maintain a long-term, broad-based and informed view. It is able to marshal the necessary resources and infrastructure to develop its arguments and then to effectively make the case.

Even then it takes persistence. Most importantly, this takes vision. I have never met such visionary, dedicated, entrepreneurial, sensible and quality people as those I find within my membership. That is as true today as it was when I started back in the mid-1980s.

Still, not everyone who should be a member is one. Everyone benefits from the work of OTA, CTA and the provincial associations, regardless of whether they

are members or not.

There are those that pay the freight and those that are free-riders. Our members continue to fund the work of the association year after year even though they know that there are free-riders out there.

Many of the free-riders are among the first to complain when things don't go their way but will say and do nothing when the association accomplishes things that are of benefit to them.

There are lots of reasons people give for not belonging. Over the past quarter century I've probably heard them all. Some argue they are in disagreement with this or that stance taken by OTA.

But, if you are not at the table, you forfeit your opportunity to help shape policy. Some say it's because OTA only represents the big carriers.

Nonsense. Three-quarters of OTA members have less than 50 power units and a quarter have less than 10 trucks.

Every single member has a direct pipeline into the association. The OTA Board of Directors is composed of over 80 carriers reflecting every segment (size, region, service) of the industry. The CTA board has over 60 carriers on it, selected by the provincial associations. Each board member gets a vote.

Some say they can't afford to belong. Yet most members say that they get far more out of the association than they put in.

The membership fees to join are \$50 per truck. What's that; less than three one hundredths of 1% of the revenue generated by a typical truck in a year? The Michigan Business Tax alone would have cost over a thousand dollars a truck.

Each and every one of our members is making a tangible commitment to a better trucking industry. They are taking responsibility, showing real leadership. They are directing their association to do what they think is right. They are putting their money where their mouth is. Are you? □

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

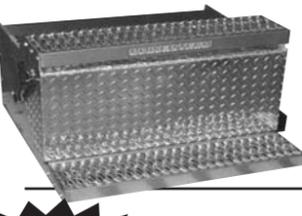


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Industry

It's time to rev up for awards season

The 2009 awards season has opened here at the Private Motor Truck Council of Canada, and applications are already coming in. The annual awards season is of course the lead-up to our June conference.

At the conference, along with the presentation of awards celebrating and recognizing some of the people and fleets that contribute so much to trucking in Canada, we will present a series of essential educational seminars from which every fleet manager can benefit.

The annual conference takes place June 18-19, at Queen's Landing, in Niagara-on-the-Lake, Ontario. The PMTC's annual awards luncheon is a feature of the conference, and has come to be recognized as a pivotal event in the trucking community.

The awards are some of the most prestigious in the industry, and have been offered by the PMTC for many years. They represent the commitment to excellence of PMTC, its members, and the sponsors that help us maintain the programs.

This industry is picked apart on almost a daily basis in the mainstream media and by other non-trucking factions, so awards such as those provided by PMTC and other trucking associations make important statements about the true professionals in our business. There are many positive stories about

Private Links

Bruce Richards



trucking but few receptive ears outside of the industry.

That makes it even more important that we in the industry take up the challenge to recognize those individuals and companies that keep this country moving safely and efficiently.

Like those of other trucking associations, the PMTC awards program is an opportunity to reflect on the things that make this such a great industry in which to earn a living.

The awards celebrate the many people who do things 'right.'

There is no doubt that it is worth the time and the effort to participate and share the feeling of accomplishment. With many of the awards, just being part of the process is an honour that can be shared with the employees of the company.

Here's a brief overview of the awards and how to participate:

The Hall of Fame for Professional Drivers, sponsored by Huron Services, a CPC Logistics Company inducts up to four professional drivers each year. The Hall of Fame

resides on our website at www.pmtc.ca and a visitor can review the outstanding records of the current 31 inductees dating back to 1990.

The safety records of these hall of fame members are extraordinary and everyone in this industry should be proud of them.

Nomination forms are available on the PMTC Web site, along with a description of the criteria for entry. While the award winners are, in the estimation of the judges the best of the best, it is also a mark of distinction for any driver to be nominated, and we encourage the participation of all our members.

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

Past award winners have not only demonstrated excellent on-road safety records, but have in place the programs that deliver those results. The awards are as much about recognizing the whole package as they are about the on-road performance. It takes a well-managed safety program built on solid principals to achieve long-term results.

Simply completing the application (available at www.pmtc.ca) will provide any fleet manager a clear pathway, or a 'how to' for implementing such a safety program. The awards program criteria are based on the best practices of private fleets and winning in any cate-

gory is a significant achievement.

The **Vehicle Graphics Design Awards**, sponsored by 3M Canada adds the colour and drama to our annual awards luncheon. This marks the 24th year of these awards and the competition attracts entries from across the Country.

Awards are presented in a number of categories based on vehicle type, and are shared by the fleet and its graphics house. The Graphics competition is open to all truck fleets, private or for-hire, PMTC member or not, as we encourage the entire trucking community to put on its finest and show off just a little. Many of the entries come via the graphics industry and we welcome their role in making this such a great event.

Award winners are featured in the PMTC's own magazine, *The Counsellor*, and other industry magazines such as *Truck News*. So join in and enjoy some free promotion, whether a fleet or a graphics house, we welcome your entries. Visit www.pmtc.ca and follow the links to submit your entries online.

We look forward to another opportunity to award those that help make the trucking community a great one. □

- The Private Motor Truck Council is the only national association dedicated to the private trucking community. Your comments or questions can be addressed to trucks@pmtc.ca.

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Enforcement

Rules of the road

When it comes to getting pulled over, being prepared is your best defence

By Julia Kuzeljevich

TORONTO, Ont. – Truckers traveling through the provincial jurisdictions of Ontario and Quebec, and the states of New York and Michigan, can be subject to different rules and regulations in terms of what could get them pulled over by law enforcement.

Police and ministry enforcement officers work with the objective to reduce collisions and fatalities on the roads, and to investigate motor vehicle safety complaints.

At the Ontario Trucking Association's annual convention, representatives from on-road enforcement agencies from these four

jurisdictions were out in full uniform, if not to inspire fear, at least to get the word out to truckers and trucking companies about behaviour and adherence to the laws of the road.

Top five OOS defects

According to Shaun Dotzko, enforcement supervisor, Ontario Ministry of Transportation, while the province of Ontario is considered to have some of the safest roads in North America, there are still many out-of-service defects he consistently sees on commercial vehicles, the top five of which are: load security; brakes and brake adjustment; dam-

aged air supply lines; non-working lighting systems; and inoperative parking brakes.

But, he noted, between 1990 and 2004, the number of large trucks in Ontario grew by some 50%, and total fatal collisions involving large trucks decreased by 20%. Ontario's compliance rate during Road Check 2007 was 81.9% versus just 56.7% in 1995, a significant improvement, said Dotzko.

To improve on these numbers, operators and companies should ensure that a pre-trip inspection has been conducted, establish safety and maintenance programs, and be sure to submit their reports.

Adrian Perry of the Ontario Provincial Police's Traffic Support Unit is involved in commercial vehicle inspections and collision reconstruction. He said that among the top safety concerns he sees are: speeds that are too fast for conditions; wheel-offs; loose seals and fasteners; detached parts and components; driver fatigue; and load security.

New legislation in Ontario that would restrict the use of handheld devices while driving may offer some room for improvement, noted Perry.

Rules to observe in 'la belle province'

Arnold Yetman, media spokesperson and compliance officer with Quebec's Societe de l'Assurance Automobile, stressed that there are several differences in road rules and regulations in Quebec that could cause problems for operators heading to that province. Quebec has a law against the use of handheld cells while driving, no tinted windows are permitted, and wide load signs are also not permitted.

"Instead you need a D-sign in white and red," said Yetman.

Certain vehicle configurations, for example, are also illegal in Quebec.

"A lot of vehicles don't adhere to the hangover rules. You can apply and request a special permit from the Ministry of Transportation to avoid impoundment," he added.

Effective April 2008 in Quebec, harsher penalties and increased fines went into place to help deter speeding. The Quebec government is also phasing in new penalties that will see first time excessive speeders have an immediate suspension of their driver's licence for seven days.

Depending on the speed limit in the zone where you committed the offence, you could face the immediate suspension of your driver's licence for 30 or 60 days, and immediate seizure and impoundment of the vehicle. As of Sept. 1, 2009, a new legal definition of heavy vehicle will come into effect in Quebec. Effective on that date, motorized vehicles and trailers with a gross weight rating of 4,500 kg or more will be considered heavy vehicles, said Yetman.

Ontario's 'border states'

According to Sgt. Edmund Schramm, with the New York State Police's Commercial Vehicle Enforcement Unit, the US Federal Motor Carrier Safety Administration (FMCSA) has established a safety goal that aims to reduce the number of deaths and injuries that result from truck and motor coach related crashes by 50% by 2010.

This FMCSA 2010 goal translates into approximately 2,500 lives saved and 65,000 injuries prevented each year. The agency's Research and Technology Program consists of five program areas that will target driver safety performance, commercial vehicle safety performance, carrier compliance and safety, safety systems and technologies, and crosscutting safety initiatives.

Schramm noted that in New York the top safety concerns also center on load securement, logbook infractions, brake adjustment issues and hours-of-service confusion.

"We want to reduce any contributing factor that a commercial driver may have in a collision," said Schramm.

Another major concern is the bottleneck of traffic passing through the Buffalo area, originating at the US-Canada border.

While the state of New York won't confiscate drivers' licences, if an Ontario driver receives a citation



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and does not report it or submit it, the driver can lose driving privileges in Ontario thanks to a reciprocity agreement with the state, said Schramm.

In the state of Michigan, Capt. Robert Powers, commanding officer with the Michigan State Police

Traffic Safety Division, said that there is going to be less border grant funding in 2009, which will result in somewhat less enforcement activity on the corridors leading to the US-Canada border. The state has produced a comprehensive Border Crossing Guide for commercial

truck drivers, available in English, French and Spanish, which provides tips, contacts and background info for drivers entering the state.

What gets Canadian drivers pulled over in Michigan?

Powers said there are a lot of local community ordinances that truckers

may not be aware of and over which Michigan state police don't have control.

However, some of the most common and avoidable concerns for commercial drivers continue to be speeding and infractions involving lights, he said. □

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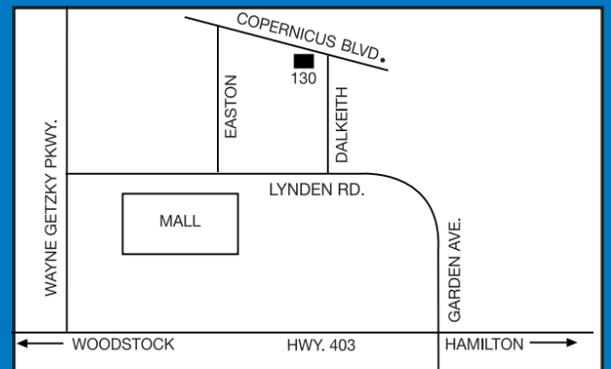
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Product Test

Johnny Tie-down device offers peace of mind for flatdeckers

NAPANEE, Ont. – Once in a while a new invention comes along that will save lives. Last April I noticed the Johnny Tie-down booth tucked away in the back building at Truck World.

I'm no expert or anything but I was impressed by their display of straps and pulleys and electronic scales.

Just the fact that it's made in Canada caught my interest – that's rare enough these days.

The Johnny Tie-down Load Tension Alert Device is a system that allows flatdeck haulers to monitor load security in real-time while rolling down the road.

A sensor sits on the dash and a red light comes on and beeps if any straps equipped with Johnny's become slack en-route.

The heart of the device is a plastic cartridge about the size of a pocketbook that's threaded through the cable or strap.

After you've lashed down your skids or whatever, you swipe each cartridge with a handheld sensor. The sensor then fits into a harness mounted on the dash.

My deck-hauling days are done, but I ran into Simeon Brubacher at the Canadian Tire store in Napanee, Ont., where he was loosening the straps on a load of top soil. He was happy enough to volunteer to try out the product for me.

Johnny Tie-down is a family busi-

On-road Editor

Harry Rudolfs



ness from Rouyn-Noranda, Que. They shipped me a demonstration kit which I dropped off one weekend at Brubacher's farm near Elmira, Ont., where he runs a top-notch deck business with eight late model Petes and Kenworths. Marwell Transport pulls 48-foot flatdecks and B-trains, hauling lumber, soil and pre-cast concrete, among other things. At the end of the summer I went back and got Brubacher's report.

"They definitely work," he told me. "I never had a strap come loose, but I can see they work when I loosen off the tension."

Brubacher does a lot of local work, sometimes drawing three loads a day. So he was honest and told me he wouldn't use them on every load. "But if you're running long distance, like California to Ontario, why not?" he said. "If it takes you a half an hour, it's probably worth it."

The company literature says that it takes about a minute per Johnny per strap.

Programming is fairly easy with only three keys. Once you're



EASY TO USE: Simeon Brubacher volunteered to test the Johnny Tie-down system for us. He says it works well, but admits he didn't use it on every local load.

rolling, the Johnny Tie-down system would probably mean fewer stops to check load security.

And the system means more peace of mind at night when it's harder to see if a load is shifting or coming undone.

The cartridges fit over all sizes of straps (2-, 3- or 4-inches) and standard issue steel cables.

Most of the product testing was done on logging trucks in northern Quebec in extreme temperatures. But loggers anywhere could feel more secure attaching a few Johnys to a load. And the cable cartridges would also work well on loads of scrap cars or the like.

So far the originator, Maurice Tardif, hasn't yet developed a version for chains, but I hear he's working on it.

The invention is a labour of love dedicated to his son's memory. Tardif made his first prototype in 2002, not long after his son was killed driving home for the holidays the previous Christmas.

A barrel came loose from a truck and struck Johnathan Tardif's car.

The company builds the Johnys tough and guarantees them for a year. There's a YouTube video that shows a truck running over a cartridge without damaging it.

You can also download data



from the sensor to a computer which can then be stored and retrieved, documenting any occurrences of load insecurity.

Tardif recommends you use Johnny Tie-downs on every other strap or cable, but you can get started with a few units for about \$1,000.

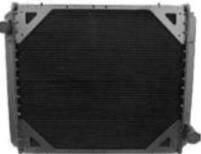
Carriers hauling high-value or awkward loads might want to add Johnny Tie-downs to their repertoire. After all, what price can be put on safety?

Just one catastrophic incident can ruin a good carrier.

Johnny Tie-downs could also save you from fines for improperly secured tie-downs, and loss of cargo incidents cost trucking companies millions every year.

The value of life, of course, cannot be calculated. To learn more, visit www.johny-tiedown.com. □

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New Products

Tires & Wheels



Mobile Awareness has introduced its TireStat **tire pressure monitoring system (TPMS)** for use on commercial trucks and trailers. Lightweight TireStat sensors are mounted externally on the valve stem, allowing air input without sensor removal, the company says. Customers can set their own warning alert levels by axle position to maintain appropriate tire pressures. The company says its TPMS is user-friendly for drivers while delivering cost-savings for fleets in the form of extended tire life, fewer roadside assistance calls and improved fuel mileage. For info, call 866-653-5036 or visit www.mobileawareness.com.



RealWheels has introduced some bling for commercial trucks. Its RealMag **hub cover** provides the look of custom mag wheels for tractor-trailers without the prohibitive expense of real mags. The covers are manufactured from durable, high-impact, chrome-plated ABS, according to the company. It provides over-the-lug installation on 22.5- and 24.5-inch aluminum or steel wheels. They're available in chrome and black colours. For details, visit www.realwheels.com.

Automotive Upgrade has introduced the Air Alert **valve cap**, which notifies drivers when tire pressure has fallen by 4 psi or more. The valve cap begins to flash brightly when tire pressure drops, allowing the driver to adjust pressure when needed. The Air Alert valve caps cost US\$34.95 for a set of four and can be ordered online at www.automotiveupgrade.com or by phone at 877-293-3714.

Accessories

FLO Components has introduced a new Lincoln Model 5805 **impact fitting cleaner**, which it says is a time-saving alternative to fitting replacement and joint disassembly. The impact fitting cleaner is designed to eliminate downtime



caused by dried blockages. The company says it clears obstructions by allowing lightweight oil or solvents to enter the clog with a quick burst of pressure. It also cleans bearing and joint surfaces of hardened grease so that fresh grease can be applied, the company says. For more details, call 800-668-5458 or visit www.flocomponents.com.

CarriersEdge and KRTS Transportation Specialists have combined to produce a **pre-trip inspection demonstration video**. The companies say the video demonstrates proper techniques for all aspects of the daily vehicle inspection. CarriersEdge said its subscribers will automatically receive the video as part of their subscription package. It will also be sold separately through CarriersEdge or KRTS.

Country star Aaron Tippin has compiled a CD of **trucking music**. *In Overdrive* was released Feb. 3 by NIPPIT Records Country Crossing, and features 13 trucking classics including: Six Days on the Road; East Bound and Down; Truck Drivin' Man; and Girl on the Billboard. Tippin once drove truck himself and says he's a huge fan of the industry and the music that's dedicated to it. To order, visit www.aarontippin.com.



Fleets operating in California will soon require diesel particulate filters (DPFs), regardless of their model year. To that end, Paccar parts dealers are now offering an **aftermarket passively regenerating DPF**, dubbed the Engine Control Systems Purifier. It can be installed on a wide range of Class 8 trucks, the company says. The aftermarket DPF will be available through Kenworth and Peterbilt dealers in the US and Canada, the company says. By 2011, all trucks operating in California will have to gradually reduce their soot and NOx emissions. Truck operators will have to operate newer trucks, which have come equipped with DPFs since 2007, replace older engines or equip their trucks with aftermarket DPFs such as the Purifier.

BorgWarner Turbo and Emissions Systems has introduced a **S410T replacement turbo** for Mercedes MBE4000 engines. It's covered by a one-year, 100,000 mile warranty. The aftermarket turbo is available through BorgWarner's distribution network, which can be seen online at www.turbo-driven.com.

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MISSING



TARALYN POORMAN
3198-SR

D.O.B.: May 09, 1991

Missing since: December 12, 2008

Missing from: Regina, Saskatchewan

Height: 5' 3"

Weight: 130 lbs.

Eye Colour: Brown

Taralyn was last seen by her mother at approximately 11:00 p.m. She was wearing a purple shirt, black leggings, black knee high suede boots, and a black winter jacket with fur around the collar.

Anyone with information please contact:

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Snow Removal

Canadians know snow, eh?

Buyer beware: Some snow removal systems are better than others

TORONTO, Ont. – Canadians are no strangers to snow and ice. And like most drivers in this country, I've pulled my share of trailers with piles of snow on the roof. It's actually quite magical watching the plume streaming onto the fields and highway. As for ice, it's often invisible to us. You don't see it until it comes crashing onto your cab or catwalk, or you can watch sheets of it lifting off the trailer in the sideview.

But the days of driving with uncleaned trailer roofs may be coming to an end. Every year we hear of tragic accidents involving blocks of ice smashing automobile windshields. Snow-laden trailers can also put other drivers into a white-out.

Ontario has no law against it, but provinces like Nova Scotia and Quebec are among jurisdictions handing out fines and demerit points for littering snow and ice, as are some states south of the border. With increasing public awareness and more work cultures adopting diligent practices, transport companies and distribution centres are looking seriously at acquiring snow clearing machines.

Just like the Zamboni, leave it to Canadians to be at the forefront of such inventions. Years ago, I recall Ron Martin, a mechanic at Eaton's in Toronto, welding a steel blade onto a makeshift forklift attachment. He had the drivers pull their wagons inside the shop and ran the elevated plow blade along the trailers. This worked alright for light stuff, but heavy snow eventually twisted the blade, not to mention the piles of melting snow in the garage.

The simplest device I've seen is at the UPS depot in north Toronto. It's nothing more than a steel bar attached to an upright frame. The bar can be adjusted with pegs for different heights. I watched their A-train pups and a container pass under it, scraping an inch or two of powder snow. It seemed to loosen up the crust before the units went on the road.

On-road Editor

Harry Rudolfs



There were also big piles of snow beside the lane, so it's doing something.

Searching around the Internet, I found several manufacturers who make trailer snow clearing machines, most located in Canada.

Although the prices of the units vary a great deal, and the mechanisms may range from static and mechanical to electrical and electronic, the designs are mostly similar.

Some sort of elevated plow or scrubber, either stationary or adjustable, is mounted on an 'H' frame which in turn is fastened to concrete blocks, steel rails or footings. Usually, a synthetic rubber blade, often V-shaped, rides just over the surface of the trailer roof. Some products also come with a kind of roller or drum attachment, acting as a beater bar to loosen the packed snow.

In most cases, the driver stops just before contact and adjusts the height of the plow platform. He or she then pulls through the lane as the snow is scraped to the ground.

The driver may have to make several passes to loosen stubborn snow. A plow or loader is also needed to take away the accumulated snow on the ground.

After a significant snowfall, this may have to be done after every three or four trailers, except in the case of the high-end Yeti, whose blower launches most of the snow away from the area.

Most of the manufacturers have been around five years or so, but new prototypes are arriving on the scene all the time.

Here's a quick look at what's on the market:

The **SRS 200-S Avalanche** made by Leevin Design of Barrie, Ont. Completely static and mechani-



CAN OPENER: An improperly-installed snow removal system sliced this trailer open from end to end.

cal, the V-shaped plow blade is set at a certain height and locked in. This is good if your equipment is all the same height including your fifth wheels. Price is \$12,500 plus installation. Representative Kevin Brookes says it can be installed in three hours if the footings are in. About 20-25 are in service, including at customers like SLH and Warren Gibson.

Reed Sced of New Jersey has an interesting product that purports to be "portable." It's your basic rubber V-Blade with an adjustable height function that runs off a truck battery or solar trickle charger. The inventor Mike Reed has been in production five years and has about 12 machines in operation at places like New England Motor Freight and Sysco Food Distributors in the northeastern US. None have been sold in Canada yet, although he's been getting inquiries. It costs US\$19,500 not including freight or installation

Scraper Systems was invented in the US but has good representation in Canada with two machines that are installed at inspection stations in Amherst and Enfield, Nova Scotia. This is a V-Blade design which can be raised and lowered electrically. There are about 200 of these in existence in North America at operations like SCM (Wal-Mart), Cornwall, Ont., and Reimer in Mississauga. Price including installation comes in just under \$25,000.

J & D Trailer Protection Company of Waterford, Ont. makes the **Rooster One** system invented in Canada by James Quinn. It's a fully mechanical system with a counterweight and angled blade directing the snow into a chute on the side of the frame. Installed it's about \$26,000. Customers in Ontario include Frito-Lay and Maple Lodge Farms.

The **Robot 2000** is manufactured in St-Hubert Quebec and has nine of its machines at locations in that province including at Purolator,

Canada Post and HBC. The machine is the invention of Germain Bouchard and features a plow and drum combination which is raised and lowered by electric winches. The machine costs \$36,000 installed in the Montreal area (more for other cities).

The **Yeti Snow Removal Systems** manufactured by Rainville Industries of St-Jean-sur-Richelieu is the gold standard of snow removal machines, and the only one that can remove ice as well. It's been on the market since 2006 and uses an auger, brushes and a powerful blower. It also has a function which automatically raises and lowers the platform to accommodate trains. Clients include Normandin, Manitoulin and Transport Bourassa. It costs \$73,000 with installation extra.

Buyer beware, of course. *Truck News* couldn't test any of these systems, but we did see one trailer top cut open from stem to stern by an improperly-installed device (see photo).

If you're in the market for one of these machines, be sure and do your homework.

When it comes right down to it, trailer snow is the responsibility of all parties, including the shipper if the unit is sitting at a dock for a weekend.

It's going to cost about \$50 to get one cleaned off unless you want to get up there yourself like an acrobat.

Groupe Robert offers a snow clearing station for drivers at its Boucherville terminal.

The trailers first pass under a mechanical brush and then park beside a raised platform constructed on top of a van.

Cleaners are tethered and harnessed as they push snow off the trailer.

In the case of ice, they're provided with six-inch steel plates on the end of poles to pound off the tough stuff.

"There's no excuse for anyone to leave this yard with snow or ice on the trailer," says preventionist Francois Rochon. □

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GE brings telematics solution to the Canadian fleet market

By James Menzies

TORONTO, Ont. – GE Capital Solutions has expanded its telematics services to the Canadian market. The company says its award-winning telematics solution offers more than just asset tracking, focusing heavily on how customers can use the data provided by telematics devices to improve productivity.

“We look at this from a holistic approach,” said Stephen Ulanoski, senior vice-president and general manager of telematics solutions with GE. “It can’t just be about the vehicle, it has to be about all the assets and the related functionalities around that asset.”

GE has found the biggest cost-saving opportunities available through telematics stem from the human resources side of the equation.

“Most of the telematics solutions on the market today started from the vehicle and worked back, pulling data off the vehicle and providing it to customers and letting customers do what they would with it,” Doug Peters, vice-president of telematics marketing strategy and analytics said.

“We took a different approach and started with the customers and looked for issues within our customers’ operations where telematics could provide solutions.”

According to GE, fleet costs account for roughly 12% of its customers’ operating expenses while human resources-related expenses represent about 52%.

“We’re trying to provide, not a box that’s giving a lot of data to the fleet manager, but a solution that helps customers drive growth using real-time business intelligence,” explained Peters.

GE takes a three-pronged approach to helping its customers save money by determining: what is happening?; why is it happening?; and how do I improve it?

While monitoring vehicle usage alone can deliver a 1-3X return on investment, GE representatives said that properly managing the data collected through telematics can deliver a 2-7X ROI and optimizing the data for improved productivity can deliver an ROI of up to 15X.

“When we get to the optimization of scheduling and routing, you can get as high as a 15-times return,” insisted Peters.

During a recent Webinar, GE shared several case studies from south of the border, where its telematics solution was already available.

The case studies showed the ROI achieved by customers came from a variety of sources, one being fuel savings.

Based on its experiences, GE says employing its telematics solu-

tion is equivalent to knocking fuel prices from \$1.20/litre to \$1.02/litre – or from 80 cents/litre to 68 cents/litre.

However, the company warns against placing too much emphasis on fuel savings alone.

“If you put the value of telematics solely on the cost of fuel, then you’re at the mercy of the price of fuel to justify the cost,” warned Peters. “The potential for productivity is so much greater just by gaining visibility of what’s happening in your operation. It’s really the productivity component where the value comes.”

In one case, just by re-sequencing a fleet’s deliveries, GE was able to help reduce the customer’s drive time by 10 hours per day, fuel consumption by 150 litres and mileage by 500 km.

Eventually, the customer was able to remove one truck from its fleet while still meeting all its customers’ requirements, Peters explained.

GE is targeting a wide range of applications with its telematics solutions, ranging from Class 1-8 vehicles.

The most powerful part of its solution is the analytical engine that’s used to identify opportunities for improved productivity, the company says, adding it can even use existing data from other providers “as long as the data is good.” □

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New touchless truck wash in Ontario

BRADFORD, Ont. – A new touchless truck wash for big rigs has opened in Bradford.

Lotto Pumping and Hydrovac Services first installed the touchless truck wash to clean its own construction and industrial waste vehicles, a fleet that required regular cleaning.

Now, it’s opening it up to the trucking industry.

“We originally developed it to clean our own fleet, and have now opened it to the industry operating as Artesian Truck Wash,” says Neil Bowman, a spokesman for the new entity. “The idea was to let the local people know, but it is taking off. Everyone is very happy with it.”

The truck wash takes any size truck and up to a 53-foot trailer, but nothing wider than a transport trailer. Bowman praises the “touchless” feature, which prevents damage to the body of the vehicle.

“You’re basically through in less than five minutes,” he notes. “We have an undercarriage spray, to get the salt nicely off the undercarriage off the truck.”

The process is similar to a touchless car wash: the first stage is a chemical brightener and chemical spray; the second stage is a recycled water spray that does the initial cleaning; and the last stage is a fresh water rinse, including the undercarriage.

The truck wash is manufactured by InterClean.

It’s a process which differs from



LOOKS LIKE NEW: Trucks and 53-ft. trailers can be driven through the touchless truck wash for a thorough cleaning with no risk of damage.

some mobile washes where chemicals are dispersed on the parking lots, and liquid waste can run into a storm drain.

Bowman says the environmental merits of the new InterClean product has earned approval from the Ontario Ministry of Environment due to a “reclaimed” disposal method.

“The water goes back into a big reservoir. The water is contained. If anything does go through it goes into the sewer system/sewage plant,” he said.

Artesian Truck Wash is located at the north end of Bradford, about three kms from Hwy. 400. The street address is 280 Artesian Industrial Parkway, Box 695, Bradford, Ont.

It’s open from 7 a.m. to 7 p.m. from Monday to Friday. The company is considering opening its new service on Saturday, upon demand. □



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Telus launches new BlackBerry smartphone

TORONTO, Ont. – Telus has launched the new BlackBerry Curve 8350i smartphone, featuring support for the Direct Connect Push To Talk service – a popular feature for truck drivers on the go.

The new smartphone, available only on the Telus Mike Network, is designed for professionals in the field who need instant communication with their companies along with instant access to their e-mail. The device includes built-in Wi-Fi and GPS, and combines BlackBerry communications and multimedia capabilities with the push-to-talk service, all in one.

“The BlackBerry Curve 8350i combines the convenience of our Mike Direct Connect Push To Talk technology and the trusted BlackBerry solution,” said Jim Senko, vice-president of mobility solutions at Telus. “It’s a fantastic new addition to our extensive selection of business-ready smartphones operating on our Mike or PCS networks.”

The new smartphone supports GPS tracking and dispatch solutions and also has Bluetooth-enabled support for accessories such as wireless headsets or hands-free kits. For truckers looking for ways to fill downtime, the device also includes a media player, a 2MP camera with video recording and the capacity to store up to 16GB of music, pictures, video and documents per memory card.

“The BlackBerry Curve 8350i is a communications powerhouse that makes it easier than ever to stay connected,” said Mark Guibert, vice-president of corporate marketing at RIM. “We are very pleased to be working together with Telus to bring this innovative and stylish smartphone to Canadians.”

Additional features include:

- High-resolution, 320 x 240 colour display
- 35 key backlit full-QWERTY keyboard;
- Premium phone features including voice-activated dialing, enhanced background noise cancellation and a low-distortion speakerphone;
- Expandable memory via microSD/SDHC memory card slot supporting cards of up to 16GB for additional storage (1GB microSD card included);
- USB connectivity for charging and data file transfers between the smartphone and PCs;
- Removable, rechargeable battery;
- And messaging capabilities with support for popular instant messaging, multimedia messaging (MMS) and text messaging services.

The BlackBerry Curve 8350i smartphone is available from Telus for \$249.99 on a three-year contract or \$599.99 without a contract. For more information on the BlackBerry Curve 8350i, visit www.noordinaryphone.com. □

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Used Trucks

By James Menzies
TORONTO, Ont. – At this time last year, the soaring value of the Canadian dollar was making the purchase of a new truck an attractive proposition.

Now that the loonie has settled back at its traditional range, however, the pendulum seems to have swung back in favour of used trucks if you're looking for value in an upgrade.

Many truck dealers were overvaluing trade-ins when the dollar was peaking last year, leading to an abundance of inventory and providing for some good deals today, if you're in the market.

"There's a tremendous amount of used inventory on the ground everywhere," says Jeff Watson, assistant sales manager with Moncton, N.B.-based Valley Equipment. "There's a lot of inventory and a lot of dealers are willing to be flexible on selling a used truck."

Nevio Turchet, used truck manager with SelecTrucks of Toronto, says used trucks are somewhat insulated from the wild currency swings which have played havoc with new truck prices.

"You can have a foreign exchange rate that will affect the price of a new truck \$30,000 either way," he says. "It's never a bad time to buy used. You don't have that volatility; all you have is the market swing."

The used truck market seems to have settled after a wave of repossessions last summer flooded truck dealers' lots.

Many owner/operators were getting "buried" in debt when

Deal or no deal?

Looking for an upgrade? Why the time may be right to take a *new* look at the *used* truck market.

financing their rides and were unable to survive when freight began to dry up.

"We had a lot of repossessions coming back last year, but not so much this year," says Dennis Sheehan of Volvo dealer Sheehan Truck Centre. "I think the weak have fallen and the strong are surviving."

Many of last year's victims had financed expensive trucks with little or no down payment, Sheehan says, adding "I think the credit market has straightened that out somewhat."

Watson says overzealous customers, eager finance companies and unscrupulous dealers all played a part in "burying" many owner/operators. It would happen something like this: an owner/operator with an eight-year-old

truck wants to trade it for a five-year-old truck, however he still owes \$30,000 on his current rig. The truck that caught his eye costs \$50,000, but the dealer is only willing to give him \$15,000 for his trade-in.

"An irreputable dealer can add that \$15,000 to the \$50,000 truck and call it a \$65,000 truck and finance the guy for \$65,000 on a truck that's only worth \$50,000," explains Watson.

"If a guy has \$65,000 in a truck that's only worth \$50,000, in two to three years he wants to trade that, and instead of being \$15,000 in the hole, he's \$20,000-\$25,000 in the hole. It's a vicious cycle. They will only cycle through a couple times before they become unfinanceable."

If there's a silver lining to the credit crunch, which has made it difficult for many fleets and owner/operators to fund new equipment purchases, it's that there are fewer financing companies willing to bury a customer.

"The credit (crunch) is preventing those who shouldn't be in (the industry), from being in," says Turchet.

"It's a little harder to get financing and interest rates are a little higher now than they were," Watson adds.

"Interest rates (in general) have dropped, but the perception of risk is higher than it used to be, therefore finance companies are looking for some extra security in the form of extra interest and sometimes extra down payments."

Now, more than ever, customers should ensure they have a minimum down payment of 10% and

finance companies may require 15% if it's your first truck.

Turchet warns customers to be honest when filling in their credit application.

"If you're looking for credit, you should not give misinformation of any capacity in order to get the truck," he insists. "Being honest is the number one key."

Next, customers should buy a truck they can afford. In an uncertain economic environment, every dollar you can shave off a truck payment provides that much more flexibility for when business slows down.

"Every dollar you're financing for five years is going to cost you \$1.50 – that's less money in your pocket to get you through the lean times," Watson points out. "Sometimes, guys simply can't afford what they want."

Turchet agrees. "Don't buy a \$150,000 truck if all you can afford is a truck worth \$100,000 given what you're running," he advises. "A \$1,500 per month truck payment is far greater than a \$3,000 payment."

Once you've determined your price range and the type of truck you need for your specific application, the next step is to deal with a reputable dealer.

Sheehan suggests asking a dealer if it's registered with the Ontario Motor Vehicle Industry Council (OMVIC).

"Sometimes, you get these so-called dealers – curb-siders that are flipping trucks and they aren't registered," Sheehan warns. Reputable, OMVIC-registered dealers are required to disclose information about a truck's history, such as whether there's a lien against the vehicle or whether it's been involved in an accident.

Ross Babula, sales manager with Tatro Equipment, adds customers should insist on verifying a truck's mileage by checking the engine control module (ECM) data rather than trusting the odometer reading.

"There's no way you can take mileage out of the ECM," he says. Dealers that are members of OMVIC are required to do this, Sheehan points out.

Turchet says when shopping for a used truck, don't make a buying decision based solely on price.

"Price isn't always the best part of a deal," he says. "You need a partner, that one: has what you



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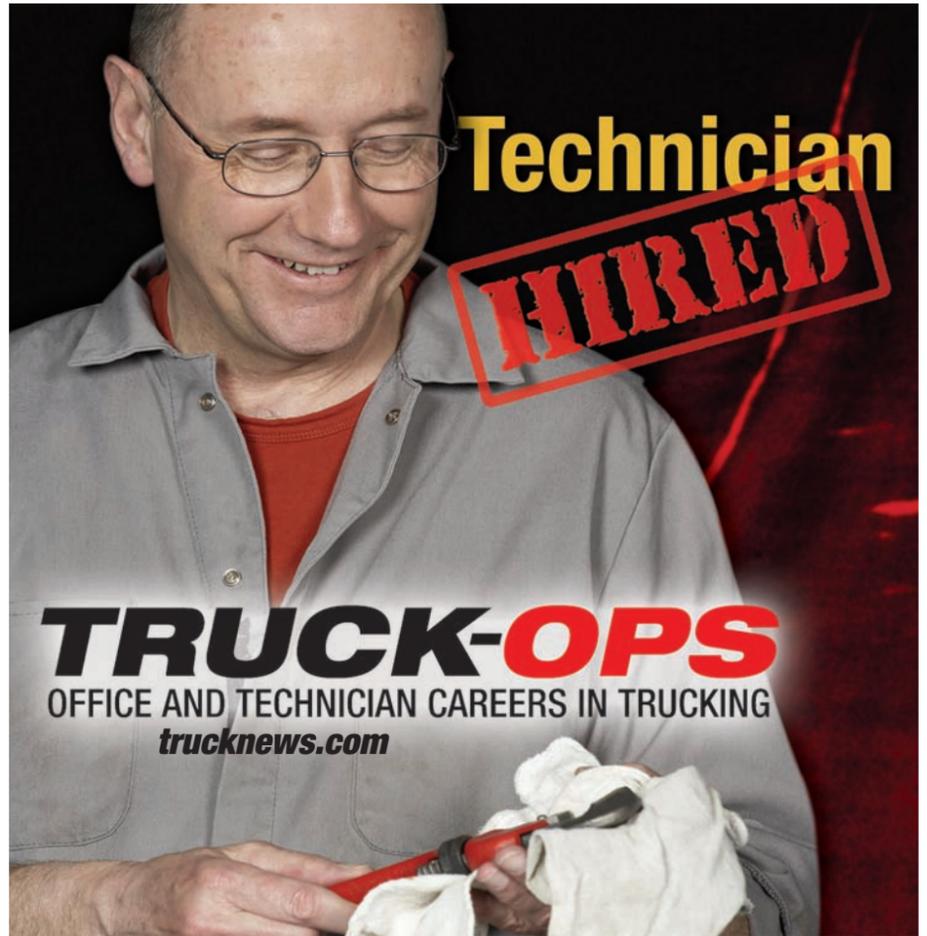
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FOR SALE: Dealer lots currently have a good selection of used trucks and many dealers are willing to be flexible to move them.



want; and two: stays with you over the life of your truck.”

A good dealer will want to maintain a relationship with you after you drive your truck off the lot, Watson points out.

“Whether selling a new or used truck, the main objective of any reputable dealer is always to match the truck as close as possible to what a customer wants. If you do that, you have a happy customer and you sell him another truck down the road,” he says.

Some dealers, such as SelecTrucks, will accept a vehicle back within the first 60 days if it doesn't drive the way you expected. Most also offer extended warranties, although Sheehan admits they may be costly.

“Extended warranties aren't for everybody,” he says. “Some guys want the thing covered from front to back and don't care what it costs, but if they're going to pay \$3,000-\$4,000 for the warranty, in some cases it's better to put it in the bank.”

If you are in the used truck market, it may be a good idea to begin shopping long before you actually need to upgrade.

Watson says savvy owner/operators will ask their dealer to be on the lookout for a certain truck/engine combination months ahead of a planned purchase.

“It gets them first dibs on buying a truck that has a certain engine they like, that they're familiar with and that they want to buy,” he explains.

Pulling out of the dealer's lot in a used truck may not be as glamorous as buying one fresh off the assembly line, but with a good selection available at reasonable prices and in an uncertain freight environment, it may be worth taking a look.

Whether you're an owner/operator or a fleet that's looking to explore the viability of a new lane, operating used trucks can generate as much revenue as a new truck and leave a little change in your pocket for when the going gets rough. □

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People

With great sadness we report that **John Van Lubeek** passed away on Jan. 29, at Headwaters Hospital in Orangeville, Ont. after a brave fight with ALS (Lou Gehrig's Disease). His wife Lisa and daughters Caitlin, Elizabeth and Jessica were by his side.

He was affectionately known around the yard as Johnny 5 – his old shunt number.

He loved driving truck and drove an automatic ProStar as long as he could before hanging up the keys last May.

A sharp-witted and funny man, Johnny 5 will be hugely missed by all his co-workers at Purolator, and by a multitude of others who were touched by his good heart and soul.

Johnny 5 left us way too soon. Please visit his Web site where you can leave comments for the



Van Lubeek

family and view his goodbye video at www.helpjohnny5.ca.
– Contributed by Harry Rudolfs

Shaw Tracking has announced it has expanded its Professional Services team in an effort to help customers improve productivity and profitability.

Joanne Cochrane, Fernando Peres and John Firmino are the latest additions to the team, the company announced in a release.

Cochrane brings 15 years of “multi-faceted experience” in the transportation and logistics industry, with specialties in the area of global supply chain management, according to the company. She also boasts experience helping multi-national companies implement transportation management software solutions.

Peres has 23 years' experience in manufacturing, transportation, mobile communication and fleet management in a variety of industries. He'll bring a ROI-focused approach to the professional services team, Shaw said.

And Firmino boasts 27 years of experience in corporate operations, demand/supply chain and project and information management, according to the company. He has held top-level management positions with billion dollar companies in the logistics, manufacturing and consumer goods sectors.

Avaal Technology Solutions recently announced the completion of its 34th graduation ceremony for its Dispatch Specialist course. Avaal is a Brampton-based firm in its fifth year of operations as an IT service provider and training centre.

To date, more than 500 students have graduated from the Dispatch Specialist course.

Graduates from the 34th session included: **Pardeep Kumar, Major Gill, Jasvinder Saini, Anwar Hassan, Rajbir Grewal, Baljit Kaila, Ryan Bridgelal, Alain Henri, and Malavan Balachandran.**

Officials say the Dispatch

Specialist course blends a mixture of hands-on practical experience and theoretical knowledge to prepare students for the challenges they will face in the trucking industry. Students learn to effectively manage daily operations, with an emphasis on revenue and profit maximization.

Pitts Enterprises has named **William 'Bill' Breeden**, a 44-year trucking industry veteran, as plant manager of the company's Dorsey Trailers manufacturing facility.

Breeden has been involved with manufacturing, maintenance, new plant construction and quality control in a wide variety of heavy-duty trailer-related positions since 1964, according to Pitts Enterprises.

Prior to Joining Dorsey, Breeden worked since 2007 as the specialized manager for the production of specialized trailers and heavy haulers for military use for Fontaine Military Products in the US, United Kingdom and Egypt, states the company. He joined Fontaine in 1997 as a plant superintendent, special projects, for all flatbed, specialized units and heavy-haul trailer production lines.

From 1995 to 1997 he worked as warranty manager for Talbert Manufacturing. Prior to that, he held various positions with Trailmobile and Ravens Metals, including quality and warranty manager, plant manager, re-builder and welder.

The Toronto Transportation Club will feature **Jim Cuddy** and fiddler **Anne Lindsay** at its 2009 Transportation Night.

Dress is black tie and blue jeans. VIP seating is available with the “Black and Blue” sponsorship package.

There will be no head table for this event, organizers say. The event will be held at the Mississauga Convention Centre, on Thursday March 12, with cocktails at 5:30 p.m., and dinner at 7 p.m. To buy tickets, refer to: www.torontotransportation-club.com.

SkyBitz has announced the appointment of **Ray Kuntz**, a former American Trucking Association chairman and current CEO of Watkins Shepherd Trucking, to its board of directors.

Kuntz brings 23 years of experience in the trucking industry to the SkyBitz board, according to a statement from SkyBitz.

The company says his appointment is intended to strengthen the company's position in its largest and most mature vertical, the trucking industry.

Kuntz served as the chairman of the ATA from June 2007 through October 2008.

He provides direction for the daily operation of Watkins Shepherd, which runs about 700 trucks and 1,400 trailers, with operations in 16 states.

Kuntz is also the current chairman of the American Trucking and Transportation Insurance Company, a risk retention group that provides trucking liability insurance. □

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OEM/Dealer News

Volvo creates \$50K fleet safety award

GREENSBORO, N.C. – Volvo Trucks North America is promising a big payday for two fleets with the best safety records in 2008: \$25,000 each.

Money from the Volvo Trucks Safety Award is to be used to help fund additional safety activities at the winning fleets.

“Safety is Volvo Trucks’ bedrock value,” said Scott Kress, senior vice-president of sales and marketing. “It has been our number one priority since the very founding of Volvo more than 80 years ago and it guides virtually all product decisions we make. Many of our customers share this passion and invest their time and resources to achieve safe operations in their fleets. The Volvo Trucks Safety Award is a way to recognize fleets with truly superior safety programs and records, and to encourage others to emulate them.”

The Volvo Trucks Safety Award is open to all US and Canadian fleets operating at least five Class 8 units.

Fleets will be ranked by their accident frequency rates, using the US Department of Transportation definition of a



BIG BUCKS: Volvo will be handing out \$50,000 to two fleets as part of its new fleet safety program.

“recordable accident.”

Entrants will also be judged on their accident prevention activities. The deadline for entry is June 30. The winners of the award will be announced in the fall.

The two grand prizes will be awarded to the fleets with the best records in two divisions based on annual vehicle miles travelled: less than 10 million miles; and over 10 million miles. Complete rules and entry forms are at www.volvotruckssafetyaward.com. □

PacLease adds five Canadian locations

BELLEVUE, Wash. – Paccar Leasing Company (PacLease) continues its rapid expansion with the announcement of five new locations in Canada.

“Our location growth has been exceptional,” said PacLease president Bob Southern. “Paccar dealers are looking for more ways to serve their customers and markets, and full-service leasing offers that opportunity.”

According to Southern, customers can custom spec’ medium- and heavy-duty trucks – even hybrid units – through PacLease, to match their transportation requirements.

“We spec’ the trucks with our customers to increase operating efficiency,” Southern added. “What’s more, we perform all the maintenance on the vehicles. It allows our customers to reduce risk by eliminating the uncertainty of unexpected costs that could impact those in ownership.”

PacLease combines full-service

leasing, rentals, contract maintenance, and support services including insurance, fuel programs and vehicle performance reporting.

“We help our customers become more successful by offering programs that make sense for their business,” said Southern

The new Canadian PacLease locations are:

- Peterbilt of Ontario PacLease, 2085 Shanly Road, Cardinal, Ont.;

- Peterbilt of Ontario PacLease, 1311 Hopkins Street, Whitby, Ont.;

- Peterbilt of Ontario PacLease, 36 Rutherford Road South, Brampton, Ont.;

- Peterbilt Atlantic PacLease, 1528 Harrington Road, Kentville, N.S.;

- Great West PacLease, 6739 67th Avenue, Red Deer, Alta. □

Turbo 3000D inks distribution deal

EAST AURORA, N.Y. – Turbo 3000D has announced a distribution deal with TravelCenters of America (TA) throughout the US.

Company president, Andrew Matuch, said TA-branded truck repair and maintenance shops now carry the product, which attaches to the fuel line and reportedly improves fuel mileage while also improving engine performance. It’s backed by a money-back guarantee, the company says.

“We are proud to have partnered with TravelCenters of America because of their company’s mission statement and philosophy of providing the very best service and amenities while always striving to exceed their customers’ expectations,” said Matuch.

More info on the Turbo 3000D is available at www.turbo3000d.com or by calling 877-526-7728. □

Canadian APU maker RigMaster shuts down

TORONTO, Ont. – Canadian auxiliary power unit (APU) manufacturer RigMaster Power has shut its doors.

Dealers have confirmed that they recently received a memo notifying them the company will cease operations.

RigMaster was founded in 1993 and rolled out its first APU in 1994. The company operated as RigMaster Power Corp. in Canada and RigMaster Power Inc. in the US. It had corporate offices in Toronto with administrative offices and manufacturing facilities in Toronto and Olathe, Kansas. □

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OEM/Dealer News

Maxim introduces new financing options

WINNIPEG, Man. – Maxim Truck and Trailer has introduced two new products designed to address the needs of customers in an uncertain economic climate.

The new products include a two-year lease and a rent-to-own option for heavy-duty trucks and trailers.

Both new products apply to a wide variety of trucks and trailers used by for-hire and private trucking firms, as well as industries that include construction and agriculture, according to the company.

“Goods continue to move by truck and trailer no matter what the economic climate,” says Maxim president Doug Harvey.

“What has changed is the tremendous amount of uncertainty that is now in the marketplace. Our new products fill a void in the traditional ‘rent, lease or buy’ sales model and gives our customers more flexibility to carry less com-

mitment,” adds Harvey.

Both products are intended to give customers the benefit of immediate possession and a short-term commitment, without forcing them to make a capital purchase unless it makes economic sense for their business, according to the company.

Maxim’s two-year lease product includes the equipment lease along with a maintenance contract in a single monthly payment, over a term that is two to five years shorter than traditional equipment leases.

Equipment for two-year leases is drawn from late-model trucks and trailers in Maxim’s national rental fleet.

Maxim’s rent-to-own product is designed to allow customers to build equity in their rental equipment and apply up to 50% of their rental charges towards a down payment for the purchase of the equipment. □

Inland Kenworth closes island branch

BURNABY, B.C. – Inland Kenworth has combined its Port McNeill operations with its Campbell River branch, as B.C.’s ailing forest industry reduces truck demand.

The Port McNeill branch was a small operation with six staff. Two employees have been retained at the company’s Campbell River branch and four were laid off, according to Inland Kenworth president Bill Currie, who attributed the closure to the economic climate.

“Unfortunately the sales volumes have diminished over time,” he told *Truck News*. “The company will make every effort to continue to service those customers directly affected from Campbell River and Nanaimo.”

Inland Kenworth has indicated that the closure is related to the troubled forestry industry, and the

loss of major contractors such as Ted Leroy Trucking and Hayes Forest Services.

However, Currie added that Inland Kenworth has no intention of closing either the Campbell River or the Nanaimo branches. Just two years ago, Inland Kenworth opened a new 33,000 sq.-ft. dealership in Nanaimo.

While the Port McNeill operation was small, Inland Kenworth is sensitive to the impact this closure has had on this small coastal community, according to Currie, who also indicates that the closure is not a sign of financial weakness.

“We are very stable and focused on the future,” he said.

Inland Kenworth is a diversified organization which includes dealerships for trucks and equipment as well as leasing services.

Inland Kenworth recently announced the expansion of two new PacLease locations, one in Prince George and the other in Kamloops.

In addition, the company has 15 branches in B.C., one in the Yukon, two in Southern California, two in Arizona, and two in New Mexico. □

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Cummins concludes record-setting year on a down note

COLUMBUS, Ind. – Cummins remained profitable through 2008, despite a downturn in the fourth quarter.

The engine maker recorded its fifth consecutive year of record sales and profits in 2008. Sales for the year rose 10% to US\$14.3 billion and net income was up 8% to US\$801 million.

However, economic woes caught up with the company in the fourth quarter, which saw sales drop 6% compared to the same quarter of 07 and net income drop from US\$198 million to just US\$89 million.

The biggest declines were in the engine and components segments, the company reported.

Sales in Cummins engine segment were down 10% in the fourth quarter, compared to the same period the year before.

The company reported engine shipments declined in nearly all on-highway markets, including heavy-duty truck (9%) and medium-duty truck (9%).

“Given our record-setting performance during the first nine months of the year, the rapid drop in demand in the fourth quarter as a result of the global recession was a major disappointment,” said Cummins chairman and CEO Tim Solso. “At the same time, we moved quickly to lower our costs and tightly manage our capital spending, and already have taken further action in early 2009.”

Cummins said it is expecting 2009 sales to be 20% lower than 2008, and has taken cost-cutting measures. □

SelecTrucks of Toronto relocates in Mississauga

MISSISSAUGA, Ont. – SelecTrucks of Toronto has a new home. The new location is 7020 Pacific Circle, Mississauga, Ont. just off Hwy. 410 at the intersec-

tion of Derry and Tomken Rds. The retail store there opened Jan. 19 and boasts a larger selection of medium- and heavy-duty used trucks, according to the

company. “This new location positions us closer to our customers,” said Nevio Turchet, SelecTrucks of Toronto’s used truck manager.

“Our lot will now have space for up to 60 trucks, allowing us to display more inventory and provide additional customer service and program support.”

For further information, visit the company’s Web site at www.selecttruckstoronto.com. □



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Fleet News



SOUND FAMILIAR?: Bison's safety record has once again been praised by TCA.

Bison tops TCA safety list once again

WINNIPEG, Man. – Bison Transport, a three-time award winner of the Truckload Carriers Association (TCA) National Fleet Safety Award, has placed first in the over 100 million miles category with the lowest DOT-reportable accident rate for the third consecutive year, the company announced.

Bison Transport is now eligible to compete for its fourth consecutive National Fleet Safety Award grand prize in the 'above 25 million miles' division, reports the company.

Also, a long-time driver with Bison has also been named as a finalist in the TCA's annual Company Equipment Driver of the

Year competition.

John (Ralph) Boles has been a professional driver and in-cab instructor with Bison Transport for 35 years, and has been named one of three finalists for the award, making him eligible for a grand prize of a Dodge Ram pick-up truck.

"The image of this industry is something I am proud of. I am able to offer my opinions and make a difference" says Boles, who will attend the TCA annual convention in Orlando, Florida March 10, where both the Company Equipment Driver of the Year and the National Fleet Safety Award will be announced. □

Victoria fleet buys new hybrid delivery truck

VICTORIA, B.C. – Thanks to support from the B.C. Ministry of Environment and the Fraser Basin Council's Green Fleets B.C. program, Victoria-based R&B Trucking (a delivery agent for Clark Freightways), is meeting the tough economic times head on with a new diesel-electric hybrid refrigerated delivery truck that's expected to save the company as much as 35% in fuels costs and reduce its greenhouse gas (GHG) emissions by more than 20 tonnes per year.

It's all part of the Fraser Basin Council's Green Fleets B.C. program, which provides support to trucking companies, to help them move towards environmentally-friendly practices and technologies. In return for sharing their experiences with others in the industry, participating companies save money, improve worker health, and decrease smog and GHG emissions.

The B.C. government is supporting Green Fleets B.C., a key component of the provincial government's Air Action Plan, with \$330,000 for the Fraser Basin Council's hybrid truck incentive programs. The program covers the difference between a hybrid truck and a conventional truck, for up to \$20,000 per vehicle.

R&B's Class 7 2009 Freightliner M2e 106 hybrid truck (33,000 GVW) uses Eaton's hybrid system, allowing it to capture energy produced under braking and use it to help launch the vehicle. It can also run the refrigeration unit off battery power, eliminating the need for a second engine. R&B Trucking owner Paul Cunningham, said the company is proud to take a leadership role in this area.

"With the long-term cost of diesel rising, we're looking forward to seeing a big drop in our fuel bill. We're also excited to be doing our part for the environment."

In return for assistance in purchasing the truck, R&B Trucking will collect and share operational data and driver feedback with other Green Fleets B.C. participants.

This information will assist other fleet operators across B.C. determine which green technologies can best help them trim operating costs. □

Kriska buys van operations of BMD

PRESCOTT, Ont. – Kriska Holdings has announced it intends to purchase certain assets of the van division of BMD Transportation. BMD is a truckload carrier based in Lansdowne, Ont. which provides domestic and cross-border trucking services for fortune 500 clients.

"This acquisition is another exciting moment for Kriska. The addition of the BMD assets, employees, contractors, and customers will compliment our strategic objective of adding quality people and quality revenue," said Mark Seymour, president and CEO of the Kriska Group.

"BMD has been a leader of transportation services in Eastern Ontario since 1978 and has modeled itself much like Kriska; a

trusted employer and service provider."

"When deciding to sell my business, my priority was to place my employees and customers in the hands of a quality carrier," added Bert McMahan, president of BMD Transportation.

"I've known the Kriska organization for a long time and I'm comforted by the way they treat people and manage their business. My people and customers are in a safe place." □



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Glenncoe Transport to cease operations

KELOWNA, B.C. – Truckload carrier Glenncoe Transport is being shut down, due to the loss of a major customer and slowing demand for trucking services.

Glenncoe has been owned by Bison Transport since June, 2007. However, the carrier operated separately, serving B.C., Alberta and the US Pacific Northwest.

The closure was confirmed by Don Coe, president of Glenncoe Transport.

"This was a very difficult decision for us, as approximately 184 people will be affected by this closure," he said in a statement.

"The loss of a major piece of business, combined with a lack of demand in the market is further complicated by the larger economic factors affecting most businesses in Canada. These challenges have rendered Glenncoe Transport no longer viable as a business. We have orchestrated an organized wind down of the company, exiting the business with the same high degree of professionalism and responsibility we have become known for."

The closure is slated to take effect May 31, 2009. □

GO-UP

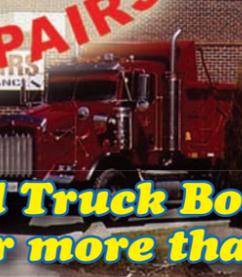


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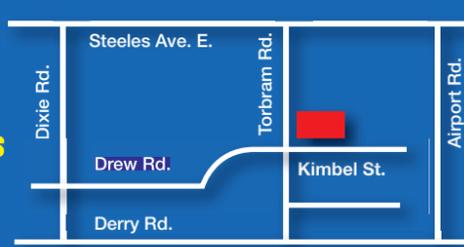




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Opinion

Know your limitations

People who are technically gifted amaze me. I have trouble changing a light bulb, so I guess I'm easily impressed. Most owner/operators, at least to some degree, maintain their own vehicles. In today's business conditions it just makes sense. Maintenance and repairs add up over the course of the year so why pay someone else to do the work you can do yourself?

Around the Wilkins household, I tend to bank my jobs. I do admit, my 'job jar' has been known to occasionally overflow.

The way I see it, why do something now that you can put off until later? It's been my motto for years. At my first house I had 'Handyman Sam' as a neighbour. He'd be happy to lend a helping hand on any project I was forced into. Those days are but a fond memory.

Last weekend was 'D-Day' for the job jar. The first on the list was fixing a broken lamp switch. My sister-in-law had told me it was a no-brainer and, as it turned out, she was right. I had the replacement installed in no time. Nothing to it, maybe I was more talented than I thought.

Up next, was the leaky toilet. I had noticed it was running-on months ago but it wasn't until my wife blasted me for the hefty water bill that I took action. The guy at Home Depot gave me a repair kit and told me if I followed the directions, I'd have no problem.

Two more trips to Home Depot and four-and-a-half hours later, I repeatedly flushed my re-built toilet checking for leaks but found none. I emerged from the bathroom with blood-caked knuckles and a sense of pride. I'm sure it was one of those jobs that should have taken the average Canadian 45 minutes to complete but what the heck, it worked and I had fixed it.

Third on my list was the snow blower. It would only run with the choke fully extended. Thankfully, I noticed a 'Steve's Small Engine Repair' sticker on the owner's manual from a previous tune-up.

Publisher's Comment

Rob Wilkins



Spending the balance of the weekend with pieces of snow blower on my garage floor wasn't my idea of fun, so I made the phone call. Steve said he'd be by in an hour to take a look at it. Wanting nothing more than to do my part in stimulating the economy, I agreed.

It's great to save money by doing your own repairs but know your limitations. Don't take on something unless you are confident you know you can fix it. □

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

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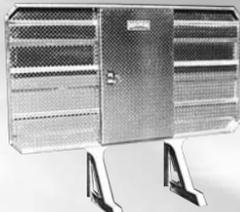
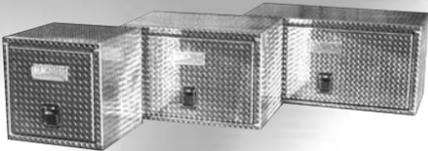


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Mail

Speed limiters to create havoc

Dear Editor:

I would like to comment on the new speed limiter law. It is one of the most ridiculous laws ever passed. How can anyone justify that the roads will be much safer with this new law? The only way that a lot of trucks can avoid an accident with car drivers is to speed up at times to get away from them and avoid a collision.

This will create major havoc on the roads as trucks will be all running at 105 km/h and will block two lanes of traffic for miles if one decides to pass another. Car drivers will go absolutely insane trying to get around all this slow truck traffic.

Secondly, we have trucks running all over the United States and western provinces, so this is going to be a joke when the speed limit is up to 70 and 80 mph and our truck is locked in at 105 km/h. I can't imagine what kind of a turmoil this is going to cause with so much car and truck traffic in the US. They will start giving us tickets for going too slow and holding up traffic.

I drove trucks most of my life which included hauling lumber all over the US and most parts of Canada. You don't have to be a rocket scientist to realize that trucks are a very small percentage of the problems on our roads. □

Betty Boothby
Trout Creek, Ont.

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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 he's having a fight with his passenger, Mark prepares to call the police, but the car suddenly stops on the side of the road. The man driving jumps out and flags Mark down. His wife in the back seat is about to have a baby.

Mark makes a 911 call and learns that emergency personnel won't be on the scene for another half-hour or more. In no time at all Mark is assisting with the baby's birth, relaying information from the operator to the mother, and back again. Before Mark knows it, the baby is ready to enter the world.

The woman, Elise, was crying out continuously now, her contractions coming so quickly it wasn't worth timing them anymore.

Mark had been looking up and down the highway for someone, anyone, to flag down and take over for him, but the highway was as dead as an industrial road on Sunday.

"How much longer until the ambulance arrives?" Mark asked the 911 operator who had been on the line with him since this whole ordeal started some 15 minutes ago.

"They are on their way," she said with just a hint of a French-Canadian accent. "They will be there any minute now, but you have to keep going. The baby's coming and there's nothing you can do to stop that."

For the first time in this entire ordeal Mark reminded himself that he should have known better. Stopping on the side of the road to help someone in need had never gone well for him. And it seemed like his luck - all of it bad - was holding out.

"Can you see the baby?" the operator said.

Mark took a look. "No, not yet, but I think it's close."

"Remind her to breathe..."

"Breathe," he told Elise.

Georges breathed deeply, trying to convince his wife to do the same. But she was having none of it, wanting only to push and get the baby out of her body.

"She keeps wanting to push," Mark said.

"Try to keep her from pushing until the baby's head appears."

Mark was about to relay the instruction to Georges and Elise when he noticed something different. He could see the top of the baby's head now. "I think I see the baby!" he shouted.

"Okay, great," said the operator. "When the next contraction comes, tell her she has to push."

Mark set down the phone for the first time since he placed the 911 call. He was about to tell Elise when to push when she let out a loud cry. Obviously, the next contraction had come.

"Push!" he said. "Push now!"

Elise pushed.

Georges' face contorted as if he was pushing along with his wife. Mark held his breath too, his entire body tightening up as he felt an odd sort of connection between himself and the woman lying there in the back seat of the car.

Elise then said something in French. Mark looked at Georges, who said, "She says she can't do it."

Mark didn't pick up the phone to ask for instructions. Instead, he said, "She has to. The baby's here and she has to push it out."

"Push," Georges said.

Again, all three people in the car seemed to try and inch the baby forward through the birth canal.

And then, as if by some miracle, the baby's head appeared whole and in tact.

Mark picked up the phone. "The head is out!"

"Good, excellent!" the operator said. "Now check to see if the umbilical cord is wrapped around the baby's neck."

Mark leaned forward for a closer look. At first he didn't know what he was looking at, but after a few moments he could clearly see that something was indeed wrapped around the baby's neck. "The cord is there," Mark said. "What do I do?"

"You have to work it free."

"You mean pull it away?"

"That's right."

Mark swallowed, but his mouth and throat were dry. He didn't really want to do this, but he had no choice. This woman, these people, needed his help. He put down the phone, then he carefully grabbed the cord and gently pulled it away from the baby's neck and head.

Surprisingly, it came free easier than he'd expected and Mark suddenly felt more confident and assured. I can do this, he thought. I can do this.

"Okay, what's next?" he asked over the phone.

"Clear the baby's mouth of any obstructions."

"Done."

"Now, take a firm hold of the baby's head and on the next contraction pull so that one shoulder comes free at a time."

Mark didn't feel comfortable grabbing the baby's head, but the operator had been right so far so there was no need to doubt her now. He took the baby's head in his hands.

Elise's cries grew sharper.

Mark knew it was time.

"Push!" he urged her.

She bore down and pushed. At the same time Mark pulled on the baby's head, gently at first and then when he could feel it start to move, with more and more force until...

The baby slipped right out into his waiting hands. It was more slippery than Mark thought it would be and he bobbed it for a moment, but was eventually able to grab hold.

"Ha!" Mark shouted in relief.

"Il est bien beau," Georges said.

"He's a big boy!"

Elise let out a long satisfied moan.

Mark, still holding the baby, leaned close to his cell phone and said, "I've got it. It's a boy."

"Congratulations!" the operator said in a muted voice. "Now, don't drop the baby."

"No problem."

it was over.

"What's happening now?" asked the operator over the din of voices in the car. "Is anyone there? Hello?"

Mark picked up the phone. "Everyone's fine. We'll just wait for..." He noticed something out of the corner of his eye, then turned to see a Quebec Provincial Police cruiser coming down the highway with its lights flashing. "The police are here now," he said. Another few seconds passed. "And I see the ambulance coming."

"That's it then," the operator said. "You did it."

Mark thought about that, then looked at his hands and the phone he was holding in one of them. "I did, didn't I?" But the operator was gone, likely moving onto another call and someone else in need of help.



"And wrap it up in whatever you have. Make sure mother and baby are warm."

Mark bundled the baby up in the old clothes Georges had given him, then he said, "I have blankets in the sleeper of my truck. Get them for your wife."

Georges nodded, then ran to Mother Load. He was back a minute later with the blanket Mark slept under. They covered Elise with the blanket, then placed the baby on its mother's chest.

It was an awesome moment, one Mark wouldn't have missed for the world. He felt strong, alive and a witness to something that seemed a miracle. He looked over at the new mother and father, both crying tears of joy over the birth of their son.

Mark was happy too, mostly because

The roadside suddenly became a hub of activity with paramedics, police and firemen all tending to the woman and her newborn son.

The firemen helped Mark clean up and every one of them made a point of giving him a pat on the back.

"Good job," they'd say or, "Way to go!"

But eventually things quieted down. Elise and her son were taken away in the ambulance while Georges followed them in his Toyota/mobile delivery room.

Eventually, Mark ended up alone on the side of the highway. Somehow the road never seemed so lonely. □

- Mark Dalton returns next month in the conclusion of Special Delivery.

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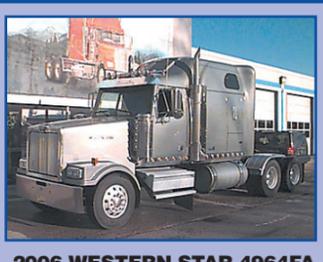
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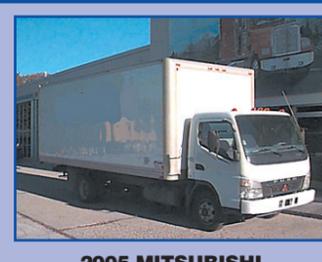
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HIGH RISE SLEEPER, DETROIT ENG, 515 HP, 18 SPD. WITH O/D TRANS, 12 & 40 AXLE(S), 244" WHEELBASE, SILVER IN COLOUR, 3:90 RATIO, 11R22.5, ALUMINUM WHEELS, GOOD CONDITION. PLEASE CALL! 647,500 KMS.



"6" AVAILABLE
(6) 2006 FREIGHTLINER CL120 HIGHWAY TRACTORS
MID ROOF SLEEPER, MERCEDES ENG, 450 HP, 13 SPD, WITH O/D TRANS., 12 & 40 AXLE(S), 230" WHEELBASE, PURPLE IN COLOUR, 3:73 RATIO, 11R22.5, ALUMINUM WHEELS, GOOD CONDITION, 600,000 KMS.



2005 MITSUBISHI FUSO FE180 CABOVER W/VAN
175 HP, AUTOMATIC TRANS, 6.3 & 12.7 AXLE(S), 174" WHEELBASE, WHITE IN COLOUR, 215/75R17.5 TIRES, STEEL WHEELS, GOOD CONDITION, 267,000 KMS.



"15" AVAILABLE
(15) 2005 FREIGHTLINER CL120 HIGHWAY TRACTORS
CONDO SLEEPER, MERCEDES ENG, 450 HP, AUTOMATIC TRANS, 12 & 40 AXLE(S), 235" WHEELBASE, WHITE IN COLOUR, 3:73 RATIO, 275/80R22.5 ALUM. & STEEL WHEELS, GOOD CONDITION, 6 KMS.



"20" AVAILABLE
(20) 2005 FREIGHTLINER CL120 HIGHWAY TRACTORS
MID ROOF SLEEPER, MERCEDES ENG, 450 HP, 13 SPD. WITH O/D TRANS, 12 & 40 AXLE(S), 226" WHEELBASE, WHITE IN COLOUR, 3:73 RATIO, 11R22.5, ALUMINUM WHEELS, 700,000 KMS.



2005 FREIGHTLINER CLASSIC HEAVY-HAUL TRACTOR
FLAT TOP SLEEPER, CAT ENG, 475 HP, 15 SPD. WITH O/D TRANS, 14.5 & 46 AXLE(S), 240" WHEELBASE, WHITE IN COLOUR, 3:90 RATIO, 11R22.5, ALUMINUM WHEELS, GOOD CONDITION. PLEASE CALL FOR PRICE! 745,500 KMS.



2005 FREIGHTLINER CLASSIC HIGHWAY TRACTOR
FLAT TOP SLEEPER, CAT ENG, 430 HP, 15 SPD. WITH O/D TRANS, 12 & 40 AXLE(S), 240" WHEELBASE, WHITE IN COLOUR, 799,000 KMS.



"5" AVAILABLE
(5) 2005 FREIGHTLINER CL120 HIGHWAY TRACTORS
MID ROOF SLEEPER, MERCEDES ENG, 450 HP, 13 SPD. WITH O/D TRANS, 12 & 40 AXLE(S), 230" WHEELBASE, RED IN COLOUR, 700,000 KMS.



2004 FREIGHTLINER CL120 HIGHWAY TRACTORS
MID ROOF SLEEPER, CAT ENG, 475 HP, 18 SPD. WITH O/D TRANS, 12 & 40 AXLE(S), 232" WHEELBASE, PURPLE IN COLOUR, 683,500 KMS.



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BOWMANVILLE, Ont. – If trends continue on their current path, stimulus plan or not, 2009 may prove to be one of the scariest times for the trucking industry in recent memory. Already trucking companies have been scaling back operations, parking trucks and cutting – sometimes slashing – their workforces.

Larger companies stand a better chance of survival, but many of Canada's 6,000-plus small fleets may not last long enough to see the supposed greener pastures on the horizon.

Truckers from across the country are bracing for the months ahead, but is there such a thing as job security these days? *Truck News* stopped by the Fifth Wheel Truck Stop in Bowmanville, Ont. to see if drivers fear they may lose their jobs because of the economy.

Stewart Carlton, a driver for Vandermarel Trucking in Fergus, Ont., is cautiously optimistic



Truck Stop Question

Adam Ledlow
Managing Editor

Are you worried about losing your job due to the recession?

about the year ahead. "I don't think (there's a risk I may lose my job); not at the moment. I think the company laid 20 drivers off just before Christmas, but the rest of us seem to be doing pretty well," said the driver of 31 years. "I think most companies have laid drivers off until things pick up. I think that things will pick up towards the middle of this year."

Darryl Baker, a driver with Canada Cartage in Toronto, says he feels "totally secure" that he will keep his position with the company, owing to the versatility



Darryl Baker

of the freight he hauls.

"For example I'm running steel today, Friday I was running lumber," Baker said. "I'll go on different contracts for them so if they

need a reefer, they need a flat-deck, whatever the case may be, I can run it so I'm still getting the hours."



Tim Moyer

Tim Moyer, a driver for Schneider National based out of Guelph, Ont., says the sheer size of the company is enough to make him feel secure.

"With Schneider being one of the larger companies out there, they aren't really hurting too much," he says. "They've got a lot of contracts, so I'm not too worried right now. We've got a lot of freight still."

Moyer also noted that not only has Schneider not parked any trucks so far, they're actually hiring more drivers.



David Kilburn

David Kilburn, a US driver for Prime based out of Missouri, had only been driving for three days when he spoke to *Truck News*.

He says he chose to work for Prime as a strategic move since Prime moves reefers and people are always going to need groceries – recession or not.

"Retail businesses are closing but people need food, frozen food, so (I'm) probably going to be there for a while."



Art Merrill

Art Merrill, an owner/operator with Can-Truck out of Oshawa, Ont., says he doesn't feel secure because he hauls automotive – one of the hardest hit industries in recent months.

"I don't feel secure. I know automotive and it's up and down right now. It's like a hit and miss and I'm an owner/operator so I just take it as it comes," he says.

"I went from five days a week down to two or three days a week getting out with the automotive, but I like the industry and I'd like to stay in it, you know?" □



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?

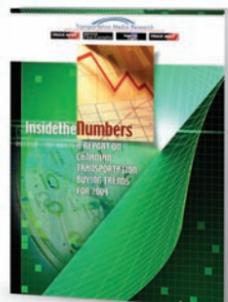
Look no further, *Truck News* and *Truck West* are about to publish a comprehensive guide for trucking and transportation professionals, called "Inside the Numbers" – a snapshot of expectations

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.



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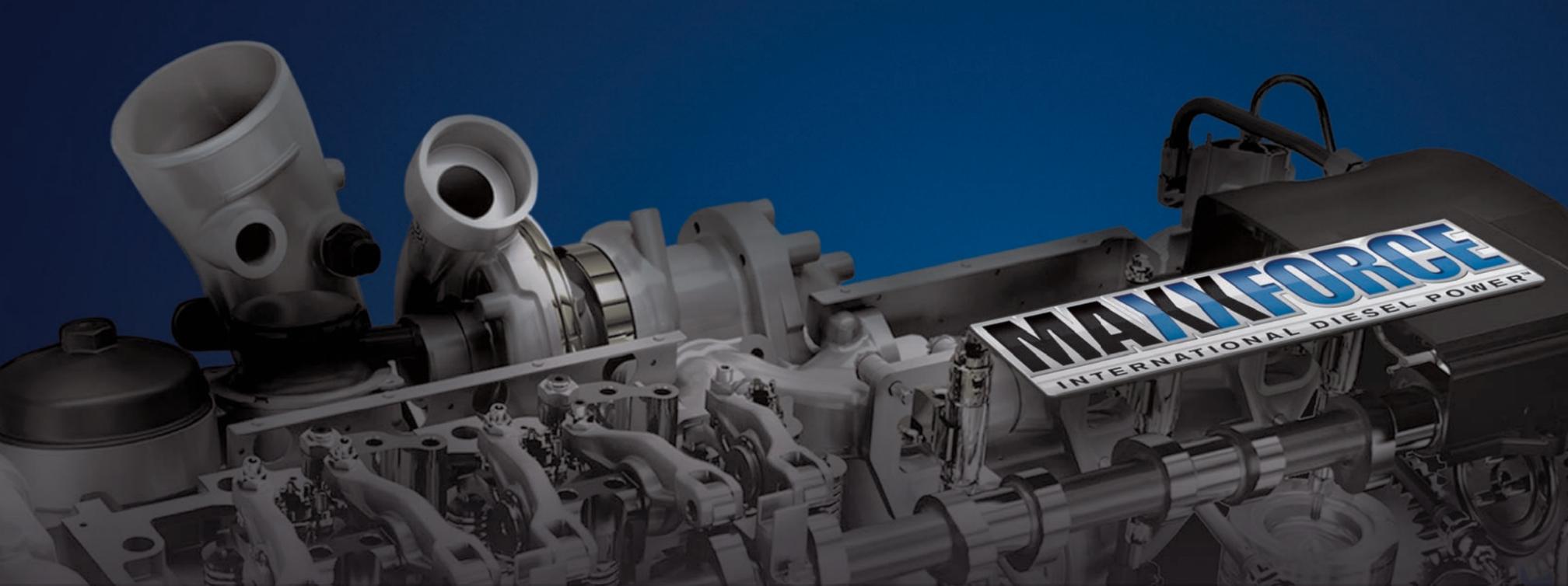
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