

# TRUCK NEWS

April 2009 Volume 29, Issue 4

Delivering daily news to Canada's trucking industry at [www.trucknews.com](http://www.trucknews.com)

## Survival of the fittest

*Steering your fleet through difficult times*

By James Menzies

**CAMBRIDGE, Ont.** – The 2009 Driving for Profit seminar series kicked off Feb. 3, with a refreshingly optimistic overview of the recession's impact on the trucking industry as seen by Dan Goodwill, president of transportation consulting firm Dan Goodwill and Associates.

While Goodwill didn't sugar-coat the severe economic crisis facing motor carriers, he did say it could be a lot worse.

He noted the 'Misery Index' (the combined unemployment and inflation rates) may reach as high as 10% shortly, but that's well below the 20-25% range experienced in the last big recession in the early-80s.

"If there's any consolation, it's bad the way things are right now but it's not as bad as it could be and it's not as serious as some folks suggest," Goodwill told the gathering of fleet managers. In fact, Goodwill said the current

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**TOO LITTLE, TOO LATE?:** A protest at Queen's Park March 2 attracted a small but vocal group of drivers that are opposed to Ontario's Bill 41. *Photo by Adam Ledlow*

## Taking it to the Park

*Truckers gather at Queen's Park to protest Bill 41*

By James Menzies

**TORONTO, Ont.** – It could hardly be described as a convoy, but if the goal was to expose the mainstream media to truckers' concerns about Ontario's speed limiter law, then a March 2 gathering at Queen's Park could be

dubbed a success.

Fewer than 10 trucks travelled from starting points in Cambridge and Bowmanville, converging at Queen's Park where they were greeted by a full throng of media. A couple dozen professional drivers, many arriving in their passenger

vehicles, were also on-hand to lend support and sign a petition which will be hand-delivered to the Legislative Assembly of Ontario by Conservative MPP John O'Toole of Durham Region.

The grassroots protest was

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## Small tweaks, big savings

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### Inside This Issue...

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- **Big bark:** A close-up look at the big, bold Mack Titan. Technical correspondent John G. Smith takes it for a ride under the Florida sun. Page 35
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# CLASS 8 TRUCK SALES TRENDS

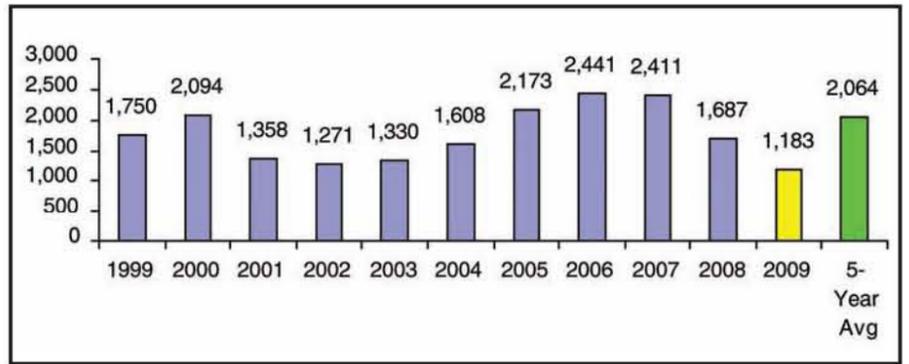
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The year has started with a very noticeable whimper. The 1,183 Class 8 trucks sold in Canada in January is the lowest total sold over the past decade. It was almost 1,000 trucks off the five-year average. (It should be noted that the five-year average includes the industry's peak years of 2004 to 2006.) There is a great deal of excess capacity in the market right now and the deterioration of the global economy also means that sales of used trucks to emerging markets such as China and Russia have slowed down considerably. Carriers will need to see evidence of an economic resurgence and the used truck inventory will have to be whittled down before Class 8 sales pick up again.

## Monthly Class 8 Sales - Jan 09

OEM	This Month	Last Year
Freightliner	234	310
Kenworth	111	497
Mack	80	303
International	425	104
Peterbilt	46	219
Sterling	87	127
Volvo	98	128
Western Star	102	59
<b>TOTALS</b>	<b>1,183</b>	<b>1,687</b>

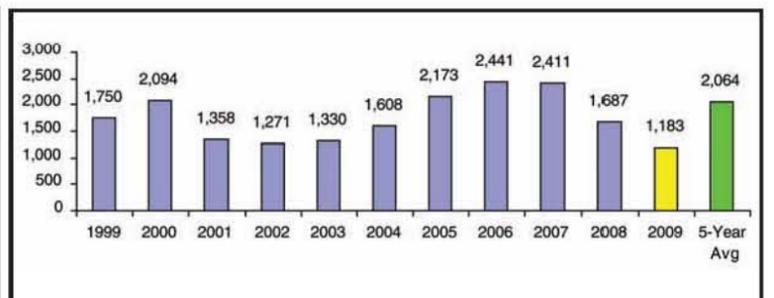
## Historical Comparison - January 09 Sales



## Class 8 Sales (YTD Jan 09) by Province and OEM

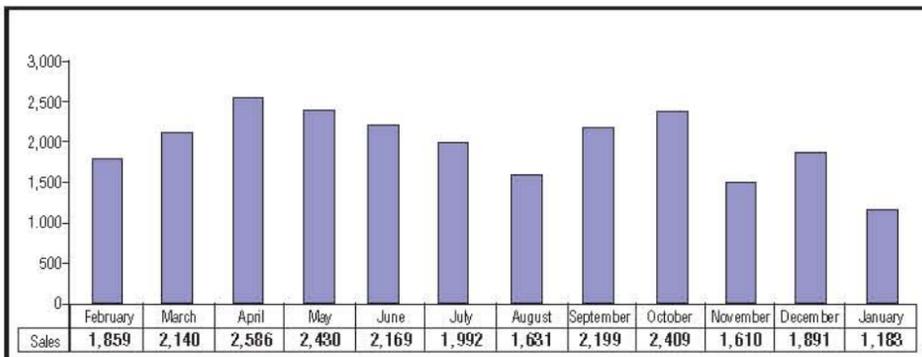
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	24	25	12	8	79	50	30	6	0	0	234
Kenworth	21	49	5	5	12	16	2	1	0	0	111
Mack	2	15	9	9	31	11	2	1	0	0	80
International	16	60	7	7	189	123	15	5	0	3	425
Peterbilt	2	9	5	1	18	7	1	3	0	0	46
Sterling	24	15	0	0	30	10	5	2	0	1	87
Volvo	5	14	2	9	52	7	4	5	0	0	98
Western Star	16	49	6	7	7	3	11	2	0	1	102
<b>TOTALS</b>	<b>110</b>	<b>236</b>	<b>46</b>	<b>46</b>	<b>418</b>	<b>227</b>	<b>70</b>	<b>25</b>	<b>0</b>	<b>5</b>	<b>1,183</b>

## Historical Comparison - YTD



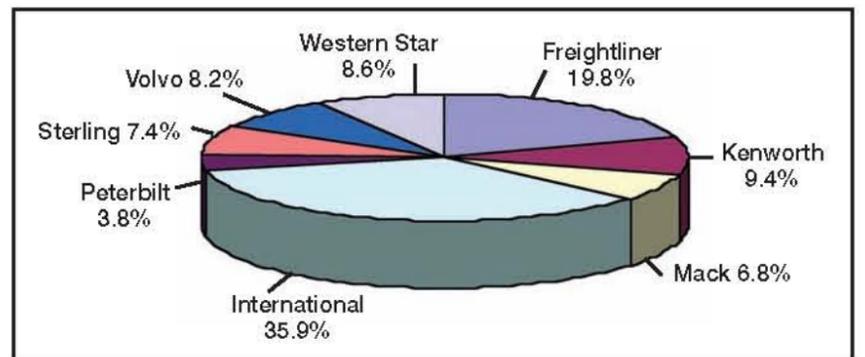
Total Class 8 truck sales for 2008 ended at 24,623, which was about 600 units off the previous year's admittedly slow pace and about 5,000 units off the five-year average for Canada. In total, 2008 ranked as the fourth worst sales year of the past decade. The pre-buy strategy employed by many fleets 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. And judging by the extremely slow start in January and fears the recession will be as deep or deeper than the one that ravaged the North American economy in 1981-82, it looks like 2009 will be even worse than 2008.

## 12 - Month Sales Trends



The 1,183 Class 8 trucks sold in January made for not only the worst January in the last 10 years but also for the worst month of the past 12-month cycle. The 2,586 Class 8 trucks sold in April marked the strongest sales over the past 12-month period 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 but it has been a steep decline since then.

## Market Share Class 8 YTD



International last year won the market share title for the second year in a row, once again beating out former perennial front runner Freightliner and the lead was by more than 6%. International jumped out of the starting blocks with a lead in the first quarter last year, capturing about 22% of sales. It appears to be following in the same tracks this year with an impressive 36% share of sales after the first month. Freightliner has almost 20% of the market but both Kenworth's and Peterbilt's first month market share is considerably below their performance from the previous year.

Source: Canadian Motor Vehicle Manufacturers Association

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# Speed limiter protest fizzles as age discrimination battle ramps up

As far as protests go, it wasn't exactly the Million Man March. Despite expectations of some 200 or more trucks forming peaceful convoys from starting points in Cambridge and Bowmanville and converging at Queen's Park March 2, only a half dozen or so trucks actually took part.

I counted a couple dozen professional drivers on the grounds, who were there to support protest organizer Scott Mooney.

Their cause, of course, was Bill 41 – Ontario's controversial law requiring all trucks in the province to be mechanically limited to 105 km/h.

If you're the glass half empty type, it's easy to write the demonstration off as an embarrassing flop. Some in the mainstream media have already done so.

If you're an optimist, on the other hand, you take solace in the fact that the handful of drivers who did participate had their moment in front of a full throng of mainstream media.

Pretty much every media outlet was represented and a news chopper circled persistently overhead, seemingly waiting all the while for the convoy to arrive.

At the end of the day, based on

## Editorial Comment

James Menzies



the few short clips that did make the news, the journalists that attended were either overwhelmed by the display, disinterested in the message or both. Or maybe, like me, they were unable to keep their pens from freezing solid.

Mooney told me after the event that while he was disappointed in the turnout, he was grateful for the support of some key players – notably two Opposition MPPs, the Teamsters and OBAC. He's still hopeful enforcement of Bill 41 will be suspended until the legislature can further review all studies completed on the potential impacts of the law.

It's unlikely. But kudos to him for representing himself with class, even in the face of major disappointment.

More than 700 people expressed their support for the demonstration on a Facebook page and dozens – if not hundreds

– made verbal commitments to be there.

Those who did attend were, quite frankly, hung out to dry.

On another note, could it be that the issue of mandatory road tests for senior drivers in Ontario is every bit as contentious as the speed limiter law?

Based on the number of calls I received from senior drivers in response to last month's cover story and editorial, I'd say it's close.

I appreciate every one of those calls. Most callers wanted to know what they could do to have the law changed, especially now that new equipment requirements have created further inconveniences.

We've partnered with OBAC to create a page devoted to the issue on its Web site ([www.obac.ca](http://www.obac.ca)).

At the very least, you'll now have a place to direct uninformed MPPs for background on this issue.

Some insiders have voiced optimism that the road test requirements for senior drivers will in fact be lifted. That's good news. But in the meantime, let's help nudge along those who wield the power to get such things done. □

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



# How bad can it really get?

This has been one long, cold winter for truck makers.

For many fleets and owner/operators on either side of the border there is just little reason to buy right now.

US truck tonnage did spike 3% in January but that's not saying much considering how weak December's numbers were.

Placed in proper perspective, January's tonnage "spike" is actually a 10.8% drop when compared to the previous January.

It was also the second lowest tonnage total since October 2002. Industry forecaster FTR Associates expects US trucking activity to continue its steady decline with loadings forecast to drop another 10% over the next several months and be off by more than 7% in 2009.

## Viewpoint

Lou Smyrlis  
Editorial Director



That represents more than a doubling of the drop-off forecasted just a couple of months ago.

There's not much better news this side of the border.

When the Ontario Trucking Association polled trucking companies at the start of the year it found 51% of fleets were pessimistic about overall industry prospects over the next three months, which was up sharply from the 34% who expressed pessimism in the same survey in the fourth quarter of 08.

Seventy-four per cent of respondents said they are experiencing declining freight volumes, compared to just 52% of respondents in the previous 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.

The survey suggested the industry is expecting a freight recession to continue for at least into June.

The OTA 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.

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.

South of the border, despite all the bankruptcies of the past year, FTR's forecast has capacity utilization staying below 70% through the third quarter of 2009.

With such dismal performances and expectations by North American carriers it's no surprise that net orders for all North American truck OEMs fell to 6,167 units in February – a further 21% decline from anemic January and a whopping 60% decline since last February. (The number includes orders in the US, Canada and Mexico as well as exports).

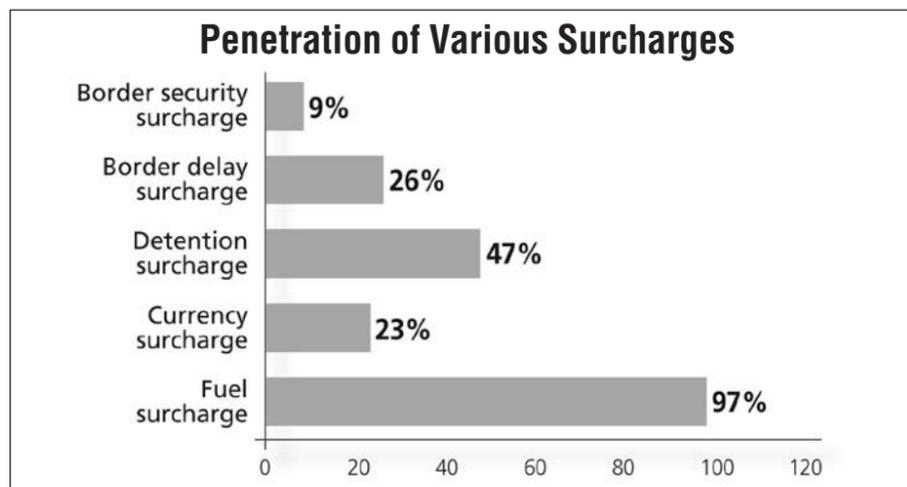
There should be hope the stimulus packages offered by the federal governments in both the US and Canada will help kick start the economy; if they fail, it will be time to break out the "worst case" scenarios. □

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

## Did you know?

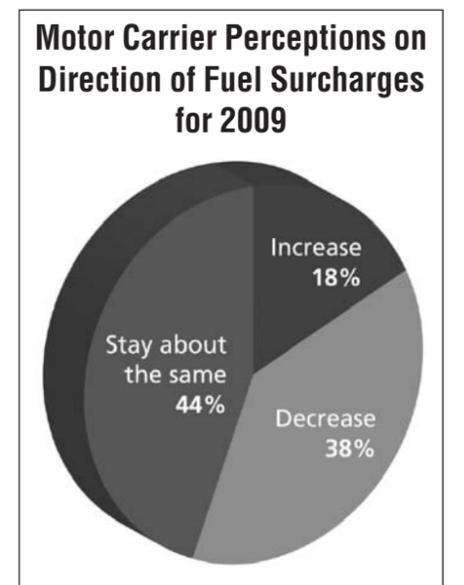
### The penetration of various surcharges in the marketplace

The drop in energy pricing combined with the considerable downward pressure on transportation pricing created by excess capacity has placed the issue of surcharges on the back burner for the moment. But the only certainty about fuel pricing is its volatility and many of the inefficiencies, such as long waits at the shipping dock or the border, that surcharges are meant to address are certain to return once the economy recovers. Surcharges present an important way for motor carriers to capture



revenue lost due to issues beyond their control. The carrier version of our annual Transportation Buying Trends Survey revealed that basically all motor carriers have fuel surcharges in place. The two main questions surrounding fuel surcharges, however, are whether motor carriers are truly able to recover through surcharges the entire

cost of fuel when prices spike and whether they will be able to continue to make surcharges stick in the face of a North American economic downturn – one that may leave motor carriers competing vigorously for every scrap of available business. Diesel pricing has dropped significantly in recent months and a large number of



motor carrier executives responding to our survey (38%) expect their fuel surcharge rates to drop in 2009 while 44% expect fuel surcharge rates to stay about the same. Only 18% expect an increase in their fuel surcharge rates. □

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*Do you think EOBRs should be required on all trucks?*

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Mark Dalton in...

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**NEW PRODUCTS:** Peterbilt unveils new aero package it says improves fuel mileage by 12%.

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## In Brief

### Port peace on the West Coast?

**VANCOUVER, B.C.** – Labour peace has been achieved between the B.C. Maritime Employers Association (BCMEA) and the International Longshore and Warehouse Union (ILWU) Local 514, after a tentative agreement reached last month was signed by both parties.

“Representatives from the BCMEA and ILWU Local 514 met (in early March), confirming their respective memberships have ratified the collective agreement in effect between Apr. 01, 2007 and March 31, 2010,” said Greg Vurdela, vice-president marketing and information services, BCMEA.

The 450 ship and dock foremen with ILWU have been without a contract since March 31, 2007. There has been no comment by ILWU Local 514 during the negotiation process, or since the ratification vote.

According to BCMEA, the main issue has been the cost of the contract.

However, labour peace has not yet been fully realized at Vancouver ports. Unionized truckers who haul freight at the

Port of Vancouver have been without a contract since Dec. 31, 2008, and negotiations have not been smooth.

Members of the Vancouver Container Truckers Association/Canadian Auto Workers 2006 (VCTA/CAW 2006) voted unanimously on Dec. 21, 2008 to hold a strike vote in late January, but that action has never occurred.

Negotiations from that point have been ongoing, but unsuccessful according to union representatives.

The union has recently announced that mediation is now being considered, but no further details have been offered.

The 750 truckers, which are predominantly owner/operators employed by 22 different companies, want stricter enforcement of established pay rates, as well as a moratorium on new port passes which allow drivers to enter the port.

The union has previously had issues with what it refers to as: “undercutting, wait times, and lack of work available as the result of the port issuing too many licences.” □

### Nova Scotia, New Brunswick harmonize weights

**DIEPPE, N.B.** – A recently announced initiative that aims to harmonize certain vehicle weights and dimensions, enhance safety and coordinate commercial vehicle enforcement at the New Brunswick/Nova Scotia border has earned praise from the Atlantic Provinces Trucking Association.

The announcement, made by the Premiers of Nova Scotia and New Brunswick, will standardize permit regulations for Long Combination Vehicles (LCVs) and oversize loads.

“This will make it much easier to flow through both provinces when operating these vehicles,” said Peter Nelson, executive director of the APTA. “The LCV configuration is important to economic growth and makes our region competitive by allowing access to this mode of moving freight into and out of our region. The LCV configuration when added into the mix of various van and flatdeck applications now available from our carriers will add to the versatility of the region’s road transport industry to meet the needs of shippers, producers and manufacturers.”

Nelson also praised the government for considering operating just one commercial vehicle enforcement facility at a time at the provinces’ border.

“This does not lessen enforcement in any way and also saves on time and fuel for the road transport industry by having trucks make only one stop within a short period of time and distance as opposed to two stops,” he said.

Nelson also called plans for an enhanced 511 system for road reports harmonized between both provinces “a sound idea” in light of diverse weather conditions in Atlantic Canada.

“We do not have all of the details as of yet in regards to the study involving the Community Colleges and the Departments of Public Safety, however, we are looking forward to being briefed on this proposal. We are proponents of both commercial and passenger vehicle on road safety and will assist with this study in anyway that we are able or asked to do so.” □

### Nova Scotia increases provincial weights

**HALIFAX, N.S.** – Nova Scotia has increased weight limits on certain provincial roads to help improve truck productivity, the province announced recently.

The amended regulations create a new class of intermediate weight roads that will allow 47,500 kgs to be carried on a specified six-axle tractor-trailer.

Most of the newly-classified roads had a previous limit of 41,500 kgs.

“An increase of 6,000 kgs on

these tractor-trailers will actually reduce pavement damage because fewer trips will be required to move a fixed amount of product,” said Transportation and Infrastructure Renewal Minister Brooke Taylor.

“In fact, because the weight of the trailer is being spread over more axles, it means there will be less wear and tear on the roads.”

To find out which roads are affected, visit: [www.gov.ns.ca/tran/trucking/vehiclegwhtsdims.asp](http://www.gov.ns.ca/tran/trucking/vehiclegwhtsdims.asp). □

## 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](http://trucknews.com) and click on the *Inside the Numbers* advertisement. □



### Intermodal loses US market share in fourth quarter

**NASHVILLE, Tenn.** – Intermodal shipments lost ground in the US during the fourth quarter of 2008, according to a report by transportation analysts FTR Associates.

Intermodal’s share of US long-haul (550 miles or more) movements of containerized freight dropped 0.2% to a level of 12.1% from Q3 to Q4, the company reports.

Intermodal’s market share of domestic cargo decreased by 0.1% to a level of 5.6%, reversing a trend that had seen domestic intermodal share increasing for the past year, according to FTR Associates, which delves into the issue in its February *Intermodal Monthly Update*.

“Intermodal is facing some terrific headwinds at the moment,” said Lawrence Gross, senior consultant for FTR and principal author of the *Intermodal Monthly Update*. “The combined effects of plunging fuel prices and excess capacity in the motor carrier industry proved too great for domestic intermodal to overcome in the fourth quarter. Compounding the problem is the profound weakness in international trade, a market dominated by long-haul intermodal.”

Gross said he expects intermodal to recapture that market share eventually.

“As truckers continue to shrink their fleets in response to the current weak freight environment, when the economy eventually does begin to recover there will be a significant shortage of truck capacity and intermodal will then be well positioned to benefit,” he concluded. □

**Border**

**US tonnage spikes in January; down 10.8% year-over-year**

ARLINGTON, Va. – US truck tonnage spiked 3% in January, but the American Trucking Associations' (ATA) year-over-year index was still down 10.8% compared to January 07.

And the 3% bump did little to offset the 7.8% contraction in December, according to chief economist Bob Costello.

On the bright side, January marked the second month-to-month increase in the last seven months.

However, January's figures were the second lowest since October, 2002.

"Tonnage will not fall every month, and just because it rises every now and then doesn't mean the economy is on the mend," Costello said. "Furthermore, tonnage is contracting significantly on a year-over-year basis, which is highlighting the current weakness in the freight environment."

Costello warned we're still months away from any sustained truck tonnage recovery. □

**'The worst market in a generation': Analyst**

NASHVILLE, Tenn. – Industry forecaster FTR Associates has once again downgraded its outlook for the North American transportation industry.

Its mid-month *North American Commercial Truck and Trailer Outlook* report shows "further weakening in freight and equipment demand," the company announced.

The forecaster says the industry is experiencing a sharp drop in freight volume in the first quarter, similar to the very low levels of the 1982 recession. The forecaster says freight tonnage will bottom out at -10.3% year-over-year in the second quarter of 2009 before beginning a slow rise to

-6.6% in the fourth quarter.

FTR Associates also warned trucking companies to expect steady downward pressure on rates into the summer months. Coupled with the credit crisis, the analyst says truck production will remain at very low numbers. In fact, the startlingly low January numbers may be as good as it gets in 2009, FTR warned.

"The continued economic deterioration puts us on course for a -10% freight year – the worst market in a generation," said Eric Starks, president of FTR Associates.

The company's full report will be available to subscribers in early March at [www.ftrassociates.net](http://www.ftrassociates.net). □

**It's 'Terminal Buy Time' in the US: Report**

WASHINGTON, D.C. – The US real estate crash is creating opportunities for fleets wanting to build new terminals, according to a recent report.

*Traffic World* has published a special report entitled *Terminal Buy Time*, which indicates that the time is right to be eyeing up commercial properties in the US. The report says this is the best time to buy property for US terminals since Consolidated Freightways went under in 2002, making 280 terminals available for sale.

Fleets with strong balance sheets are seeing the best real estate market in years for expanding and upgrading LTL terminal networks, according to the report.

"The recent collapse of commercial real estate has provided a rare opportunity for companies that previously had a hard time finding space for terminals," said *Traffic World* editor-in-chief, Paul Page. "It's the flip side of the real estate crash, at least for trucking companies that have the cash to take advantage."

"This is the biggest high point as far as properties being on the market. There's still a lot of pressure on the industry and potential for more closures this year. I don't think they've hit their peak yet," agreed real estate broker Will McFarlin of Burr and Temkin.

To view the report, visit [www.trafficworld.com](http://www.trafficworld.com). □

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- Across**
- Police station, slangily (4,4)
  - Unwanted particles in engine oil
  - Monster Truck competition venue
  - Freight-terminal activity
  - Historic-vehicle display venue
  - A Shell truck-transmission oil
  - Tire's basic structure
  - The \_\_\_\_\_ State, NY plate slogan
  - The St. Lawrence, for example
  - Forklift-truck brand
  - A transmission name
  - Leaf spring and axle connector (1,4)
  - Vehicle-related urban-air issue
  - Took on a load of diesel (6,2)
- Down**
- Boston, MA, a.k.a. \_\_\_\_\_ Town
  - Certain city thoroughfares
  - Snowmobile shipping container
  - Truck-stereo control
  - Mississauga bus-building company
  - Certain drive-train components (3,5)
  - Axle adjective, sometimes
  - Winter-driving hazard (3,5)
  - Comforting used-truck-ad words (2,4)
  - Seasonal arctic highway (3,4)
  - Canadian songstress Twain
  - Truckmaker headquartered in Sweden
  - Remarkably redolent roadkill
  - Octagonal-sign order

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

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**(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, CARRIER STEALTH XTC UNITS**

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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) 2005 UTILITY 36' REEFER**

Carrier Stealth unit 2200 engine hours, roll-up rear door, tuckaway lift gate, flat aluminum floor, extra clean condition.



Canada

# CTA tells feds to avoid duplication with security programs

**OTTAWA, Ont.** – The Canadian Trucking Alliance is pushing for the federal government to avoid “further duplication and overlap” as Canada considers adding further transportation security measures to an already long list.

CTA officials pleaded their case in an appearance before the House of Commons Standing Committee on Transport, Infrastructure and Communities, as stakeholders were called to present views on Bill C-9, *An Act to Amend the Transportation of Dangerous Goods Act, 1992*.

The bill has been tabled in so that several technical amendments can be made to the current Act, but also to serve as a launching point for regulations governing the security of dangerous goods during transport.

Of particular interest to CTA are

provisions in the draft bill dealing with background security checks for drivers, and requirements for security plans, driver training, and route tracking of dangerous goods, the CTA said in a release.

In its presentation, CTA noted that carriers and drivers are already subject to security requirements under programs such as Partners in Protection, the Customs-Trade Partnership Against Terrorism, and the Free and Secure Trade Program.

Port security requirements impacting motor carriers are also in place in both Canada and the US, and both governments are rolling out measures to deal with the land transportation movement of cargo destined for a passenger aircraft.

“CTA is not opposed in principle to enhanced security measures for the transportation of danger-

ous goods,” said Barrie Montague, CTA’s senior policy advisor.

“However, we do challenge the notion that the country will somehow be more secure if a carrier has two or three or maybe even four security plans instead of just one, or that a driver needs to be trained and background checked multiple times depending on what commodity he is hauling, or where he is going. It is important that the government look at how the measures contained in this bill fit within the broader context of transportation security, and not create a new set of requirements that add costs to the supply chain with little incremental security benefit.”

If Bill C-9 is passed by Parliament, a formal regulation-making process would be conducted later this year. □

# Teamsters, western provinces not keen on speed limiters

**TORONTO, Ont.** – The Teamsters Canada union, which represents thousands of Canadian truckers, says it is not a fan of Ontario’s speed limiter law. The union says Bill 41, which mechanically caps truck speeds at 105 km/h, will only burden drivers with costly adjustments to their rigs.

The Teamsters issued a release recently opposing the law, and pointing out it costs between \$75 and \$150 to have the speed limiter set or adjusted at a dealership or shop.

“I applaud the efforts made to reduce greenhouse gas emissions,” said Robert (Bud) McAulay, national freight and tank haul director for Teamsters Canada.

“But other considerations need to be made on environmental issues that don’t affect highway safety for motorists. How do you expect to have a safe highway when the Ministry of Transportation is allowing two different speed limits? It doesn’t take a rocket scientist to figure out what the result of trucks being regulated at 105 km/h and cars travelling at 120 km/h and higher will create; a lot of angry tailgating motorists waiting for their chance to pass, which will result in aggressive driving not to mention the increase in lane changes.”

The union also complained that Transport Minister Jim Bradley “chose not to hear what the truckers, represented by Teamsters Canada, had to say on this very important issue.”

(The Teamsters were not present at the public hearings on Bill 41 at Queen’s Park last June).

Meanwhile, officials in Alberta and Manitoba have recently assured the trucking industry they are in no rush to implement speed limiter requirements of their own.

“Most of the traffic already goes well above 110...to limit trucks to even less than that and to impede traffic more would probably be a safety problem,” Jerry Bellikka, spokesman for the Alberta Ministry of Transportation was recently quoted as saying by the *Canadian Press*. “If truckers feel that it’s going to save them gas or fuel, then by all means go ahead and put (speed limiters) in. But the government is not about to tell people or companies they have to do it.”

Manitoba was more receptive to the idea of mandating the use of speed limiters, however it said it’s unlikely to move unless all other provinces do so first.

“Most of the provinces, as far as I know, have said ‘no,’ other than Ontario and Quebec,” John Spacek, assistant deputy minister with Manitoba’s Department of Infrastructure and Transportation told the *Canadian Press*. □

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<p style="text-align: center; font-weight: bold; color: red;">6 AXLE FLATDECKS</p>  <ul style="list-style-type: none"> <li>(1) 2000 TRAILMOBILE 48' x 102', Tridem, 2 Front Lifts, 1 Rear, Winch Track and Headboard.</li> <li>(1) 1993 THRUWAY 48' x 102' Flatdeck, 6 Axle, w/Coil Pkg., Winches &amp; Straps</li> </ul>	<p style="text-align: center; font-weight: bold; color: red;">48' STEPDECK</p>  <ul style="list-style-type: none"> <li>2007 CHAPARRAL 48' x 102' Alum. Stepdeck, T/A 60" A/R, 2 Deck Levelers, 2 Tool Boxes.</li> </ul>	<p style="text-align: center; font-weight: bold; color: red;">DROP FRAME VANS</p>  <ul style="list-style-type: none"> <li>(1) 1994 (2) 1999 WABASH 53' x 102' x 126" I.H. Drop Frame Vans, 49' A/R or S/R.</li> </ul>

(1) 2004 MANAC 48' 5 Axle Van.  
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 (6) 1999 STOUGHTON 53' Plate Vans, A/R and Logistic Posts, Black.  
 (2) 1999 MOND 40' Gooseneck, T/A Chassis.  
 (2) 1994 MOND 40'-53' Extendable Tridem, Refurbished Chassis.  
 (1) 2002 THRUWAY 5 Axle Flatdeck.

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East



**WORTH CELEBRATING:** Armour Transportation Systems' president and CEO Wes Armour looks on as the ribbon is cut at the company's new \$15-million multi-purpose terminal, located near the Port of Halifax.

# What recession?

*Armour opens new multi-purpose terminal near Port of Halifax. New Atlantic Gateway Council also announced at grand opening.*

By Adam Ledlow

**DARTMOUTH, N.S.** – Armour Transportation Systems, one of largest and most recognizable transportation companies in Atlantic Canada, has thumbed its nose at the faltering world economy with the creation of a new multi-purpose facility in Dartmouth, N.S. A crowd of 500 strong were in attendance Feb. 5 for the grand opening of the terminal, located on 25 acres in the Atlantic-Gateway Halifax Logistics Park.

The \$15-million project was completed in January.

President and CEO Wes Armour thanked the company's employees, customers, suppliers, the Halifax Regional Municipality, and contractors, who he credited as making the construction of the new facility possible.

"The new Dartmouth terminal will allow us to meet new growth and continued demand into the future," Armour said. "By including capacity to handle container traffic as part of this complex, Armour is showing its commitment to the Atlantic Gateway and encouraging exporters and importers to make the Port of Halifax their port of choice."

The facility features more than 100,000 sq.-ft. of logistics warehousing space featuring 22 loading doors, and cross-dock capacity with 60 doors. A three-bay, state-of-the-art maintenance depot is designed to service Armour's fleet of more than 3,400 rigs.

Boasting twice the dock space of Armour's previous terminal, the terminal has also implemented a cross-dock scanning system designed to effectively manage freight movement. Officials say a potential second phase could offer an additional 90,000 sq.-ft. of warehousing space.

Armour officials are calling the new facility a "total transportation

solution under one roof" for warehousing, LTL and courier service needs.

"This investment in our Halifax  
**Continued on page 12**

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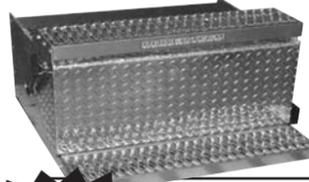
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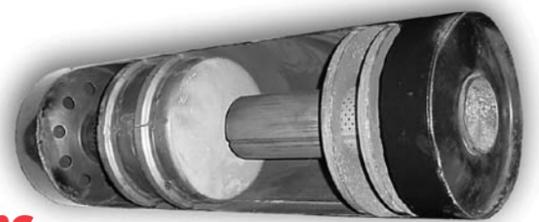
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# Armour opens new terminal, agrees to head new Gateway Council

Continued from page 11

facility demonstrates our commitment to providing our existing and future customers with specialized services, including those specifically designed to service the Port of Halifax and beyond," Armour said.

"With the increasing growth in the Burnside Industrial Park as well as close proximity to the bridge for servicing downtown Halifax and freight arriving through the port, easy access to the highway and routes in all directions outside of the city, we are situated in the perfect location to meet this

growth."

Armour also took the opportunity to plug another new source of anticipation for businesses in the region: the creation of the Atlantic Gateway Council.

Armour, who will serve as interim chair of the council, said the group will "provide regional and global perspectives to support the ongoing development of Atlantic Gateway initiatives. Our interests are to support Canada's international trade competitiveness, and to ensure the greatest possible long-term benefits to the entire

Atlantic region."

The group consists of 13 individuals from the private sector from a wide range of industries.

In addition to Armour, the following individuals have committed to being part of the council: Joseph Randell of Jazz Air; Doug Rose of Halterm Container Terminal; Henry Demone of High Liner Foods; Joseph Shannon of Atlantic Corporation; David Ganong of Ganong Bros; James Irving of Irving Pulp and Paper Limited; Derek Oland of Moosehead Breweries; Captain Sidney Hynes of Oceanex; Tanny (Bernard) Collins of P.F. Collins; Wade MacLauchlan of the University of Prince Edward Island; Francois Hebert of Canadian National Railway; and Patrick Sinnott of Canadian Tire Corporation.

Armour said the council will provide a strong business voice to inform the development of the Atlantic Gateway, and will complement existing Gateway Councils in Atlantic Canada.

Peter MacKay, Minister of National Defence and Minister for the Atlantic Gateway, provided a pre-recorded video message for the event, congratulating Armour Transportation Systems for its new facility and also singing praises of the new Atlantic Gateway Council.

"I am very impressed with the calibre of the business leaders on the council – it speaks volumes about the private sector's belief in the potential of the Atlantic Gateway. I look forward to a collaborative relationship with them over the coming months," MacKay said in the message.

To see clips of the grand opening ceremony and for a tour of the facility, visit our WebTV show, *Transportation Matters*, at [Trucknews.com](http://Trucknews.com).

To hear Armour's thoughts on the challenges of operating in an economic downturn, watch Part 1 of our *Decisions 2009* roundtable at [www.trucknews.com/Video/transportationmatters39.asp](http://www.trucknews.com/Video/transportationmatters39.asp). □

## Joint truck/rail corridor too costly

HALIFAX, N.S. – A feasibility study has ruled out the construction of a proposed integrated truck/train transportation corridor in Nova Scotia.

The study examined the possibility of integrating a roadway into the CN rail corridor, which would

consolidate truck and rail shipping and remove trucks from congested city roads. However, the study found that the project would be too costly, pegging the price tag at more than \$220 million.

"Using the existing corridor for commercial vehicles and public transit has been studied at a high level, but this was the first detailed study that looked at all aspects and provided a full costing of the project," said Brooke Taylor, Minister of Transportation and Infrastructure Renewal on behalf of Angus MacIsaac, Minister responsible for the Atlantic Gateway. "This report gave us the valuable information needed to make the right decision about this proposal. We will continue to identify opportunities to improve the competitiveness of our province's assets with Nova Scotia's Gateway partners." □



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# Training the dispatcher

**By Carroll McCormick**  
**HALIFAX, N.S.** – Last year's first-ever dispatcher training course in Nova Scotia was a huge success,

according to Garnet Rafuse, a career trucker with David Brown Transport in Cambridge, in the Annapolis Valley and a dispatcher since 2004.

"Every dispatcher goes into the job blind. You have no idea. But this essential skills course gives you the skills to communicate with people," Rafuse said.

The course was developed by the Nova Scotia Trucking Human Resources Sector Council

(THRSC), in partnership with the Department of Labour and Workforce Development. There was also plenty of input into the curriculum from Jack Thompson, who is responsible for safety and compliance with David Brown Transport

**Continued on page 14**



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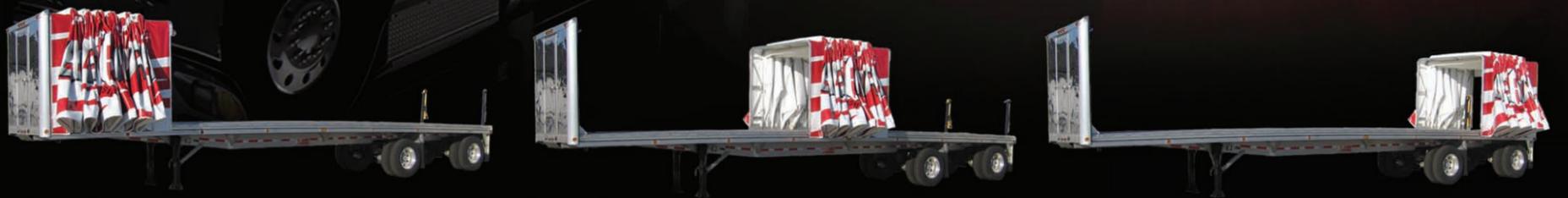
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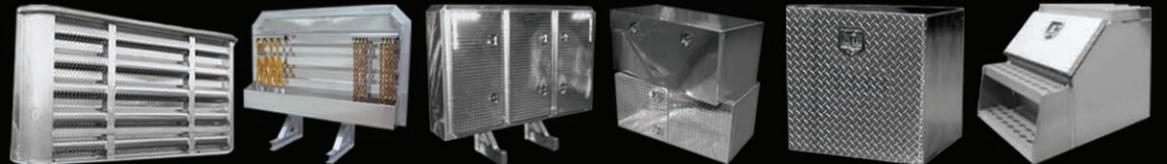
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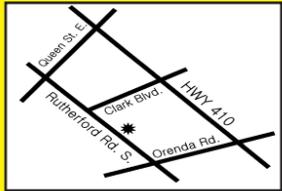
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## East

### Company sees value in dispatcher training

Continued from page 13

(Choice Reefer Services, in Belleville, Ont., bought the carrier in 2005), and who spearheaded the course's creation.

"There has never been any training for dispatching. We have been taking drivers off the road and setting them down (in the dispatch chair) but without good communication skills. Communicating with drivers is probably the most important thing a dispatcher can do. Communication and interaction is one of the things I want to teach dispatchers. Dispatchers can make or break a company," Thompson explains. "We are looking for a better environment, learning how to handle drivers without giving into them every time, teach the dispatcher how to convince the driver that what he is doing is best for the company and everyone involved; ie., convincing that guy that he is the only one who can pick up that load."

With 22 years as a driver before becoming a dispatcher, Rafuse knew the trucking side of the job cold. He even led the carrier's dispatchers out of the pen-and-paper age, setting up computers and spreadsheets. When Thompson asked him if he would like to be the company's first dispatcher to take the newly-created course, Rafuse jumped at the chance. He was not disappointed.

Rafuse and nine other dispatchers from other carriers met every Tuesday in Halifax from late January to the end of March 2008 for the 40-hour course. It was an eye-opener.

"We learned skills about dealing with customers; ie., if their order was late, I learned how to negotiate and work my way along to solving problems," Rafuse relates. "Before, I probably wouldn't have even known there was a problem...the truck is gone and there is nothing I can do about it. Now, if I discover there is a problem, I call the customer right away and work to solve it. Normally we don't have any problems with customers when we do that."

Rafuse also got a taste of time management and organizational skills training.

"You seem to be organized to yourself, but due to the course my organizing skills have improved 100%. I may get 100-200 phone calls a day. The course has taught me time management. I don't feel stressed anymore."

The participants shared stories of problems on the job and discussed different approaches to solving them.

"We looked at different ways to solve them and whether a certain problem was worth fixing, such as dealing with a driver that didn't want to do things. Before, I'd say, 'Go home and I'll call you when I need you.' But now I dig deeper, find out what the problem is and fix it. You worry about the other people, fix their problems, then they don't have problems," Rafuse says.

The course also included a four-hour segment in conflict resolution and training in phone skills.

What seemed to particularly intrigue Rafuse was what he learned about different personality types – that some people have problems making up their minds, others are more organized by nature, and still others have natural leadership talents, to name a few characteristics.

"I never really understood that there were so many different types of people. I always thought everyone was the same as me," Rafuse explains. These insights have helped Rafuse understand the value in handling different people in different ways; ie., some drivers need to be handled with kid gloves, others more forcefully. After finishing the course, Rafuse came back to the office and began sharing what he had learned. "I was promoting these dispatcher essential skills to everyone back at the office," he says. This did not go unnoticed. Last year the Nova Scotia Department of Education awarded him the Nova Scotia Work Place Education Ambassador Award.

By now Rafuse will have nearly completed this year's dispatcher course, which has more focus on time management. □



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Quebec

# Quebec launches photo radar

## Pilot project will last 18 months

By Carroll McCormick

**MONTREAL, Que.** – Nearly a year later than expected, photo radar is weeks away from happening in Quebec.

Silly concerns such as “Big Brother is watching you” aside (that horse is long out of the barn), Transports Quebec calculates that just the presence of photo radar will slow down drivers, that merely the perception that there is a risk of being caught will change drivers’ behaviour.

Speed is a factor in 38% of highway deaths a year here. In 2007, 606 people died on Quebec roads, a far higher number per 100,000 residents than in the US, Great Britain or Ontario, according to the Societe de l’assurance automobile du Quebec.

Transports Quebec hopes to see the sort of reduced carnage that France reported after implementing photo radar, attributing 75% of the 9,800 fewer highway deaths between 2002 and 2007 to its use.

### Red light cameras

There will also be sites where cars running red lights will be photographed and ticketed.

Both these and the photo radar sites will be well-indicated with signs, as the goal of the program is to make drivers stop at red lights and obey the speed limits.

Beginning on May 19 there will be a three-month grace period where the owners of ticketed vehicles will get warnings.

Aug. 19 will mark the beginning of an 18-month pilot project where vehicle owners will have to pay fines of \$100 or \$200 for running red lights, and speeding fines that will vary according to the speed of the vehicle.

Only photographs from the back of the vehicles will be sent to the registered owners of the vehicles. Representatives of the trucking industry rightly point out that fingering the owner of a trailer is not fair.

According to the government, either the owner pays the fine, or he gets the actual driver to confess to the infraction and pay it. If the driver refuses, the owner can simply write in his name.

If no driver ‘fesses up, the owner can simply fill in the name of whomever he thinks was driving the rig at the time. Industry representatives think this is a tailor-made administrative nightmare and recipe for bad blood with employees.

Despite the trucking industry’s protestations, Transports Quebec has done nothing to alleviate these concerns, according to Francois Rouette, a transportation attorney with the law firm Cain, Lamarre, Casgrain, Wells.

Rouette believes a challenge to this law is inevitable.

In the meantime, however, he points out that Canadian citizens have the right not to incriminate themselves and they can not make confessions under duress; ie., threats from the vehicle owner.

The minute the fact of any forced admission comes out in court, the ticket gets tossed out the window.

“This is well enshrined, that one cannot incriminate oneself,” Rouette says.

Striking down the law would be difficult, but if everyone pleaded not guilty to the tickets they received, the courts could get so clogged up that Rouette envisions a situation where judges might start to systematically declare everyone not guilty.

When asked what would happen if everyone who received a ticket were to pen Minister of Transport Julie Boulet in the accused line, Rouette only chuckled.

### The sites

Transports Quebec has chosen 15 sites where there are particularly bad problems with speeding or running red lights. (There are six fixed photo radar sites, three mobile photo radars for police vehicles and six fixed installations that will photograph vehicles that run red lights).

In Montreal the three red light sites are on the intersections of University and Notre-Dame West; Sainte-Catherine East and Iberville; and Decarie northbound and Pare.

The two fixed photo radars will be on McDougall between Le Boulevard and Cedar (50 km/h), and the A-15 southbound, about 300 metres before the Atwater exit (70 km/h). The mobile photo radar will be on Notre-Dame East between De Lorimier and Gonthier, with 50 and 60 km/h zones.

There will be a red light site at the intersection of the 132 and Monchamp in Saint-Constant, a fixed photo radar site in Boucherville on the A-20 westbound, about 200 metres from Mortagne boulevard (100 km/h), and another in Pinpoint on the A-20 eastbound, about 350 metres west of L’Ile boulevard (70 km/h). In Marieville a mobile photo radar unit will be stationed on route 112, from the municipal limit of Richelieu to Sainte-Angele-de-Monnoir (70 and 90 km/h).

Just east of Quebec City in Levis a red light unit will be located on the 173 (President Kennedy) at the intersection of Wilfred-Carrier and Louis-H.-Lafontaine.

A photo radar will be located on the A-20 collector about one kilometre before the Pierre-Laporte bridge exit.

In Thetford Mines a red light unit will be placed on Frontenac East (route 112) at the Ouellet intersection.

In Saint-Georges-de-Beauce photo radar will be located on Lacroix at the top of the intersection of 114 Street.

A mobile photo radar van will be located in Beauceville on route 173 between the intersection of Golf and the municipal limit of Notre-Dame-des-Pins. □



**SIGN SAYS:** Drivers in Quebec will soon have to contend with photo radar. The controversial practice poses a unique challenge to the trucking industry, since it will only capture the licence plate of the trailer. Who is pulling that trailer at the time of the infraction could cause some interesting employee/employer discussions.

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Ontario

# Despite low turnout, organizer declares protest a success

Continued from page 1

organized by professional driver Scott Mooney of Cambridge, Ont. and supported by more than 700 members of a Facebook group. As many as 200 trucks were expected to participate in the rolling protest, but the support failed to materialize on the day of the convoy. Despite the poor turnout, Mooney told *Truck News* he felt the event was worthwhile.

"I think it was a very successful day," he said after speeches concluded. "The numbers weren't there, but the message came through very strong."

He said the ultimate goal is for "the legislature to suspend enforcement of this law, take a look at it and take a *close* look at just how dangerous this law is to Ontario motorists."

Speakers at the event included: Mooney; NDP MPP Gilles Bisson;

Owner-Operators' Business Association (OBAC) executive director Joanne Ritchie and technical advisor Jim Park; Bud McAulay of Teamsters Canada; Conservative MPP O'Toole; and professional driver Jack Logan, who led the Bowmanville contingent.

*Truck News* caught up with Logan at the Fifth Wheel Truck Stop in Bowmanville hours before the gathering at Queen's Park, where he was still expecting some 25-50 trucks to show up.

The self-described 'professional freight relocation specialist' said "the ultimate goal is to bring awareness to the public that this law is detrimental to the travelling public."

The company driver says his Peterbilt Model 389 will not be governed to 105 km/h and that his company has a lawyer on retainer and is awaiting its day in court,

should he be charged under Bill 41.

"We're ready to go to court," he said.

At Queen's Park, the theatrical Logan tossed several pairs of white gloves at the feet of the media and declared "The white gloves are off. I've had enough – I'm not going to listen to this political gargle anymore."

NDP Transport Critic Bisson, said he was concerned that Ontario-based truckers would be at a competitive disadvantage when operating in the US and that the split speeds would lead to more accidents.

He said he favours increased enforcement of existing laws on the province's roads.

"One, we don't have the resources on our highways to enforce current legislation, so why are we doing this?" he asked.



**FIRST TO ARRIVE:** Jack Logan was the first to arrive at Queen's Park for the demonstration. He says there's no way his Pete 389 will comply with Bill 41. He'd rather fight the law in court. *Photo by Adam Ledlow*

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"And two, our trucking industry is going to be put at competitive disadvantage when it comes to other jurisdictions outside Ontario."

OBAC's Ritchie reiterated her group's concerns about the law and appealed to the media to understand that "if a truck engine is governed at 105 km/h, it does not make it a safer truck and it does not make its driver more responsible."

"We need you people to take this message to the people of Ontario," Ritchie told the large gathering of mainstream media types. She then turned the mic over to Park, OBAC's advisor of compliance and regulatory affairs. Park spoke of several studies that have been commissioned on behalf of Transport Canada which he said failed to quantify the province's claims that speed limiters will improve highway safety.

"The reports are there, the studies are there, all the background's been done – by Transport Canada no less, a very respectable organization," he told the media. "They couldn't come up with anything that really quantified the safety benefits of speed limiters."

The Teamsters' McAulay also claimed Bill 41 creates hazards for road users.

"We feel that having two different speed limits on the one highway is going to cause aggressive lane changes, irate drivers, tailgating and several other infractions from the motorists and it's going to put everybody in jeopardy," he said.

Back online after the event, participants and observers shared mixed emotions on the Facebook site, which can also be found at [www.nospeedlimiter.ca](http://www.nospeedlimiter.ca).

Some felt the media focused on the poor turnout rather than the issues at hand, while others felt protesters succeeded in communicating their concerns to the public.

While the province hasn't indicated it will budge from its July 1 full enforcement date, Mooney said he's still hopeful enforcement will be suspended until lawmakers have time to explore truckers' concerns in greater detail. □



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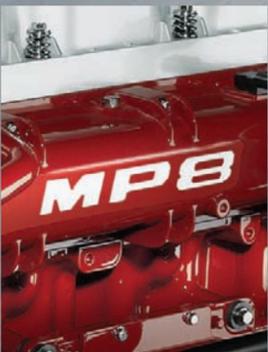
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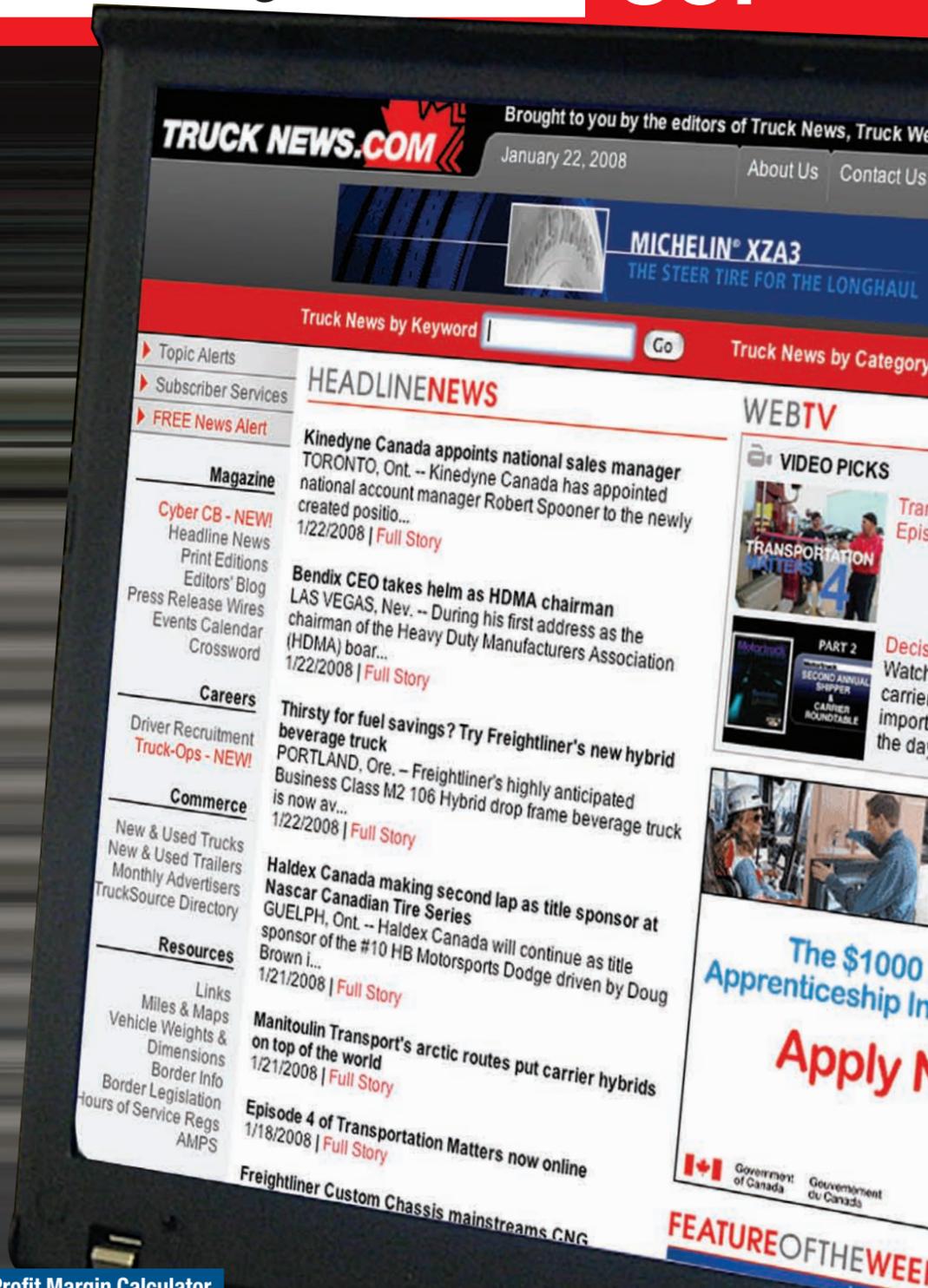
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## Ontario

## Ally Howatt becoming a fixture on the truck show circuit

By Jan Westell

**CALEDONIA, Ont.** – Ally Howatt describes herself as a small-town girl who loves singing, dancing, and country music.

It's a way of life for this Caledonia, Ont. singer/songwriter, who also has an affinity for truck shows, where she says fans from the industry have been particularly supportive of her performances.

"The trucking industry has been so receptive to my songs, my music," says the 24-year-old musician. "It's just fantastic."

Howatt had a breakthrough appearance at Toronto's country music festival – the Country 95.3 Canada Day Jam – last summer. She also appeared at the Fergus Truck Show shortly after that, and the young woman appreciated the enthusiastic response by the trucking industry's country music devotees. She has also performed the national anthem at a recent Toronto Transportation Club event.

"The fans that come out to watch are fantastic," she says. "They get right into it. They're a lot of fun."

While Howatt sang as a young child, it wasn't until high school and eventually community theatre, that she discovered her own passion for singing and performing. She took lessons from a voice coach, who also encouraged the singer to take up the guitar. Her musical mentor, Ray Lyell, convinced Howatt to travel to Nashville to instill an even deeper relationship with country music.

The pair also collaborated on writing the music for her CD, *Ride of Your Life*, which Howatt promotes every opportunity she gets, including at truck shows.

"I usually get to set up a booth," she says. "So I get to meet a lot of these people, and they're just so friendly. They're completely supportive of what I'm doing, so it's really nice."

Despite preliminary success, Howatt has a back-up plan. She earned an undergrad degree at Brock University, but decided to take a few years off from higher education to work on the CD that she released last summer. Now, Howatt is back at teacher's college, student-teaching towards certification next September. However, she doesn't consider her teaching career a day job, and music ambitions continue.

"That doesn't stop," she says of her music career. "That's a full-time gig, and the teaching is a part-time gig."

Howatt will be appearing at the upcoming Stirling Truck Show, which is held from June 19-21, in Stirling, Ont. (<http://stirlinganddistrictlions.com>) and this summer's Fergus Truck Show, July 23-26 ([www.fergustruckshow.com](http://www.fergustruckshow.com)). □

## Indian Trucking Association seeks clarification on axle weights

By Adam Ledlow

**BRAMPTON, Ont.** – Gravel truck operators who have been ticketed for having uneven axle weights will be able to take up the issue with Ministry of Transport officers at a seminar later this month. The Indian Trucking Association (ITA) will be hosting the event at the Satkar Palace Banquet Hall in Mississauga, Ont. March 28.

ITA officials have confirmed that both MTO and Canadian Border Service Agency officials will be present for a question and answer period with attendees.

"For the trucking community, it's very important to have these kinds of forums," said Najib Iqbal, general secretary of the ITA, at a recent press conference promoting the upcoming event.

The main issue of discussion and education at the "Smart Trucking Seminar" will focus on the problem

of uneven axle weights for gravel haulers. ITA officials say that the responsibility of loading gravel correctly falls on the loader and loading company – not the trucker. At the recent press luncheon, ITA officials gave specific examples of MTO officers "taking advantage" of gravel haulers, sometimes requiring them to shovel the gravel themselves in order to even it out.

"We don't want this problem to get so big that it's uncontrollable," said Jatiner Jaswal, executive director of the ITA.

Jaswal noted that truck weigh scale operators installed leveling machines to deal with the issue about seven years ago, but have since uninstalled them. Jaswal said that drivers usually do not have the proper leveling tools needed for the job and the ITA has lobbied with the MTO to resolve the issue.

The ITA will also be addressing

the association's perceived lack of Punjabi-speaking MTO officers and will also be asking that the MTO publish "important" communiques in Punjabi as well as English.

The ITA has been pursuing these concerns for several months now and members have said they are hoping for answers at the upcoming seminar.

"We are a grassroots organization. We want to put (our members) on the right path to succeed in the industry," said Jaswal, adding that the ITA is hoping to have five to 10 Punjabi-speaking officers in Ontario in the next five years.

CBSA officers will be on-hand to educate drivers on safe border crossing procedures and address any questions or concerns.

The seminar will be held from 1:30 p.m. to 3:30 p.m. March 28 at Satkar Banquet Hall in Mississauga, Ont. (7089 Torbram Road). □



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West

# Truck volumes down on major ice road

**YELLOWKNIFE, NWT** – Freight trucked over the Tibbitt to Contwoyto ice road in the NWT is down by about 45,000 tonnes compared to last year, says Erik Madsen, director of Joint Venture Management Committee, operators of the ice road.

The Tibbitt to Contwoyto winter road begins about 60 kilometres east of Yellowknife, and connects to three diamond mines. Most of the road is built over frozen lakes with connections via land portage. It is about 400 km long this year, compared to its normal length of almost 600 km, after Tahera's Jericho Diamond Mine shut down last year. The ice road opened on Feb. 1, and is expected to close about March 31, according to Madsen, whose group manages the road for BHP Billiton Diamonds and Diavik Diamond Mines.

"Everything is on schedule and it's going really well," said Madsen. "The cold weather this year really helped to build the ice up, and the loads/the tonnages are there. We anticipated being done on schedule or even earlier."

Diesel fuel is the largest item being trucked north on the road, along with cement, tires, prill (ammonium nitrate) for explosives and various construction materials. However, Madsen admitted that the 45,000 tonne decline in projected volumes (to 200,000 tonnes) is being felt by some truckers.

Making matters worse, De Beers Canada announced recently that its

Snap Lake mine has experienced a production slowdown, with 128 employees being laid off.

"It's surprising that (the economic slowdown) is affecting the diamond mines as much as it is, because men still buy diamonds for their women," says Blair Weatherby, president of the NWT Motor Transport Association.

The Yellowknife fleet operator has managed to cope with the economic downturn by diversifying and subcontracting for the ice road industry.

His company, Weatherby Trucking, normally specializes in transporting construction equipment and supplies or acting in a vehicle recovery capacity for breakdowns or other vehicle mishaps in the Yellowknife area.

This year, Weatherby has a total of three trucks hauling on the winter road, to supply the local diamond mines. One is a winch truck, which is currently hauling shacks on the ice road with a trombone trailer, and the other two are hauling various construction supplies along the same winter transport route.

"Mostly cement – bags of cement," said Weatherby. "They use it for backfilling (the mine) underground."

Despite the economic slowdown, Weatherby says that the unemployment status for the under-populated NWT will likely remain unaffected, since winter road hauling opportunities attract many drivers from the south such as Alberta. □

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## Industry

# EOBRs are coming

## Get over it and get on with it

In case you missed it, there's a new sheriff in town in Washington, DC. Barack Obama was elected on the promise of change.

On a recent fact-finding trip to the US capital, CTA got a first-hand glimpse of how revolutionary that change will be for the transportation sector, and trucking in particular. With a Democratic majority in both the Senate and in the House of Representatives, the Obama administration should face few roadblocks in terms of getting its way. While it is early days yet, have no doubt that when it comes to tackling climate change, highway financing and safety regulation, these guys intend to make change.

Nowhere is this more apparent than with respect to Electronic On-Board Recorders (EOBRs). You will recall that the Federal Motor Carrier Safety Administration (FMCSA) tabled a notice of proposed rule-making on EOBRs in January 2007. For the most part, the rule was considered somewhat weak insofar as it would have required only a relatively small number of habitually bad actors to install EOBR technology.

It became increasingly clear over the past years that the FMCSA was coming under increasing pressure from groups like the National

### Industry Issues

David Bradley



Transportation Safety Board (NTSB) and the Commercial Vehicle Safety Alliance (CVSA) to introduce a universal mandate. At a December 2008 EOBR conference in Minneapolis, FMCSA's then chief administrator (a political appointee) said that the final rule would expand the scope of the NPRM and that it would likely be a precursor to a universal mandate. In January 2009, with the installation of the Obama administration, the FMCSA withdrew its rule for further review.

During our recent Washington foray, we were fortunate to obtain meetings with some high-ranking Democratic officials who will be responsible for setting the direction for the new FMCSA administrator. To be honest, we did not expect to learn much, given the secrecy that surrounds the US rulemaking process. We expected more political chat than anything else. But, what we got – and in the strongest, bluntest way possible – was the clear

message that the new administration fully intends to introduce a universal EOBR mandate.

We were told that the previous NPRM was a "sham" and the level of non-compliance with the hours-of-service regulations (which they characterized as a downside of deregulation) that has been tolerated for so long is "outrageous."

We were told that government will never have enough enforcement people to police things and will have to use technology and that an EOBR mandate is the only meaningful way to enforce the hours-of-service rules. This will take some time, but once the Democrats have a new FMCSA administrator in place, they will get to work. And, since the Democrats have a majority in the selection process for the new administrator, they will install someone who will make this happen.

For some time now, it has been CTA's view that a universal EOBR mandate was inevitable and rather than fighting change by opposing EOBRs, we believe our efforts would be more productively spent trying to make an EOBR mandate for North America work.

We also believe that it would be a useful measure to level the compliance playing field and that the current paper-based system is archaic and outdated. CTA first called upon the Canadian federal and provincial governments to work with us to develop an EOBR mandate in 2004. After two years wherein virtually no progress was made, Transport Canada engaged a consultant to pre-

pare a discussion paper (issued in August 2006) to assist governments in deciding how to handle this issue. That paper concluded there were no insurmountable challenges to introducing an EOBR mandate in Canada. It said: An array of EOBR technology was readily available, evolving rapidly and becoming less costly; a relatively high percentage of drivers do tend to falsify their logs; EOBRs can contribute to road safety improvements; an effective EOBR program would improve compliance with the hours-of-service regulations and represent an improvement over a paper log system; privacy concerns are a non-issue; and, EOBRs will help level the playing field.

No one, least of all CTA, discounts the amount of consultation and work that would be required to establish a national EOBR mandate in Canada, but rather than commence work, the Canadian governments, wrongly in our view, decided to put off having to deal with this matter – despite all of the arguments in favour of an EOBR mandate – by waiting to see what the Americans were going to do.

It was suggested that Canada should wait six months to see how things evolved in the US. CTA agrees entirely that we should seek consistent and compatible regulation between Canada and the US wherever possible. However, we disagreed then and continue to disagree with the notion that the best approach for Canada is to wait and simply follow whatever it is the



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Americans are doing.

Regardless, almost three years have passed since the decision to wait. In light of what we learned in Washington, the issue should not be if there will be a mandate in Canada, but when and how. The key is a smooth, orderly transition and im-

plementation that allows industry and government the time to adjust and puts in place mechanisms and policies to deal effectively with legitimate concerns over costs, enforcement policy, etc.

We do not underestimate the significant challenges this presents to

industry and to government. But pushing the work and the tough decisions off to another day or letting another country decide what is best for Canada is not an acceptable response. We believe that an EOBR policy in Canada should be a standard under the National Safety

Code and should be regulated by the Government of Canada in order to achieve national harmonization, at the same time as we pursue North American harmonization. □

— David Bradley is president of the OTA and CEO of the CTA.



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\$10,000 would still pay for itself within the first year. As long as there is a measurable return on the investment, the safety department is actually making the fleet money.

The approach does not have to be limited to the costs of equipment damage, either. Workers' compensa-

tion boards offer a wealth of information concerning the cost of personal injuries. In addition to offering details about injuries within your own fleet, they can often provide information about the experience in other workplaces.

And before you dismiss \$5,000 in

damage or indirect expenses, remember what that really costs. A fleet that makes a profit of 3% would need to collect another \$167,000 in revenue to recover that \$5,000 that was lost. It shows that a well-constructed safety program makes financial sense. It is simply a

matter of doing the math. □

- This month's expert is Rick Geller, director of safety and training services for Markel Insurance Company of Canada. Send your questions, feedback and comments about this column to [info@markel.ca](mailto:info@markel.ca).

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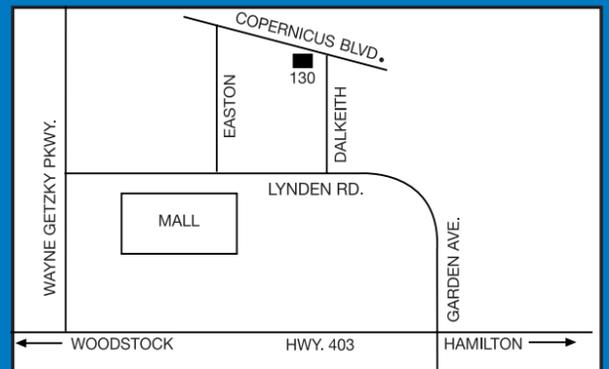
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**Industry**

**When the going gets tough, the tough get good advice**

The best fleet managers are always looking for opportunities to discuss new ideas or get advice for their fleet operations, but in difficult times it becomes even more critical to find out what successful fleets are doing. The agenda for the annual conference of the Private Motor Truck Council of Canada has been designed to answer one topical question: How can fleet managers control or reduce costs in recessionary times? It is a question that every fleet manager has or will face, because companies are looking for an edge, a way to keep costs in line, and private fleets are not immune from the pressures of cost control.

The dates are June 18-19, and we are returning to Queen's Landing in the heart of Niagara-on-the-Lake, Ont. This beautiful hotel with the feel of a southern mansion has received rave reviews from past conference attendees.

Combine such an informative conference in a venue with access to many of wine country's attractions and you have a great get-away.

This conference has become the best opportunity for those involved with private trucking to join their peers and industry suppliers in a relaxing forum where they can participate in educational and instructive seminars on current issues.

The seminars cover a wide range

**Private Links**

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of topics, such as:

**Hybrid technology**

Manufacturers will explain the technology and operators of hybrid fleets will describe their practical experience.

**Empowering for productivity**

Roy Craigen of Transcom Fleet Services and past chair of the Canadian Trucking Human Resources Council will lead this seminar on getting the most from your drivers – a proven source of savings.

**Strategies for recessionary times Part 1 - Conserving fuel**

A panel of industry professionals, fleet managers and suppliers will discuss specific steps they have taken, along with products and strategies they have implemented to reduce fuel consumption and emissions.

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in labour law and Dean Saul a well-respected transportation lawyer, both of Gowling Lafleur Henderson will update and review changes in labour and transportation law that affect the way our fleets operate.

**Strategies for recessionary times  
Part 2 - What fleet managers  
are doing**

We've assembled a panel of fleet managers who have implemented some interesting and innovative ideas for containing costs. You'll hear from your peers about real strategies that work.

Let me preview a little of what you can expect to learn: We've all heard something about hybrid technology but few of us know enough to determine whether it would have an application in our particular business. This seminar will explain the technology and then we'll hear from users of hybrid vehicles about their actual experience.

Roy Craigen is an expert communicator and trainer. He is a sought-after speaker and consultant for fleets that are seeking ways to improve productivity and team-building within the fleet. Roy will be describing how you can get your drivers to want to contribute to improving productivity, and turn them into even more valuable resources for your fleet.

Think you know all the ways to improve fuel economy? Our panel will be discussing some innovative ways that work. Fleet operators and suppliers join this panel to offer ideas and actual results from steps they've taken.

During our Friday morning breakfast we'll receive a legal update with commentary on labour and transportation law.

And in Recession Strategies Part 2, our panel of fleet managers and safety experts will describe actual cost-control initiatives and safety management strategies that have worked for them.

And of course we'll mix in a little social time at the Chairman's Reception and Dinner Evening where we will experience an evening of great food and entertainment featuring stand-up comedy.

A highlight of the conference is always the Annual Awards Luncheon. It is during this event that we celebrate some of the best that trucking has to offer.

The Private Fleet Safety Awards, sponsored by Zurich, recognize some of the safest private fleets in Canada. We continue celebrating excellence with the induction of professionals into the Hall of Fame for Professional Drivers, sponsored by Huron Services Group. The Hall of Fame resides on the PMTC Web site ([www.pmtc.ca](http://www.pmtc.ca)).

And of course the Vehicle Graphics Design Awards, sponsored by 3M Canada are always a crowd favourite.

Conference registration information is available on our Web site ([www.pmtc.ca](http://www.pmtc.ca)) or by calling the office (905-827-0587). □

*– 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](mailto:trucks@pmtc.ca).*

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## Tax talk

# Tips for filing your tax return

Filing a tax return in Canada is a job most people dread, and I can see why. First, it's up to each individual taxpayer to accurately report his annual income and calculate whether he owes tax or should receive a refund. Second, the tax codes are incredibly complex. What we have is an honesty policy – with potentially serious consequences for a mistake.

Canada Revenue Agency (CRA) knows that the vast majority of taxpayers want to comply with the rules but at least need better instructions. With April upon us, I want to take some of the mystery out of how CRA handles tax returns and point out some things to think about as you prepare to file next year (or this year, if you're still getting organized).

## Compliance reviews

Most of the 25 million returns filed each year are processed within two to six weeks. The CRA processes most returns without reviewing the information filed so it can send out Notices of Assessment (NOA) as quickly as possible. However, all returns are screened by the agency's computer system when the returns are filed and may be subject to review at a later date. The selection process for reviewing returns is the same whether the return is filed on paper or electronically. This means any tax return may be selected for

## Tax Talk

Scott Taylor



review. There are three basic types:

**Pre-assessment reviews** happen before your NOA is issued. CRA randomly selects tax returns and reviews various deductions and credits. The peak period for this type of review is February to July.

**Processing reviews** take place after your NOA has been issued. Once again certain types of deductions or tax credits are targeted each year. The peak period for this type of review is June to November.

**Matching reviews** also happen after the NOA has been sent. This is where CRA compares the information you supplied on your tax return to information provided by third parties – income shown on T4 slips that your employer filed, or investment income shown on T5s. The peak period for this type of review is September to March.

## Five mistakes to avoid

CRA tends to see the same types of errors each year. Here are some of the most common:

**No reply:** If CRA doesn't receive a response to a request for informa-

tion within the time specified, it will deny your deduction and issue a Notice of Re-assessment, which means you will probably owe them money. It will take a long time for CRA to accept your re-submission of the deduction so don't miss this deadline.

**Late filing:** Missing T4s or other slips is no reason to miss a deadline. If you can't get the missing slip by the due date, use any stubs you have to estimate your income and related deductions and credits.

**RRSP deduction:** If you're filing a paper return, include your official receipts for all amounts you contributed from March 1, 2008 to March 1, 2009, including those you're not deducting on your return for 2008.

**Union, professional, or other dues:** Your employer may have shown the dues withheld from your annual pay on your T4 slip. The association or organization also may have issued you a receipt for the same dues they received for the same year. Don't claim the same amount twice.

**Moving expenses:** Expenses must be the result of moving at least 40 kms closer to your new place of work than your previous home. Amounts are deductible against employment or self-employment income earned at the new location (which usually must be in Canada).

If you have a student in your fam-

ily who moves to take full-time courses at the post-secondary level, his moving expenses may be deductible from his income. Expenses must be the result of moving at least 40 kms closer to the educational institution than your previous home.

Examples of costs which are not deductible as moving expenses: Canada Post mail-forwarding costs; expenses for work done to make your old home more saleable; any loss from the sale of your old home; or expenses for house-hunting or job-hunting trips before you move.

Of course, once people get started with deductions, they think they can write off all kinds of things – funeral expenses, loans to family members, a loss on the sale of a home – and the red flags at CRA start to fly.

Talk to your accountant about the types of expenses you can deduct, what you need in order to validate those expenses and any important changes to federal and provincial tax rules. If you find yourself crossing your fingers as you file your return, working with a professional can take some of the uncertainty out of the filing process. □

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

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# Managing for the future, as well as the present

Continued from page 1

environment has also created some opportunities for carriers.

“The key issue is, we need to survive – we need to ride out this recession. But it’s not just about cost-cutting or staying low to the ground, because in these times, opportunities are presenting themselves,” he explained.

“Think offensively as well as defensively, because opportunities are presenting themselves that you may never see again.”

Goodwill suggested the current recession may be at its worst this quarter, and a slow recovery will begin next quarter or in late 2009 as consumer confidence is restored.

“The bottom line is that freight volumes are going to return when confidence returns, but until people feel confident they can go out and buy a car or a new house or a refrigerator, it’s going to be slow,” he admitted.

“As we turn around later this year, which I suspect will be slow with more upturn next year, demand for Canadian goods will start to increase in line with the economic recovery.”

Those fleets that can weather the storm, noted Goodwill, will be well-positioned to capitalize on tightening capacity.

“There is significant truck capacity leaving the North American market,” Goodwill pointed out. “There are numerous companies that have gone. I suspect we’ll see several other (bankruptcy) announcements over the next few months, big and small. As we come out of this recession, there’ll be good news. The companies left will be much stronger, better managed, more solid financially and positioned for growth. It’s very likely that rates will start to increase and we should get back to running much more profitable trucking businesses.”

In the meantime, Goodwill admitted just getting to that bright spot on the horizon will remain a challenge for fleets.

He offered some tips on how to get through the current downturn, beginning with remaining true to your company’s core values.

“Look at the core values of



**KNOW WHEN TO PARK’EM:** Sometimes, it may make sense to park trucks. But don’t do it just because the fleet down the road is parking power units, Goodwill advises.

your company; what do you stand for? What is your commitment to service? What do you teach your people? If a customer needs you to drop trailers in their yard or do a Saturday delivery, will you do that? It’s that core set of values that drives your actions,” Goodwill explained.

During a tough operating environment, Goodwill said management needs to step up and take a leadership role, while communicating a positive message.

“You can’t be invisible to your team, that sends a bad message,” he advised. “You have to project positive energy.”

If job cuts are necessary, Goodwill suggested acting quickly and decisively. Staggering layoffs over an extended period will lead to poor morale in the workplace, with everyone looking over their shoulder.

“Don’t acupuncture your company to death with 2,000 little cuts,” he said. “Do what you have to do; be bold, smart and aggressive.”

In working with fleets as they cope with recessionary challenges, Goodwill has noticed three man-

agement philosophies that tend to emerge.

*The Ostrich Approach:* “We’re in a recession but we’ve been there before and it’s going to pass and we’ll be okay, so we’ve just got to tough it out and keep the status quo,” was how Goodwill summed up this approach.

“It sounds pretty good – there’s no disruption and everybody’s happy, but there’s something fundamentally wrong with that reaction,” he explained. “Your company services customers that are going through changes. You need to know where they’re at in order to fine-tune where your company’s going.”

*The Bull in the China Shop:* With this approach, management begins to “slash and burn” to reel in costs. They may announce a 5% workforce reduction right across the board. However, Goodwill warned management should be more strategic and look for creative alternatives to arbitrarily cutting positions.

“There are various ways to skin a cat,” he pointed out, suggesting

alternatives such as shorter work weeks and salary rollbacks as an alternative to permanent job cuts. He also warned against dropping customers without considering the impact that may have downstream.

*The Methodical Approach:* Not surprisingly, this is the approach favoured by Goodwill. He said it involves: thinking of what you’re doing; looking at the entire picture; carefully crafting a plan that will lead your company out of crisis; and executing that game plan. (See story on pg. 30 for details on how to develop a plan).

The Feb. 3 seminar was the first in this year’s Driving for Profit series. The seminars are hosted by KRTS Transportation Specialists and NAL Insurance and sponsored by SelecTrucks. For more info, visit [www.drivingforprofit.com](http://www.drivingforprofit.com).

– For more on this topic, see pages 30-31 and watch for segments of this presentation in an upcoming episode of our WebTV show, *Transportation Matters*, airing on [Trucknews.com](http://Trucknews.com).



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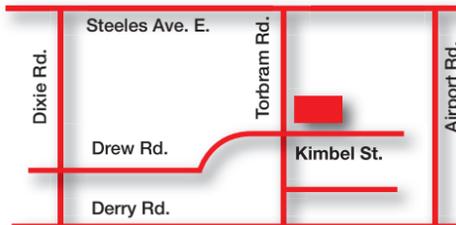
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## Management

# Plan to survive

## Seven steps to saving your business

By James Menzies  
CAMBRIDGE, Ont. – Citing the age-old expression “If you’re failing to plan, you’re planning to fail,” Dan Goodwill, president of transportation consulting firm Dan Goodwill and Associates, laid out the steps to surviving the recession at a recent Driving for Profit seminar.

The seminar, hosted by NAL Insurance and KRTS Transportation Specialists and sponsored by SelecTrucks, focused on how to survive the recession and emerge ready to capitalize on the recovery. Goodwill and fellow transportation consultant Barry McKee described how to put together a seven-step plan to ensure success.

### Customers

“The first thing I suggest during recessionary times is that you’ve got to stay more connected to your customers than ever before,” advised Goodwill. “Many of your customers are going through very tough times – you want to know where they’re at and how that’s going to impact your business.”

Goodwill said a recession creates opportunities to become a core carrier for shippers that may currently rely on your company as a fringe provider.

“Here’s an opportunity to maybe move in for the kill,” he pointed out. “Your competitor may be making cutbacks and now’s an opportunity for you to pick up business you didn’t have before.”

Goodwill has a unique perspective on the industry, splitting his time between consulting with carriers and working with shippers in soliciting freight bids. When he’s sitting on the shipper’s side of the table, he said the carriers that act decisively are the ones that usually win the freight. Salespeople who need time to think about every decision are often dismissed, he admitted.

“In the year 2009, I don’t think that works anymore,” he said of salespeople who request more time to decide if they can meet a shipper’s requirements. “I think we’re living in a different era. You have to know what you’re able to do and you’ve got to be able to close deals and get the business.”

In many cases, Goodwill said shippers are willing to pay a premium for a quality, reliable carrier, so he urged fleet managers to resist the temptation to cut rates. “The shippers know who their good carriers are,” he said.

In a recession, Goodwill said it may be worth taking a look at using commissioned sales agents to develop new business and to build partnerships with companies that can fill holes in your own service offerings.



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**Employees**

During a recession, it's critical to know who your top-performing employees are and to ensure they're taken care of, said Goodwill.

"Make sure you think very carefully about how to keep key employees," he said.

When hiring, target the best people for every position and offer them realistic goals so they can be successful, he added.

If job cuts are necessary, Goodwill warned against making decisions based on seniority or loyalty rather than performance.

"It's not just about seniority, it's about running your company," he said. Goodwill also advised against cutting incentive pay. "Some people are very motivated by that, they base their livelihood on that," he said. "Why take that away and bring them to the same level as your poor performers? Keep your top performers happy and motivated."

**Capacity**

McKee said that a recession makes it necessary to re-evaluate the size of your fleet and the equipment it's comprised of. If you have 10 tractors and 15 trailers, do you have the flexibility to drop a trailer at a customer's yard and still meet the rest of your obligations?

McKee suggested reconsidering the tractor to trailer ratio and ensuring it is ideal for current demand as well as future growth.

He also said carriers should consider dropping unnecessary operating authorities in a recession, if they aren't being well-used.

"Those operating authorities cost money," he pointed out. "If you're not there often enough, do you really have to be there and have that operating authority?"

Dropping an authority to run litigious states such as California or New York can also result in insurance savings, McKee added.

When evaluating capacity during a recession, McKee also said it's important to weigh the pros and cons of parking vehicles.

"Every operator goes through this dilemma at least once a year," he said. "Should I park some equipment because it costs money to run it? If I do park it, does it make sense to take the registration and insurance off? Maybe. But, if that happens and an opportunity presents itself because a competitor let somebody down, can you get there on time to seize that opportunity and get the business?"

**Costs**

Review your PNL statements carefully and look for fixed costs that can be combined or eliminated, advised McKee. Can an accountant help with dispatch? Can the office manager take care of purchasing rather than having a dedicated purchasing agent?

McKee pointed out the federal budget each year is constructed from scratch through a process known as "zero-based budgeting." Many companies simply take the previous year's budget and alter the numbers slightly, but McKee warned that "going strictly on what you did last year will inevitably cause you to be chasing up and down."

The return on investment for any

capital purchases should be carefully measured and suppliers should be consolidated when possible, he advised.

"Consolidate suppliers and look for cost concessions," he said. "If you're buying fuel from one supplier and grease from another supplier, it makes sense to talk to the fuel supplier and see if you can strike a better arrangement if you buy all fuel and lubes from the one supplier."

McKee urged fleet managers to keep on top of receivables and improve collections.

"If accounts receivables are moving over to the 45- or 60-day column, be on top of it right away," he said. McKee said fleets should minimize their exposure by closely monitoring their customers and following up with them promptly if a payment is missed.

"Stay on top of them," he said. "If they make a commitment to pay on a certain day and they do not, follow up."

**Measurement**

Use dashboards to measure progress and focus on the critical few key performance indicators (KPIs) that mean the most to the business, suggested Goodwill. In his blog on Trucknews.com, Goodwill said "the short list probably includes employee productivity, sales performance, contribution management, capacity utilization and cash flow management."

**Accountability**

Everybody in the company should have clear objectives and KPIs, according to Goodwill.

"To stay on track, you have to monitor your results," he said.

Weekly conference calls with all staff involved in operations should be conducted and everyone should be held accountable for meeting their KPIs.

**Results**

Finally, make sure the plan is delivering the results it was intended to achieve, noted Goodwill. If the results are lacking, determine if it's the plan that's flawed or the

people behind it.

"If the plan is not achieving the results you want, is it the people or the plan? Figure out what the problem is and then deal with it," he suggested. "If the plan is not right, go back and fix it. And if it's the people side of it, you've got to deal with those people issues quickly and effectively."

Eliminate the "whiners," advised Goodwill, and send the message

that as a leader you're totally committed to the plan. □

– Goodwill and McKee will be presenting on this and other topics on surviving in difficult times during a transportation workshop sponsored by Motortruck Fleet Executive in Toronto on Apr. 15. To view the complete agenda and to register, visit: [www.trucknews.com/workshop/default.asp](http://www.trucknews.com/workshop/default.asp).

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## Technology

# Safe tech, safe trips

## New technologies promise to have big impact on commercial vehicle safety

ORLANDO, Fla. – We were obviously turning the corner too fast, but that was the point. Meritor Wabco's test driver headed into the "ramp" at 33 mph and cranked the wheel. The downrigger attached to the side of the trailer began to tilt towards the pavement like the training wheels on a bike.

Once the wheels touched the surface of the runway-turned-test-track, the trailer had obviously passed the point of no return. It was a rollover.

The second trip into the curve offered a different experience when the roll stability system was engaged. The equipment automati-

### Technical Correspondent

John G. Smith



cally measured wheel speeds, lateral acceleration and pressure in the air suspension, and then applied the brakes to bring the trailer under control.

The downrigger never made contact with the ground.

Technology promises to have an



**SECOND CHANCE:** There are no training wheels in real life. The Meritor Wabco RSS stability system is turned off in the top picture and is activated in the bottom.

undeniable impact on the safety of trucks that travel North America's highways. The addition of emerging systems such as Meritor Wabco's Roll Stability Support, for example, offer added stability for loads with a high centre of gravity. Lane Departure

Warning Systems sound their warnings as drivers stray over the painted line. And various sensors can be used to measure following distances.

The equipment can also offer a relatively quick payback to the fleets that install it.

"There's very promising data – particularly return on investment data," says Dan Murray, the American Transportation Research Institute's vice-president, research. Using some conservative figures, researchers have shown that buyers can certainly recover their costs.

Granted, the returns can vary widely depending on the exposure to heavy traffic and the value of insurance deductibles. But a Lane Departure Warning System returns between \$1.37 and \$6.55 on every dollar invested into the equipment, according to research by the American Transportation Research Institute.

Roll Stability Control offers a payback of \$1.66 to \$9.36. And a Forward Collision Warning System offers a return on investment between \$1.33 and \$7.22. (All figures are US dollars).

These figures consider everything from crash costs to insurance rates and pending changes to safety ratings.

There is no question that this equipment can work. Field tests are proving that. But researchers are now trying to determine if they can build a safer truck by integrating several of the equipment options.

The major field test of these Integrated Vehicle Based Safety Systems (IVBSS) began this February under the watch of the University of Michigan Transport Research Institute. It is looking at the combination of a Lane Change/Merge System, Forward Crash Warning System and Lane Departure Warning System.

It is part of a 54-month, \$32.2-million evaluation that is considering systems for light and heavy vehicles alike, with Eaton, International Trucks, Conway and Battelle included in the truck research. The latest step is a 10-month Field Operational Test that will gather enough data from 10 trucks to simulate eight years on the road.

"We're familiar with these technologies independent of each other. We never tested them together," says Bob Petrancosta, vice-president, safety at ConWay Freight, which is involved in the

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tests. "One of the reasons we've never tested all three together is, quite frankly, it's cost-prohibitive."

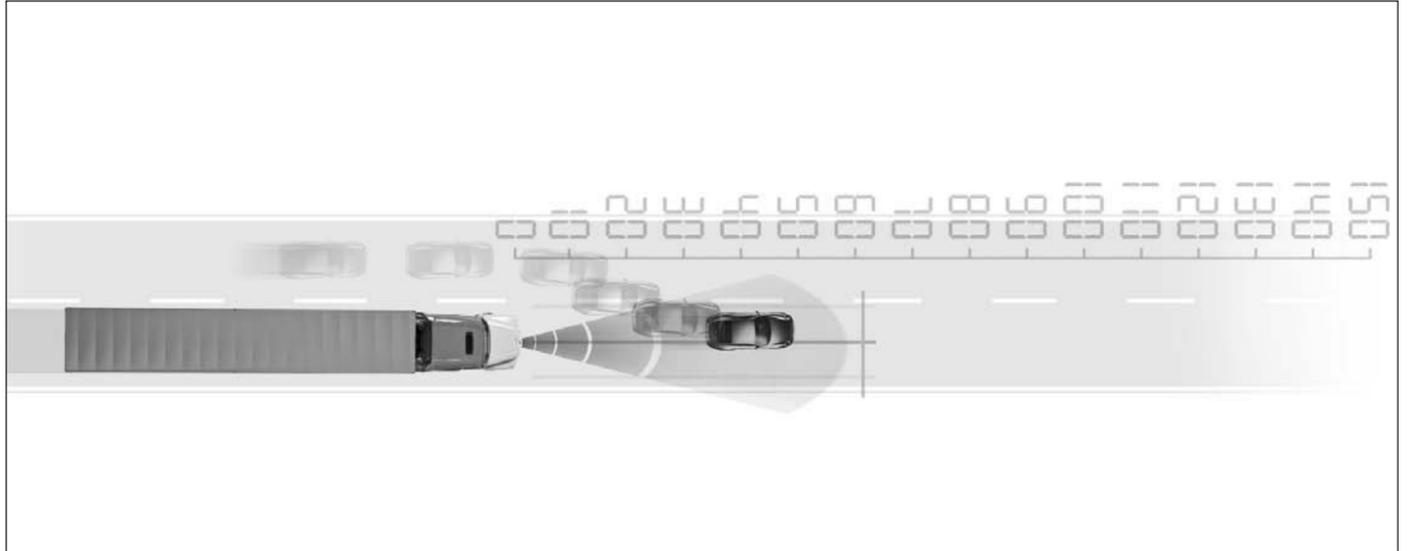
In the test vehicles, the Lane Change/Merge Systems flash a yellow light if there is an obstacle in the truck's blind spot, show a red light if the driver activates the turn signal in that direction, and sound an alarm if a turn begins.

A Forward Crash Warning System, meanwhile, displays a warning if the truck is within two seconds of an object, and sounds an alarm if it anticipates a collision. The Lane Departure Warning System sounds the alarm if the vehicle strays over the painted line.

Petrancosta saw the value of a Lane Departure Warning System when he watched the videotape of one of Conway's drivers who was nodding off behind the wheel. The alarm sounded, the driver corrected the steering and there was no other event during the remainder of the trip.

A "lot of effort" has gone into eliminating false alarms, adds Dr. Zhijun (Zwick) Tang, an Eaton engineer involved in the product. That's why there is no audible alarm when a turn signal is activated before a turn actually begins. Meanwhile, Lane Departure Warning Systems are accounting for various lane markings in construction zones.

Some jobs seem like they are



**STANDING ON-GUARD:** Meritor Wabco's OnGuard system has the capability of determining when a tractor-trailer is following a vehicle too closely and then intervening by applying the engine and foundation brakes to avoid a collision.

*earned by drawing a short straw. Consider the Meritor Wabco employee who stood on the brakes of his rental car in front of a moving tractor-trailer.*

*As the distance between the vehicles began to close, the warnings in the cab began to sound.*

*Then the prototype Autonomous Emergency Braking System automatically began to apply the engine brake and foundation brakes.*

*The tractor-trailer came to a safe stop without any intervention by the driver.*

The systems also continue to be refined. The combination of a video camera and radar on a Forward Crash Warning System,

for example, will detect parked vehicles as well as those that change speeds.

Don't expect traditional mirrors to disappear any time soon, says Chris Flanigan of the FMCSA's office of analysis, research and technology.

But some of the new technology could still be mandated as well.

The National Highway Traffic Safety Administration is already requiring Roll Stability Systems on passenger cars by 2010.

There are other signs that the US federal government may offer further financial support for those who want to install the new safety systems on trucks.

The real push may come with the introduction of a Bill in the

US Congress, which suggested incentives to offset the cost of such equipment.

With 23 authors, it is expected to have some traction in the year to come.

Now picture a system that ties stability controls into a Global Positioning System (GPS) unit, muses Alan Korn of Meritor Wabco.

If a driver heads into a 30 mph curve at twice that speed, the vehicle will roll over.

But imagine a system that identifies the curve before it emerges and begins to slow the vehicle before it even faces the threat.

"It seems far-fetched," he says of the future possibilities, "but when you think about it, it's not." □



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## Safety

# Beware the UFOs (Unrestrained Flying Objects)

## Spec' cabs for safety, and tie down the loose gear

By John G. Smith

ORLANDO, Fla. – Mike Jeffress knew that he was staring at a safety problem when he discovered a TV mounted on the floor behind a passenger seat. The driver of the truck in question was obviously trying to watch TV while sitting behind the wheel, suggests the past chairman of the Technology and Maintenance Council.

The urge to watch *Too Fast, Too Furious* in the middle of a highway can obviously be dangerous to a driver's well-being, but a quick look inside many cabs can identify a variety of other safety-

related threats as well.

The secret to a secure environment will begin by securing the gear that can become a projectile at the time of an accident.

The nets, doors and tie-down rings fixed to the cabinets in today's sleepers offer an important measure of security when they are properly used, agrees Tom Palencher, marketing product manager with Volvo Trucks North America.

"But if you get something heavy and are only using little tie-down straps, that won't hold up in an accident. You're going to need something more than bungee cords."



**KEEP IT CLEAN:** A clean bunk is a safe bunk. A bunk with floor-to-ceiling cabinets, padded surfaces and secured appliances is even safer.

It is a matter of physics. A 50-lb refrigerator in the sleeper will produce up to 750 lbs of inertial force in a 15 mph crash. At 30 mph, the same refrigerator has four times the potential energy.

"We know that hard braking events occur on a regular basis," says Kevin Tribett, manager of highway safety for LifeGuard Technologies. "Safe drivers prepare for the possibility."

Objects sitting on bunks and cabinets are also the most dangerous because they will have an unobstructed path to the driver's head or torso. And loose objects on the floor could easily wedge themselves under the pedals.

Granted, the threats are not limited to UFOs (Unrestrained Flying Objects).

Truck buyers should look at the material around the bunk itself, Palencher notes.

"Is the stuff around there soft enough that it's not going to cause head injuries?" Cabinets made of soft composite materials will help to limit injuries in the event anyone comes into contact with them.

The proper choice and use of inverters can also help to protect against cab fires, adds Bruce Purkey of Purkey's Electrical Consulting.

"These units will pull a lot of current. You must use the circuit very close to the battery," he says, noting how the related fuse should also be located within 10 inches of the power source.

The required amperage for that fuse can usually be determined by dividing the inverter's wattage by 10. (A 1,500-watt inverter, for example, should have a 150-amp fuse). If fuses with excessive amperages are used, the wiring could catch on fire.

Cables also need to be sized accordingly. A Number 2 wire, for example, should be used if the inverter is six feet from the battery. There is no size that fits every application, and any unnecessary cable will lead to a voltage drop. When routing the inverter's wires, it is also best to use a mounting plate with strain relief and the grommets that will protect against chafing. And the inverter itself should be connected to a clean chassis ground.

"Drivers don't realize how much power they take out of the

batteries. They have to know what they can use and what's safe to use," Purkey adds.

They should be forgiven. Some of the related numbers can be confusing, after all. A microwave that offers 800 watts of cooking power may actually draw as much as 1,600 watts at high power. Users of this equipment will need to remember to cook their supper at a lower setting.

Drivers will also need to remember to limit themselves to one device per outlet on the inverter.

In addition to that, they also need to realize that there is a distinct difference between a cigarette lighter and a power source. While the openings look the same, the power source has a higher rating and the cigarette lighter is designed for intermittent use.

Many other safety-related enhancements can be made when the truck is first purchased. Visibility, for example, can be improved with the addition of a down-view mirror to protect against blind spots. Controls mounted on a steering wheel will help to ensure that eyes remain on the road. And cabinets that run from floor to ceiling will offer a welcome barrier between the driver and any loose objects in the sleeper.

Any dashboard should also mount controls within easy reach, but fleets should also be careful about choosing designs that are simply too overwhelming to watch, Palencher adds.

Even when wearing restraints, a driver is also going to come in contact with the dashboard during a full frontal accident.

That means instrument panels should offer some protection for the knees. Palencher also questioned those who spec' toggle switches on the dash.

"If a driver hits that, it's going to sort of be like acupuncture," he says.

The impact may even be guaranteed. While those who wear seat belts are twice as likely to survive an accident, a mere 65% of truck drivers use the restraints, Tribett says. This compares to the 85% of car drivers who buckle up.

It proves that a commitment to safety involves everything from vehicle spec's to driver attitudes. □



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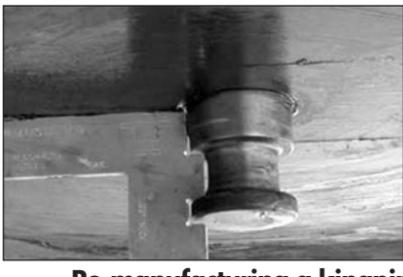

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# BIG dog

## Mack's Titan delivers the finishing touches

**ORLANDO, Fla.** – Mack was obviously trying to make a point when it decided to call its latest truck the Titan. This is a name that evokes thoughts of power. And in a line of trucks identified by a bulldog, it will need to prove itself as one of the strongest members of the pack.

This is the tractor that will pull lowboys with GCVWs approaching 140,000 lbs, and be put to work in severe service applications such as “light mining,” logging and the rubber railroads that are Michigan trains.

The truck hardly disappoints. The TD 713 that was recently made available for a test ride in central Florida highlights the aggressive look that will attract many buyers, complete with the finishing touches that will enhance strength and serviceability.

The state's terrain limited the opportunity to truly push this truck to its limits.

The biggest hill in Florida is no higher than a landfill site, after all, and the Gross Combination Weight reached a mere 71,340 lbs with the payload of a politically-correct Volvo bulldozer.

But it is easy to tell that there was plenty of power in reserve as the 605-hp Maxicruise engine (offering 2,060 lb.-ft. of torque at 1,200 RPM) cruised along at 55 mph without breaking much of a sweat.

This is not all about power, however. The Titan has also maintained a comfortable ride for those who will call the truck their workplace.

The bark of the Mack engine brake was reduced to little more than a whimper inside the well-insulated air ride cab.

There has been a lot of attention to the visibility from the driver's seat as well.

While Mack has maintained an aggressive-looking hood profile, it has been able to refine the shape enough to offer a clear look at the

### Technical Correspondent

John G. Smith



road below. The visor over the windshield offers some welcome protection from the Florida sun without being so big that it is a distraction.

And the windows in the doors also drop down far enough to offer an unobstructed view of the Bulldog stylized, powered and lighted mirrors.

One of the few criticisms is that some drivers may find this cab to be a little high, even for an ink-stained wrench like this writer who measures in at 6'5".

Then again, the interior is worth the climb. The test vehicle may have been equipped with the entry-level interior rather than the upscale Rawhide options, but there was still plenty of attention to detail. Rather than using fasteners with traditional Phillips heads, there are hex heads, and gauges are framed in a brushed metal. By including a floor mat with deep shoulders, Mack has even developed an interior that should be easy to wash, keeping the embossed dog prints free of any dirt.

The upgraded bumper and driving lights certainly offer some attractive finishing touches for those who want to enhance the appearance of the truck.

The air intakes mounted outside the engine compartment – officially known as “growlers” – add to the distinctive appearance, with an aggressive squared design that is quite different than the round cylinders found on Paccar models.

Back inside, a couple of Big Gulp-sized drink holders are mounted by the floor, the head liner has been reinforced to support a CB, and the basic gauge cluster is well filled.



**FINE STYLING:** The air intakes (growlers) mounted to the outside of the engine compartment contribute to the Titan's bold look.

The controls and gauges have also been well designed for easy access. The only real exception here seems to be the HVAC controls, which require drivers to reach around the gearshift.

A larger driver information display may also be available, but the standard screen that is viewed through the spokes of the steering wheel offers a clear view of all the information that the engine can provide.

The simple controls offer a quick look at everything from pending maintenance needs to fuel economy.

One of the smartest additions has been a simple “pizza slice” panel that sits on top of the dashboard, ready to be pulled off by loosening no more than three fasteners with hex heads. That will offer service teams some welcome access when installing controls for auxiliary equipment.

Since this is a work truck, storage is obviously important, and there is plenty of it in the header and the

back of the cab.

Even the space behind the cup holder has been left open to serve in the role of a tall storage compartment, although it will likely be too shallow to hold much more than a pair of work gloves.

Heading outside the truck, the well-balanced hood can be easily opened with one hand, and the layout of the engine compartment has done a good job at ensuring easy access to the vital fluids.

The air cleaner mounted under the cab can also be easily accessed, while cooling is supported by everything from the multi-speed Borg Warner fan right to the clear passage for air under the cab. The appearance of reinforcement brackets, thick flange and a substantial web help to reinforce the idea that the Titan is designed for severe service, complete with a single element frame that is lined with huck bolts.

This bulldog is obviously ready for duty. Severe-duty. It should serve Mack owners well. □



**HEAVY HAULER:** The Mack Titan is built for severe service and will be right at home at construction sites.

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**BIGGER AND BETTER:** Thunder Bay Truck Centre's service shop was razed by fire (inset) just over a year ago. But the replacement is better than the original.

## Thunder Bay Truck Centre's service department re-opens

**THUNDER BAY, Ont.** – Good news stories have been in short supply lately, but the re-opening of Thunder Bay Truck Centre's service centre would certainly qualify.

On Feb. 21, 2008 in the early morning hours, the service department of the Peterbilt dealership was completely gutted by fire. As a full-service location specializing in engine, powertrain and accident repairs, the dealership scrambled to find a new temporary location so it could continue serving its customers.

"Through the efforts of our employees, a rental location was found and within seven days the temporary shop was set up and service work continued," recalled Dave Mack, general manager of Thunder Bay Truck Centre, which also serves as a Manac trailer dealer.

Almost a year to the day, the dealership re-opened its service department, which is now bigger and better than before, said Mack. The reconstructed service centre is located at 1145 Commerce St. in Thunder Bay. It has been expanded to include an extra 1,800 sq.-ft. of shop floor, 1,900 sq.-ft. of warehouse and storage space, 920 sq.-ft. of office space as well as a 330 sq.-ft. customer lounge with shower area.

In total, the facility now encompasses 21,000 sq.-ft.

Mack said the service area is now equipped with the "latest in lighting, ventilation and heating as well as state-of-the-art tooling and equipment." The driver lounge offers comfortable furniture, refreshments, TV, showers and Internet access. □

## Arrow Truck Sales extends warranty

**KANSAS CITY, Mo.** – Arrow Truck Sales has announced it is extending its standard warranty from 30 to 90 days.

The dealer group says it is now the longest standard warranty in the pre-owned truck business. The new 90-day warranty covers the engine, transmission, rear end and radiator as well as the ECM and turbo, according to Arrow. The expanded coverage is available on selected Volvo trucks.

"By extending our standard warranty to 90 Days, we provide our customers with extended protection by securing the reliable performance of their truck," said Carl Heikel, president and CEO of Arrow Truck Sales. □

## Honest mistake proves costly for fleet

*Bendix warns about dangers of counterfeits*

**ELYRIA, Ohio** – Bendix is reiterating the importance of using only genuine parts, after a US-based fleet experienced \$10,000 in damages from using an air dryer containing a counterfeit cartridge.

The company says the fleet owner believed he was purchasing a genuine remanufactured Bendix air dryer last March.

However, the Bendix AD-9 air dryer contained a counterfeit dryer cartridge that wasn't up to standards.

Within three months, the cartridge failed, the desiccant inside turned to powder causing it to leak from the cartridge, clogging and contaminating brake system components and automatic transmission valves, according to Bendix.

The truck's owner had to replace a variety of components to get the truck back on the road. When the owner submitted a warranty claim with Bendix, the company's engineers discovered the cartridge was counterfeit.

"Counterfeit, knock-off, and poorly rebuilt parts threaten the safety of everyone on the highway since these products are not held to the same stringent standards as genuine Bendix new and remanufactured parts," said Andy Cifranic, Bendix brand manager.

"It's unfortunate that the customer received a counterfeit cartridge – a component that couldn't be seen without taking apart the air dryer.

"While the customer initially saved about \$30 by purchasing a non-genuine Bendix product, he ended up spending almost \$10,000 in repairs to just one truck. The cartridge clearly wasn't made to



**EQUALS?:** It can be hard to distinguish between genuine product and a counterfeit, warns Bendix. Until something goes wrong, that is.

Bendix spec's, compromising the safety of the driver and others on the road."

Bendix has led the charge to crack down on the rampant distribution of counterfeit and knock-off components.

The company warns that many knock-offs look identical to genuine Bendix parts, to the untrained eye.

Often, counterfeits are reverse-engineered to look like Bendix parts, but are not subjected to the testing standards faced by genuine parts.

"When you purchase remanufactured products, you don't always know what you are getting," Cifranic said.

"This customer wanted a Bendix product...but what he received was not what he asked for. This led to issues with the reliability and durability of the component. When purchasing remanufactured product, who remanufactures the product is just as important as who originally produced it." □

## Mack, Volvo offer retrofit DPFs

**GREENSBORO, N.C.** – Mack and Volvo have announced they are now offering retrofit diesel particulate filters (DPFs) to allow older-model trucks to comply with stringent emissions rules in California.

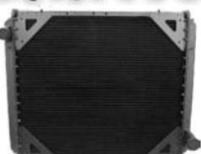
The California Air Resources Board (CARB) will require all trucks to be equipped with DPFs

beginning in 2011.

Mack and Volvo's retrofit DPFs are designed specifically for trucks with diesel engines sold from 1996 to 2002.

The DPFs come with a five-year, 150,000 mile warranty and can be ordered through any US or Canadian Mack or Volvo dealer, according to the companies. □

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## February truck sales reach six-year low

**NASHVILLE, Tenn.** – Industry forecaster FTR Associates has released its preliminary February truck sales figures, which show the lowest numbers in more than six years.

Net orders for all North American OEMs fell to 6,167 units in February, according to the company. That includes orders in the US, Canada and Mexico as well as exports.

The February figures show a 21% decline from January and a 60% decline since February of 2008.

“We have been anticipating this slowdown in order activity for some time now and expect orders to drop to 5,000 units or below over the next several months,” said Eric Starks, president of FTR Associates.

The low February truck sales figures reflect “weak fundamentals” in the market, according to the forecaster.

For more info, visit [www.ftrassociates.net](http://www.ftrassociates.net). □

## Yokohama promotes eco-friendly tires

**LANGLEY, B.C.** – A cross-Canada program for Yokohama heavy truck tire dealers and fleet customers is intended to showcase the eco-benefits available to truckers.

The Yokohama Zen Road Show is a combined trade show and information session that is being promoted to highlight the company’s new Zenvironment tire manufacturing process, and its contribution to fuel economy, improved tire life, and other environmental benefits, the company has announced.

The meetings and displays are being staged for dealers and fleet customers in 11 locations from Vancouver to Quebec City, beginning March 3, and illustrate the new Zenvironment manufacturing technology, states the company.

Special offers for dealers and fleet

customers will provide savings on the premium line.

While the cost savings are appealing to buyers, the environmental benefits inherent in the new line provide a selling advantage that operators can use with their customers, according to Jonathon Karelse, manager of marketing for Yokohama Tire.

“Many companies are looking through their entire supply chain to ensure they are meeting high standards of environmental performance, and that includes transportation,” Karelse says.

The theme of environmental responsibility pervades the entire road show, Karelse adds.

“Even the ballpoint pens are made of a corn-derivative product. Put them in your potted plant and they dissolve.” □

## Truck writers give nod to Detroit Diesel as winner of Technical Achievement Award

**ORLANDO, Fla.** – Detroit Diesel’s use of turbo compounding on its DD15 engine has earned it the 2008 Truck Writers of North America (TWNA) Technical Achievement Award.

The award presentation was made at the annual Technology and Maintenance Council (TMC) meetings.

Chuck Blake, manager of senior technical sales support for Detroit Diesel, accepted the award on behalf of the company.

TWNA is a professional organization whose membership is composed of writers, editors, public relations specialists, marketing personnel and others involved in the business of creating or producing information related to the world of trucking. The organization has been presenting its Technical Achievement Award since 1991. Complete vehicles are not eligible, but systems and components are.

Detroit Diesel’s turbo compounding system employs a second exhaust turbine downstream of the standard turbo. In addition to providing a more efficient source of exhaust back-pressure for the engine’s EGR system, the secondary turbine’s output is hydronamically coupled to the engine’s drive gears.

“The committee was impressed



by the DD15’s use of turbo compounding, which captures previously-wasted energy and converts it into productive power, improving fuel efficiency and performance. With diesel prices reaching unprecedented heights in 2008, we felt it was a technological advancement worthy of the award,” said committee chair, James Menzies of *Truck News*.

Press members of TWNA nominated products introduced in 2008 and a list of eight finalists was short-listed.

Finalists included: Bendix’s Adaptive Cruise Control; Cummins Westport’s ISL G Natural Gas Engine; Detroit Diesel’s DD15 Engine with Turbo Compounding; Eaton’s Hybrid-Electric System and Hydraulic Launch Assist System; Goodyear’s DuraSeal Trailer Tire; Great Dane’s CorroGuard Undercoating; and Meritor Wabco’s OnGuard Collision Avoidance System. □

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### OEM/Dealer News

#### End of the trail for trailer maker?

MISSISSAUGA, Ont. – *Truck News* has learned that Trailmobile's Canadian headquarters is up for sale.

Two facilities (455 Gibraltar Dr. and 380 Gibraltar Dr.) belonging to Trailmobile were listed for sale for \$9.99 million in a Mississauga business publication. Coldwell Banker Commercial is listed as the realtor.

Trailmobile's Canadian operation sought creditor protection earlier this year and was attempting to renegotiate payment terms with suppliers. Its plant has been idle since around Christmas.

Attempts to reach Trailmobile management have been unsuccessful.

Well-known Canadian fleet sales rep Ray Camball recently confirmed to *Truck News* that he and Trailmobile parted ways on "amicable" terms. □

#### Letters to the editor

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You can also e-mail them to [jmenzies@trucknews.com](mailto:jmenzies@trucknews.com). □

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**TMTV**

# Detroit Diesel unveils SCR equipment, projects improved fuel economy

By John G. Smith

**ORLANDO, Fla.** – Detroit Diesel has unveiled equipment that will leverage Diesel Exhaust Fluid (DEF) to meet the next round of exhaust emission standards – complete with a claim that it will improve fuel economy in the process.

The new BlueTec system, based on technology that is already being used in Europe, will comply with the US Environmental Protection Agency's 2010 emission standards and introduce truckers to a new tank that needs to be filled with a pre-mixed solution of two-thirds water and one-third urea.

In addition to the 23-gallon tank, the 382 lbs of equipment includes a doser, a catalyst, and an Aftertreatment Control Module to help limit the output of smog-forming nitrogen oxide (NOx). Drivers will be able to monitor the fluid levels with a simple series of lights at the bottom of the fuel gauge.

Before the red warning light appears, they will need to top off the tank that is identified by a bright blue cap.

Otherwise, the engine's power will be automatically "de-rated" by about 25%, says Rakesh Aneja, EPA 2010 program manager.

A restrictor has also been introduced at the mouth of the tank to prevent drivers from mistakenly inserting the nozzle from a diesel fuel island. And the related labels are expected to discourage people from mistakenly adding jugs of other common fluids such as coolant or windshield washer fluid.

"Based on what we've seen among truck drivers running SCR



**SNEAK PEAK:** Trucking journalists got their first look at this Detroit Diesel EPA2010-compliant SCR system at a recent press event.

trucks in Europe, and what we hear from our customer fleets, no-one expects topping off with Diesel Exhaust Fluid to be a problem – especially when you only have to do it every 5,000 to 7,000 miles," said Michael Jackson, general manager, marketing, Daimler Trucks North America.

"In some longhaul applications with BlueTec SCR, a customer could travel up to four tankloads of diesel fuel before having to refill a 23-gallon DEF tank."

"Some non-SCR proponents have stated publicly that you can't trust a truck driver to fill Diesel Exhaust Fluid tanks. This seems odd, because we clearly trust drivers to put fuel in tanks and Diesel Exhaust Fluid will become just as routine," he added.

An unexpected key to the announcement is that Detroit Diesel expects the technology to improve fuel economy by up to 5%, with net savings reaching up to 3% once the new fluid is included in the calcula-

tions. In a linehaul application, that could save about 800 US gallons of fuel per year, while consuming about 300 gallons of the new mixture of urea and water.

The average regeneration interval for a Diesel Particulate Filter, introduced during the last round of emission standards, will extend to more than 2,000 miles, using about two gallons of the fluid each time.

The systems will be offered in a single-box design, which will be used by most customers, or will be includ-

ed in two boxes that split the SCR aftertreatment equipment from the Diesel Oxidation Catalyst and the Diesel Particulate Filter. The latter designs will be needed to accommodate applications such as twin-steer equipment.

The single-box designs are expected to offer the best fuel economy because they produce lower back pressures than their two-box counterparts.

Related changes to the timing of the fuel injection is also expected to lower heat rejection and the related stress on the cooling system, since the exhaust treatment will occur outside of the engine compartment.

BlueTec will be included on the DD13, the big bore DD15 and the upcoming DD16, in the Freightliner Cascadia and a soon-to-be launched new generation of classic and vocational trucks. Western Star trucks will also be equipped with the system.

By 2010, the company expects it will have recorded 25 million miles of testing. BlueTec has already been used in Europe since 2005, while EGR has been used by Detroit Diesel since 2000. □

## Volvo announces SCR pricing

**GREENSBORO, N.C.** – For the first time an official price has been attached to EPA2010-compliant trucks with selective catalytic reduction (SCR). Volvo Trucks North America has announced it will be adding a US\$9,600 emissions surcharge to heavy-duty trucks, beginning Jan. 1, 2010.

"Our emissions reduction technology for 2010 will bring immediate benefits for the air we breathe without using emissions credits, while at the same time significantly improving fuel economy for our customers," said Scott Kress, senior vice-president, sales and marketing.

"Volvo Trucks will achieve near-zero emissions of NOx with selective catalytic reduction (SCR). We have made substantial investments in research and development to accomplish these extraordinary goals."

The surcharge will apply to all heavy-duty Volvo trucks, which will be available with Volvo's D11, D13 and D16 engines as well as the Cummins ISX. □

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# Diesel Exhaust Fluid (DEF) facts unveiled at TMC

By John G. Smith

**ORLANDO, Fla.** – Members of a Technology and Maintenance Council task force studying Diesel Exhaust Fluid (DEF) have unveiled answers to some key questions concerning the storage and use of the trucking industry's newest fluid.

The material is key to the technology that most engine manufacturers plan to adopt to meet the US Environmental Protection Agency's tighter standards on truck exhaust, to be introduced on new vehicles beginning in 2010. The DEF will be introduced into the exhaust stream just above a catalyst in a process known as Selective Catalytic Reduction (SCR), converting NOx into harmless gases.

*What is Diesel Exhaust Fluid made from?*

Diesel Exhaust Fluid, also known as Diesel Emission Fluid, is largely a pure form of agricultural fertilizer, consisting of 2/3 water and 1/3 urea. It is not listed as a

hazardous material.

*How long will a supply of DEF last?*

Since DEF has a shelf life of about 18 months, every jug will come with a date stamp and an API symbol to ensure that it meets the required standards. Those who store bulk supplies will be able to monitor the condition of the fluid with nothing more than a refractometer.

*At what temperatures should it be stored?*

Under ideal situations, it will be stored at temperatures between -11.5 and 30 Celsius. At colder temperatures, it tends to turn into a slushy mixture, but it is not supposed to degrade once it thaws. It would need to be stored for extended periods of time above 30 Celsius before the shelf life would be affected. Suppliers such as Terra Environmental Technologies in Courtright, Ont. have also unveiled special storage sheds for bulk containers.

*How much fluid will a truck need to carry?*

The fluid will last about 330 miles per US Gallon (.78 litres per 100 kilometres), and the US Environmental Protection Agency mandates that each truck will need to carry enough fluid for two fill-ups of diesel fuel. So far, manufacturers seem to be leaning toward one of three sizes of tanks on their vehicles – six gallons (22.7 litres) to last about 2,900 km; 13 gallons (49 litres) to last 6,275 km; and 23 gallons (87 litres) to last 11,000 km.

*How much does it weigh?*

Each US gallon (3.785 litres) of the fluid will weigh 9.2 lbs (4.17 kilograms).

*What will happen if a truck runs out of urea?*

New warning lights attached to the fuel gauge will help drivers to monitor the levels of fluid in their tanks. Once the tanks drop to the final 5-10% of their volume, a yellow warning lamp will appear. Below 5%, a flashing red lamp will appear

and the engine will de-rate, setting the top speed at 55 mph (88.5 km/h) in the process. And once the de-rated truck comes to a stop, the top speed will drop to 5 mph (8 km/h). The de-rated engines and 55 mph speeds will last a maximum of 1,000 miles (1,600 km) or 20 hours. Ironically, the SCR-equipped trucks used in Europe do not have this de-rating feature.

*What if the tank is filled with something other than DEF, such as water?*

Levels of NOx will be measured as gases enter and exit the system, so the equipment will be able to determine if the tank was filled with a bad fluid or water. If the levels of NOx are not dropping, the de-rating will occur.

*How much will it cost?*

Purchase prices have not been set, but suppliers at the Technology and Maintenance Council's trade show suggest that the cost will probably be around \$5 or \$6 per US gallon. □

## Detroit Diesel attacks SCR 'myths'

By John G. Smith

**ORLANDO, Fla.** – Officials with Detroit Diesel have openly attacked critics of SCR technology – and the use of Diesel Exhaust Fluid to treat vehicle exhaust – suggesting that the claims are little more than “myths.”

Presentations made here during the spring meeting of the Technology and Maintenance Council were hardly a veiled attack on Navistar, which is insisting that the next round of emission standards should be met by refining the combustion process.

While claims have been circulating that the new Diesel Exhaust Fluid becomes toxic at temperatures above 118 Fahrenheit, Detroit Diesel countered that this argument was “extremely exaggerated,” and quoted a report by James Spooner

of the Colonial Chemical Company to prove its point.

“Urea is a non-hazardous material that does not become toxic at any temperature,” he said.

Claims of steep prices for the fluid were also countered.

“We can't predict what prices will be for DEF or even diesel fuel,” admitted Mark Lampert, senior vice-president, sales for Daimler Trucks North America. “(But) DEF prices will not be the problem that one competitor will have you believe.”

He also questioned claims that SCR forces fleets to bear the cost of compliance when it comes to the new emission standards. New in-cylinder technology and the higher fuel consumption that comes with it will also carry a cost, he said.

Detroit Diesel also made a point



**FACTS AND FICTION:** Detroit Diesel officials addressed what they claim are the many ‘myths’ surrounding SCR and DEF at a recent press briefing.

of stressing that it will meet the coming emission standards with “no credits, no compromises,” in an obvious attack on manufacturers that will need to rely on so-called

“emission credits” for specific engines that do not meet the standards as of January.

“While sanctioned by the EPA as a bridging step toward 2010 compliance, they actually result in unnecessary levels of higher emissions during the interim – especially when more desirable near-zero emissions levels can be achieved with the use of SCR technology,” said Lampert.

Worries that the new fluid will freeze at 11 Fahrenheit were also countered with the fact that the tanks will be warmed by immersion heaters, while the EPA will allow a truck to operate while the Diesel Exhaust Fluid is thawing. Questions about whether the fluid was flammable were discounted, along with a note that it only tended to evaporate when stored in desert conditions beyond its 18-month shelf life.

The company also seemed to stress the growing importance of options that integrate truck and engine together.

“Ten years ago, the choice of engines was wide open. Integration with the chassis was not complex, you could get any engine with virtually any truck, there was much less vertical integration across the industry,” said Dr. Elmar Boeckenhoff, senior vice-president, engineering and technology. □



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New Products

# Fontaine offers 'Revolution' in flatbed trailer design

**ORLANDO, Fla.** – Fontaine Trailers has unveiled a new aluminum flatbed trailer that promises lighter weights, higher strengths and a stiffer construction than competing models. And the multi-axle designs that are more popular in Canada are expected in the near future, says Buck Buchanan, vice-president, marketing.

The secret to the new trailer known as the Revolution is found in the floor. The unitized design fuses together a series of aluminum channels using a process known as "friction stir" welding. A spinning tool simply softens the aluminum and mixes the material together. There are never any breaks in the weld.

There has been an undeniable reduction in parts in the process. A traditional flatbed trailer includes 3,700 parts, including 1,400 screws, 44 I-beams, eight wing braces and the wood flooring. The Revolution, currently offered in a spread tandem configuration, will be made with 1,500 parts. And the stiffer design is also expected to reduce the lateral bending known as trailer wracking which can cause tires to scrub away prematurely.

While a traditional flatbed would weigh 10,200 lbs, the aluminum Revolution will weigh 8,000 lbs. The Revolution Hybrid that incorporates some steel will weigh 9,000 lbs.

As tractor weights increase with the introduction of new exhaust

treating equipment, the trailer weights will become important for those who need to haul loads of coiled steel weighing 48,000 to 50,000 lbs.

But the trailer's design also offers a number of enhanced load securement tools.

The side rail and rub rail are made with a single piece of extruded aluminum. There are no welded pipe spools or rub rails to be found. Stake pockets are simply cut out of the rail, and increase their related strength by a factor of 12. A simple hook found underneath the rail will also hold the flat hook from a DoT strap in place while drivers secure their loads.

Moveable chain ties can be repositioned in a series of channels, and later stored into an integrated toolbox.

Even Grote's integrated lighting system is radically different. Traditional stop and turn lamps have been replaced by a series of three LED strips that are set into an aluminum channel. The number of parts and connections has been reduced by 60%. Everything comes together with just four connections that are located at the centre of the trailer, inboard of the tires.

In addition to protecting the lights from damage, the extruded aluminum also acts like a reflector and brightens the appearance of the lights, says Buchanan.

All the air and electrical lines are also fed down a centre

channel that is simply bolted into place.

The aerodynamic enhancements that come with the reduction in cross members and wing braces are expected to improve fuel economy. And a yet-to-be-unveiled toolbox will serve double duty as a fairing. □

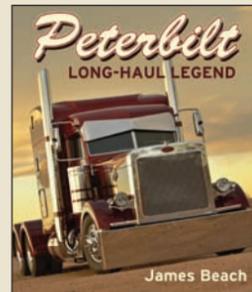


**LIGHTER, STRONGER:** Fontaine Trailers says its new flatbed design offers more strength and less weight.

## Book Review: *Peterbilt: Long-Haul Legend*

By James Menzies

**TORONTO, Ont.** – Whether you need some new reading material to tide you over until truck show season or you're just a fan of hard-working Peterbilt trucks, the new coffee table book *Peterbilt: Long-Haul Legend* may be of interest. Written by trucking journalist James Beach, the book pays tribute to the rich history of Peterbilt. Its pages describe all models ranging from the very first Pete built by lumber man T.A. Peterman in 1939 right up to today's sleek aerodynamic designs.



Even the most devout Peterbilt fan will learn a thing or two about their favourite brand in this book, and the pictures will appeal to truck lovers of all stripes. (There are 150 colour photos and 50 black and white pictures packed into the book's 160 pages).

Special sections of the book are dedicated to subjects such as the wide range of modified Peterbilt logos you'll find on show trucks and the art of restoring old trucks. Truck restorers will be especially interested in the section on truck restoration, which focuses on Courtland TruckWorks. You may want to look them up next time you need to find that elusive part.

Some of the show trucks featured in the book are simply stunning, notably the 1949 Peterbilt 350 with an oversized custom sleeper (pg. 29) and the lime green Pete 379 with extra tall double stacks attached to an equally distinctive trailer (pg. 74).

If you prefer pictures of working trucks in their natural environment, there are plenty of those as well.

Whether you're a Peterbilt aficionado or simply have an appreciation for trucks in general, you'll likely enjoy *Peterbilt: Long-Haul Legend*. Published by Motorbooks, the book can be ordered online at [www.motorbooks.com](http://www.motorbooks.com) or through retailers such as Amazon and Chapters/Indigo. □

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## New aero package offers double-digit fuel economy gains: Peterbilt

By James Menzies

DENTON, Texas – Peterbilt has introduced a new aero package it says can improve the fuel efficiency of its Models 386 and 384 by up to 12%.

Already a fuel-efficient truck in its own right, the EPA SmartWay-certified Model 386 is 24% more aerodynamic when dressed up with Peterbilt's new aerodynamic package, the company announced during an unveiling at its plant.

"We would say that this is the number one aerodynamic product in the marketplace," Landon Sproull, Peterbilt's chief engineer, said of the Model 386 with the new aerodynamic package. "We're confident in our numbers; we've done our third-party testing."

Five-hundred of the super-aero Model 386s have been in real-world service with Wal-Mart since late last year, and Sproull said on-track, wind-tunnel and computational fluid dynamics (CFD) testing have validated the

company's fuel efficiency claims.

### Aero savings

Sproull pointed out that the aero package can save a typical operator US\$5,600 per truck each year based on today's fuel prices. The aero package is also available for the Model 384 (which is still awaiting EPA SmartWay certification) and also as a 'Fuel Efficiency' package for the traditional-styled Models 388 and 389. Similar fuel savings will be achieved with each of those vehicles when fitted with the new components, Peterbilt claims.

"For fleets and owner/operators who prefer classic styling, the fuel efficiency package offers fuel savings and uncompromised style and performance," said Bill Jackson, Peterbilt general manager and Paccar vice-president.

The aero kit is also available through Paccar Parts for retrofit on each of those models.

The aerodynamic kit includes: a



**AERO KING?:** Peterbilt says its Model 386 is tops in fuel efficiency when equipped with a new aero package it claims will improve fuel mileage by up to 12%.

roof fairing and trim tabs to help direct the air over the cab and trailer; a new sleeper roof transition to improve air flow between the cab and sleeper roof lines; re-contoured chassis fairings with a kicked-out flair design that directs air around the rear tires and wheels; an aerodynamic battery box/toolbox; a com-

posite sun visor that provides less aerodynamic drag; a 3-inch rubber sleeper extender to direct air over and around the trailer; and new aerodynamic mirrors.

In addition to being more aerodynamic, the new mirrors now feature four-way adjustability allowing for both horizontal and vertical adjustments, improving visibility.

Peterbilt has retained its two-piece windshield on the Model 386, making it easier and less expensive to replace broken panes. It doesn't look as aerodynamic as the curved, one-piece windshield found on the Model 387, but surprisingly when it comes to aerodynamics the windshield is a "dead spot" according to Sproull. The new composite sun visor with a subtle gurney strip helps pass the air away from the windshield and over the cab and sleeper.

All this is combined with the Model 386's lightweight aluminum cab and Peterbilt's proprietary lightweight front air leaf suspension, the company points out.



**NEW DASH:** Peterbilt unveils a new dash with molded-in colour that's resistant to scrapes and chips.

### New interior

The Peterbilt Model 386 boasts some interior enhancements as well, which it shares with the Models 384, 388, 389, 387 and 365. Most notable is a new dash, which features an "in-mold" process that embeds the colour directly into the dash material, protecting it from colour degradation.

The surface is resistant to fading, peeling and chipping, the company points out. The new charcoal dash has a contemporary look and is now standard on all interior packages. If you're partial to the old-school wood-style finish, Paccar Parts offers an aftermarket panel that can be affixed to the dash.

To compliment the new dash, Peterbilt has redesigned its seats with coordinated colours and new fabric patterns. The new seats are optional on Platinum, Prestige and ProBilt interiors, the company announced.

### Better cooling

Also new to Peterbilt is an upgraded HVAC system the company says provides 20% better air-conditioning as well as enhanced defrosting capabilities.

The new HVAC system features: a smaller, lighter aluminum evaporator; a molded door design to provide better sealing; the addition of a third door to the HVAC unit to isolate the heater core from the chilled air; a new fresh air intake drain design to provide better condensate drainage on steep grades; and a redesigned large air filter for easier access, removal and installation. □

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# Nissan rolls into Canadian commercial vehicle market

## Truck maker hints at future offerings in North American commercial vehicle market

**By James Menzies**  
**TORONTO, Ont.** – Nissan has leapt into the Canadian commercial vehicle market, with a full-sized van it says will inject life into the traditionally “boring” segment.

The NV2500 concept van, available in GVWRs up to Class 5, was introduced to *Truck News* in advance of the Canadian International Auto Show where it was unveiled to the public for the first time.

“We’re trying to show that commercial vehicles need not be boring boxes on wheels, they can be enhanced considerably in design and functionality with a lot of aesthetics to give it emotional as well as rational appeal,” Syed Ahmed, corporate manager, light commercial vehicles with Nissan Canada told *Truck News*. “We want to take the boring concept of a box on wheels commercial vehicle to the next level and allow professionals – which may include building site operators and small business owners – a new level of versatility.”

The NV2500 features three zones: the driver/passenger zone; the workspace; and the cargo zone. An ideal application for the new vehicle is to serve as a mobile workstation at job sites, Ahmed explained.

The NV2500 on display at the auto show was designed as a workstation for Habitat for Humanity. It was a concept vehicle, with many upgrades you won’t find in a traditional commercial vehicle, including a laser beam that projects a keyboard onto a wood panel so a worker with dirty hands can enter data without gunking up a computer keyboard. Once he’s done, the wooden panel can simply be wiped clean.

Solar panels on the roof of the vehicle power interior equipment such as lights and accessories.

The NV2500’s large doors swing open to reveal a spacious interior that allows for excellent visibility of a job site and easy access to cargo and tools while also serving as a mobile office.

North America’s commercial vehicle market represents the “final frontier” for Nissan, which is already a player in 73% of global markets, according to Ahmed.

But one must ask: why enter the North American market in the midst of a deep recession that has brought commercial vehicle sales screeching to a halt?

“We hope that by the time we enter the market in 2010 things will have rebounded, business confidence will have improved considerably and we feel we’ll be in the market at the right time with the right product to leverage the huge opportunities offered by the commercial vehicle segment,” Ahmed said.

He also hinted Nissan will be

pursuing other segments of the North American commercial vehicle market in the future.

“The commercial vehicle market is huge and it has a lot of segments in it. At the outset, we’ll be entering up to Class 5 GVWR ratings with vans, trucks and cab and chassis,” explained Ahmed. “Nissan has experience in medium-duty and heavy-duty commercial vehicles as well. Once we feel we have established ourselves with the light commercial vehicle segment, maybe we will look at new segments in the future.”

The NV2500 is built on the Nissan Titan frame and has a 147.6-inch wheelbase and measures 19.5-ft. bumper-to-bumper.



**MOBILE OFFICE:** The Nissan NV2500 can serve as a mobile office at job sites.

Objects up to 10.5-ft. long can be transported and the raised roof can accommodate taller items such as an upright refrigerator. It will be powered by a V8 engine with a five-speed automatic

transmission.

To see the vehicle up close, check out our WebTV show *Transportation Matters* in the Multimedia Centre on Trucknews.com. □

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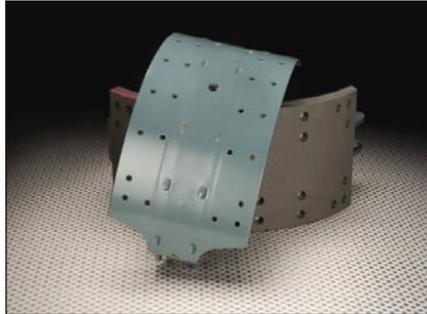
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New Products



ArvinMeritor has unveiled a line of **remanufactured brake shoes** with a coating designed to prevent rust jacking – a process that occurs when rust forms on the bare shoe, causing the lining to lift and crack. The remanufactured shoes covered in a PlatinumShield coating will come with a three-year, 300,000-mile warranty against the issue. The coating was developed to resist the “micro-abrasion” caused by the movement of the brake lining against the shoe table during regular use, the company says. Beginning this May, the remanufactured shoes with PlatinumShield coating will be standard on all of the company’s remanufactured production shoes with a MA or R



prefix; Meritor MG1, MG2L, MG2, CG and MET OEM aftermarket shoes; and Fras-Le F550, F555, F577, F560, F587, F787T and Combo shoes.

Detroit Diesel and ESOC Commercial Truck have developed an **environmentally-friendly fuel filter change system** for the DD15 and DD13 engines. The ESOC 350 is able to prime the fuel system after a high-pressure pump replacement occurs, the companies say. It

can also be used to prime the fuel system after a fuel filter change, using fuel from the engine. Since fuel does not have to be added, there’s less risk of spills and it’s safer for technicians and the environment, according to the companies.

Carrier Transicold has announced its **ClearSky diesel particulate filter (DPF)** for its ComfortPro APU is now CARB-certified for use in California. Now companies that run into California can comply with the state’s stringent emissions restrictions when using 2007 or newer engines coupled with Carrier APUs with the ClearSky DPF. Carrier Transicold says its new DPF reduces particulate emissions by at least 85%. For more info, visit [www.trucktrailer.carrier.com](http://www.trucktrailer.carrier.com).



Toyo Tire has introduced two new sizes of its **M154 regional highway tire**. It’s now available in 265/75R22.5 and 245/75R22.5 sizes, both in load range G, according to the company. The tire features Toyo’s ‘e-balance’ design technology which the company says contributes to endurance and resistance to irregular wear. It’s intended for steer applications but can also be used in other positions, and Toyo says the tire is optimized for fuel economy. For info, go to [www.toyotires.ca](http://www.toyotires.ca).

Webb Wheel is offering a new **wheel torque specification wall chart** which shows the proper torque requirements of truck and trailer wheel ends. The recommended torque spec’s are shown for 6-stud and 10-stud ball seat-mounted and 8-stud and 10-stud pilot-mounted disc wheel hubs; 3-spoke, 5-spoke and 6-spoke wheels; and brake drum and rotor assemblies, the company says. The wall chart can be obtained by calling 800-633-3256 or visiting [www.webbwheel.com/aftermarket/orderliterature.html](http://www.webbwheel.com/aftermarket/orderliterature.html).

Meritor Wabco has expanded its air disc brake family with the introduction of the **PAN 22 single-piston air disc brake** designed for North American commercial trailers with 22.5-inch wheels and axles rated to 22,000 lbs. The new disc brake is available as a trailer OEM option and boasts a compact design and low weight, according to the company. Meritor Wabco says its PAN 22 offers excellent braking torque output coupled with low weight and long pad life. It’s touting the new brake family as one of the most cost-effective air disc brake ranges available. For more info, contact your ArvinMeritor dealer or visit [www.arvinmeritor.com](http://www.arvinmeritor.com).



TransCore has launched a new **Web site** especially for operators of commercial trucks. The company says the site provides industry-specific market and product information. It’s located at [www.transcoretracking.com](http://www.transcoretracking.com).

Shaw Tracking has launched a program that allows its fleet customers to pool their resources to better serve customers. **Shaw Alliance** is a new offering that’s comprised of Canadian-based carriers that subscribe to Shaw Tracking’s in-cab tracking and communications platform. Participating carriers are able to view the available fleet of other members in real-time, so they can coordinate to meet customers’ demands. When participating carriers broker loads to each other, Shaw’s tracking system allows both partners to track the delivery in real-time. Already, Shaw says its new alliance has over 2,500 units of capacity including cargo vans, straight trucks and semis. Only subscribers that meet specific fleet standards, including ethical and quality standards are allowed to participate in the program, according to the company. For details, visit [www.shawtracking.ca](http://www.shawtracking.ca).



The Ontario Trucking Association (OTA) has launched a new **printing service** is says will help fleets drive down costs. The association’s OTA Print Solutions has been tested with eight fleets and has proven to lower their printing costs, according to OTA. An OTA Print Solutions audit team visits carriers and conducts an analysis of printing costs. They then provide a post-audit report that shows where savings can be achieved by making purchases through the new OTA initiative. It’s a free service with no obligation. For more info, contact Joanne Benac at 416-249-7401, ext. 230 or Karen Smith at 519-578-0530.

Shaw Tracking has announced the availability of **in-cab scanning** through its OmniVision Transportation suite of services. The new service allows drivers to scan and transmit documents such as trip and mileage reports, bills of lading, timesheets, receipts and other information from their cab. Shaw Tracking says the new service helps increase the pace of the business cycle for carriers, who will be able to receive payment earlier. It also leads to improved driver productivity, since drivers will no longer need to seek out and stop at truck stops with fax capabilities. For more info, visit [www.shawtracking.ca](http://www.shawtracking.ca).

PulseTech Products says it is now offering the “most powerful, durable and easiest-to-use **battery recovery and maintenance charger** on the market today.” The XCR-20 measures a battery’s state of readiness and displays it on an LED screen. It also has a 20-amp charge rate to revive batteries. For details, visit [www.pulsetech.net](http://www.pulsetech.net).

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Opinion

# Putting things in perspective

What a difference a year makes. For many, retirement plans have been put on hold. Anyone invested in the stock market has witnessed their net worth decrease by 40% or more, company retirement plans are experiencing burn rates at an alarming pace and for many, just paying the mortgage is a monthly challenge. For sure, it's hard to keep a positive attitude. Things will turn around but just try telling that to someone with a family of five who has just been laid off.

I was moaning about the market conditions to my dad the other day. He has a business background (prior to retiring, he managed a local manufacturing plant employing just over 200 people. It was an established business that consumed his entire working career. In fact, it was the first job he applied for after returning from the war) so I like to bounce business problems and scenarios off him, hoping for feedback.

After rambling on about the current state of trucking affairs (it was indeed a long rant) he stopped me abruptly.

“Robert John (I knew he meant business when he used my second name) this is not the depression that I lived through (I was waiting for the “I used to walk four miles to school, every day, uphill, both ways, in raging snowstorms”) so don't let me hear you whine. They were bad times and we were on our own. There were no government bail-out packages being handed out.”

Fair enough, he had been through the worst of the worst. He was one of four brothers. In order for his family to make ends meet, all of them had to find part-time jobs and donated their earnings to the common good of the family. From what I understand, it was the norm back then. Family finances came first.

I wonder how many kids these days would be willing (without a granddaddy of a fight) to forfeit their part-time wages to help pay

## Publisher's Comment

Rob Wilkins



for their family's food and rent? I'm curious.

We will work our way out of this mess and the economy will recover. Whatever you are doing to minimize the effect this downturn is having on your business, do so with this in mind. No doubt, one day we'll be the ones talking about the four-mile walks to school, every day, uphill, both ways, during raging snowstorms. And around she goes... □

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

# MISSING

**JUSTIN POLLARI**  
**5536-V**



Age Enhanced to 20 years.

**D.O.B.:** Jan. 31, 1987

**Missing since:** December 07, 2001

**Missing from:** Hilton Beach, Ontario

**Height:** 5' 9"

**Weight:** 140 lbs.

**Eye Colour:** Blue

**Hair Colour:** Blonde

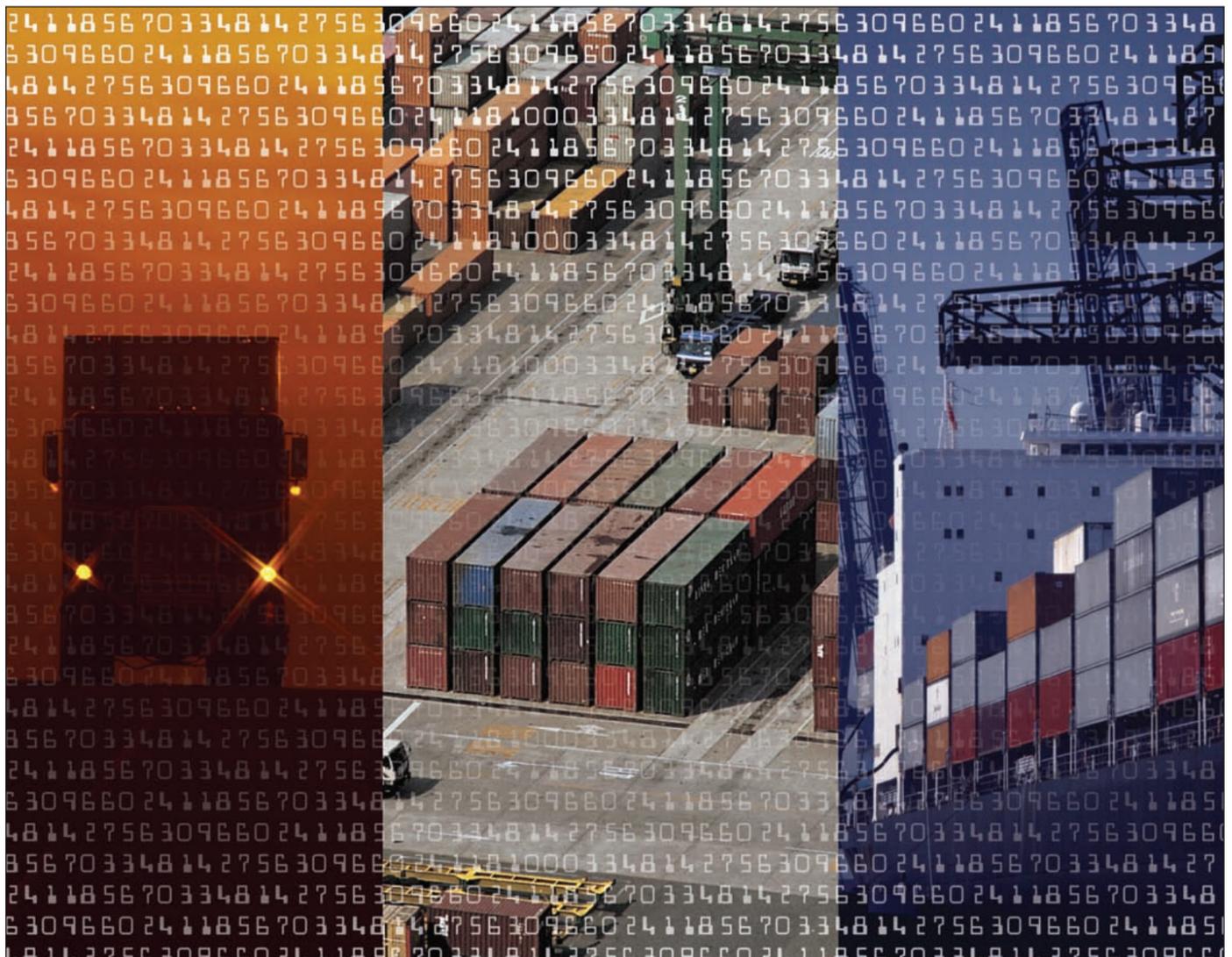
Justin was last seen talking to a trucker on Highway 11, just outside of Sault Ste. Marie, near his hometown.

<http://www.childfind.ca/missing.php>

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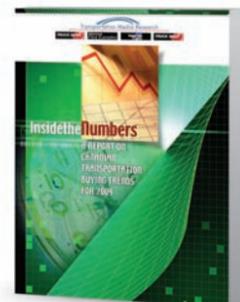
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  - No. of Off-Road Vehicles \_\_\_\_\_
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  - 4,536-8,845 kg. (10,000-19,500 lbs.)...  YES  NO
  - Under 4,536 kg. (10,000 lbs.)...  YES  NO
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  - f)  Public Utility (electric, gas, telephone)
  - g)  Construction / Mining / Sand & Gravel
  - h)  Petroleum / Dry Bulk / Chemicals / Tank
  - i)  Manufacturing / Processing
  - ji)  Retail
  - jii)  Wholesale
  - k)  Logging / Lumber
  - l)  Bus Transportation
  - m)  Other (Please specify) \_\_\_\_\_
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## Fleet News

### Canada's publicly-traded fleets weathering storm

Vitran suffered a US\$3.2 million loss in the fourth quarter but finished the 2008 fiscal year in the black with a net income of US\$4.6 million. That's down, however, from a net income of \$13.7 million in 2007. Revenue increased 8.3% in 2008, including a 4.5% increase in LTL.

Fourth quarter revenue was down 11.5% compared the same quarter in 07, the company reported.

"Although we are disappointed with the financial results, the fourth quarter of 2008 marked another period of significant achievements for Vitran in the face of an unmistakable retraction in the entire North American economy and transportation industry," said Vitran president and CEO, Rick Gaetz. "We are very pleased to have completed the final steps of our US LTL operating integration with the amalgamation of redundant workforces and facilities in the overlap legacy PJAX and Vitran Express operating regions."

Contrans Income Fund has wrapped up what its chairman and CEO Stan Dunford referred to as "its best financial performance ever, given the bleak and deteriorating business environment in which it operated throughout the year."

The company concluded 2008 with net earnings of \$29.5 million, up from \$26.2 million in 2007. Not surprisingly, net earnings slid in the fourth quarter to \$3 million compared to \$7.5 million in the fourth quarter of 2007, the company reported. Despite the solid performance in 08, the company admitted it has been impacted by the recession. Freight shipments in Contrans' van operations were down, with the segment generating \$21.6 million less revenue in 2008 than in 07.

Part of the decline was due to the closure of a major customer, the company reported.

"The current recession is global in scale and is affecting every aspect of the North American economy," added Dunford. "In spite of Contrans' diverse customer base, service offerings and geographic spheres of operations, it is not immune to the effects of this recession. Management's top priority will be a continued focus on maintaining the financial strength of Contrans particularly if the current recession becomes even more severe or prolonged."

Key acquisitions helped pave the way to a more profitable 2008 and fourth quarter for **Mullen Group Income Fund**. The company generated record consolidated revenues of \$1.3 billion last year – a 17.4% increase over 2007 revenues. The company attributed the growth to: the acquisition of the transport services of Essential Energy Services Trust, R.E. Line Trucking, and Pro North Oilfield Services; the strong performance of the trucking/logistics segment; strong demand for the transportation of fluids; and efforts to control costs.

In the fourth quarter, Mullen generated revenue of \$354.8 million and a profit of \$7.1 million. □

Health

# Suffering from shin splints?

Have you ever jumped down from your cab and felt a sudden pain along your shinbone? Repeatedly landing on hard pavement may lead to shin splints.

The pain of this “over-use injury” to the leg is caused by overloading the shinbone and the connective tissues attaching the muscles to that bone.

Shin splints commonly happen to runners or other athletes who play sports involving quick direction changes while running on hard surfaces, such as basketball, tennis and floor hockey.

They often happen to people with weak or unstable ankles, too.

Shin splints can also happen to truck drivers.

Since leg muscles tighten up for drivers who sit in their seats for a long time during a long haul, when they jump down out of the cab, these muscles may not be flexible enough to absorb the shock of hitting the ground, leading to shin splints.

Other causes may be aggressive walking over long periods of time with shoes that don't have enough support.

Flat arches can also be another cause; so can walking and running over long distances on surfaces you may not be used to.

Basically, a sudden and significant increase in your usual leg activities can cause shin splints.

The most common symptoms are tenderness, soreness or pain along the inner part of your lower leg accompanied by mild swelling. This painful area is usually about four to six inches long.

If you have shin splints because of exercising, you'll usually feel the pain just after you start working out. Then, it often lessens for a while, only to return at the end of the workout.

The pain often starts off feeling dull and then, if you continue to exercise, it can become so severe that you may be unable to keep going.

At first, the pain may stop when you stop running or exercising. However, without treatment the pain may eventually become constant.

Often, you can treat shin splints yourself. Rest is the best treatment, but that doesn't mean you have to sit around doing nothing. You can do any activity that isn't painful.

So, high-impact activities, like running, tennis or soccer should be avoided initially. Instead, try lower-impact ones like swimming or cycling.

At work, protect your legs. First, be sure you have properly fitted boots with appropriate arch support. (Consider getting orthotic inserts or additional arch supports).

Next, when you get out of your truck, step down instead of jumping down.

If you must walk over long distances, choose to walk on soft surfaces like dirt or grass instead of concrete or pavement. Stay on level ground and avoid hills. Slow down.

Take it easy until your shins

## Preventive Maintenance

Karen Bowen



have healed. Wrap your leg in a tensor bandage for support if your legs are bothering you.

If you've been sitting in your cab for a while, stretch your legs (especially your calves) before you get out. This will get your blood flowing to these muscles, giving them more strength and flexibility when you step down.

Then, when you're done for the day, put your feet up.

If you put your lower leg at the same level as your heart or higher, your legs won't swell as much. Use ice or a cold pack while your

legs are up to also keep the swelling down.

Consider using some over-the-counter medicines to reduce pain and/or swelling (ibuprofen, naproxen, or acetaminophen).

Try treating your shin splints at home. However, go to your doctor if the pain doesn't go away with rest; or if you have sudden sharp pain after a fall or accident; or, if the swelling gets worse instead of better; or, if you're just not sure that you have shin splints. (Sometimes small fractures can be mistaken as shin splints).

In the future, to avoid getting shin splints, exercise and strengthen your shins.

Try doing toe raises. Stand up. Slowly rise up on your toes; then, slowly lower your heels to the floor. Do this 10 times.

When this becomes easy, do the same exercise holding weights. Add more weight as you are able. Leg presses and other exercises

for your lower legs can be helpful too.

Later, when you try a new activity that may put extra stress on your lower legs, start out slowly. For instance, if you are just beginning to run, slowly increase the distance and pace of your run over several weeks. Wear shoes that fit your foot properly and are not worn out.

If you have flat feet, try a shoe insert to give your foot more support and to cushion the impact of exercising on hard surfaces.

If you already are a runner, try cross-training with a low-impact sport, like swimming or cycling.

By exercising these options, you'll put your best foot forward every time you step out of your cab. □

– 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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Health

# Appendicitis: A potentially-fatal medical condition

## Seek treatment immediately if affected

Appendicitis is a serious condition that can become fatal very quickly if not treated.

As a result, it is important for professional truck drivers to be able to recognize its symptoms and seek proper medical help as soon as possible.

Essentially, appendicitis is sudden inflammation or swelling of the appendix.

Your appendix is a finger-like structure that projects out from your colon on the lower right side of your abdomen.

In most people, the appendix is about seven centimetres long. Scientists are not completely clear as to its function, however most believe that it plays a role in the body's immune system.

### Back behind the wheel

Dr. Christopher Singh



Appendicitis is fairly common as one in 15 people develop it in their lifetime. Anyone can develop it, but it is most common between the ages of 10 and 30.

The most common cause of appendicitis is a blockage due to food waste or stool.

When this occurs, bacteria can subsequently invade the area causing swelling and the production of pus.

If this situation is not treated

quickly, the appendix may rupture and spill its contents into the abdominal cavity.

This may lead to an infection of the lining of the abdominal cavity which can be a dangerous situation. A person suffering from appendicitis may experience a variety of symptoms that can change rapidly. The most common symptom is a dull aching pain around the belly button which soon moves to the lower right abdomen.

This location is about halfway between your belly button and the top of your right pelvic bone. Some people may experience pain in slightly different locations due to the position of their appendix.

Other common symptoms include constipation, diarrhea or gas, loss of appetite, low fever and nausea.

In the event that the appendix ruptures, you may experience symptoms such as abdominal swelling and rigidity as well as pain on the right side of the abdomen when pressed on the left side.

These are both signs that inflammation has spread to the abdominal cavity and must be treated immediately.

If you are ever on the road and think that you have appendicitis, get to a doctor as soon as possible. Do not wait until you have delivered your load or until you get home, as it may be too late.

Your doctor will be able to diagnose appendicitis by taking a thorough health history and by performing a series of clinical tests. A blood and urine sample may also be taken to rule out other conditions with symptoms that resemble appendicitis such as Crohn's disease, colitis and other gastro-intestinal problems.

In rare cases, your doctor may ask for an ultrasound or CT-scan to better visualize the appendix itself.

Once appendicitis has been identified by your doctor, the usual course of action is to surgically remove the appendix, a procedure called an appendectomy.

Your surgeon may perform traditional open surgery, using a single incision, or laparoscopic surgery, which requires only a few small abdominal incisions.

Sometimes antibiotics will be given before surgery and may be continued after the operation in case some bacteria entered the abdomen during the procedure.

The good news is that most people recover from this surgery very quickly. Some even can get out of bed the next day.

Until next month, drive safely. □

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

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It's one thing for a publication to claim they are being distributed at a Truck Stop or Parts & Service Outlet. It's another to be able to prove their magazines actually make it to the racks. A typical Fed-Ex or Purlator courier will drop the shipment at the door. At that point the manager or owner of the establishment will hopefully pick up the boxes, open them and stack them in the individual racks. At Truck News, we realize that these people are busy running a business and stacking publications may not be a priority. In order to ensure we are in our racks when we say we are, we contract the majority of our bulk distribution to a fulfillment company. They not only drop the shipment off to the distributor but also open, stack and drop additional copies as instructed. It's more expensive but worth every dime. Do you know what method is being used in the publication you are buying?

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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 a insurer that's developed a high-risk driver program. Page 31

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Opinion

# Shock value?

## It's time to fight back over misleading headlines

Nothing gets me more wound up than a shocking headline that misrepresents our industry. We're already fighting mistaken public perception and negative stereotypes, but when the media sacrifices truth for a punchy headline, it's time to fight back.

Here's an example of the crap I'm talking about. The headline from a recent story in the *Newark Star-Ledger* reads: "Shirtless man is killed by truck on turnpike."

The opening sentence states that "a 28-year-old man wandering shirtless on the New Jersey Turnpike in South Brunswick was killed after he was struck by a bus and tractor-trailer Friday night..."

The victim, it turns out, was first hit by a bus. Furthermore, according to authorities, he may have already been dead when he was struck again by a tractor-trailer. So, why the "killer truck" headline when the guy was clearly first struck by a bus? It's inaccurate, it's misleading, and it makes me sick.

And here's another example of a headline that sacrifices truth for sensationalism, this time from a television news report on TV10 News in Sacramento, Calif. "One dead in Highway 12 big rig crash."

The story reports that one person was killed and three others injured

### Voice of the O/O

Joanne Ritchie



in a three-vehicle accident "involving a big rig." Investigators believe that the 19-year-old victim "allowed his vehicle to drift into oncoming traffic and hit another car, causing the trailing big rig to swerve to avoid the collision before running into a ditch and blocking the road."

After describing the dead and injured, the reporter quotes a highway patrol spokesperson as saying "the uninjured driver of the big rig was able to pull (the victim) from his car just as the vehicle burst into flames..."

That story could easily have been about a heroic driver who ditched his truck to avoid complicating an already tragic situation, and then returned to the burning wreck to save the life of the wretch who – allegedly – caused the crash. The truck driver's name isn't even mentioned – but it's duly noted that he's blocking the road with his ditched truck.

And our own media do a pretty good job of twisting the facts as well. When the driver of a *pickup* truck

struck and killed six members of a wedding party in Abbotsford, B.C. a couple of summers ago, headlines from one end of Canada to the other screamed: "Six dead after truck hits wedding parade," and "Truck mows down B.C. wedding party guests."

And this is not just me feeling put out by media coverage of trucking. Last year, a study by Transport Canada revealed that the media sensationalizes truck collision reporting regularly. The report, which focused primarily on advertising in the automotive industry, also contained a section analyzing motor vehicle collision reporting in Canadian media.

Findings showed that close to 60% of reported collisions involved fatalities, and over 80% of reports included either deaths or serious injuries. The research also showed that "larger sized vehicles being involved in a collision also appears to be linked to increased likelihood of fatality and newsworthiness; this becomes particularly apparent when smaller vehicles collide with large transport trucks."

Big trucks are involved in a disproportionate number of stories that make the news because they're more likely to be travelling on highways, and about half the accidents reported in the media occur on highways. Bigger roads, more traffic, and higher speeds mean increased likelihood of fatality, which in turn means a higher level of newsworthiness. In other words, if it bleeds, it leads.

But while the involvement of trucks in crashes appears to be rampant, statistics tell a much different

story. Trucks are actually involved in a small percentage of all on-road collisions. In Ontario for example, the most recent road safety numbers show that trucks were involved in less than *one half of one per cent* of all personal injury and property damage collisions, and in less than 10% of all fatal collisions.

If you compare these numbers to the Transport Canada research on accident reporting, the mainstream media over-reports collisions involving trucks by a margin of at least three to one.

For headline readers, as roughly six out of 10 people are, the "killer truck" caption alone can do the damage. Details that exonerate the truck, if they're present at all, often get buried deep within the story, where two-thirds of readers never go. So public angst is fueled, motorists remain terrified of big trucks, and you're the loser.

Help expose this kind of reporting by writing to editors and publishers of media outlets that exploit truckers, or pass the information on to OBAC and we'll do it for you through Truck Writers of North American (TWNA).

Most of the truck writers you know are part of TWNA, and one of our goals is to ensure that the industry is portrayed in a balanced, accurate manner in the mass media. We've got a long way to go. □

– Joanne Ritchie is executive director of OBAC. Ready to make headlines? E-mail her at [jritchie@obac.ca](mailto:jritchie@obac.ca) or call toll free 888-794-9990.

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Best way to contact me:  Home Tel  Cell  E-Mail  Other \_\_\_\_\_

Work Preferences:  Owner Operator  Hwy Team  Hwy Single/Company Driver

Local  Lease Purchase  Driver Trainer  Moving  Other \_\_\_\_\_

Owner Operator? Manufacturer \_\_\_\_\_ Year/Model \_\_\_\_\_ Engine/Size \_\_\_\_\_

Preferred Trailer Type (check all that apply):  Flatbed  Heavy Hauling/Specialized  Moving Van

Tanker  Straight Truck  Super B  Reefer  Van  Other \_\_\_\_\_

Trailer Type Experience (check all that apply):  Flatbed  Heavy Hauling/Specialized  Moving Van

Tanker  Straight Truck  Super B  Reefer  Van  Other \_\_\_\_\_

Current Drivers License: Do you have a Commercial License?  Yes  No

License # \_\_\_\_\_ Exp. Date \_\_\_\_\_ Prov/State Issued \_\_\_\_\_ Type \_\_\_\_\_

Has your license ever been suspended?  Yes  No Total Truck Driving Experience \_\_\_\_\_ /yrs

Last Employer \_\_\_\_\_

Name \_\_\_\_\_ Company City \_\_\_\_\_ Prov/State \_\_\_\_\_

Tel \_\_\_\_\_ Start/End Date \_\_\_\_\_

Job Description \_\_\_\_\_ Reason for Leaving \_\_\_\_\_

Certification/Training:  Doubles/Triples  Air Brake Adjustment  Over-Size Loads  Hazmat  Air Brake (Drive)  Tankers

Name of School \_\_\_\_\_ Name of Course Completed \_\_\_\_\_

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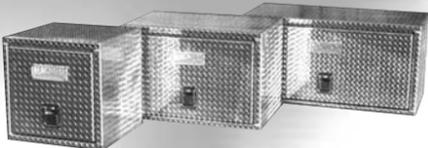


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### People

**Dr. Reiner Beutel** has been named Chief Executive Officer of SAF-Holland Group GmbH. His predecessor, Rudi Ludwig, announced his retirement from day-to-day operations, with the expiration of his contract Feb. 28. Ludwig will remain on the Board of Directors of SAF-Holland to provide strategic direction and guidance for the company. Beutel, 49, assumed the position of CEO on Feb. 2, in order to ensure a smooth transition of management, the company announced.

Well-known professional driver **Cliff Allan** passed away Feb. 14 of a major heart attack. Allan's family says he was a familiar face at nearly every truck stop between Guelph, Ont. and Quebec. He drove for Fortress Trucking at the time of his passing, and previous to that he drove many years for MacKinnon Transport, his wife Dora told *Truck News*. Allan was 62 years old.



Cliff Allan

Navistar Financial has named **David Johanneson** its new CEO. Johanneson has been in the trucking industry for 36 years, according to the company, most recently leading truck sales, marketing and distribution activities as vice-president of global sales, marketing and distribution with Navistar. In his new role, he will report to Terry Endsley, executive vice-president and CFO of Navistar International.

**Doug Lenz** has been named director of product management for Thermo King, and will be responsible for providing product management leadership for the company's trailer, truck and APU lines. Lenz will lead development activities to deliver cost-effective and innovative solutions for customers, and serve as a resource for market understanding and product needs, the company announced. □

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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 baby's delivery continues and Mark grows more comfortable and confident with each passing minute. Finally, the newborn arrives – a big baby boy – and the ordeal is over. The parents are joyful, Mark is relieved. Mother and child are taken away in the ambulance. The firemen congratulate Mark then leave too, leaving Mark by the side of the road...alone.*

Mark continued on his way north toward Ste. Veronique. The smile on his face was ear-to-ear and his entire body felt light and happy, as if his day was charmed and he could do no wrong. And so, he pulled into the first truck stop he saw, filled up with fuel and bought six Lotto quick-picks and another half-dozen "Scratch and win" tickets.

When he reached the counter, Mark had trouble getting the clerk's attention because the man was intent on listening to the radio which was reporting some late breaking news...in French.

"What's that about?" Mark asked.

The man smiled. "They're saying some guy just helped deliver a baby on the side of the highway about 10 kilometres down the road from here. It was a boy."

Mark looked around the shop to see if anyone else had been listening in. "That was me," he said.

"What was you?" asked the clerk.

"That was me," Mark repeated. "I'm the guy who delivered the baby."

"Non."

"Yeah." Mark wondered what proof he had that he was in fact the one, but it turned out he didn't need any. The clerk believed him just by looking at him.

"Hey Marcel," the clerk called out. "The guy who delivered the baby...he's here in the shop."

A man – Marcel – appeared from the back room and shook Mark's hand. "Let me get you a coffee," Marcel said. "You can tell me all about it."

Mark checked his watch. There was plenty of time to get to Ste. Veronique and besides that, he'd been dying to tell someone – anyone – about what had happened and if they turned out to be the store clerk, Marcel, and three other people who'd already gathered round, then so be it.

"Well," he began. "I was following this car and it started swerving back and

forth across the road..."

More people entered the store. No one left until Mark was done.

Mark was back on the road 45 minutes later when his cell phone rang.

"Hello?"

"May I speak to Dr. Dalton, please?"

It was Bud calling. Mark wondered how he'd already heard about what had happened. "How do you know?"

"Mark," Bud said. "Or should I say, Dr. Dalton, you don't run over a nail without me knowing about it."

"It was amazing Bud," Mark began. "I didn't think about what was happening – I mean, really think about it – until it was over. And even then it seemed like a dream. Like it had happened to somebody else."

"These things only happen to you, Mark."

"Yeah, I guess they do."

Bud was silent a moment, then said, "Now I know you're a hot shot superstar truck driver who delivers babies on the side of the road in his spare time, but I want to make sure you're still on track to deliver my load, you know what I mean?"

"I'll be there with plenty of time to spare."

"That's what I like to hear," Bud said.

"Because I have a feeling there are going to be a lot of people wanting a piece of your time over the next couple of days."

Bud was right.

Before he even reached Ste. Veronique, Mark had been contacted by two newspapers and a radio station, each one wanting to do an interview with him. How these people had gotten his number, Mark had no idea, but he had a sneaking suspicion that Bud had had something to do with it.

"So, what does it feel like to be a hero?" the woman from the radio station asked him.

"What?" was all Mark could say. He felt good, not heroic.

He hadn't stopped by the roadside thinking someone in peril needed his help, he'd just stopped to see what was going on and was suddenly sucked into a situation that demanded he become involved before he could even think about turning his back. And so, despite his desire to sound fresh and different in his radio interview, he said what everyone else who finds themselves in similar circumstances says...

"I'm not a hero," he said, being honest rather than humble. "I was just doing what I could to help."

"What did you do after the baby was born?"

That was an easy one. "I got back in my truck and started driving again."

"To make another delivery?"

"Yeah, I guess so. Roof trusses for a

new ski lodge in Ste. Veronique."

"Ah, so you're making two deliveries on this trip, eh?"

There, thought Mark. She's boiled it down to a single sentence that made the whole episode seem cute and cliched. This interview was going nowhere and Mark couldn't wait for it to be over. "Yes, that's exactly right."

The interview lasted another minute, and then mercifully it ended. Mark turned off his phone for a while so he could drive in peace. When he finally reached the building site at Ste. Veronique, there was a crowd of workers gathered to greet him. Then, after he'd backed his trailer into position and shut down Mother Load, he climbed out of the cab to a round of applause.

Mark waved to the crowd wondering if he could get used to all this attention.

The free coffee and donuts the workers gave him were a definite plus, but having the receiver treat him like he was more than just another truck driver felt wrong, somehow.

Mark told the story of the delivery three times before the trusses had been unloaded and he could be on his way. Back on the road, Mark was happy to be headed

south again and planned to drive straight through to Ottawa to return the trailer. He turned on his phone again to ask Bud about a load out west, but before he could dial Bud's number the phone rang.

This time it was a local television station wondering if he could stop by the hospital in Mont Tremblant to see the baby and have his picture taken with the mother and father. Mark wasn't crazy about the picture part, but he did want to see the baby. It would also be nice to see the parents again, but this time in somewhat calmer circumstances.

"I'd like that," he said.

"Good," said the woman on the phone. "They have a surprise for you." She gave him directions to the hospital.

Mark was intrigued. What kind of surprise, he wondered. Twins, maybe. Or perhaps a "Thank You" card. That'd be nice.

When Mark arrived at the hospital in Sainte-Agathe-Des-Monts, a scrum of reporters was waiting for him in

the parking lot.

"What's your name?"

"How good were these reporters?" Mark wondered.

"What's it feel like to be a hero?"

There was that question again.

"Do you have any kids of your own?"

Now that was a good one.

But before he could answer a man grabbed his arm and introduced himself. "I'm the public relations manager for the hospital, we've set up a press conference in the mother's room. This way please."

Mark was whisked away.

The media followed.

'This is it,' thought Mark. 'My 15 minutes of fame.'

When he reached the hospital room, things happened fast. They put the baby in his arms and snapped some pictures.



Then they gave the baby back to the mother and pictures were taken of all four of them together.

In all the confusion Mark snuck a peek at the baby and was happy to see he was beautiful and healthy. And the mother, Elise, was smiling and happy, a nice change from the last time he'd seen her. Even the father looked good, proud that his first-born son had caused such a stir.

"And now it's time for the big surprise," said the public relations man.

Mark looked around wondering what it could be?

"Georges and Elise have decided to name their son in your honour."

A din rose up from those gathered in the room, and then applause.

Mark nodded and waved appreciatively thinking Mark was a fine name for a son. Even Dalton had a nice ring to it.

Georges looked at Mark and cleared his throat. "We have decided to name him...Peterbilt."

Mark's grin was ear-to-ear. He was never so glad he didn't drive a Volvo. □

The continuing adventures of Mark Dalton: Owner/Operator  
brought to you by  
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Mail

### Why not slow buses down?

Dear Editor:

Why are buses allowed to travel at a high rate of speed?  
 In 1968 I acquired my commercial licence and started my chosen life – trucking. Since then buses have and still travel at 118 km/h. They must be governed at that speed. With all this talk of speed limiting for public safety why would they not slow buses first?  
 Accidents happen in seconds. My load can be replaced, can theirs? □

**Fred Hallett**  
 Via e-mail

### Worried about losing my best driving partner

Dear Editor:

I'm writing in response to your article on the re-testing requirements placed on senior drivers in Ontario. I'm in my 30s so I'm not directly affected by the requirements, but I drive team with a man in his 60s who will have to re-test next year and I'm worried that I might lose the best driving partner I've ever had.

My driving partner recently moved to Ontario from Manitoba where he did a 13-week driving course at the age of 62.

He took the driving course because although he used to haul logs in the bush in Ontario 20 years ago, he wanted to update his skills and licence. He passed the course and aced his road test and has been driving long-haul steadily for over two years.

But now that he's moved back to

Ontario, he will have to re-test every year. He has had no tickets, no accidents and more importantly, I sleep soundly in the back of the truck as he drives. I trust him with my life.

How can that be evaluated by an hour-long driving test?

Something doesn't smell right about this whole re-testing business. It seems like age discrimination to me.

If the MTO is concerned about safety they'd put rest stops for trucks – at least one every 100 km along Hwy. 17 and Hwy. 11.

But taking away a person's livelihood in an hour because of a test (often supervised by a person who can't even drive a rig) is unfair and blatant age discrimination. □

**Sarah Truman**  
 Hamilton, Ont.  
 Via e-mail

### Statistics don't support MTO's position

Dear Editor:

I was shocked to read about Ontario's requirements for Class A road testing as it applies to senior commercial drivers, 65 and older. The fact that a road test is required at all is puzzling and it raises the possibility that the government is practicing age discrimination.

At the very least, it is putting into play a series of hurdles that are making it increasingly difficult for the senior commercial driver to keep working. As a senior driver fast approaching the age of questionable (in the eyes of MTO) ability, I strongly feel the unfairness of these new injunctions and suggest that a case for discrimination can indeed be made.

I say this after searching MTO's Web site in vain for a statistical basis for imposing testing for senior commercial drivers in the first place. I couldn't find anything, which is astounding given the awesome amount of statistical data the government presents in its annual road safety reports. I looked everywhere in these reports particularly at truck accidents, but the category did not include any information about driver age as a contributing factor to accidents. In fact, it did not include anything about driver age period.

But the most telling statistics show beyond question the age group most responsible for all collisions, fatal and otherwise, on Ontario highways. If you're between 35 and 44 years

old, you're part of the age group that will add 100,000 road accidents to the year's total. This compares to 38,000 collisions involving 21 to 24 year old drivers, and 40,000 involving drivers aged 55 to 64. Ontario drivers between ages 21 and 64, create a perfect bell curve showing their involvement in accidents according to age, the curve peaking at around 40 years old. Yes there are more drivers on the road between 35 and 44, but that doesn't explain the whole picture.

And as for drivers aged 65 to 74? This group accounted for 19,100 road accidents, less than 20% of the number of accidents involving drivers 35 to 44 years old. As an aside, it's interesting to note that due to population aging generally the number of licensed drivers 65 and older has increased 164% from 1980 to 2003, more than double the increase in the total number of licensed drivers in the province.

As for commercial, class A drivers 65 and older who represent a tiny percentage of this group? No data. So why are we being road tested and why is the government arbitrarily adding conditions to testing which clearly has little rationale in the first place? Well, age discrimination is certainly one possibility. That, plus ensuring a steady supply of new income for DriveTest, MTO's privatized testing branch. □

**David Hutchinson**  
 Via e-mail

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**BOWMANVILLE, Ont.** – Truck drivers across the country may have yet another universal mandate coming on the heels of the Jan. 1 speed limiter law – that is if the Obama Administration’s influence finds its way north.

The young US president has moved swiftly to produce the “change” that his history-making campaign was built upon, and it looks as though the trucking industry will be feeling the effects of this change sooner than later. What may be on its way? Electronic On-Board Recorders, devices which gather and process data much like black boxes in airplanes.

EOBRs could be used for safety purposes to monitor things like speed, hard braking and hours-of-service, and if the new Administration has its way, they’ll be mandatory on heavy-duty trucks in the future.

And if Canadian Trucking Alliance CEO David Bradley’s



**Truck Stop Question**

**Adam Ledlow**  
Managing Editor

*Should EOBRs be mandatory on all trucks?*

predictions are correct, it won’t be long until the Canadian trucking industry follows suit (*see his column on the subject on pg. 22*).

So what do drivers think of the looming possibility of EOBRs? *Truck News* went to the Fifth Wheel Truck Stop in Bowmanville, Ont. to find out.

**Steve Murphy’s** response to the question was short and sweet.

“I don’t agree with the black box. It is an invasion of privacy,” said the driver for Guelph, Ont.-based Fortress Trucking.



**Rob O’Neil**

**Rob O’Neil**, a part-time driver from Colborne, Ont., says he’s

never heard of EOBRs before, but he likes the idea.

“I agree in principle, but I’d have to find out more of the details. But ultimately if it ends up saving lives and making drivers more accountable for what they’re doing, then I agree 100% with it.”



**Laurie Arsenault**

**Laurie Arsenault**, a 50-year veteran of the road, says he doesn’t think EOBRs would make a difference in safety or decrease the number of accidents.

“I think they’re gone crazy with this trucking industry. Fifty years ago when I started, there were truck accidents on the road. There always were truck accidents; there will always be truck accidents. Lady drivers, young drivers, old drivers...they all get in truck accidents one time or another. The box is not going to make one bit of difference one way or another,” said the driver for Warren Transport in Rexton, N.B.

“If they come, I retired five years ago...I’m retiring again in another month and I’ll leave all the trucks to the younger drivers and hopefully they can keep it between the lines.”



**Mike Lobreau**

**Mike Lobreau**, a driver for Titan Transport based in Saskatoon, Sask., thinks there are too many regulations for truck drivers already and the government should turn its attention to car drivers instead.

“There’s people pulling amazing things out there and they’re not even on the map of being checked. I can understand the safety factor (for introducing EOBRs), there are some people who push the limits, but I think part of the rules right now are pushing the drivers to push those limits,” he says.

“There’s probably a couple of things that are good (about EOBRs) but right now we have to survive on this regulated 105 km/h thing, so what is next?” □

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**2006 JCB 214** Accident damaged, 500 hrs. **\$25,000.**



**2005 Peterbilt 379 C15 Cat 475**, 13 spd., 12/40 axles, 3:55 ratio. **For Parts.**



**2000 Century Cab** **\$4,500.**



**1993 IH 2600**, N14 mechanical, 15 spd., 20/40 axles.



**2007 Mack E7** 400 h.p., 70,000 kms. **\$9000.**



**1972 Fiat Allis 8B** **\$10,000.**



**1995 FRLR Classic Cab** **\$2,500.**



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We just may use your question in a future issue. □

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