

TRUCK NEWS

May 2009 Volume 29, Issue 5

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

Fuel theft

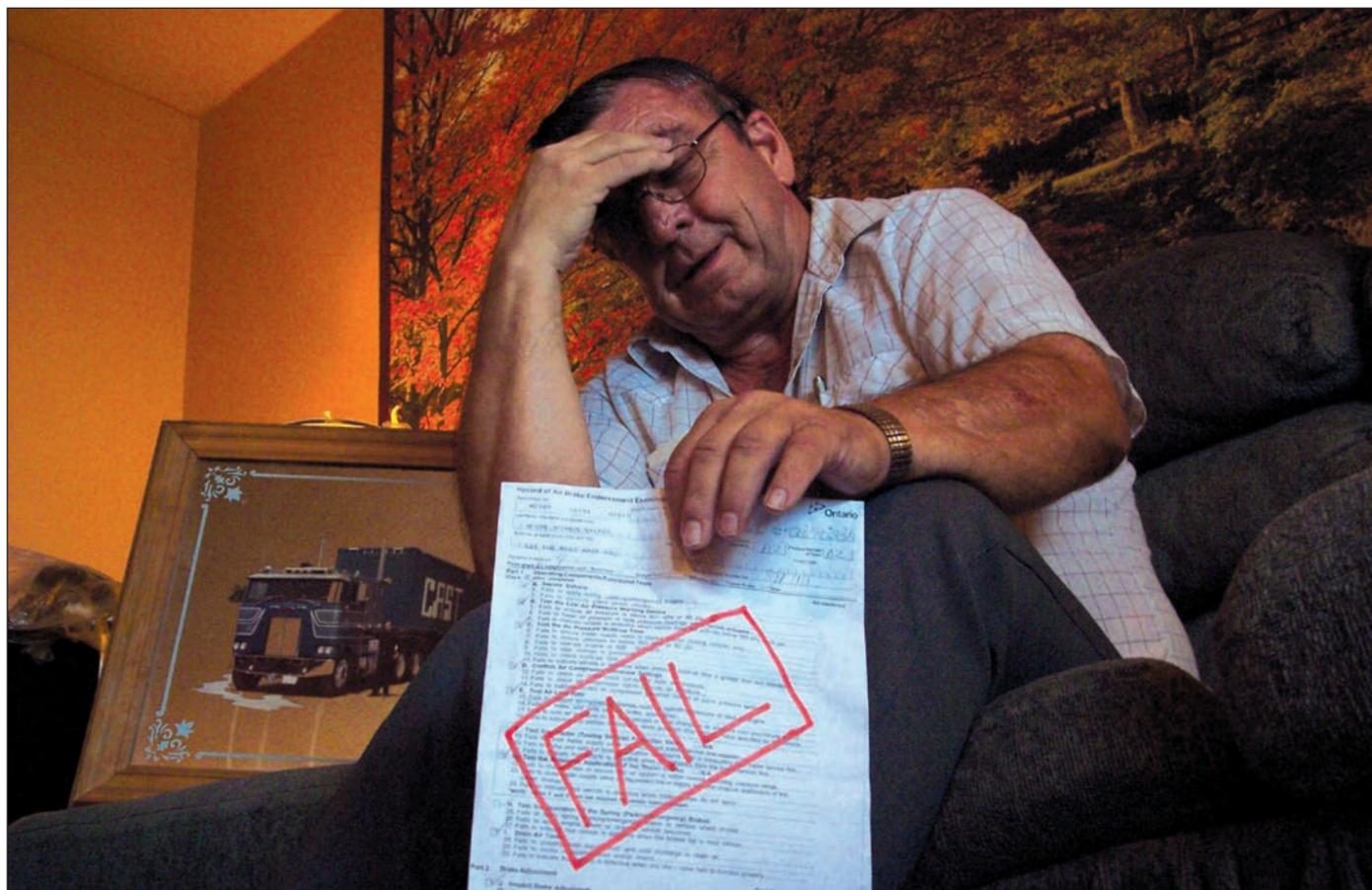
A dirty little secret thieves would like to keep that way

By Carroll McCormick
CAMBRIDGE, Ont. – On March 17, an employee interrupted thieves in the act of stealing 30,000 litres of diesel fuel from Penske Truck Rentals in Cambridge, Ont. They abandoned a cube van outfitted with plastic tanks, electric pump and generator, according to staff sergeant Frank Sinko, Kitchener Detective Office of the Waterloo Regional Police.

Earlier thefts in the area netted hauls such as 12,000, 20,000 and 34,000 litres of diesel, and \$18,000, \$27,000 and \$50,000 worth of diesel.

“In the last few months we are seeing large-scale theft from underground storage containers,” Sinko says. “It is an organized, well-planned criminal activity. We are seeing a trend between here and the Greater Toronto Area.”

Continued on page 10



BREAKING POINT: Norman Moore, shown the day before his 65th birthday, recently failed his practical air brake test conducted by DriveTest, despite 46 years of safe driving. He feels it was an arbitrary failure that didn't reflect his abilities as a professional driver. Moore was planning to attempt the test one more time before downgrading. Pictured at his side is a cherished photo of Moore with his former truck, taken in 1979.

Photo by Adam Ledlow

Turning up the heat

OTA launches campaign against senior driver testing policy

By James Menzies
TORONTO, Ont. – The Ontario Trucking Association (OTA) has renewed calls for the province to revisit its annual road test requirements for senior drivers.

It has set up a Web site on its home page (www.ontruck.org)

that allows drivers to make their views known to their MPPs. The page can be accessed by clicking the *Help end discrimination against older truck drivers* button on the right-hand side of the page. Included on the page is a form letter, contact information

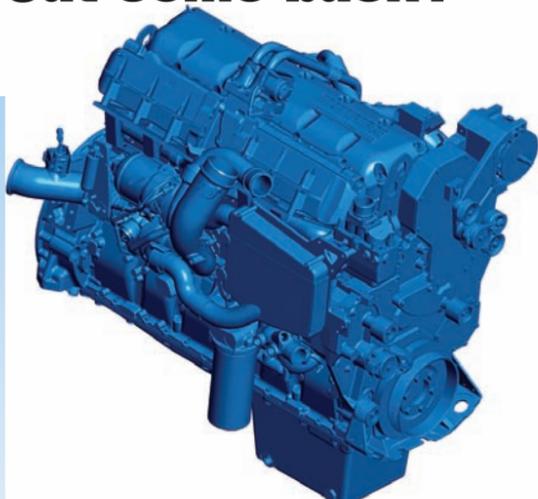
for all MPPs and OTA's policy on the issue.

The controversial issue of mandatory road testing of all drivers aged 65 and older has been simmering since 2006, when the province abolished its manda-

Continued on page 18

Has the Cat come back?

See pg. 38



Inside This Issue...

- **Credit crunch:** Fleets are reporting trouble getting credit. Has lending criteria changed? Page 24
- **Slick savings:** An in-depth look at how you can reduce oil and lube costs, while still enjoying the benefits of a premium brand name product. Page 26
- **MATS Report:** The great 2010 engine debate dominated discussion at the Mid-America Trucking Show. We report on all the Mid-America engine news this month. Pages 35-39
- **Thou shalt not kill:** The economic slowdown forces Mark to take on a shunting job – and a new mystery. Page 52

TRUCK EXHAUST
INSTALLATION & SUPPLY

TEXIS

See our ad
page 50

905-795-2838

New & Used Equipment Buyer's Guide

Careers **12, 42-45**

Ad Index **51**

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



PM40069240

EFFICIENT

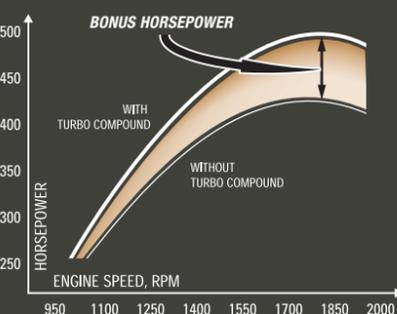


MADE FOR EACH OTHER. UNBEATABLE TOGETHER. The aerodynamic Freightliner Cascadia™ and the Detroit Diesel DD15™ were built to work as a team. For four years, engineers worked in sync to create a truck and engine duo that raised the bar for performance.

DetroitDiesel.com



DEMAND ECONOMY + POWER



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

COMING IN 2010
BLUE EC
SCR TECHNOLOGY

TO THE CORE

**MEET THE TRUCK AND ENGINE
BORN TO WORK TOGETHER.**



Run SmartSM

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

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

CASCADIATM



EVERYTHING HAS CHANGED.

Competitive financing available through Daimler Truck Financial. For the Freightliner Trucks Dealer nearest you, call 1-800-FTL-HELP. FTL/MC-A-869. Specifications are subject to change without notice. © 2009, Daimler Trucks North America LLC. All rights reserved. Freightliner Trucks is a division of Daimler Trucks North America LLC, a Daimler company. *Effectiveness of turbo compound is based on load on the engine. The turbo compound returns horsepower back to the engine's flywheel. **Compared to a Detroit Diesel Series 60® EPA 2007 engine with comparable engine ratings and load weights.

CLASS 8 TRUCK SALES TRENDS

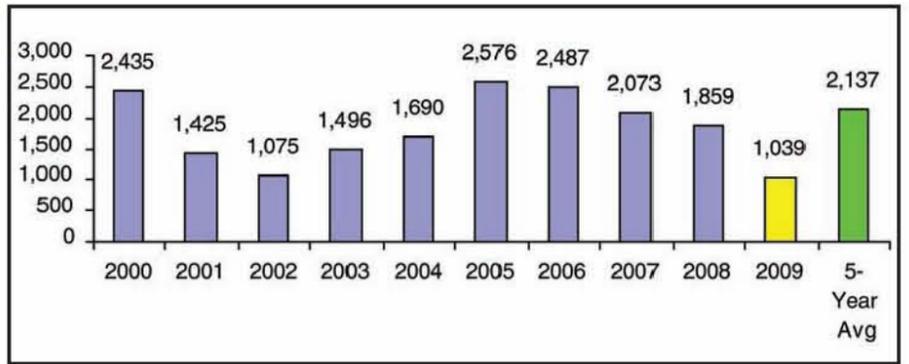
SPONSORED BY CHEVRON

There were just 1,039 Class 8 trucks sold in Canada in February, the lowest February sales tally for the decade and lower than January's sales. It was also about 1,000 units off the five-year average. (It should be noted that five-year average includes the industry's peak years of 2004 to 2006.) Truck makers are very concerned the industry's excess capacity situation combined with the slumping economy will result in a significant drop in sales even from last year's lackluster performance. 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. Also there is not much hope there will be much of a pre-buy this year.

Monthly Class 8 Sales - Feb 09

OEM	This Month	Last Year
Freightliner	239	471
Kenworth	75	333
Mack	91	120
International	320	311
Peterbilt	67	209
Sterling	90	134
Volvo	101	209
Western Star	56	72
TOTALS	1,039	1,859

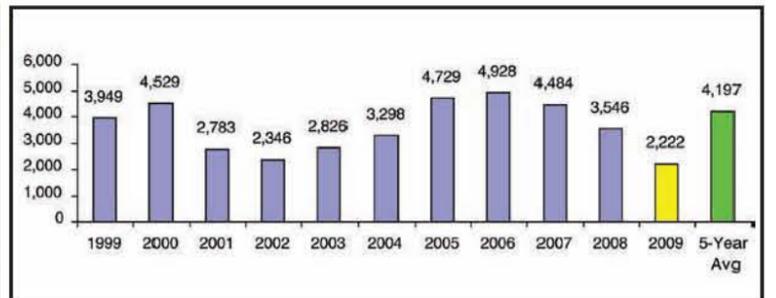
Historical Comparison - February 09 Sales



Class 8 Sales (YTD Feb 09) by Province and OEM

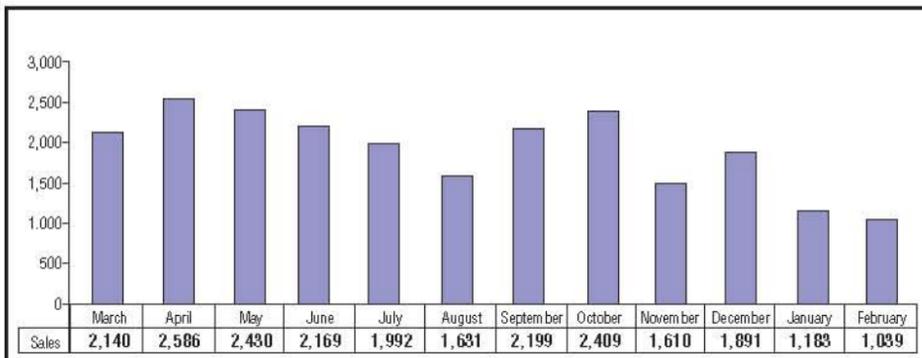
OEM	BC	ALTA	SASK	MAN	ONT	QUE	NB	NS	PEI	NF	CDA
Freightliner	40	72	27	17	174	98	39	8	0	0	473
Kenworth	26	69	11	8	32	30	8	2	0	0	186
Mack	4	20	13	14	84	25	8	3	0	0	171
International	22	98	14	29	350	195	21	10	0	6	745
Peterbilt	10	25	11	3	35	23	3	3	0	0	113
Sterling	34	30	5	0	51	45	6	4	0	2	177
Volvo	14	24	10	12	93	24	8	13	0	1	199
Western Star	24	72	8	7	17	7	17	8	0	1	158
TOTALS	174	410	99	87	836	448	107	51	0	10	2,222

Historical Comparison - YTD



Total Class 8 truck sales for 2008 ended at 24,623, which is about 600 units off the previous year's admittedly slow pace and about 5,000 units off the five-year average for Canada. And judging by the extremely slow start in January and February and fears the recession will be as deep or deeper than the one that ravaged the North American economy in 1981-82 there's little hope for optimism for 2009. Sales are more than 1,000 off last year's YTD pace and the worst over the past decade. In total, 2008 ranked as the fourth worst sales year of the past decade. But, so far, 2009 is shaping up to be the worst sales year of the decade.

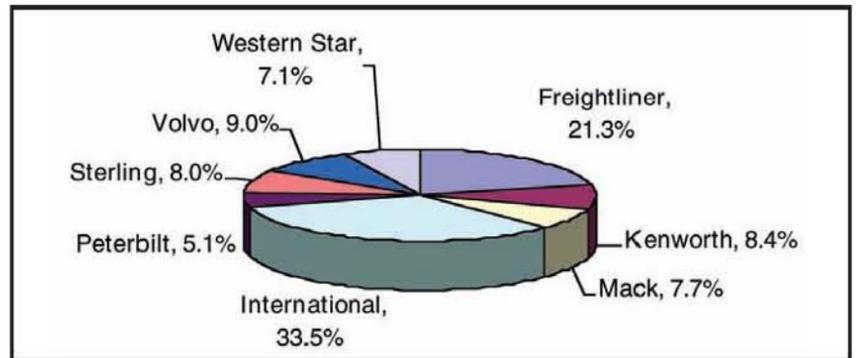
12 - Month Sales Trends



Trucks sales rebounded in September and October, coming in well above 2,000 units sold for each month. This followed sub-par numbers for July and August. But, as expected, that rally could not be sustained in the face of such dire outlooks for the North American economy in many regions and November marked a significant drop. December, historically a slow month, posted better than expected numbers. But 2009 has started off with a definite whimper with meagre sales for January and February.

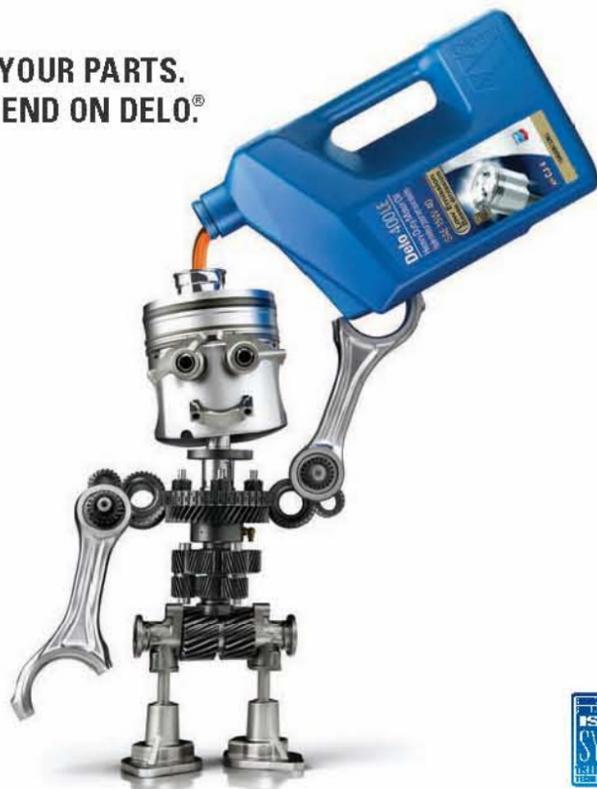
Source: Canadian Motor Vehicle Manufacturers Association

Market Share Class 8 YTD



International won the market share title for the second year in a row in 2008, once again beating out former perennial front runner Freightliner. This time, the lead was by more than 6%. And International is taking advantage of the downturn to further expand its market share lead. After the first two months of 2009, it controls an impressive one third of Class 8 sales in the Canadian market. International jumped out of the starting blocks with a lead in the first quarter last year as well, but this time it has managed to increase its market share compared to last year at this time by more than 10%. Freightliner still controls more than a fifth of the market but with Kenworth and Peterbilt falling back considerably no other truck maker enjoys more than a 10% market share.

YOU DEPEND ON YOUR PARTS.
YOUR PARTS DEPEND ON DELO.[®]



A Chevron company product © 2009 Chevron Products Company, San Ramon, CA. All rights reserved. All trademarks are the property of Chevron Intellectual Property LLC.

Delo[®]

You put a lot into your truck—including trust. You trust that it won't let you down; that its parts will keep you driving toward your goal. And they will—if you give them the advanced protection of Delo[®] products. From our premium lubricants formulated with ISOSYN[®] Technology to our industry-leading extended life coolants and synthetics, Delo helps maximize uptime and gives you the confidence to succeed. Some of the world's largest fleets and OEMs depend on our Delo family of product with ISOSYN Technology. To learn more about *The Delo Performance Advantage[™]*, visit us at www.deloperformance.com.



DELO DELIVERS CONFIDENCE[™]

May 2009, Volume 29, Issue 5
 Truck News (ISSN 0712-2683)
 Truck News, USPS 016-248 is published monthly by
 BIG Magazines LP. U.S. office of publication:
 2424 Niagara Falls Blvd, Niagara Falls, NY 14304-5709.
 Periodicals Postage Paid at Niagara Falls, NY. U.S.
 Postmaster send address corrections to:
 Truck News, P.O. Box 1118, Niagara Falls, NY 14304.
 Truck News is published 12 times a year by BIG
 Magazines LP, a leading Canadian information
 company with interests in daily and community news-
 papers and business-to-business information services.
Research Manager: Laura Moffatt
Creative Directors: Carolyn Brimer, Beverley
 Richards
Circulation Manager: Vesna Moore
V.P. Publishing: Alex Papanou
President: Bruce Creighton

Advertising Sales

Inquiries: Kathy Penner (416) 510-6892



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



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



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



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



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



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

Editorial

Inquiries: James Menzies (416) 510-6896



Adam Ledlow
 Managing Editor
 adam@
 TransportationMedia.ca



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



John G. Smith
 Technical Correspondent
 wordsmithmedia@rogers.com



Brad Ling
 Video
 Production Manager

Subscription inquiries

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

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

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

Phone: 1-800-668-2374
Fax: (416) 442-2191
E-mail: jhunter@bizinfogroup.ca
Mail: Privacy Officer, Business Information Group, 12 Concorde Place, Suite 800, Toronto, ON M3C 4J2

PUBLICATIONS MAIL AGREEMENT NO. 40069240

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



NEW GREAT DANE SSL DRY VANS



53', HENDRICKSON AIR RIDE, 11R22.5 BRIDGESTONE TIRES, COMPOSITE SWING REAR DOORS, HOT DIPPED GALVANIZED REAR FRAME, EXTREME DUTY SSL INTERIOR LINING, LOGISTIC POSTS, ALUMINUM ROOF, HIGH CUBE INTERIOR. **HIGH SPEC DRY VANS ALSO IN STOCK!!!**

NEW GREAT DANE HIGH CUBE REEFERS



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

NEW LANDOLL 435 & 410 TILT DECKS



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

NEW GREAT DANE TRIDEM "SUPER SEAL" REEFERS



53', TRIDEM HENDRICKSON AIR RIDE, 11R22.5 BRIDGESTONE TIRES, POLISHED ALUMINUM OUTER WHEELS, FULL STAINLESS STEEL FRONT & REAR, EXTREME DUTY ALUMINUM DUCT FLOOR, ARMOR-TUFF INTERIOR LINING, HIGH CUBE INTERIOR.

2009 CAPACITY SHUNT TRUCKS



220 HP CUMMINS ENGINE, ALLISON AUTOMATIC TRANSMISSION, 100,000 LB. HYDRAULIC 5TH WHEEL, NEW MULTI-PLEX WIRING SYSTEM, AUTO GREASER, HEAVY HAUL SINGLE AND TANDEM AXLE MODELS IN STOCK. **BUY, LEASE OR RENT. CALL US FOR YOUR TRAILER MOVING SOLUTION.**

NEW CHAPARRAL ALUMINUM FLATDECKS



IN STOCK: (1) 48' TANDEM SPREAD AXLE WITH VERDUYN SLIDING TARP KIT, (2) 53' TRIDEM DEEP DROP STEPDECKS, 35" DECK HEIGHT. ALL HAVE MICHELIN TIRES, LED LIGHTS, SIDE WINCHES, LOAD HOOKS. **NEW 53' TRIDEM COMBO STEPDECK ALSO IN STOCK!!!**

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

(15) 2001 GREAT DANE 53' DRY VANS



53', Tandem Air Ride w/H.D. Axles & Brakes, 11R22.5 Tires, Swing Rear Doors, 12" Alum. Scuff Liner, H.D. Galvalum Int. Lining, 110" I.H., 100" I.W.

(10) 2003 WABASH 50' TANDEM REEFER



50', Tandem Air Ride, 22.5 Tires, Aluminum Wheels, Stainless Steel Front & Rear, Duct Floor, Swing Rear Doors, Bullitex interior Lining, Thermo King SB-200 Units.

2006-2007 GREAT DANE 53' REEFERS



53', Tandem Air Ride, 11R22.5 Tires, Aluminum Wheels, Stainless Steel Front & Rear, Duct Floor, Interior Logistic Track, Thermo King SB-210 Units. **Certified.**

2008 REITNOUER 48' ALUMINUM FLATS



48', Tandem A/R, (1) w/fixed 10'1" Spreads, (1) with Sliding Front Axle, 11R22.5 Tires, Alum. Wheels, Toolbox, Winches, Quik-Draw Sliding Tarp Kits, Lightweight & Ready to Work. **1995 Reitnouer w/Siding Tarp Kit In Stock!**

2008 LODE KING 53' TRIDEM COMBO FLATDECK



53', Tridem Air Ride on Slider, Super Single 22.5 Michelin Tires, Aluminum Wheels, Wood Floor, (2) Tool Boxes (1) Dunnage Box, LED Light Package, **Excellent Condition.**

(4) 1998 GREAT DANE 31' REEFER PUPS



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

2005 & 2008 GREAT DANE 53' SSL DRY VANS



53', Tandem Hendrickson Air Ride, 22.5 Tires, Swing Rear Doors, Logistic Posts, Aluminum & Translucent Roofs, Extreme Duty SSL Interior Lining, 110" I.H., 100" & 101" I.W. Available.

(10) 2001 GREAT DANE 53' DRY VANS



53', Tandem Air Ride, 11R22.5 Tires, Steel Wheels, Stainless Steel Front & Rear Doors, Logistic Posts, Translucent Roof, 110" Inside Height, **Certified.**

(4) 2009 GREAT DANE 48' COMBO FLATS



48', Tandem Air Ride, 10'1" Axle Spread, 11R22.5 Tires, Aluminum Wheels, Toolbox, Winches, Aluminum Floor w/Pull Up Chain Tie Downs, Verduyn Rack & Tarp Kit. **Used Only 10 Months!!!**

1999-2006 CAPACITY TJ5000 SHUNT TRUCKS



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

2001 LANDOLL 50 TON TILTING TAIL TRAILER



53', Tridem Air Ride, 50 Ton Capacity, Heavy Duty 20,000 lb. Winch, Air Operated Upper Deck Loading Ramp, Tilting Tail w/Traction Plate, Recently Sandblasted & Painted. **Arriving Late April09**

2008 CHAPARRAL 48' TRIDEM STEPDECK



48', Tridem Air Ride, Aluminum Wheels, Lightweight All Aluminum Trailer, Side Winches, Verduyn Sliding Tarp System w/Stainless Steel Front Bulkhead. **Certified.**

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

MISSISSAUGA

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

SALES

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

PARTS

(905) 625-8812
 7:00 am - 5:00 pm Mon - Fri

SERVICE

(905) 625-8448
 7:00 am-4:00 pm Mon - Fri

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

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

★★★ EXPANDED SERVICE CENTRES ★★★

WHITBY
 1025 HOPKINS RD.
 (905) 430-1262

MISSISSAUGA TRUCK SHOP
 5285 MAINGATE DR.
 (905) 625-8441

PUTNAM
 3378 PUTNAM RD.
 1-888-452-7826

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

Re-evaluating how we measure success

'How many trucks you got?' Go to any industry function where there's a large contingent of fleet owners and it's likely the most common question you'll hear. For as long as I've been in the industry, the answer to that question has served as the primary indicator of a company's success. The more trucks a fleet is running, the better they're doing financially – at least that's what one would assume.

But several years ago at an industry function out west, I learned an important lesson from a good friend who ran a very successful small truck fleet, serving a highly-specialized market.

He was a bit standoffish and uncomfortable when it came to mingling with his peers at industry events, and I asked him why?

His answer surprised me. To paraphrase, he said 'At events like this, you're judged by how many trucks you have. It's the very first question anyone asks you: 'How many trucks do you have?' and that's how they determine how important or successful you are.'

He resented that attitude, and said they might as well make everyone in the room remove their pants and establish a pecking order based on

Editorial Comment

James Menzies



who has the most impressive...well, you get the point.

I found his comments to be interesting, and from that point on I made a conscious effort not to make 'How many trucks do you have?' my first question when speaking to a fleet owner. It had never occurred to me that the notion a fleet's truck count is indicative of its success could be offensive to some.

Frankly, I had forgotten all about that conversation until recently. The other day, I was reading an interview that editorial director Lou Smyrlis conducted with Dan Einwechter, the outspoken president and CEO of Challenger Motor Freight.

This comment immediately caught my attention: "I just came from the Truckload Carriers Association conference in Orlando. The recurring theme I heard was that carriers are realizing they don't need to have more trucks to be successful. They are going to manage

the bottom line and not the top line and not be as concerned about growing their number of trucks. It used to be truckers would use the size of their fleet as their scorecard. That scorecard is going to change significantly."

I couldn't help but smile, and remember my previous conversation with that friend out west. I spoke to him recently and despite the recession, business is still going strong. His company resisted the temptation to add power units when the economy was firing on all cylinders, and it has not been forced to downsize now that demand has slowed in line with the economy.

Instead of adding tractors, the company has invested in its people. It recently finished building a new state-of-the-art, \$2.5 million terminal that offers the very best in driver amenities.

It was refreshing to read Einwechter's comments on how carriers

are re-evaluating how they measure their success. We all know it's better to run a profitable 10-truck business than a 100-truck fleet that's bleeding money. It's about time the industry acknowledges success is not measured by how many trucks you've got, but how effectively you manage them *and* your bottom line. □

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



Seeing straight at the border

There have been some funny things going on at the border the last couple of years. It would be fair to say things are not as they seem.

For example, while any transborder trucker would tell you business has been on the decline since about the fourth quarter of 2006, the statistics don't bear that out. The rising value of energy exports from western Canada for much of 2007 and 2008 served to mask the consistently declining volumes of exports from the manufacturing sector in central Canada. While to many politicians an export is an export, the reality for motor carriers, and those based in central Canada in particular, is that the demise of manufacturing exports is a serious issue that requires addressing.

The other mirage at the border is that more than seven years after

Viewpoint

Lou Smyrlis
Editorial Director



9/11 and the myriad of security programs that were spawned, it is actually getting easier to cross it. Certainly the extended border delays that frazzled the nerves of transborder truckers for years have eased. But, as the Canadian Trucking Alliance (CTA) pointed out when it recently appeared before the House of Commons Standing Committee on International Trade, this should not be taken as any indication that all is now running smoothly.

All it shows is a temporary re-

prieve caused by the drop in truck traffic crossing the border.

The problems that have thickened the border in recent years – inconsistency between US and Canadian regulations, border guard staffing issues and inadequate infrastructure – have not been solved. In fact, CTA argues that despite the drastic drop-off in volumes, border processing times have barely changed at all.

When the North American economy eventually recovers, the problems that plagued motor carriers and their exporter customers will quickly rise to the surface and will do so at a time when we can least afford any obstacles to what may prove to be a fragile recovery for our beleaguered manufacturing sector.

And things could get worse if legislation currently being considered by our own government is adopted. The Canadian Border Services Agency is proposing to

turn back trucks if the importer data has not yet been received before the truck arrived at the border. The truck would no longer be moved in-bond to an inland facility for clearance.

What should be done? A huge part of the problem at the border stems from the fact there are too many government agencies involved in setting legislation. As David Bradley, the head of the CTA points out, it can be a challenge just to find out who's who and to get the different people working together.

CTA's recommendation to create a cabinet committee on the border and/or a specific ministerial or senior bureaucratic position with authority for all aspects of the border is a sound one and deserves consideration. □

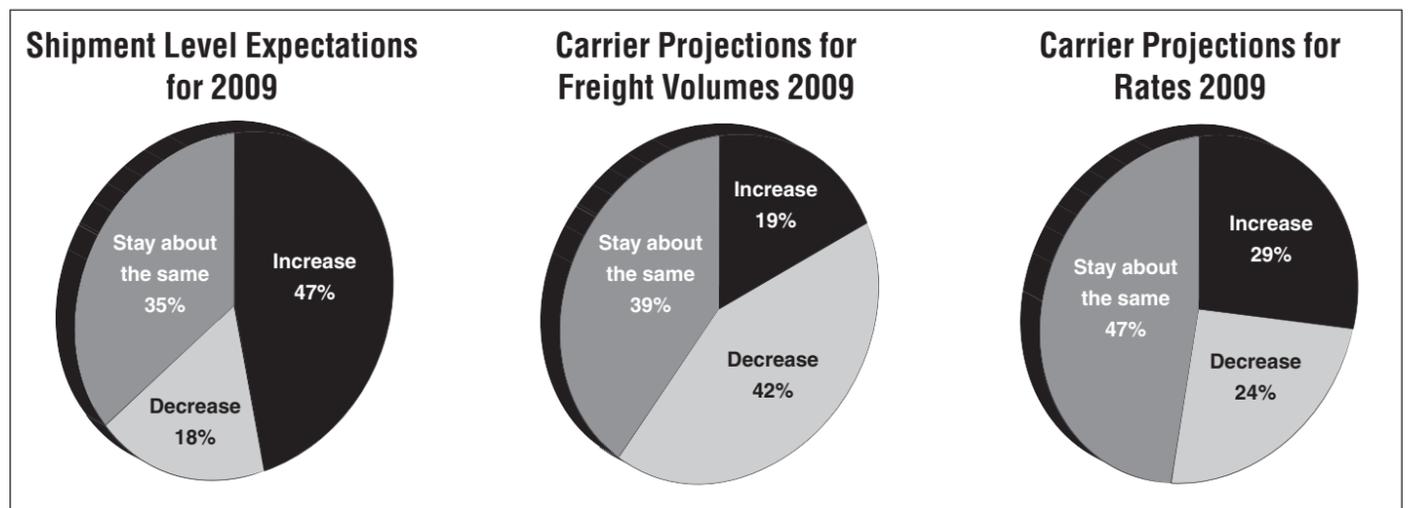
– Lou Smyrlis can be reached by phone at (416) 510-6881 or by e-mail at lou@TransportationMedia.ca.

Did you know?

How pessimistic are carriers and shippers about 2009 freight volumes?

Projections for next year's shipment volumes from shippers always tend to be overly optimistic. But the 47% of shippers expecting an increase in their shipment volumes for 2009 was by far the lowest we have seen in the five-year history of our *Transportation Buying Trends* survey. In past years the percentage of shippers expecting an increase in shipment volumes in the following year generally fell within a 61-68% range.

Our survey of Canadian motor carriers, conducted in the late fall



of 2008, however, found carriers to be even more pessimistic than their customers about freight volumes for 2009. The largest percentage of respondents (42%) expected freight volumes to decline in 2009, making for the second straight sub-par year. Less than a fifth of motor carrier executives surveyed expect-

ed freight volumes to increase in 2009. With freight volumes remaining depressed and shippers viewing the trucking sector as still being in excess capacity, more than three quarters of motor carriers expect rates in 2009 to either remain static or decrease. And the majority of those that do believe they can se-

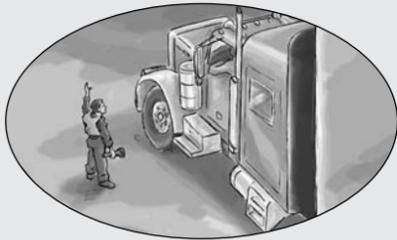
cure rate increases, expect increases (exclusive of fuel surcharges) to be below 4%. Despite the gloomy predictions, however, it's important to note there is anecdotal evidence for continued growth for motor carriers serving more recession-proof areas such as the pharmaceutical, dedicated and food sectors. □

contents

Question of the month

Have you noticed a difference since Ontario's speed limiter law passed?
page 54

Mark Dalton in...
Thou shalt not kill
Part 1



page 52

departments



OEM/DEALER NEWS: Robica designs a one-of-a-kind tank to deliver big savings for Hydro One.
Page 42

Truck Sales	4
Opinions	6
Border	8
Canada	10-13
East	15
Quebec	16
Ontario	18-23
Bruce Richards, Industry	30
David Bradley, Industry	31
Joanne Ritchie, Opinion	32
Christopher Singh, Health	33
Mid-America	35-39
People	43
Scott Taylor, Tax Talk	44
Rick Geller, Ask the Expert	45
Rob Wilkins	46
Mail	47-48
Fleet News	50
Advertiser's Index	51

In Brief

Trucker Buddy needs some new friends

LOUISVILLE, Ky. – The Trucker Buddy pen pal program that connects professional drivers with elementary school students is in need of help. The charitable organization announced at the Mid-America Trucking Show that it's in desperate need of sponsors, since the faltering economy has taken its toll on donations and sponsorship packages.

"Many of our traditional corporate sponsors are having difficulties and cannot be as generous as they were in the past," the group said at the show.

Trucker Buddy has been around for 17 years, and in that time has informed more than a million children

about the important role trucking plays in their daily lives, the organization claims. In 2009 alone, about 55,000 students in 2,755 classrooms were reached through the program.

More than 10,000 professional drivers have taken part in the program, including representatives from nearly every province.

"If Trucker Buddy is to survive, it needs your help," the group appealed. Trucker Buddy is urging drivers to join as members and companies to sign up for corporate memberships. It's also urging Trucker Buddies to organize membership drives in their area. For more, visit www.truckerbuddy.org. □

SelecTrucks to sponsor Smart Trucker Seminar

MISSISSAUGA, Ont. – SelecTrucks of Canada has announced that it will once again sponsor the 2009 Smart Trucker Seminar organized by Road Today Media Group.

"The 2008 edition of the Smart Trucker seminar was a resounding success from our perspective," said Nevio Turchet, used truck manager, SelecTrucks of Canada. "We are pleased to continue our support and sponsorship for the 2009 series."

The Smart Trucker Seminar series is designed to present unique opportunities for truck drivers, owner/operators and allied professionals to stay informed, acquire knowledge, and succeed, according to SelecTrucks. Traditionally well-attended, the seminars are free of charge, and presented by trucking professionals representing different sectors of the industry.

Now in its fourth year, the next Smart Trucker seminar series will roll out again at the Road Today Truck Show held May 30-31 at the Powerade Centre in Brampton. Informative sessions will be held under the Smart Trucker tent, covering topics like: cross-border regulations; load securement; business financing and insurance; choosing the right truck; tire retreads; road safety; and meditation, concentration and wellness techniques. To register, visit www.roadtodaytruckshow.com. □

Behind the headlines

Three of five entries submitted by *Truck News* took home hardware at the recent Truck Writers of North America (TWNA) communications awards banquet.

Executive editor James Menzies won a gold award in the News category for his entry *Ontario introduces speed limiter legislation*, appearing in the May, 2008 edition.

The article focused on Ontario's controversial Bill 41, which mechanically limits truck speeds to 105 km/h.

Menzies also won a silver award in the Environmental/Regulatory category for his piece *California Nightmares*, which explored what Canadian carriers need to know about complying with California's stringent anti-idling restrictions.

And Joanne Ritchie, executive director of the Owner-Operators' Business Association of Canada (OBAC) won a silver award in the Column category for her monthly column *Voice of the Owner/Operator*.

Since the awards' inception in 2003, *Truck News*, *Truck West* and *MotorTruck Fleet Executive* have won 26 TWNA Communications awards – more than any other Canadian publisher. □

1

Canada's #1 Truck Exhaust Shop

Coolant Pipes

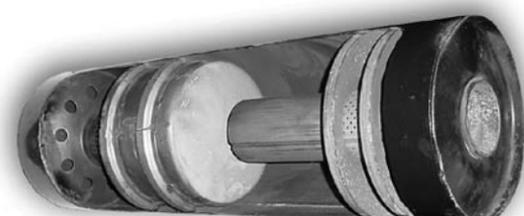


For Most Makes

Exhaust System Installations for All Makes and Models

Celebrating 27 Years!

Catalytic Mufflers



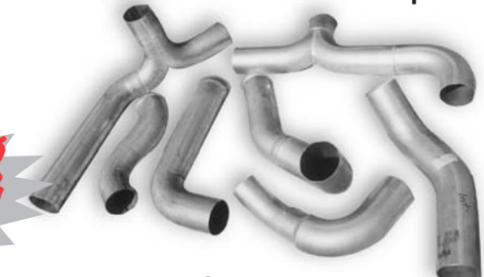
Manufacturing • Installation • Service

Truck Mufflers



Built to Last

• Y-Pipes
• Turbo Pipes



• Intermediate Pipes



Providing Heavy Duty Exhaust Solutions Since 1982



THE TRUCK EXHAUST PLACE

1365 BONHILL RD., MISSISSAUGA L5T 1M1

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

www.totalexhaust.com








TFS GROUP
SINCE '74

105 Bauer Place, Waterloo, ON

Call Today
(800) 461-5970
Ext. 204

We Make Trucking Less Taxing

**Let us help.
Save Time.
Save Money.
Less Hassles.**

- O/O Accounting & Bookkeeping
- Tax Return Preparation
- Meal Claim Experts
- Incorporation Services
- New Business Setup & Registrations
- Permitting & Licensing
- Fuel & Mileage Tax Reporting
- Logbook Auditing
- Safety & Compliance Services
- Business Consulting

Look for our monthly column in
Truck News: Tax Talk

With over 250 years combined transportation experience, our 30+ staff members are ready to help you.
www.tfsgroup.com

Border

US truck tonnage inches up again

ARLINGTON, Va. – The American Trucking Associations’ US truck tonnage index rose slightly for the second straight month in February, but the association was quick to point out tonnage is still down 9.2% year-over-year.

That marks the third worst year-over-year decrease in the current cycle, noted the ATA. However, the 1.7% increase over January marked two straight months of gains. US truck tonnage contracted 7.8% in December, 2008 but it has clawed back 4.8% of that over the last two months, according to

the ATA’s index. ATA chief economist Bob Costello warned against getting overly excited about back-to-back tonnage increases.

“As I said last month, tonnage will not fall every month on a seasonally adjusted basis, and just because it rose again in February doesn’t mean the economy is on the mend,” Costello said. “Tonnage plunged again on a year-over-year basis, which highlights the current weakness in the freight environment.”

He warned there’s little reason to expect a sustained recovery in freight volumes in the near future. □

CTA wants dedicated border minister

OTTAWA, Ont. – Shorter border wait times should not be interpreted as a sign that all is well at the Canada/US border, and in fact they may well be masking some serious underlying problems according to the Canadian Trucking Alliance.

CTA chief David Bradley took that message to Parliament Hill recently when addressing the House of Commons Standing Committee on International Trade. He said any improvement in border crossing wait times is simply a reflection of the economic slowdown and the reduction in cross-border truck traffic. Border processing times have not changed at all, he pointed out. He also told the committee that the ongoing “thickening” of the US/Canada border remains troublesome for the trucking industry. Bradley pointed out “that when the economy bottoms out, and we begin to see growth again, we will see a return to extended delays at the border.”

The CTA also called upon the feds to dedicate a Cabinet committee or a specific minister to border-related issues.

“Too many federal departments have had some stake or responsibility for some aspect of the border. We have found it a challenge just to find out who’s who and to get the different people working together,” Bradley said. □



Canadian Industrial & Truck Radiators Inc.

INT EAGLE SPECIAL!

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



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



\$900.00

**Installed • While Quantities Last*

4 Hour Drive-In Service (most models)

© 2009 M. Jackson

Answers on page 51

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

- Across**

 1. Driver’s pause (4,4)
 5. Certain semitrailers
 9. Tire type
 10. Great Dane or Trailmobile product
 11. Province crossed by Highway 401
 12. Carrier headquartered in Winnipeg
 13. Schedule of duties on imported goods
 15. They’re sometimes wild
 18. Urban-carriers’ service, _____ delivery
 20. Goods trucked into Canada
 23. Completely fill a trailer (4,3)
 24. Truck-dealer’s document
 25. “B.J. and the _____,” ’79-’81 TV series about trucker
 26. Toolbox items

Down

 1. Truck-tunes source
 2. Floor-mounted lever
 3. Adjective for axle or tire
 4. New-truck upgrade item
 6. Truck-chassis components
 7. Suspension components
 8. Taxi driver
 13. Truck with easy engine access (4,3)
 14. Prison in Johnny Cash song
 16. Vehicle-cleansing facility
 17. Adopt-a-Highway program’s target
 19. CB-radio brand
 21. Temporary traffic diverter
 22. Truck buyer’s requirements, briefly

THIS MONTH’S CROSSWORD PUZZLE BROUGHT TO YOU BY:

Try it online at www.trucknews.com



WE CAN HELP YOU
STEER YOUR BUSINESS
AROUND THESE TOO.

Identify potential risks ahead of time.
The truck insurance specialists at Hallmark
can show you how.

To discover how to become more profitable contact:
Steve Thomas, Team Leader, The Hallmark Group,
1-800-492-4070 ext. 243, stthomas@hallmarkins.com



www.hallmarkins.com/transit

ACTION UTILITY ACTION UTILITY ACTION UTILITY ACTION UTILITY ACTION

ACTION

TRAILER SALES

www.actiontrailersales.com

TORONTO

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

905-678-1444

Fax (905) 678-1566

MONTREAL

1100 RUE COURVAL,
LACHINE, QUEBEC H8T 3P5

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

514-633-5377

Fax (514) 633-6488

NEW AND USED SALES • RENTALS

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



**ALUMINUM
COMBO FLATS**



TANDEM/TRIDEMS

• AIR RIDE



**DROP
DECKS**



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



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



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

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



UTILITY 3000R

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



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

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

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



(1) 2005 UTILITY 36' REEFER

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



(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.



(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.



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

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



(100) 1997 TRAILMOBILE "PLATE" VANS

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



(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.



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

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



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

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

ACTION UTILITY ACTION UTILITY ACTION UTILITY ACTION UTILITY ACTION

TRUCKING INSURANCE



Eastern Ontario
888-657-3329

Central &
Western Ontario
888-690-0010

Other Provinces
800-939-7757

Our commitment follows you

BURROWES INSURANCE BROKERS

Canada

Lower fuel prices don't deter thieves

Continued from page 1

As for the wisdom that lower fuel prices have rendered fuel theft unattractive, Sinko says, "We thought we might see that, but the profit margins are so staggering."

In Edmonton and surroundings there were hundreds of incidents last year, the majority of them at cardlocks, says detective Rob Bilawey, of the Edmonton Police Services southeast division. "These guys find one card that works, they get storage containers and they pump 'til the cards run dry or they run out of storage containers."

Last July the B.C. Forest Safety Council issued an alert that thieves were "showing up" at overnight truck stops, long-term parking lots, work sites where there was unattended equipment and fuel storage tanks.

When reports of fuel thefts from carriers belonging to the Atlantic Provinces Trucking Association (APTA) started trickling in, APTA e-mailed members a heads-up.

"We have seen thefts anywhere from \$16,000 to \$30,000," said APTA president Peter Nelson last September, adding that there

VOLVO
Driving Success.®

EXPRESSWAY TRUCKS

Volvo Trucks. Driving Success.®



e-mail: sales@expresswayvolvo.com

Website: www.expresswayvolvo.com

\$SAVE THOUSANDS

ON THESE NEW STOCK TRUCKS, O.A.C. CALL DEALER FOR DETAILS!



2009 VOLVO VNL64T-780 HIGHWAY TRACTORS
77" Sleeper, Volvo D13 Eng., 485 HP, Eaton RTLO-16913A, 13 Spd. Trans., 13,200 lb. Front/40,000 lb. Rear Axle(s), Volvo Air Ride, 40,000 lb. Susp., 230" Wheelbase, Various Colours, Air Conditioning, Fridge, Cab Heater, Alum. Rims, 22.5's.



(5) 2009 VOLVO VNL730 HIGHWAY TRACTORS
77" Sleeper, 13 Spd. Trans., 236" Wheelbase, Air-Ride Susp., Volvo D13 or D16 Eng., Various Colours, 12 & 40 Axle(s).



(10) 2010 VOLVO VNL670 HIGHWAY TRACTORS
61" Sleeper, 485 HP, 12 & 40 Axle(s), Air Ride Susp., 212" Wheelbase, Volvo & Cummins Eng., Eaton 13 & I-Shift Transmission, Various Colours, O/O Spec'd ...
Call For More Details!

Attn: FLAT OR TANK HAULERS!

ANNOUNCEMENT!

The Staff and Management of EXPRESSWAY TRUCKS – Milton wish to thank our loyal customers for their business during the last 5 years. We have consolidated our operations with the Ayr/Waterloo location ... please call us at **1-800-558-7364** for any future sales, parts or service requirements.



2005 FREIGHTLINER CORONADO HIGHWAY TRACTOR
72" Sleeper, Detroit Eng., Series 60, 515 HP, 12 & 40 Axle(s), Air-Ride Susp., 244" Wheelbase, Eaton 13 Speed, Very Clean ... Recent Finance Company Return, 550,000 kms.



(3) 2005 VOLVO VNL670 HIGHWAY TRACTORS
Eaton 13 Spd. Trans., 215" Wheelbase, Air-Ride Susp., Volvo D12 Eng., 465 HP, White in Colour, 12 & 40 Axle(s), 61" Sleeper, From 700,000 to 800,000 kms ... One-Owner Trades ... Extremely Clean!



2005 VOLVO VNL630 HIGHWAY TRACTOR
Volvo D12 465 HP, Eaton 13 Spd., Air-Ride, 12 & 40 axles, White in colour, very clean, local company owned. Safety & E-tested! 801,084 kms. **Stock #98964**



2005 VOLVO VNL780 HIGHWAY TRACTOR
77" Sleeper, Cummins ISX Eng., 475 HP, Eaton 13 Spd. Trans., 12 & 40 Axle(s), Air-Ride Susp., 229" Wheelbase, White/Blue in Colour, Local One-Owner Trade ... Lots of Options, 848,962 kms. **Stock #99040**



2005 VOLVO VNL670 HIGHWAY TRACTOR
61" Sleeper, Volvo D12 Eng., 435 HP, Eaton 13 Spd. Trans., 12 & 40 Axle(s), Air-Ride Susp., 215" Wheelbase, Blue in Colour, Clean, One-Owner Trade ... Certified & E-Tested! 795,000 kms. **Stock #44030A**

EXPRESSWAY TRUCKS WATERLOO

2943 Cedar Creek Road, Ayr, ON



Jason Queenen - Waterloo -



Dave Linsemen - Waterloo -



Jim McAllister - Waterloo -



Tony Cybulski - Waterloo -



Mike Black - Waterloo -



S. P. Aujlay - Windsor -

1-800-558-7364

or

(519) 632-9777

Fax: (519) 632-8725

were about a dozen reports of fuel theft, and probably lots more he hadn't heard about.

APTA members had no desire to discuss their experiences with *Truck News*.

"The feedback I get is that nobody wants to draw attention to themselves or the steps they are taking to secure their assets. I think there was some embarrassment there. It is a confidence and trust issue," Nelson reported. "The ones I've heard that were in the yards were cases where the trucks were broken into. The trucks were ransacked looking for PIN numbers."

Corporal Mike Gaudet, with the Kodiak Regional RCMP in Moncton says only, "There were a few incidents in the Moncton area. There is nothing to alert an all-out task force or anything to that effect."

Information was even scarcer at the Ontario Trucking Association (OTA). "We have heard stories," said Rebecka Torn, communications director with OTA. "Anecdotally in situations with nothing related to the OTA theft committee, members have mentioned that they have had fuel stolen. That said, I doubt they will want to be quoted in *Truck News* about it."

The B.C. Trucking Association (BCTA) said last fall that none of its members had reported any fuel thefts, that the BCTA didn't report on it and it was not an issue.

However, Claude Robert, chief executive officer of Robert Transport in Boucherville, Que. was raring to talk about the problem.

"Fuel theft is all over the place. The question is, who is it *not* being stolen from? Sometimes our employees steal it, sometimes someone else. Some drivers sell it, others get it stolen. They do it when the drivers are having lunch, or with the co-operation of the drivers. We catch some. Tankers get stolen big time."

The vast quantities of fuel being sucked from cardlocks is puzzling. After all, wouldn't a single transaction big enough to fuel 10 or 20 trucks, or multiple purchases in different areas in one night trigger alarms, the slamming shut of gates, the raising of drawbridges?

"Cardlock thefts are completely preventable," says Bilawey. "When we interview these (thieves) they invariably tell us that in the cabs they find sticky notes with PINs on the backs of the cards, PINs written on the cards, or find random four-digit numbers, which they try at the cardlocks."

Some fleets do not set daily purchase limits on their cards, which explains these astounding hauls. Yet, not only can credit limits be set, says Vicky Fontana-Vatcher, manager of fleet fuels with Suncor (while not admitting to any thefts from Suncor cardlocks), "Customers can access the Suncor card management system to change PIN numbers, pick and choose which locations drivers can fuel at."

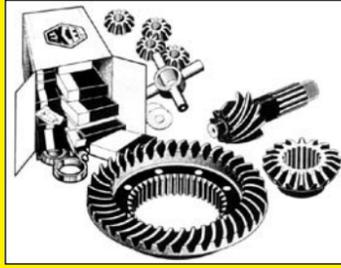
Chevron's Web site informs readers, "You can customize each card with purchase restrictions such as: volume limits, daily transaction limits, and time of day and

Continued on page 12

PAI[®] CANADA INC.

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

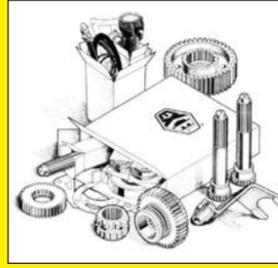
Differentials



Overhaul Kits & Components

- MACK
- EATON
- ROCKWELL

Transmission



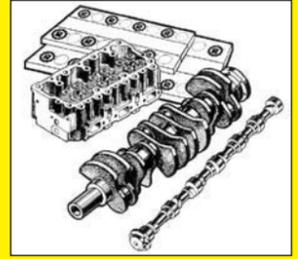
Overhaul Kits & Components

QUALITY SERVICE PARTS FOR

MACK • EATON • FULLER • CUMMINS • ROCKWELL • NAVISTAR

Dealer Inquiries Welcome

Engine Kits & Components



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

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

PALING[®]

A Trusted Name in Accident Repair Often Imitated . . . But Never Duplicated



ON THE HOOK

- ✓ Recommended by more insurance companies than any other
- ✓ One of North America's largest truck repair facilities
- ✓ New truck warranties protected
- ✓ Convenient pick-up and delivery-anywhere
- ✓ More than 50 years of experience



ON THE ROAD



PALING[®]
INDUSTRIES LTD.

409 Nash Road North, Hamilton, Ontario
Canada L8H 7R8
Tel: (905) 561-3444
North America 1-800-563-8000
Fax: (905) 561-5233
Website: www.paling.com

FRAME • ALIGNMENT • MECHANICAL • PAINT



NEED DRIVERS? CALL DRIVERS OVERLOAD.

Whatever your requirements – long or short term assignments; temporary or permanent, we can make drivers available to you, even at a moment's notice.

Our drivers are screened & qualified, plus we:

- › Check references & driver abstracts
- › Conduct background & criminal checks

Drivers Overload offers you these immediate benefits:

- › Professional drivers available for all occasions;
- › Qualified, screened & experienced drivers;
- › Fast, efficient service.

DRIVERS OVERLOAD

Drivers Overload has the right people, for the right job, at the right time.

For more information call
1 877 GO LOAD 5

Canada



COSTLY PROBLEM: With diesel reaching unprecedented heights last summer, fuel theft has become a serious problem. And it hasn't subsided since.

'Idiotic' not to place limit on fuel cards

Continued from page 11
day of week limits."

"What a lot of carriers have done is put a daily limit on their fuel cards so you can't rack up these kinds of numbers. The ideas of limits is starting to come into the mainstream," Nelson reports. One carrier contact, requesting anonymity, says, "Carriers have tightened security of the fuel cards, PINs, daily limits on cards, (started) programs to ensure fuel consumed per truck (company or owner/operator) is legit, trucks re-

main locked at all times, fuel caps have locks and yards with fuel storage are secure."

"I don't think you can put more than 500 litres a day on our cards. It would be idiotic to put an open limit on a card," Robert admonishes.

It is a simple matter for fleets with maintenance programs that monitor fuel mileage at the truck level to look for trucks with unusual fuel consumption. This could uncover drivers selling fuel on the side.

Robert says, "We keep telling our drivers of the precautions they need to take. Make sure that when you stop to sleep, that you stop in a safe area. But some drivers are careless."

He adds, "We have put devices in our fuel tanks that prevent pumping. We can slow thieves down."

Fighting diesel theft is about making thieves work harder for their paycheck. "The only thing you can do is slow them down, create problems for them," Robert says.

Thieves can be foiled other ways: "Some businesses are placing concrete barriers in the access paths after hours. Others, cameras and improvements in gates and fences," says Sinko. Gaudet has some oft-overlooked advice: "It can only help to get the community involved. We have programs where we encourage people to be informed of the community and area, to be eyes and ears. I know what is normal in my area. Seeing a half-tonne truck at a commercial cardlock – if you don't know that there is a theft going on, you are not even paying attention."

Are victims depriving thieves of any big secrets by staying silent?

"I am of the opinion, as would be any police agency (to) give information on the facts of the thefts. Your best defense is a strong offence," says Gaudet. The Edmonton Police Services agonized over whether the thefts should be made public, Bilawey confides, but he hopes, "At the end of the day we hope we are educating fleets and not thieves."

Sinko does not equivocate: "Spread the word." □

B&C TRUCK CENTRE

24 HOUR EMERGENCY ROAD SIDE SERVICE

- Large well stocked parts department
- As well as Mack Truck we carry parts for many other truck makes
- We have 8 full service truck bays with factory trained technicians
- We can take care of all your Mack Truck Warranty and Non Warranty Service needs
- 2 Fully equipped mobile service trucks
- We invite you to come and visit our facility in Port Colborne and see why we have the Niagara Regions best people and best facility



WE ARE THE AIR CONDITIONING SPECIALISTS

"No job is too big or too small"

We specialize in "Heavy Truck" and "Industrial Off-Road" mobile Air Conditioning Service.

Call us today for a Diagnostic Assessment of your AC System.

639 Main Street West, Port Colborne, Ontario

24 Hour Emergency Service - 1.888.407.1269 || Service - 905.835.1632

Parts - 905.835.9351 || Electrical Shop - 905.835.1103 || info@bctruck.ca

Please check out our web site @ www.bctruck.ca



SERVICE DEPARTMENT



PARTS DEPARTMENT



ELECTRICAL SHOP



OUR GOAL IS TO BE YOUR BEST BUSINESS PARTNER

Manufacturers, exporters slightly more optimistic

OTTAWA, Ont. – The most recent *Business Conditions Survey* conducted by the Canadian Manufacturers and Exporters indicates there's growing optimism in the Canadian manufacturing communi-

ty. Respondents' optimism about the next three months was higher than at any other time in 2009, according to the survey.

"It's a glimmer of hope in an otherwise bleak outlook," said CME

president Jayson Myers. "I believe the real economic impacts are still to be felt, but it is encouraging news that the economic decline appears to be slowing."

Of the 717 companies that responded, 49% said they expect orders to decrease between March and

June. In February, 56% of respondents felt orders would decline. Another reason for hope was that 13% of companies said they will increase employment over the next three months, up from 11% in February. The number of companies planning layoffs declined from 45% to 42%. □



WWW.VERDUYNTARPS.COM

1-888-277-7787

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

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

EAGLE

SLIDER SIDE TARPING SYSTEM

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



We Can Repair Your Tarp, and Tarp System, **FAST!**



- We Repair All Competitor's Tarp Systems
- Pit Stop Quick Service
- Tarp Repairs Often Done While You Wait.
- Custom Fit New Tarps to Existing Systems
- Greasable Wheels to Fit All Track Systems

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

CHAINS AND BINDERS



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

CARGO EQUIPMENT



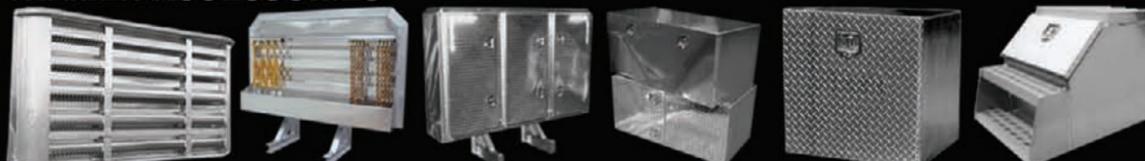
STRAPS • RATCHET AND TAILS • WINCHES • WINCH BARS • CORNER PROTECTORS

FLAT TARPS AND ACCESSORIES



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

TRAILER ACCESSORIES



HEADBOARDS • HEADACHE RACKS • STORAGE BOXES • STEP BOXES

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

OVERSIZE LOAD

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

Tankmart International TM

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

In Stock



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

In Stock



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

NEW



New 2009 Remtec 57,000 liter 6 compartment DOT-406 petroleum quad, fully equipped, Call for full specs and price.

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

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

NEW



New 2009 Tremcar 2,200 cu. ft. aluminium R-TAC pneumatic b-train, has Intraxx, alum.discs etc., ready for the cement season.

In Stock



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

On Order



New 2009 J&L 2600 c.f VAC/PNEUMATIC, Michelin tires, Intraxx, 2 fill lines, available early summer.

Feature Unit of the Month



Selection of 4-54000L Aluminum 1 compt., quad axle waste water or sludge tanks. All have baffles, choice of 6" or 8" rear discharge valves, air ride susps., new safety certification, ready to work, call for detailed specs and pricing.

NEW



New 2009 Tankcon 6300 i.g. DOT-412 fiberglass tridem, ready mid May, hurry.

NEW



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



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



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



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



Unit C221-2005 Kenworth T300 tandem tank truck, Cummins ISC 315 engine, Alison auto. trans, 14.6/40 susp., c/w 2004 alum. 17,400 liter 2 compt. DOT-406 tank, single hose reel & meter, near mint condition. Call



2007 Troxell 4100 cu. ft. mobile storage silo, built for bulk cement, available now for sale or lease. Call

See us at Expocam 2009 in Booth #4475



Unit 6787 – 2004 Remtec 49,000 liter DOT-406 spec, short alum. insulated hot product tank, 4 baffles, Intraxx air ride, alum. discs, pump off line, bottom loading set up, excellent overall.



Unit 9521 – 1995 Remtec 42,300 liter alum. insulated hot product quad, 60"x60"x95" spread, baffles, steam coil, pump off line, white baked alum. jacket, new safety, in time for the asphalt season. Call



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



Unit 8194 – 1993 Krohnert 7500 i.g. MC-307 ASME, 3 comp't S/S t/a tanker (2500/3000/2000), w/side catwalk and safety rail, very good barrel, Reyco susp., new HM-183 and safety, scarce. Call



Unit 4873 – 1996 J&L 2600 cu. ft. vac/pneumatic, 96"x96" spread, Hend. A/R w/ 2-6" rear fill lines, large filter cannister, always in plastic pellet service, natural aluminum finish, scarce.



Unit C 228 – 1998 Tremcar 8,500 gallon DOT-407 insulated S/S quad axle chemical tanker, 316 SS barrel, heat pad, 72"x72"x99" air ride susp., alum.discs, very good 11R24.5 rubber, new HM-183 inspection. Call



Unit 8339 – 1996 J&L 2000 cu. ft. vac/pneumatic, in plastic pellet service, w/ 2 rear fill lines, new steel subframe, overhauled air ride susp., new paint and safety. Call



Unit 8021 – 1995 IH 4900 Water Truck DT-466 engine, 6 spd with 11,500 liter alum. 1 compt tank, set up with air operated gravity valve, new safety, very clean truck. Call



Unit 7753 – 1997 Robica 20,000 liter 5 compt. alum truck tank c/w dual MidCom electronic registers, built to bush specs, complete unit, all you need is a c & c. In Oakville. Call



Unit 7823 – 1990 Fruehauf 6800 cu. ft. steel 2 hopper pneumatic. Clean, has electric self contained blower unit. Spring susp. Excellent oilfield unit, also 2 identical 1987 models in stock.



Recent trade – 2003 Tremcar 1 comp, 27000 Liter insulated s/s sanitary tandem axle tank trailer, has air ride, alum. discs, near mint condition, in Oakville. Call



Unit 133 – 1999 Bedard 2000 cu. ft. 60" spread tandem axle pneumatic, has top & bottom air, Hend. air ride susp., ex. overall condition, can be easily modified to a tridem. Call

www.tankmart.com

Bring on the trucks

Container haulers laud truck marshalling area upgrades

By Carroll McCormick
HALIFAX, N.S. – Drivers no longer face the dreaded line-ups on the Bayne Street service road, nor the pile-up for paperwork in the clerk's office, thanks to a \$4.4 million upgrade to the Fairview Cove Container Terminal truck marshalling area.

The Port of Halifax, Cerescorp Company, which operates the Fairview Cove Container Terminal, and the federal government shared the cost of the project. Container traffic has been down since the marshalling area was completed last summer, but when it picks up again carriers are expected to have no problems getting in an honest number of daily turns.

"Now we can process a lot more trucks – three times the volume we have now and not have trucks backed up. The terminal can do more volume in eight hours now than it used to be able to do in 12," says Calvin Whidden, vice-president of the Fairview Cove Container Terminal.

"Before, we could be there for three to four hours. Now it is as little as 15 minutes. When it gets busy again in the summer you won't be half a day getting a turn done," says Mike Berrigan, owner of Guysborough Transfer in Dartmouth. He has 22 trucks and 90% of his business is container traffic.

"Right now we are guaranteed between four and five turns a day. It is safer over there. Everything is better."

"It has streamlined the paperwork," adds Noel Foley, logistics and sales coordinator, Lighthouse Transport Services in Dartmouth.

However Rob Pittman, terminal

manager of Consolidated Fastfrate's Dartmouth Terminal, comments, "I guess, as a carrier, my socks have not been knocked off by it. It hasn't really jumped out. If there has been an improvement it has been modest."

Pre-upgrade, the terminal processed trucks in batches of nine – all the marshalling area could hold. Drivers would park, turn off their rigs and pile into the clerks' office with fistfuls of paperwork.

"The clerks would key the information into the computer system manually for the containers – two moves per truck. It would take 20 minutes (per group of nine), as fast as we could go with paper. The truckers were all trying to get directions. It was chaos," Whidden recalls.

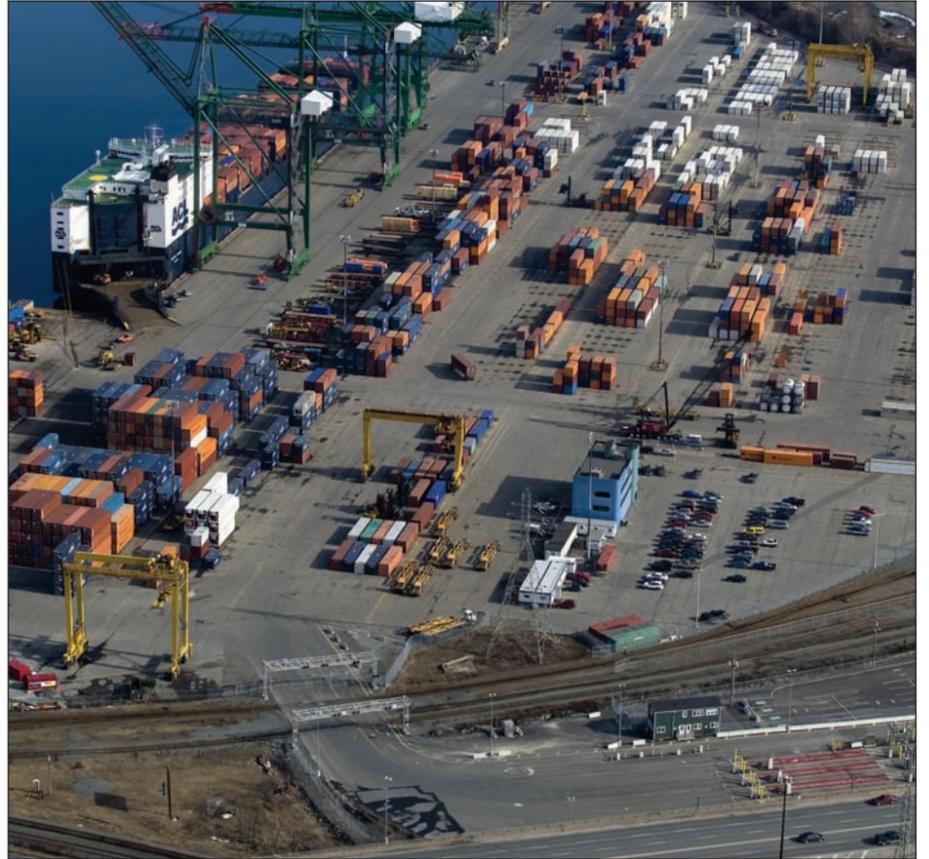
By opening hour at 8 a.m., 45-50 trucks could be backed up right out onto Kempt Road. They would be cleared by noon, but over the lunch hour the conga line could reappear.

Now drivers park in a 44-truck, four-lane waiting area, and are processed through four pedestals using optical character recognition cameras manufactured by San Diego, Cal.-based SAIC and pedestals and a processing system supplied by Long Beach, Cal.-based LA King.

This is how the new process works: A waiting truck gets a green light to pull ahead to the processing pedestal.

Cameras take pictures of the container and container numbers. An in-ground scale weighs the container and truck.

By the time the truck stops at the pedestal, the clerk has the container's weight number and a



MORE EFFICIENT: The Port of Halifax truck marshalling yard, seen in the bottom right-hand corner of this picture, has received some needed upgrades.

video of it and it has been electronically released by the shipping line. There is no paper exchange, the driver stays in the truck and gets a receipt for that delivery printed at the pedestal.

Then they pick up the phone and tell the clerk which container they are picking up. The clerk keys that into the computer.

The pedestal spits out another receipt instructing the driver where to get that container.

The trucker drops off their container and picks up the new one. Cameras photograph the out-bound container and match it to what the driver was supposed to pick up, and the truck leaves through one of two exit pedestals.

"Originally the shipping line wanted a one-hour turnaround time (in-bound gate to out-bound gate). Our goal was 45 minutes, but we are consistently at 30 minutes. There is a line-up at eight o'clock and one o'clock but 40-60 minutes later there is no line-up. There is

never any spill-over onto Kempt Road anymore," Whidden says.

And if that isn't enough to make you want to be a trucker, the new administration building has commodious washrooms on the main floor that drivers can access 24 hours a day – a vast improvement over begging for a sit-down on the longshoremen's thrones, and a luxury for truckers sleeping over in the marshalling area.

The bigger picture is that the Port of Halifax is working to grow its truck-based transload and distribution business, according to Michele Peveril, manager, corporate communications and public affairs, Port of Halifax.

"There is about one million square feet of distribution and transload facilities in the area. For those truck companies to be competitive, we need to provide quick turn-around. This value-added service really makes trucking important in the supply chain." □

CommandLIFT™
 REMOTE DOOR SYSTEM

INNOVATION FROM WHITING® DOOR

OPEN AND CLOSE YOUR ROLL-UP DOOR WITH THE PUSH OF A BUTTON!

1-877-845-3816

www.commandlift.ca

Quebec

Cooking with gas

Interest in Canadian fuel-testing program is exploding

By Carroll McCormick

MONTREAL, Que. – Fleets, vendors, governments, the American Trucking Associations (ATA) and even the US Environmental Protection Agency (EPA) are turning to Project Innovation Transport (PIT) for the definitive word on whether products claiming to save fuel work as claimed.

This is remarkable. After all, it has been not quite two years since Robert Transport and Cascades Transport approached Transport Canada about testing aerodynamic devices under rigorous experimental conditions on its Blainville, Que. test track. But two track trials

(Energotest 07 and 08) and much effort later PIT, created by and operated under the guidance of researchers at FPIInnovations-Feric Division, is, by many accounts, becoming *the* place to validate fuel-savings products.

PIT currently has 12 fleet members and the support of four government agencies. See the list at www.feric.ca under 'Program Activities/PIT'.

This year PIT decided to run two Energotest trials at Blainville. Within three weeks of inviting vendors to have their products tested, Feric had filled the May 5-13 schedule. It has already begun booking

vendors for the September trials.

The May line-up of tests currently reads as follows: Laydon Composite and Transtex Composite: aerodynamic trailer skirts; Tadger Group International: magnetic device that attaches on the fuel line, a synthetic engine oil and one other product; CentraBalance: active wheel balancing system; Forte Performance Systems: Forte premium ULS diesel booster; Alutrec: new concept in flatbed trailers; and Eco6: product that creates a magnetic field around the combustion chamber. For the first time, test vehicles will include transit buses.

Of great significance is that PIT member fleets and even some US fleets are telling vendors they need to have their products PIT-tested before they will consider buying them.

"A couple of fleets, Bison, for example, have told us (this)," says Lenny Prince, the president of CentraBalance in Montreal. "FPIInnovations has gained a repu-

tation in the marketplace. We got quotes from other testing labs as high as \$80,000. And these tests were highway tests, not controlled track tests. I think that the only perfect tests can be done on the test track."

(Bison did not return e-mails asking for comment, nor did TransForce, reported by another source as having made this requirement).

As for the importance of having a place to go for affordable, reputable product testing – CentraBalance products have yet to be formally tested – Prince says, "Every day there could be a new product on the market. (Energotest) is saving costs for those of us who are doing the manufacturing and is doing justice to the transportation industry, whether (obtaining) good results or bad."

Brad Kalk, vice-president of Vaughan, Ont.-based Forte Performance Systems got the same marching orders.

"Bison told us about a year ago that we needed to go for Feric testing before they would consider our product. SLH told us this earlier this year."

Kalk has no particular problem with PIT becoming the definitive testing body for products purporting to deliver fuel savings but, he muses, "If PIT is the only body out there to see what is real and what is not real, but then other companies jump on-board, will PIT remain the (definitive arbitrator) or will the others say that they are? How will this play out if more groups get involved?"

John Mogford, president of Winona, Ont.-based Tadger Group, heard about the PIT testing from a Groupe Robert contact. Mogford has had his products engine dyno, chassis dyno and road tested, but this will be the first time his products will be tested on a controlled track using the SAE J1321 Joint TMC/SAE Fuel Consumption Test Procedure – Type II, Recommended Practice – the test protocol PIT follows.

"The tests are starting to get on the radar," he says. "There is no-one else running these in Canada. There are a number of places in the US that are running (SAE J1321). But this is a joint venture and there is exposure. As long as the protocol is good and recognized in the US, this is good."

This would appear to be the case. The ATA's Technology and Maintenance Council has invited Feric to its annual general meeting this fall to explain Feric and PIT.

"ATA wants to learn how it can cooperate with us," says Yves Provencher, Feric business development manager.

The EPA SmartWay program has contacted PIT about certification issues and PIT data is even acceptable for verification under Canada's Environmental Technology Verification Program, according to Mogford. Perhaps, he says, "PIT can come up with something that will bridge the gap between what vendors are saying is acceptable and what municipal fleet managers think is acceptable." This very well could happen, as PIT has inner-city-style stop-and-go testing scheduled for this fall's Energotest. □



©2007 Exxon Mobil Corporation. Mobil and Mobil Delvac are trademarks of Exxon Mobil Corporation or one of its subsidiaries. Imperial Oil, licensee.

Long live your engine.

Available through Esso branded distributors from coast to coast. Find your local distributor at <http://map.essolubes.ca/>. For more information, call 1-800-968-3776 or visit www.delvac.ca

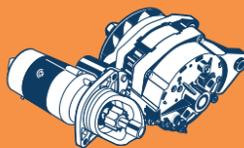
www.essolubes.ca

Mobil Delvac®

**HERE'S TO
THOSE WHO WILL
NEVER
PAY \$4.55 FOR A
CUP OF COFFEE.**

**IF YOU COULD DO WITHOUT FANCY NAMES
AND FRILLY EXTRAS,** get to know PARTSMART
truck parts — they're built to high quality standards
but will cost you less. They're also backed by a
one-year parts replacement warranty.

Quite a jolt, isn't it?



LIGHTING | WIPERS | ROTATING ELECTRICS | DRIVELINE | BELTS & HOSES | CLUTCH | BRAKE COMPONENTS | SEALS & BEARINGS



NOW AVAILABLE
at participating International® and IC Bus dealers
www.partsmartparts.com



Ontario

OTA proposal would end road tests for seniors with clean records

Continued from page 1

tory retirement requirements. At the time, the Minister of Labour announced “your skills, ability, drive and determination do not stop once you turn 65. It (this legislation) recognizes that those who are 65 and older should enjoy the same right to earn a living, and contribute to society, as those who are younger.”

OTA felt the statement should apply equally to senior drivers, who are required to complete a road test every year after reaching the age of 65.

The association developed a policy that would eliminate the annual road test requirement for most senior drivers, but the MTO has refused to budge. The issue was brought back to the forefront after a cover story in the March issue of *Truck News* highlighted the unintended consequences new testing requirements are having on senior drivers.

Since June 2008, drivers have been forced to take their road test using a truck with a: manual transmission; trailer at least 45-ft. in length; and air brakes on the tractor and trailer, among other things. While the new requirements were intended to close loopholes that allowed entry-level drivers to acquire an A/Z licence using equipment that doesn't reflect the realities of their future working environ-



GOING THROUGH HOOPS: Even the greatest drivers in the industry must go through hoops to retain their A/Z in Ontario after reaching 65 years of age.

ment, it has also squeezed many experienced professional drivers from the industry.

Since the article was published, *Truck News* has received dozens of calls from senior drivers who have left the industry out of frustration, or are considering leaving the industry due to the onerous requirements.

Ironically, many of them have accrued millions of miles of accident-free driving using trucks with manual transmissions, but have switched to automated gearboxes in recent years because they were considered a safer and more efficient spec'.

The cost of renting a truck with a manual transmission is prohibitive to many owner/operators, especially in a challenging economic environment.

David Bradley, president of the OTA said the current testing requirements are “forcing good full-time, part-time and casual drivers, into unwanted, forced, retirement at the age of 65.”

He noted no other jurisdiction in North America requires senior drivers to take a road test each year.

“Every week I hear from older drivers in or approaching this age category who want to keep working, who are as vibrant and hard-working as anyone else and the question is always the same: When is MTO going to change the rules for licence renewals?” said Bradley. “This is a legitimate question and one only the government can answer.”

“These drivers deserve to be heard,” he added. “So we have created a tool on the OTA Web site which will allow drivers to easily identify who their MPP is, simply by typing in their postal code, and retrieve the e-mail or mailing address so they can contact their MPP directly. We also provide a sample letter the drivers can use as they see fit and an OTA briefing note on the issue.”

The OTA is urging all drivers to contact their MPPs, and is also suggesting carriers notify their

drivers of the new online tool. The Owner/Operators' Business Association of Canada (OBAC) meanwhile, is also developing a Web page that will serve as a resource for MPPs who are unfamiliar with the issue.

It is currently under development, and will soon be available at www.obac.ca.

The *Truck News* article and other background information will be posted there as well, so MPPs can get up to speed on the issue.

If adopted, the OTA policy, which is also outlined on its Web page, suggests: A driver would be required to prove medical fitness every year after reaching the age of 65; the renewal period for a CDL upon reaching the age of 65 should be two years until the driver reaches the age of 71, and annually thereafter; and the driver would be required to pass the normal written test and written air brake examination, but would only be required to take a road test and practical air brake examination if they have more than: five demerit points, one preventable accident and/or one out-of-service violation.

The policy would spare the vast majority of safe, professional senior drivers the cost and burden of taking a road test every year.

There is a precedent for successful letter-writing campaigns supported by both the OTA and OBAC. In March 2007, the federal government announced it would restore the meal tax deduction limit for professional drivers from 50% to 80%, following an effort dubbed the *Lunchbag Letdown Campaign*, launched by the Canadian Trucking Alliance (a national affiliate of the OTA), OBAC and the Teamsters union.

More than 4,000 postcards were filled in by drivers and sent to Finance Minister Jim Flaherty's office as part of the initiative.

The federal budget released in March, 2007 contained legislation that would gradually restore the meal tax deduction limit to 80% by 2011. □

— For more on this issue, see David Bradley's column on pg. 31 and reader reaction on page 48.

THE TRUCK STOPS HERE!™

STATESIDE CONSULTING INC.



Starting Your Own Trucking Business?
Start with Stateside!

In only 17 business days we can turn your dream into reality.

WE GUARANTEE IT!

■ U.S. & CANADIAN AUTHORITIES (Full Compliance throughout North America)	■ FDA – FEDERAL DRUG ADMIN. (Immediate registration)
■ ACE PROCESSING CENTRE (24/7 & Lightning Fast)	■ BONDED CARRIER STATUS (Canada, U.S. & Post Audit)
■ C-TPAT (If you don't join you'll be left behind!!)	■ R-PERMITS – DIVISIBLE LOADS (Gross 117,000 lbs. in New York State)
■ INCORPORATIONS (No fees when applying for Full Authorities)	■ FACTORING (No Set Up Fees & No Recourse)
■ IRP & IFTA REGISTRATION (Usually within 1 day)	■ FUEL TAX & LOG BOOK AUDITING (Includes NY, KY, NM & OR Road Tax)

We will provide all the original documents that must be kept in your vehicle to guarantee full Legal Compliance with FMCSA, USDOT, & MTO.

Stateside is Canada's Only "ONE STOP SHOP™" For Truckers!

Call for a **FREE** consultation

1-800-401-9138 Wayne Noftle 6705 Tomken Rd., Suite 219
Mississauga, ON L5T 2J6
Fax: 1-888-795-2258
info@statesideconsulting.com www.statesideconsulting.com

With over 30 years experience in the Transportation & Insurance Industry!

KRTS offers refresher course for senior drivers

CALEDONIA, Ont. – KRTS Transportation Specialists has set up a program to help Ontario's senior A/Z licence-holders pass their annual road test. Beginning Apr. 1, KRTS has been offering a special course at each of its three campuses designed specifically to help senior drivers pass the DriveTest road test.

“Collectively, our team does not accept what the DriveTest Centre and the provincial government is doing to one of our industry's most valuable asset, the experienced professional driver,” announced Kim Richardson, president of KRTS.

The school is offering two programs for senior drivers. The first is a full-day refresher course designed for the veteran driver who wishes to use a KRTS tractor and trailer for the road test. It costs \$900. The school is also offering a half-day program where the training is done on the customers' own equipment and the road test is booked by the client. The cost for that one is \$500.

“It is important that we step to the plate and do something for these great drivers who have helped build our industry,” added Richardson. “These drivers are some of the best in the business and quite frankly, the government is not helping us retain some of our most valuable people.”

For details on the Commercial 65 program, call KRTS at 800-771-8171. □

HOW DO YOU SPELL TIRES WITH HIGH VALUE?

H-A-N-K-O-O-K

In the age of unlimited competition, we can agree that having the right parts is the first step in providing quality services. Therefore, many owner-operators and fleet managers turn to well-recognized brands that provide high quality products with high price tags. In the tire industry, it is no different. Many companies purchase tires manufactured by the top three companies despite high prices without considering purchasing other brands, simply because of the perception that the other brands are manufactured by overseas companies with low technology to make them cheap. Certainly, the perception is justifiable to some brands, but not to Hankook. Here is why:

Fact : Hankook Tire is a global company, not an overseas company.

Maybe you did not know this, but Hankook Tire is one of the largest tire manufacturers in the world. In fact, Hankook Tire is the 7th largest tire manufacturer in the world with one of the fastest growth rates in the industry*. With great success and satisfied customers all around the world, the company grew and transformed itself over the years. Hankook Tire now has more than 20 offices globally, multiple state-of-the-art manufacturing facilities and several technical centres on every major continent including in the U.S., Germany, Korea, Japan and China. With a global network that stretches from Seoul to Toronto to Moscow, it is true that Hankook is a global company, not an off-shore tire company. Hankook products are premium imports developed to exceed the expectations of consumers.

* Modern Tire Dealer, 2008

Fact : Hankook Tires are produced with innovative technology.

Grouped with energetic, smart and consumer-oriented engineers, Hankook Tire continuously re-invests approximately 5% of its revenue into Research and Development. At the Akron Technical Center of Ohio, energetic and dedicated engineers develop tires that reflect the weather, road and drivers of North America. The dedication and effort in advancing tires has been noticed from several highly respected organizations.

First, Hankook Tire is original equipment tire supplier to International Trucks and I.C. School Buses on drive and steer positions. The tires meet and exceed the requirements of the highly respected company and continue to satisfy drivers and fleets in North America. Secondly, Hankook Tire has been recognized by the U.S. Environmental Protection Agency and received EPA SmartWay certification on three truck and bus tires for reduced rolling resistance that creates a smaller carbon footprint. The recently launched AL07+ steer tire, top-seller Z35a drive tire and advanced TL01 trailer tire provide reduced rolling resistance of 3% or more to meet SmartWay standards. The certified Hankook tires provide improved fuel economy and reduced costs to drivers and fleet managers.

In addition, Hankook focuses on improving fuel efficiency and lowering the rolling resistance of current and future products with an annual investment of \$19 million on R&D to make more environmentally-friendly products that reduce the operating costs of O-Os and fleets. Certainly, you will hear about additional Hankook products being certified for the SmartWay Program.

Fact : Hankook Tires provide tremendous value to the consumer.

You now know the Hankook products are made by a global company

that focuses on providing innovative products that are high in quality. And the company's effort has been recognized and certified. But did you know the tires provide excellent value to consumers? Hankook tires are very cost effective in comparison with comparable quality products and have been well-recognized for their value. Call your local dealer today to find out how much you can save with Hankook products and how they can deliver better value. The news you hear about the price, quality and value of Hankook Tires will be some of the best news you will hear in 2009.

Fact : Hankook medium truck tires are available at your local dealer.

With thousands of dealers across Canada, Hankook truck and bus tires are available at your local dealer to help you earn more value for your purchase. From the ports of Vancouver to the lumber mills in the Maritimes, the dealers are proud to sell Hankook products and they are widely available. In addition, the new large distribution centre in Ontario can service Ontario fleets directly and help you to reduce costs, which will help your fleet in the current economic downturn. For further information, please contact Hankook Tire Canada Corp., at 1 800 843 7709.

So, how do you spell tires with high value? H-A-N-K-O-O-K



Tame the Road



Hankook
driving emotion

Ontario

Indian Trucking Association meets with MTO, CBSA

By Harry Rudolfs
TORONTO, Ont. – The Indian Trucking Association (ITA) is an example of an organization that's stronger than the sum of its parts.

Founded a little over a year ago, the ITA holds regular information and education seminars on a bi-monthly basis. The meeting I attended in Mississauga on March 28 began with

chai tea and vegetarian snacks served at an elegant banquet hall, followed by presentations from the Canadian Border Services Agency and the Ontario Ministry of

Transportation.

About 50 people, including drivers and truck fleet owners, viewed PowerPoint presentations from the government agencies. CBSA spokespersons explained border crossing procedures and programs

Continued on page 22

TARPS! TARP SYSTEMS! FLATBED EQUIPMENT!

CANADIAN MADE TARPS RIGHT HERE IN BRANTFORD!



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



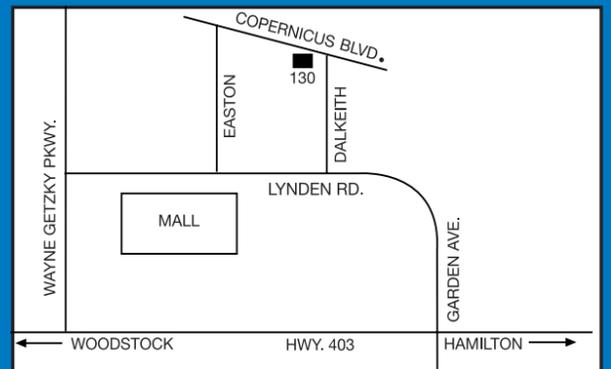
PAUL VANDENBERG



1-866-948-2777

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

130 Copernicus Blvd.,
Brantford, ON
N3P 1L9
519-720-9464
Fax: 519-720-9468





Charles Musgrove—
Director of Operations
Dillon Transport, Inc.

“MICHELIN® X Ones® are our competitive advantage.”

“We switched to X Ones® when they first appeared on the market primarily for the weight savings. What we got, in addition, is outstanding fuel economy. Our trucks are getting 6.3 mpg, which translates to about 4% or \$300,000 in fuel savings annually. Add that to the \$350,000 in extra revenue from our weight savings and our X One® tires have contributed greatly to our success at Dillon. Plus maintenance is easier, cheaper and faster with no inside dual and we love the fact that X Ones® symbolize our innovative and green operating practices, helping us get bids through the SmartWay partnership. For us, the decision to put X Ones® on our fleet was a no-brainer.”

Michelin. Improving your bottom line through innovation—that’s a better way forward.
Visit www.michelintruck.com for more information.

Ontario

Axle weight issues plague gravel haulers

Continued from page 20 including FAST, C-TPAT and NEXUS. Some discussion was given to the enhanced drivers licences (EDLs) being introduced by several provinces. As of June 1, all Canadian visitors to the US will require passports, including truck drivers. The high-tech EDLs will contain a microchip, and are being touted as a cheaper alternative to passports.

Next, MTO officer Sgt. Shaun Dotzko discussed various aspects of carrier enforcement, covering everything from the new Ontario speed limiter law, to hours-of-service to how to challenge a ticket. According to Dotzko, you have 15 days to appeal a citation and you should go through the chain of command, starting with the regulatory officer, to the enforcement supervisor and finally the enforcement coordinator.

Dotzko also listed the five main



A MATTER OF INCHES: MTO officer Bill Vangou demonstrates how inspection officers measure wheelbase length. *Photo by Harry Rudolfs*

reasons for a vehicle being taken out-of-service: load security; brake adjustment; air supply; lighting systems; or parking brakes. The sergeant made the case that increased

enforcement does enhance public safety, citing 81.9% compliance levels in a recent blitz, and the fact that wheel-off incidents have decreased 70% in 10 years (215 wheel-offs in

1997 as compared to 70 in 2007).

Alf Brown, a senior supervisor from the MTO's head office in St. Catharines, explained the reason for the newly-introduced, one-time \$100 CVOR fee.

"We have a huge database of 140,000 CVORs and we have no way of knowing which ones are active," he said.

The seminar moved outside for the last portion where a big Kenworth was hooked up to a three-axle live-bottom trailer. Many of the attendees were involved in aggregate hauling so there was keen interest as MTO officers William Vangou and Sgt. Dotzko took a steel tape and measured the trailer. Vangou explained that enforcement officers calculate axle weight, gross weight and wheelbase length and take the lowest amount into consideration when determining overweight infractions.

"If you're overweight at the pit scale, go and dump your load," said Vangou. "If the pit operator refuses to reload you, call the MTO," he added.

But the problem is more complicated, according to one owner of four gravel trucks who didn't want his name used.

"The problem starts at the pit," he said. "The guy loads you so you're too heavy. And when we run the belt (on the walking floor trailer) the load moves to the back and the load is uneven. So the pit scale shows that your gross is okay but when you get to the MTO you're overweight on the back axles."

According to this owner, drivers have been told to shovel gravel by hand from one axle to another. This is galling to some drivers and owners because they have nothing to do with the loading.

"In most cases, the driver is instructed to sit in the cab of the truck while being loaded," said ITA president Nachhattar Chohan. And he thinks some loaders' scales may be inaccurate.

"The scale company will tell you that you have 40,000 on-board while the weight is actually 48,000. It's not just having to shovel loads by hand, lots of people are complaining about axle weight issues."

According to Chohan, the ITA and MTO have been holding meetings about their common concerns for the last year. And judging by the large contingent of four MTO officers at the seminar, they must be getting heard.

"We are fighting for the rights of all truck drivers, not just ones from the Indian community," he told me.

Depending on who you talk to, the ITA has 400-700 members. Membership is free and open to anyone, although the group is thinking about instituting a fee in the near future. Executive director Jatinder Jaswal sees strength in numbers. He told me he is trying to negotiate group rates on fuel and insurance, among other things.

The ITA is also holding its second annual Great Canadian Indian Truck Show at the Powerade Centre in Brampton, Ont. on Aug. 8. The event features a show'n'shine, music and entertainment and Indian food. ITA director Najib Iqbal is expecting a good turnout. "Despite the fact that there's a recession, we're making it twice as big as last year." □

Visit us at
Expocam 2009
Booth 4544

You can't afford to lose \$6000.00*

with unnecessary idling.

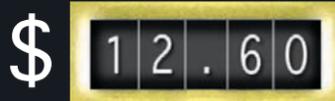
Keep your drivers warm tonight...



IDLING TRUCK



GEN SET



ESPAR HEATERS



*Based on 10 hrs idle time @ \$1.05 litre

for LESS.



Espar Heater Systems
a member of the Eberspächer group of companies

For information on how you can start your savings today

800.387.4800 espar.com



Earl Hardy Big Rig Nationals rev up

GRAND BEND, Ont. – The Earl Hardy Big Rig Nationals are expanding to a two-day format in July. The popular event, which includes a show'n'shine, truck drag racing and a vendor display, outgrew its previous time slot, according to organizers. Traditionally held in early September, this year's event will be held July 10-11 at Grand Bend Motorplex.

"This event simply outgrew its time slot. With its continued success and the support of the truckers, the fans and of course the advertisers that make it all possible, we knew it was time to really let it 'spread its wings' so to speak," said Paul Spriet, COO of Grand Bend Motorplex.

"Earl Hardy Trucking, *Truck News*, Team Truck Centre, they all tried to convince us two years ago to take the event to the next level. When we finished last year's event,

it felt like there was still so much more we could have done, that we decided to take the leap for 2009," added track manager Ron Biekx.

Sherry Clarke, a founding member of the team that built the Fergus Truck Show, has come on-board to help promote and grow the event. She is accepting registrations for the show'n'shine and can be reached at 519-238-7223, ext. 24 or by e-mail at truck.event@gmail.com.

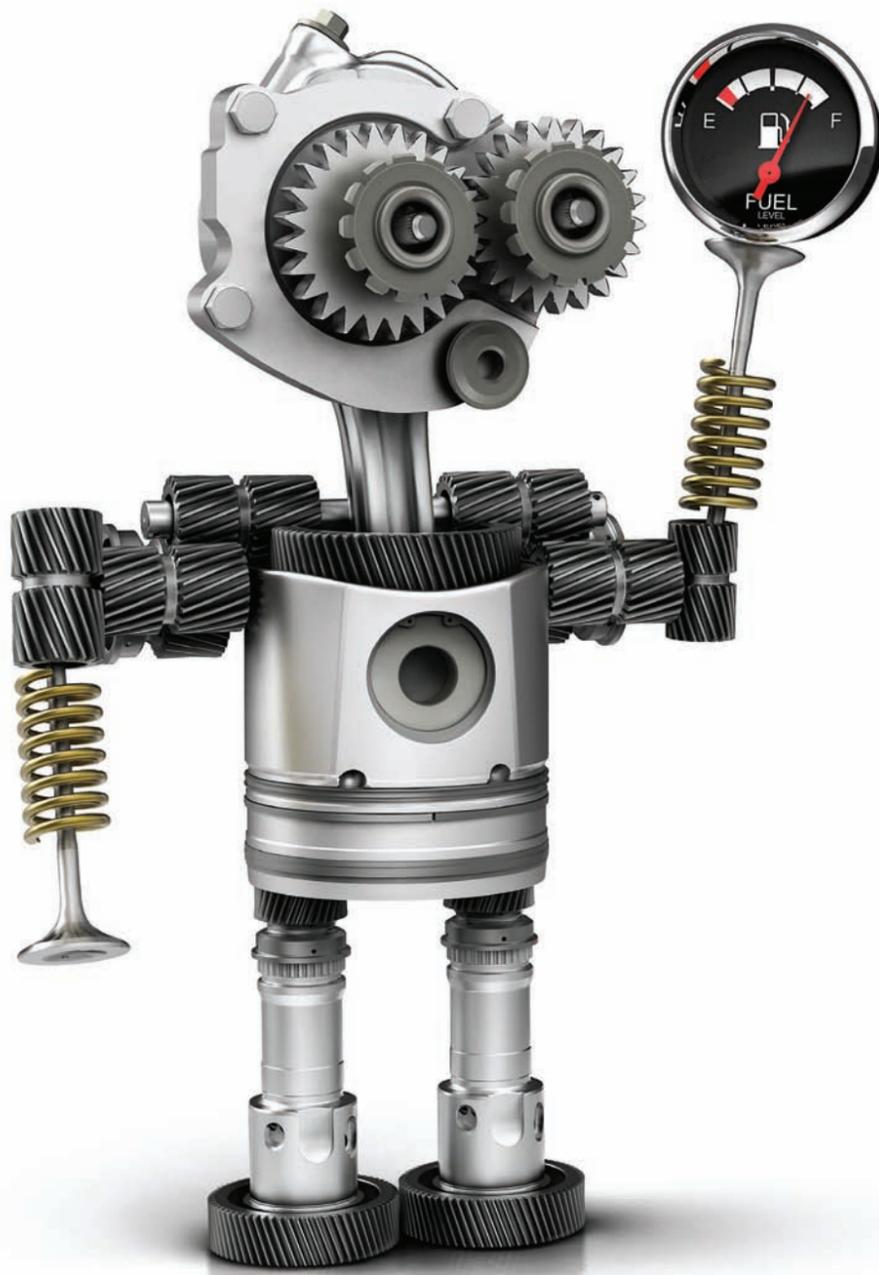
However, as organizers prepare for an expanded two-day festival, one question remains. How exactly will Ontario's speed limiter law impact the racing? Organizers are hoping someone with the qualifications and expertise will be available on-site to de-activate the racers' speed limiter settings for the on-track racing and then reprogram them after the event.

If your company can help, contact Biekx at 519-238-7223, ext. 26. □



NEW ROAD KNIGHTS: The Ontario Trucking Association has named its 2009-2010 Road Knights Team, consisting of eight professional drivers that exemplify excellent communication skills, first-class driving records and a strong desire to promote the industry. They will promote the industry to the media and at community events for the next two years. This year's team includes: Back Row (l – r): Brian Panchuk, Bison Transport; Roger Douthwaite, Altanic Transportation; Anne Finley, Tandet Dedicated; Todd Badour, Trimac Transportation Services; and Guy Broderick, Apps Transport Group. Front Row (l – r): Bob Duncan, Kriska Holdings; Paul Martin, MacKinnon Transport; Geoff Edwards, Werner Enterprises Canada.

YOU'LL BE SURPRISED BY SOME OF THE PARTS THAT BENEFIT FROM DELO.[®]



Delo[®]

Is it really a surprise when it's Delo? Delo[®] products can help maximize your mileage, extend service intervals, and can help increase the life of your equipment. Some of the largest, most advanced fleets have saved millions of dollars using Delo. Even if you have a fleet of one, using Delo products formulated with ISOSYN[®] Technology can save you money. Taking advantage of the full line of Delo products could maximize your fuel economy even more. To learn more

ISOSYN[®] Technology delivers synthetic-like performance and outstanding value.



about *The Delo Performance Advantage[™]*, visit us at www.deloperformance.com.



DELO DELIVERS CONFIDENCE[™]



A Chevron company product © 2009 Chevron Products Company, San Ramon, CA. All rights reserved. All trademarks are the property of Chevron Intellectual Property LLC.

NEED A FAST CARD?



If your Fast Card has been refused
or you need to apply for a Fast Card
...we can Help!

FREE CONSULTATION!!! • CONFIDENTIALITY GUARANTEED



If you need a Fast Card, Pardon or U.S. Waiver

Call Us Today!

Toll free: **1-888-599-2999**

www.justpardons.com

3442 Yonge St., Toronto

KING RADIATOR LTD.

1-800-741-9365

905-795-9009

6771 Columbus Rd.
Unit #7
Mississauga, ON L5T 2J9

4 Hour Drive-in Service (Most Models)

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

PICK-UP & DELIVERY ANYWHERE!

COOLING the Trucking and Transit Industry

Shipping Across Ontario & Canada

	407	
N		Derry Rd.
Mid-Way Blvd.	Columbus Rd.	Dixie Rd.
	401	

Financing

Credit crunch

Fleets report tightening credit, but finance companies say lending criteria has not changed

By James Menzies

TORONTO, Ont. – There’s a widely-held belief in the transportation industry that the global financial crisis is preventing trucking companies from accessing the capital they need to grow their businesses.

In the Ontario Trucking Association’s (OTA’s) Business Pulse e-Survey for the fourth quarter of 2008, 72% of fleets reported their access to credit was tightening.

It was only marginally better during the Q1 2009 survey, with 67% of respondents saying their access to credit was tightening and 33% reporting ‘no change.’ (Not a single fleet said its access to credit was easing.)

While it may appear that financiers are feeling rather ungenerous these days, the reality is that the tightening credit situation is more a reflection of the deteriorating state of the industry’s collective balance sheets, according to lenders.

“We have not changed any of our underwriting criteria or our procedures to evaluate the credit-worthiness of prospective clients,” insists Patrick Palerme, president and CEO of GE Capital Solutions. “We have observed signs of deterioration of companies’ balance sheets as a consequence of the poor economic conditions.”

David Brown, national sales and marketing manager with Daimler Truck Financial, agrees.

“There’s no shortage of money available,” he says. “The larger and better-financed companies have had no problem getting credit. I think what has entered the market somewhat, is funders have gotten more selective to a degree.”

While large-scale, truck-centric lenders are still doling out the money to stable trucking firms, some smaller finance companies have left the market due to funding issues of their own. And big banks are shying away from trucking companies, due to the high level of risk associated with the industry.

Palerme said the crisis may have peaked in the fourth quarter of 2008, with some stability returning to the market early this year.

“The extreme and unprecedented volatility seen in the last quarter (of 08) made it difficult for us to intelligently price deals in the last quarter,” he says.

“Since the last quarter of 08, the situa-

tion has improved a lot for us and it’s business as usual.”

So the good news is credit is still available for transportation companies.

The bad news is that prospective lenders will be going over your balance sheet with a fine-toothed comb to ensure their investment is safe.

With a rapidly-falling loonie, evaporating southbound freight, volatile fuel prices and general economic malaise, be prepared to open your books to lenders.

“When we meet customers, we ask to see their latest financial trends,” explains Palerme. “Any prudent lender will look at the balance sheet and make sure our customers will survive in the long-term.”

They look to ensure the fleet is collecting appropriate fuel surcharges, charging profitable rates, etc.

“One thing that never changes year in and year out, cycle in and cycle out is: balance sheet strength; operating ratio; working capital ratio; all those key ratios are king,” adds Brown.

“And in a capital-intensive industry like trucking, the better financed you are, the more consistently profitable you are, the better able you are to weather the ups and downs.”

There are steps a company can take to improve its chances of obtaining credit when it’s needed, even in an uncertain business environment, according to GE’s Palerme.

1. Diversify lending sources: “Don’t put all your eggs in one basket and keep a relationship with just one lender,” Palerme suggests. He advises customers to shop around, compare rates and services and develop relationships with multiple lenders.

2. Plan ahead: Look ahead and anticipate when financing may be required, suggests Palerme. If you’re a small fleet especially, “Don’t come suddenly and say you need financing for three trucks this week because you’re getting deliveries on the weekend.”

3. Set up a pre-approved line of credit: Applying for a line of credit will ensure you have immediate access to money when the need arises unexpectedly. It will also allow you to develop a relationship with your lender and discuss future financing options.

4. Reassess your needs quarterly: Palerme suggests constantly re-evaluating your financing needs

Ridewell’s Monopivot 240

Severe Duty Trailer Air-Ride
25,000 & 30,000 lb. Capacity
Overslung & Underslung Configurations



The Engineered Suspension Company

RIDEWELL SUSPENSIONS

800.342.0417 • 417.833.4560 (fax)

www.ridewellcorp.com



on a quarterly basis.

5. Communicate with your financial partners: Keep the communication channels with your lenders open at all times, advises Palerme. Keep them informed of challenges and changes affecting your business and always be honest.

If you do qualify for credit, expect to pay more for it.

While interest rates on big ticket items like mortgages and passenger vehicles may be dropping, the same cannot be said for finance rates on new equipment.

“Before the financial meltdown, the transport industry was benefiting from the best interest rates the industry has ever experienced,” says Palerme. “But the risk/reward equation was not working at all – the rates were very small and the risks were still pretty high.”

Daimler’s Brown says rates are still very attractive for well-financed, profitable fleets.

“The better-financed fleets are getting extremely attractive rates right now, for those fleets where the balance sheet is not as strong, the rates go up.” □

Ontario budget to benefit equipment purchasers

TORONTO, Ont. – The Ontario Trucking Association (OTA) is lauding a provision in the provincial budget that will harmonize the Provincial Sales Tax (PST) with the federal Goods and Services Tax (GST).

It’s a move the association has been endorsing for years now, according to OTA president David Bradley.

“In a low margin industry like trucking, taxes on business inputs, which a company must pay whether it is generating a profit or not, are regressive,” said Bradley.

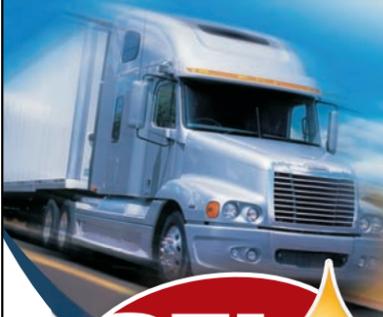
“Truckers, more than many other industries in Ontario, and certainly more than our competition from other parts of Canada and from the United States, where key business inputs such as tractors, trailers, parts, etc., are either eligible for GST-type credits or are exempt from sales tax, have had to endure a situation where the more the more they invest in equipment that is more efficient, more productive, safer and more environmentally-friendly, the more tax they have had to pay.”

Harmonization will also free truckers from having to pay provincial tax on maintenance and repair labour costs, according to the OTA.

While the PST was never intended to tax services, it was applied to shop labour.

Bradley said OTA will work with the province to ensure truckers will receive input tax credits for this service.

There will also be significant tax cuts for businesses over the next couple of years. □



BEST SERVICE

is what you can always count on!





QUICK TRUCK LUBE

3 Drive-Thru Bays for Oil Change
(With Truck & Trailer)





- Easy ON & OFF from highway
- Fast & professional service
- Save your weekend & off days
- No appointment necessary





We check your transmission and differential levels and grease your truck with every oil change.

Tel: 519-622-0660

www.quicktrucklube.com

One truck or your entire fleet, we'll manage your schedule.

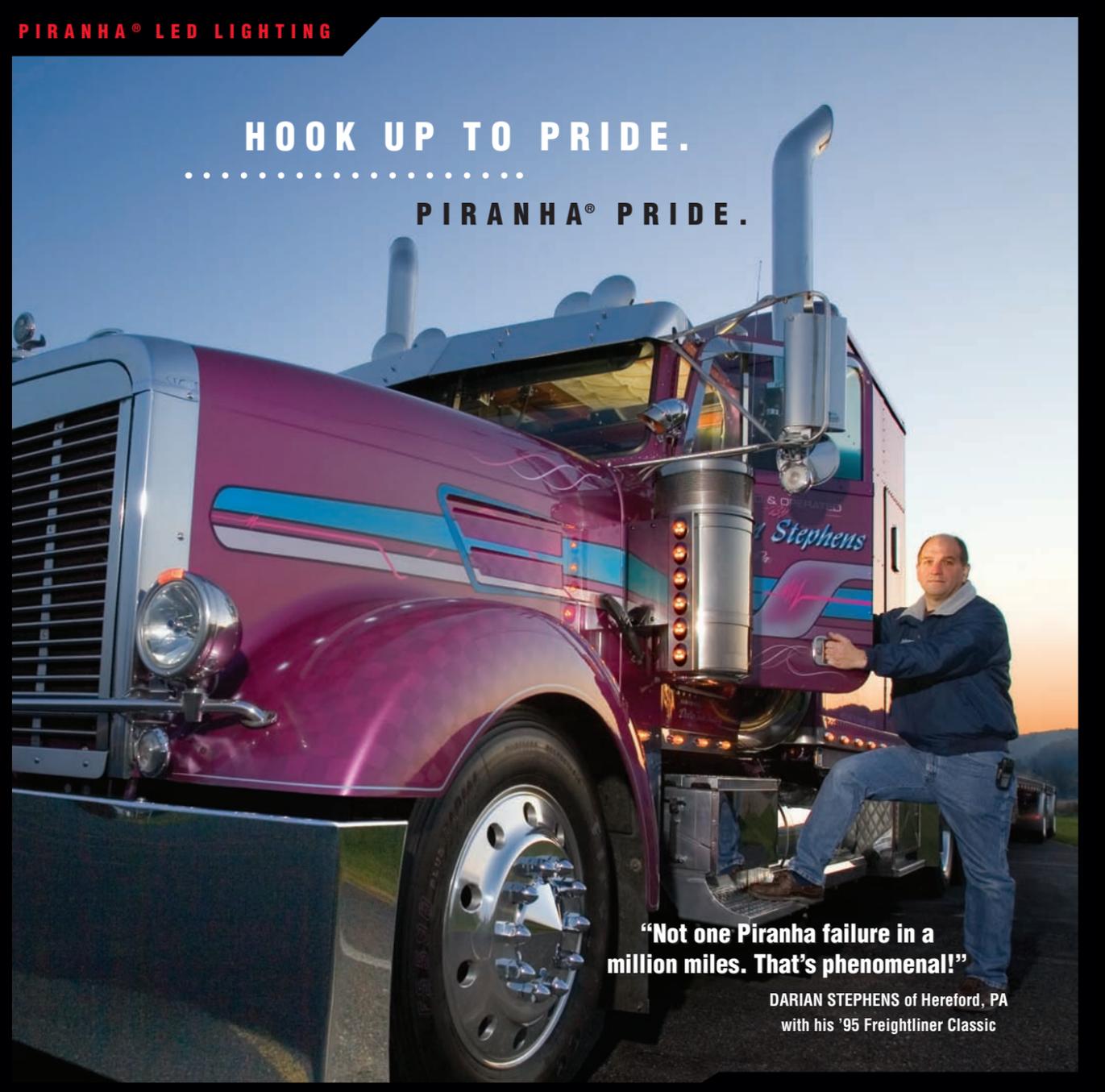
Exit 268 fm 401

Conditions apply

PIRANHA® LED LIGHTING

HOOK UP TO PRIDE.

PIRANHA® PRIDE.



“Not one Piranha failure in a million miles. That’s phenomenal!”

DARIAN STEPHENS of Hereford, PA
with his '95 Freightliner Classic

IN 1997 DARIAN STEPHENS customized his Freightliner Classic with Piranha LED lights. He’s proud that a million miles later, his rig and the Piranhas are still going strong and looking good.

“Last year we were named the winningest Pride & Polish rig of all time,” he says. “And I’ve had zero problems with the Piranhas. That’s why I stick with Peterson all the way around.”

Take a tip from Darian: Keep the pride in your ride by hooking up to Piranha. Available at safety lighting centers everywhere.



Piranha®

816.765.2000 • www.pmlights.com



PETERSON

4200 E.135th St. • Grandview, MO 64030

www.pmlights.com

By James Menzies

TORONTO, Ont. – Fleets are under constant pressure to reduce costs, but with heavy-duty engine oil (HDEO) representing only about 1.5-2% of a fleet's maintenance spend, it's an easy expenditure to overlook. However, there are worthwhile cost savings achievable by properly managing your fleet's oil program – and we're not talking about the short-sighted tactic of substituting a premium HDEO with a less expensive alternative.

"In the long run, a lower cost product can actually increase overall costs," warns Dan Arcy, OEM technical manager with Shell Lubricants.

So how do you go about trimming costs while also enjoying the benefits of a premium oil? It begins with using the right oil in the first place.

START WITH THE RIGHT OIL

For starters, buy a brand name product with the American Petroleum Institute (API) donut on the pack-

Slick savings

How to reduce oil costs and still enjoy the benefits of a premium product

aging. This ensures the oil meets stringent performance criteria established by the API.

"What some companies in the lower price range will do, is make statements like 'meets the requirements of CI-4 Plus or CJ-4,' and that's just marketing lingo," says Gary Parsons, global OEM and industry liaison manager, Chevron Oronite Company. "You want to make sure that the product is licensed CI-4 Plus or CJ-4 oil."

A typical HDEO consists of 75% base oil and 25% additive. It's a delicate balance that can easily be compromised by a fringe player that may not have the most secure supply

chain, Parsons points out.

"Product stewardship and integrity along that supply chain is critical," he says. By this time, most fleets and owner/operators have already developed a preference for one brand or another. The next step is to choose the right formulation – and there are choices.

CJ-4 vs CI-4 Plus

When low-soot, EPA07 engines were rolled out to the industry, a low-ash motor oil was also introduced. CJ-4 is completely backwards-compatible for use with pre-07 engines, and is strongly recommended – in some cases required – for

2007 and newer engines.

CJ-4 has demonstrated improvements in areas such as wear protection, deposit control, oxidation control and soot handling, according to Shell's Arcy. However, it also comes with a steeper price tag. Is it worth the extra purchase price? That depends on who you ask.

"There may be a higher cost, but it will help with the long-term durability of the engine and you're definitely going to have a longer service life of the diesel particulate filter (DPF)," points out Arcy.

Initially, all engine OEMs required the use of CJ-4 oils with 2007 engines for this very reason. It was feared that the higher ash content of CI-4 Plus oils would prematurely clog the DPF and maybe even hinder engine performance. However, since then, some engine manufacturers have relaxed their requirements for CJ-4 heavy-duty engine oils and will honour warranties regardless of whether a CJ-4 or CI-4 Plus product was used. This change of heart warrants a re-evaluation of the type of oil fleets and owner/operators should use, admits Parsons, especially if you are running pre-07 engines.

"If you have a pre-07 engine in your truck, why pay more for the CJ-4 when you can run just as well on CI-4 Plus?" he asks.

Even when running 2007 and newer vehicles, it may still make sense to shorten DPF cleaning intervals in order to save money by using a CI-4 Plus oil, he says.

"You may have to clean out the DPF a little bit earlier, but having the ash removed from the DPF costs about \$100-\$200. So if a fleet or owner/operator was to do the math... (and clean) out that trap one additional time over a 300,000-mile period, maybe the economics come out in favour of CI-4 Plus."

It's an honest opinion – and one that's not likely to win him any favours with other players in the market, which are pushing the industry to transition entirely to CJ-4 Plus oils, so they can collectively recoup the investment they've made in developing the new formula (suggested to be as much as US\$70 million).

"We spent a heckuva lot of money developing CJ-4, so there is a desire to recover the investment and for people to use the latest and greatest," acknowledges Parsons.

Fleets should also be cognizant that there is a cost associated with carrying two types of oil, and as EPA07 engines continue to displace older model equipment, it may be more cost-effective to make the wholesale change to CJ-4.

Arcy points out if you continue to use CI-4 Plus oil with EPA07 engines, the DPF cleaning interval will be compromised in direct relation to the ash content of the oil. CI-4 Plus has about a 50% higher ash content than CJ-4, so a DPF that can go 300,000 miles between cleanings with CJ-4 may only reach 200,000 miles or so if you're using CI-4 Plus.

Conventional vs. synthetic

Another consideration for fleets may be the potential to save fuel by upgrading to synthetic HDEOs. But like the CJ-4 vs. CI-4 Plus debate, there are trade-offs to consider – most notably purchase price. Some oil marketers are certainly more ag-

ZENVIRONMENT. CHANGING THE LANDSCAPE.



Introducing Yokohama's breakthrough new Zenvironment technology. With a stronger, more resilient rubber compound that resists cuts and chips, it's revolutionizing the trucking industry. Zenvironment offers a longer original tread life, better retreadability and lower rolling resistance for better fuel economy. And the casing comes with a 7 year limited warranty. Plus it's guaranteed to have a cost per kilometre lower than any major competing brand by at least 15%. So join the movement. Ask your dealer about it today.





DON'T BE A DIPSTICK: It is possible to trim your oil budget without simply buying an inferior product.

gressive than others when promoting their synthetic HDEOs.

Paula Del Castillo, category manager with Petro-Canada's commercial transportation lubricants division, is one such proponent of synthetic HDEOs.

She says synthetic engine oils not only improve fuel mileage, but will improve cold weather startability and provide better long-term engine protection.

"If it's -30C outside, you can go out and turn on the vehicle with a 0w40 (synthetic) and not have to wait as long as with the 15w40," she says. Since trucks with synthetic HDEOs don't have to be warmed up, there's an opportunity to reduce idle time and save fuel, she adds.

Shell's Arcy says fleets have realized fuel savings of about 1% when switching to a synthetic HDEO, which can amount to annual fuel savings of about US\$450/year based on 120,000 miles per year at 6 mpg. Arcy also points out synthetic oil can save fleets money by reducing downtime and the need for jump-starts in cold climates.

However, not everyone is as convinced. Parsons says of the major US fleets he works with, "none of them are using synthetic motor oil."

He admits there are advantages in extreme conditions, but adds: "to just switch to a synthetic in normal ambient-type conditions to gain fuel efficiency, the big fleets aren't doing that - they're not buying it."

EXTEND DRAIN INTERVALS

What most oil companies *will* agree on, is the potential for saving money by extending drain intervals. They also agree this should not be done arbitrarily, but rather in conjunction with a used oil analysis program. Big fleets have been conducting oil analysis programs for years. However, the savings are equally beneficial to small fleets and even owner/operators.

"The two go hand-in-hand," Mark Pagnanelli, heavy-duty sales and marketing manager with Castrol distributor Wakefield Canada, says of extended drains and an oil analysis program. "We believe in oil analysis so strongly, that it's part of our total package (with customers)."

When it comes to engine oil, extending drains represents arguably the greatest opportunity for savings. Pagnanelli says fleets have realized 10-15% savings in oil costs by nearly doubling oil change intervals.

But it doesn't happen overnight. Pagnanelli says fleets must first complete an oil analysis and then adjust intervals accordingly, usually in stages.

Getting an oil analysis completed may be the crucial first step to

extending drains, but it's just as important to properly interpret the results. Chevron Oronite's Parsons likens it to a blood test - unless you're a doctor, you won't know what to make of the results.

According to an online report by Imperial Oil, "The laboratory inspections include measurements of viscosity, water and foreign contaminants (sediment/particulate), metal analysis to identify additive depletion, wear metals, or other metallic contaminants, glycol testing for engine oils, and oxidation levels."

If it sounds Greek to you, be sure to work closely with your oil supplier and engine manufacturer to determine optimum drain intervals.

Once the oil analysis is completed (you may even be able to get your oil supplier to offset the cost), you can begin extending drains based on your specific results. The big fleets do it already, but small fleets are only beginning to warm up to the idea and owner/operators are mostly

Continued on page 28

FASTER, EASIER BORDER CROSSING!



Get C-TPAT certified within 30 days!

Benefits of Certification include:

- Expedited clearance times
- Automatic access to Free and Secure Trade (FAST) program
- Significantly reduced likelihood of random inspection
- Significantly reduced enforcement and compliance inspections
- Shipments for inspection directed to front of the line during random inspection

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

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

Don't lose customers. Get certified today!!



Contact Dara Nagra **1-877-995-1313**

Email: dnagra@avaal.com

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

www.avaal.com

AVAAL ALSO OFFERS:

- ACE e-Manifest Transmission
- Customs Clearance
- Dispatch and Logistics Training
- Authorities and Permits
- Co-Pilot Truck GPS & Cyber Trucker
- Corporation Registration

24-hr live support

TRANSCORE linklogistics



TRANSCORE 3sixty

- Freight Match
- Dispatch Software
- Trailer Tracking
- ACE
- Mileage Software
- Compliance Services
- Financial Services
- In-Cab Communications

More Loads to choose from... ABSOLUTELY!

Increased Revenue... CERTAINLY!

Improved Efficiency & Profitability... DEFINITELY!

For more information

Call 1-800-263-6149

www.3sixty.ca

GROEN 1.877.304.6001
METAL INC
 SUPPLIERS OF HEAVY DUTY TRUCK ACCESSORIES

The products you want, at prices you'll love.
 Go online or give us a call. We'll get you ready for the road in style.

Product you know, from a name you can trust.

www.groenmetal.com

Oils & Lubes

Shop smart when sourcing oil

Continued from page 27

leaving money on the table by sticking to their overly-cautious drain cycles.

"The large fleets will typically extend their oil out 45,000-50,000 miles based on our survey data but the information I've seen from owner/operators shows they still typically change their oil every 12,000-15,000 miles," says Parsons. He's puzzled by the gap – especially since most engine OEMs now offer 25,000-mile intervals. "They operate not only from a business standpoint, but also from an emotional standpoint," Parsons says of owner/ops. "That truck is their livelihood and they treat it like a family member."

KNOW HOW TO SHOP

Finally, how you buy your oil can also contribute to reduced costs. For starters, volume discounts may be available by using one supplier for all your oil, lube and fuel needs.

"When you consolidate all your lubricants to one supplier, there may be some opportunities for price savings," points out Petro-Canada's Del Castilho. When measuring the potential savings, don't forget to factor in the costs of invoicing multiple suppliers, adds Shell's Arcy.

"There are some pretty significant costs to get that invoice processed and that cheque out the door," he notes. "If you have three different suppliers instead of one, you have three times the invoicing costs."

Fleets should also work with their

supplier to ensure they're buying product in the most cost-effective volumes, Arcy adds. "Does your fleet warrant having a bulk tank put in? That can help lower costs, because you don't have to dispose of the drums and you don't have to worry about the drums sitting around and dripping on the floor."

Fleets and owner/operators alike should keep a spare jug of motor oil in every truck, so they can top off while on the road when necessary, without paying inflated truck stop prices. Arcy also suggests fleets see whether there's a market for used oil in their area. In the past, fleets have been forced to pay disposal fees to get rid of it, but Arcy notes a market has developed for used oil in some areas, which is purchased by re-refiners. Establishing a used oil reclamation project can turn a former cost into a source of revenue.

When it comes to oil and lubes, the opportunities to reduce costs are nearly endless. Just don't resort to buying a cheaper product in hopes it will deliver brand name performance at a fraction of the cost, reputable oil companies warn.

"A decrease of 10 cents on an invoice price is really a short-term gain, and most companies that push that route are essentially turning back the clock on their maintenance program five to 10 years," insists Pagnanelli. "That lower cost comes from somewhere. Look at the good, better, best scenario – not the bottom line on the invoice." □

C.U.T.C. INC

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

Trucking made Simple

For more information call Petra Voelker 866-927-8294

TANKERS + TANKERS **TANKERS + TANKERS**

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

Preserving Heritage

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

406 Tankers

406 Stainless

Custom Wet Feed

Lubes **Water**

Dry Bulk Trailers **Propane**

Winner Chamber of Commerce Business Excellence Award Manufacturing

ROBICA

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

www.robicatank.com rftinfo@robicatank.com

St. Marys Mfg & Sales # 1-800-387-9247
 London Parts & Service # 1-866-676-2422

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

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



BECAUSE KING OF THE SERVICE BAY

JUST DOESN'T SOUND RIGHT.

Hypuron[™]S

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



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



Industry

Ontario's revised facility audit program is a good step

PMTC, OTA and other transportation associations have worked with the Ontario Ministry of Transportation over the past several years to modernize the province's CVOR and facility audit programs.

In 2008, changes to the CVOR program were introduced, and later in that year compulsory CVOR renewal, which will need about a two-year conversion period, took effect. The Ministry has now introduced a revamped facility audit program, effective April 2009 that is being termed a 'modernized facility audit.' The time taken to produce it appears to have been well spent.

The revisions made to these two programs represent a substantial overhaul of some of Ontario's most important road safety programs.

After the heat that was generated in some quarters by the auditor general's report, not all of which was deserved, the Ministry was due for some good news and they may have found it in the new audit program.

The new facility audit program has been carefully thought out and field tested, but despite all the up-front effort to get it right, the Ministry agreed to reviews at six- and 12-month intervals, just to make sure.

In field testing the new program, approximately 30 carriers including PMTC members participated in voluntary audits using the new protocols and all passed with flying colours.

Private Links

Bruce Richards



Participants indicated that the exercise was a valuable learning experience and that the new audit format was fairer than the previous version.

The new program is based on the parts of the Highway Traffic Act and the National Safety Code for commercial vehicle operators that require them to maintain all driver and vehicle records within a prescribed time period and make them available to a facility auditor when requested.

We expect that audits will now be focused on carriers that have exceeded 50% of their CVOR threshold (estimated to be about 5% of carriers), which is exactly where the focus ought to be in our view.

This is another reason for carriers to keep their CVOR in good shape. Audits may also be conducted as the result of a specific incident or a developing trend in a carrier's record, or if a carrier volunteers for an audit – and yes, there are good reasons for volunteering.

The goal of the revised program is to harmonize Ontario's facility audit with federal inter-jurisdictional requirements and to make it a bet-

ter and fairer evaluation of industry safety management practices.

The new audit shifts direction to focus on a carrier's safety management program, while the old facility audit was a performance-based assessment of the on-road activity of an operator.

The modernized facility audit is described as a risk-based assessment of the elements known to cause or contribute to commercial motor vehicle (CMV) collisions.

To reduce the likelihood of CMV collisions, the modernized facility audit will examine the operator's safety management controls that are in place to ensure that: drivers are qualified (ie. properly licensed); that they conduct the proper equipment inspections and report deficiencies; and that they are compliant with the hours-of-service regulations.

The total scores of these three profiles make up a carrier's safety rating. Each profile represents the percentage of overall compliance that the carrier has achieved and each profile consists of sub-sections weighted according to the level of risk to road safety.

The Ministry has also prepared a short guide entitled *How to Prepare for a Facility Audit*, a copy of which is available from the PMTC office.

Here at the PMTC, we believe that the revised facility audit: is a fairer approach that takes in to account the carrier's entire safety

management program, rather than focusing simply on things that may have gone wrong; places less emphasis on administrative omissions that do not directly affect safety; and will focus on carriers that have not demonstrated good on-road performance.

To help members prepare for the introduction of this new facility audit and its emphasis on safety management practices, recent PMTC seminars and magazine articles have covered subjects such as *How Safety Management Programs Work*, *Identifying High Risk Drivers* and *Preventing Roadway Collisions*, helping members develop and implement effective safety management programs.

The next step in the continuing overhaul of Ontario's CMV road safety programs will be the development of a training program for new entrants to the trucking industry, a program that will be used to ensure that new operators know and apply the rules.

In our view, CVOR renewal, the modernized facility audit, and the new entrant training program represent solid advancements in the cause of road safety in Ontario. □

– 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.

AA Exhaust Systems

Your Environmental Solution Provider

www.aaexhaust.com

**PRE SPRING
CHROME CLEAROUT!
EXCEPTIONAL PRICING
CALL TODAY!**

7" or 8" PETERBILT 389
CHROME EXHAUST.
DESIGNED FOR DPF TRUCKS.
IN STOCK NOW!

2007 W900L 7" AND 8"
EXHAUST FOR DPF TRUCKS
ORDER YOURS TODAY!



**IN HOUSE
MANDREL BENDING
1½" TO 6"
ALUMINUM &
STAINLESS STEEL**

EXTREMELY LARGE INVENTORY!

For All Makes & Models

CHROME SYSTEMS & TOPPERS IN STOCK – 6", 7" & 8"

**CATALYTIC MUFFLERS & DPF
SERVICING, ALTERATIONS, REBUILDING
AND
CUSTOM MANUFACTURING**

- Turbo Pipes
- Extension Pipes
- Y Pipes
- Muffler Pipes

**Rad Coolant
pipes available in
Aluminized or
Stainless Steel**

NORTH AMERICAN TOLL-FREE

1-800-461-2495

Local: (905) 578-4303 • Fax: (905) 578-4318

480 GRAYS RD., HAMILTON

E-mail: exhaustman@aaexhaust.com



Good Ontario Class A drivers deserve a break

On Dec. 12, 2006, the Ontario government made the arbitrary and discriminatory practice of enforced retirement at age 65 illegal. As the Minister of Labour said at the time, "your skills, ability, drive and determination do not stop once you turn 65. (This legislation) recognizes that those who are 65 and older should enjoy the same right to earn a living, and contribute to society, as those who are younger." Unfortunately, the Ministry of Transportation continues to discriminate against commercial drivers who turn 65 by requiring them to pass an annual road and written commercial driver's licence test. OTA has called upon MTO to eliminate this needless and costly requirement.

Currently any driver with a Class A licence is required to:

- Meet the medical requirements when first obtaining a licence; every five years thereafter until reaching the age of 45; every three years thereafter until reaching the age of 65; and annually thereafter;
- Demonstrate knowledge of the rules of the road when first obtaining a licence; every five years thereafter until reaching the age of 65; and annually thereafter;
- Demonstrate ability to operate a commercial vehicle when first obtaining the licence; when reaching the age of 65, but not before; and annually thereafter;
- Pass an initial written and practical test to obtain a "Z" endorsement to operate a commercial vehicle equipped with air brakes; a written test (no practical test even though the practical test has been significantly upgraded in recent years) is required every year thereafter to coincide with the renewal of the "A" licence until reaching the age of 65; and both a written and practical test annually thereafter.

The rules change significantly when a driver reaches the age of 65 and it is forcing good full-time, part-time and casual Class A drivers to exit the industry before they are ready to retire. Those drivers that reach the age of 65 and still want to continue their careers are generally good drivers and serve as excellent role models and mentors, and it is unfortunate that this difficulty they encounter in keeping their licence past age 65 forces many of them into unwanted, forced, retirement. Why? It is extremely onerous for many of these drivers to acquire the necessary equipment, namely a tractor and trailer, to be able to take the practical road test.

Ontario is far more stringent than any other North American jurisdiction in this regard. No other jurisdiction has a similar requirement, yet drivers from those jurisdictions operate on Ontario highways every day. The selection of the age of 65 is arbitrary, probably based on the historic normal retirement age, and discriminates on the basis of age.

OTA recognizes that MTO has a responsibility to ensure the highest standards of public safety. OTA has never shrunk from advocating that Ontario have the toughest safety rules or from calling upon MTO to take the lead in promoting best practices where there is reason to believe that a particular policy will



Industry Issues

David Bradley

enhance road safety. However, in this case there is no evidence to justify the policy. There is no requirement in the National Safety Code for a driver to take a practical road test when reaching the age of 65. However, we are aware that while a driver's skills and knowledge don't deteriorate, there are grounds to be concerned about the physical condition of older drivers.

As a result, OTA has developed a proposal which adequately balances the need for vigilance on the safety front while at the same time providing appropriate relief for drivers

over the age of 65.

The proposal, first made in 2006 is that: A driver would be required to prove medical fitness every year after reaching the age of 65; the renewal period for a commercial driver's licence upon reaching the age of 65 should be two years until the driver reaches the age of 71, and annually thereafter; and upon renewal the driver would be required to pass the normal written examination and the written air brake examination.

The driver would also be required to take a practical road examination and a practical air brake examination *unless* in the previous two years the driver has no more than: five demerit points; one preventable accident (as shown on the driver's CVOR abstract); and, one CVSA out-of-service condition (as shown on the driver's CVOR record).

OTA believes this proposal would more properly balance safety con-

cerns with the reality of older commercial drivers. So far MTO has not adopted our proposed policy or made any other changes to the annual requirements for Class A drivers who attain the age of 65 or more.

Still, every week I hear from drivers who are at or near 65, that want to keep working but are finding the annual renewal requirements to be onerous.

These drivers deserve to be heard. As a result, OTA has created a tool on our Web site (www.ontruck.org) which allows drivers to easily identify who their MPP is, and retrieve the e-mail or mailing address so they can contact their MPP directly. We also provide a draft letter drivers can use as they see fit and an OTA briefing note on the issue. We encourage all drivers to participate and are asking carriers to make their drivers aware of this new tool. □

– David Bradley is president of the OTA and chief executive officer of the CTA.

MEDIUM DUTY INVENTORY BLOWOUT!! OVER 35 UNITS AVAILABLE!

SHEEHAN'S TRUCK CENTRE INC.

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

Fax: 905-632-4557

* GMC *
MEDIUM DUTY

W-SERIES

- W3500
- W4500
- W5500

TOPKICK

- C4500
- C5500
- C6500
- C7500
- C8500

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

4320 HARVESTER RD., BURLINGTON, ONTARIO

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

\$6000.00 DOWN PAYMENT ASSISTANCE ON 2009 VOLVO VN MODELS!

VOLVO VHD TRIAXLES WITH DUMP BODIES

2010 VOLVO TRACTORS ON GROUND!

OVER 130 CLEAN USED TRUCKS!

WE HAVE MORE USED VOLVO'S THAN ANYONE!

OVER 50 1995-2009 USED VOLVO FLATTOPS, MIDROOFS AND CONDOS Cummins, Detroit & Volvo Power, O/O & Fleet Specs. From \$4,950.

(8) 2005 VOLVO VNL64T-630's

w/61" mid roof sleepers, 450 HP Cummins ISX, Jake, 10 spd., 40 rears, air ride, A/C, alum. wheels, full fairings, most with warranty, from 623,000 km-828,000 km's. From \$31,950. to \$34,950. Ea.

(6) 2007 VOLVO VNL64T-670's

w/61" Hirise condo, 450 HP Cummins ISX, Jake, 10 spd. STD & auto's, 40 rears, air ride, alum. wheels, bunk beds, fridge, full fairings, low miles. Warranty - From \$57,950. to \$59,950.

(12) 2006 VOLVO VNL64T-670's

w/61" Hirise condo, 465 HP Volvo's, engine brakes, 13 spd. std. & auto's, 40 rears, air ride, alum. wheels, full fairings, bunk beds, fridge, loaded 678,000 km-795,000 km's, bal. of 6 yr. 966,000 km's engine warranty. From \$46,950-\$51,950.

OVER 20 1992-2007 STRAIGHT TRUCKS, GMC, INTERNATIONAL, HINO, FORD/STERLING

w/14'-26" van bodies (some w/rearers), STD or Auto, single axle or tandem, air brakes or hydraulic. Priced right - In stock and ready to roll!

(6) 2004 VOLVO VNL64T DAY CABS

435 HP Volvo VED12, engine brake, 10 spd., 40 rears, air ride, 700,000 km's to 1.1 m km's. From \$24,950 to \$30,950. Ea.

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

INTERNET: www.heavytrux.com

NEW TRUCKS

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

NEW & USED TRUCKS Sales	FREE DELIVERY Parts	24 HOUR EMERGENCY Service
<input checked="" type="checkbox"/> Mon. - Thurs. 8:30 AM to 7 PM <input checked="" type="checkbox"/> Friday 8:30 AM to 6 PM <input checked="" type="checkbox"/> Saturday 9 AM to 2 PM	<input checked="" type="checkbox"/> Mon. - Fri. 7:00 AM to 1 AM <input checked="" type="checkbox"/> Saturday 8:00 AM to 3:00 PM	<input checked="" type="checkbox"/> Mon. - Fri. 7:00 AM to 1 AM <input checked="" type="checkbox"/> Saturday 8:00 AM to 3:00 PM

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

USED TRUCKS

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

email: sales@sheehantruck.com

WE BUY TRUCKS!

Opinion

Since when did truck inspections become a spectator sport?

You can tell spring is in the air because the roadside truck inspection blitzes are starting up again. Odd, isn't it, how they cease during the winter. I guess warm weather makes trucks unsafe. Or maybe the media camera people and reporters just don't relish waiting around in the cold for a shot of vice grips clamped around a brake hose.

I'm not sure how it works in other parts of Canada, but here in Ontario, the MTO makes a point of sending out media advisories prior to the blitzes to ensure they get coverage. They announce a time and location, and wait for the camera trucks to roll in.

So what's going on here, anyway? Since when has truck inspection and enforcement become a spectator sport?

You don't usually see camera crews following Ministry of

Voice of the O/O

Joanne Ritchie



Health inspectors around as they ferret cockroaches out from under restaurant counters, or Ministry of Labour inspectors seeking out unsafe work environments.

So why do bald truck tires and broken trailer springs rate a couple of minutes on the six o'clock news? Unsafe trucks play to public anxiety over road safety, so what better way to placate uneasy motorists than by showing them their tax dollars at work?

Ever notice how blitz numbers always suggest that a shocking number of trucks on the road are

unsafe? That's not the case, of course, but try to convince your neighbours otherwise if they've heard it on the news.

What is usually left out of the media reports is whether these roadside blitzes are random or targeted inspections.

The subtle difference would probably be lost on most non-trucking folks anyway, but it can make a big difference in the way the numbers get reported. In a targeted blitz, the cops are purposely seeking out trucks that appear to be under-maintained, and if they know their stuff, the number of infractions they find *should* be high.

But taken out of context, those numbers can be alarming. Take, for example, results of a recent two-day blitz in southern Ontario where 15 out of 26 trucks inspected – over 55% – were deemed

out-of-service.

What isn't reported is the number of trucks that *weren't* inspected. If, say, 1,000 trucks rolled by the inspection point and only 26 were singled out for inspection, the out-of-service rate would be 1.5%. Hardly worth reporting.

In any case, we all know how little it takes to sideline a truck – sometimes the defects aren't even remotely related to the propensity for calamity.

Three minor violations are sufficient to put a truck out-of-service. Usually, repairs are made at roadside and the truck is on its way again.

Sadly, the media doesn't differentiate between a grossly deficient truck and a truck with a couple of burned out lights. To the media – based on reports from inspectors – every truck taken out-of-service is an accident looking for a place to happen.

If you try to pin down MTO with a question about targeted versus random blitzes, they'll tell you that random actions are a way of getting a snapshot of the general condition of the trucks on the road. That's crap, in my opinion. No way can you get a statistically valid picture of the province's entire fleet by inspecting a few dozen trucks in a Toronto suburb.

If the MTO had computers that worked, maybe they wouldn't need blitzes to help them develop that elusive industry snapshot.

But then, as Ontario's Auditor General pointed out in a recent audit of MTO's commercial vehicle enforcement regime, the computers they use are so slow they can't pull up data fast enough to check a carrier's safety rating as the truck creeps past the shack in the scale lane.

At the end of the day, what value is an industry snapshot anyway? It's not even clear what the connection is between out-of-service rates and road safety. I'm far more interested in getting the non-compliant carriers and their scabby trucks off the road so the law-biding carriers can compete on a level playing field.

For my money, a far more effective compliance tool is a facility audit, which most jurisdictions require for operators with high safety violation rates.

Perhaps if Ontario had spent less last year on roadside blitzes, they would have been able to carry out the facility audits they were forced to cancel due to lack of funding.

Maybe it's time for MTO and all the other jurisdictions in North America to put an end to these self-serving publicity stunts and get serious about separating out the good operators from the bad. We'd all get a bigger bang for our buck, and we might actually achieve safer highways rather than just scaring the hell out of the motoring public. □

– Joanne Ritchie is executive director of OBAC. Got a beef about blitzes? E-mail her at jritchie@obac.ca or call toll-free 888-794-9990.

REACH OUT TO THE CHANGING FACE OF TRUCKING INDUSTRY

SelecTrucks presents

Road Today Truck Show

SHOW FEATURES

- INSIDE TRADE SHOW
- OUTSIDE DISPLAY
- JOB FAIR
- SHOW & SHINE
- FOOD COURT
- CULTURAL EVENTS
- LOTS OF PRIZES
- EDUCATIONAL SEMINARS
- KIDS & FAMILY ENTERTAINMENT
- TRUCKING EXCELLENCE AWARDS & MORE.....

FREE T-SHIRT

For First 1000 Visitors

FREE ENTRY

For Space Booking

Call : 905 487 1320

Email : truckshow@roadtoday.com

Title Sponsor

Platinum Sponsor

Gold Sponsors

Produced By

Silver Sponsors

Endorsed By

Official Recruiting Magazine

Show & Shine Sponsor

PRE-REGISTER TODAY!

Save Time & Win Exciting Prizes

www.roadtodaytruckshow.com

The truth about brain aneurysms

Recently, I read a sad newspaper story about a truck driver that died in his bunk at night due to a ruptured brain aneurysm. Truck driving as a profession includes many hours – if not days – spent alone on the road. Unfortunately, when medical emergencies occur, the driver is sometimes unable to get much-needed help.

As a result, for this month's article, I have decided to discuss brain aneurysms.

Basically, an aneurysm is an abnormal bulging or ballooning of a major blood vessel due to the weakening of its wall.

Aneurysms in the brain usually occur at the junctions of the large arteries at the base of the brain. The good news is that as long as the aneurysms is small and does not rupture, there is no immediate danger or risk to the individual. In many cases, people will live their entire life without knowing they have one.

Recent studies have shown that approximately 3-6% of adults in North America have aneurysms inside their brain. To add to this, only one in 100 people with an aneurysm will suffer a rupture. Anyone can develop a brain aneurysm, but they are more common in adults than children and in women than men.

Most brain aneurysms develop due to regular wear and tear of the arteries. Most often, they occur at joints or forks in arteries because these sites are weaker. In rare cases, trauma to the head can also sufficiently damage arteries to cause an aneurysm.

As I mentioned earlier, an unruptured brain aneurysm will usually produce no symptoms. However, if the aneurysm is large enough it may compress other structures in the brain, such as nerves. If this happens, patients may experience symptoms such as headaches, numbness or paralysis on one side of the face, vision changes, nausea and vomiting and a dilated pupil. If you remember reading my column on strokes, you

Back behind the wheel

Dr. Chris Singh



will notice that many of the symptoms are very similar.

Presently, the risk factors of brain aneurysms are not clearly understood. However, there are several factors which will definitely increase the chances of developing one. Interestingly, cigarette smoking is the only consistent risk factor that has been demonstrated to increase the risk of developing an aneurysm. However, cardiovascular conditions such as high blood pressure and high cholesterol have also been shown to increase the risk.

There is no proven way to predict when and if a brain aneurysm will rupture. However, if this does occur, it is considered a medical emergency. In fact, 40% of people whose aneurysm has ruptured do not survive longer than 24 hours.

Thus, it is vital for you to seek medical help if you ever experience an extremely severe headache, especially if it is accompanied by nausea and vomiting.

If your doctor suspects a ruptured aneurysm, he or she will most likely suggest a CT scan or MRI. In more severe instances, tests such as spinal taps or arteriograms may also be performed.

The most common treatment for a ruptured brain aneurysm is surgical clipping. This procedure entails placing a metal clip at the base of the aneurysm. An alternate treatment

entails placing a coil inside the artery. The goal of both of these treatments is to stop the blood flow to the damaged blood vessel.

Although it is not possible to completely prevent brain aneurysms, there are a few modifiable risks that can be addressed. First of all, do not smoke cigarettes.

Next, limit caffeine and alcohol intake to a minimum. Lastly, keep your high blood pressure and cholesterol levels under control. As you can see, many of these risk factors apply directly to truck drivers.

I encourage you to tell as many of your friends and colleagues what you have learned. By educating as many drivers as possible, we will be able to avoid sad situations like the one I read in the recent newspaper article. Until next time, drive safely! □

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

CFMS



CANADIAN FLEET MAINTENANCE SEMINAR

Established in 1963

Over 45 Years of Service

Join us **MAY 25 – 28, 2009** for the
46TH CANADIAN FLEET MAINTENANCE SEMINAR
 Doubletree by Hilton – Toronto, Ontario

SEMINAR SCHEDULE:

Tuesday, May 26

- New Products for 2009
- “Shop Talk” with the TMC
- Fuel Conservation
- Counterfeit, Copycat or Brand Names – Do You Really Know What You’re Getting?
- Today’s and Tomorrow’s Director of Maintenance

Wednesday, May 27

- Diabetes – Fourth Deadliest Disease on the Planet
- LCV (Long Combination Vehicles)
- Hands-On Training Sessions

Thursday, May 28

- Lubrication Specifications and Oil Analysis
- Alternative Climate Control

SEMINAR HIGHLIGHTS:

- 5th Annual CFMS Golf Tournament
- Volvo “Maintenance Manager Of The Year” Award
- Outside Truck Display
- Silent Auction Supporting Ontario Special Olympics
- Trade Show

PRIVATE SALE



(3) 2007 Freightliner Classics

Front axle: 14,500 lbs., back axle: 46,000 lbs., full lock diff., 18 spd., tires 75% good, certified.



6 Axle B-Train Michigan Spread

From 1994 to 2006.

ASK FOR MARIO

**Cell: 705-648-5433
 Fax: 705-647-7677**



To register, call **519.886.6265**
 or visit us online at **www.cfmsonline.com**

TRUCK BOYS

QUICK LUBE

2 Dedicated Express Lanes run by Dedicated Technicians.
You just Relax and Drive Thru!

YOU PICK YOUR FAVOURITE OIL!

Luber-finer

ROTELLA T
SAE 15W-40

Castrol

ANY BRAND FOR ANY TRUCK!

MINIMUM DOWNTIME

Tection Hypuron Extra

MAXIMUM RELIABILITY!

Visit our "C.L.C." Lube Bay

- Change Oil & Filters!
 - Lube all Points!
 - Check all Lights, Filters, Wipers & Levels (Drive Line too)
- ...and a full visual inspection before you head out!

One truck or your entire fleet - we'll manage your maintenance schedule

BIG OR SMALL WE HANDLE IT ALL!

1976 Kipling Ave
 S. W. corner of Bethridge & Kipling
 South of Rexdale Blvd. North of 401/409

416-747-8005



AND WE DO TIRES! FULL SALES & SERVICE FOR ANY TRUCK!



Castrol **Tection Extra**
 Helps Extend Diesel Engine Life

Castrol Tection Extra Spring Special Bonus - April/May 2009

- Use Castrol Tection Extra 15W-40 on your next oil change and your service will include a bonus 4L jug of Tection Extra, a tube of Fifth Wheel Grease and a ball cap!
- Tection Extra provides unsurpassed viscosity protection among leading engine oils, less oil consumption, improved wear protection and better soot management.



MATS - Engines

SCR vs EGR war heats up at Mid-America

By James Menzies

LOUISVILLE, Ky. – It was a rare sight: the CEOs of four major engine manufacturers sitting side-by-side on a panel and nodding in agreement as each of the others spoke. The scene was the *SCR for 2010 – CEO Summit*, hosted by the FactsAboutSCR.com and the SCR Stakeholders Group at the Mid-America Trucking Show.

Included on the panel were: Chris Patterson, CEO of Daimler Trucks North America; Per Carlsson, CEO of Volvo Trucks North America; Denny Slagle, CEO of Mack Trucks; and Jim Kelly, president of the engine business for Cummins.

They were there to extol the virtues of selective catalytic reduction (SCR), the technology each of their respective companies will employ to meet EPA2010 emissions standards.

Noticeably absent was Navistar, which is the lone hold-out remaining in the EGR-only camp. Navistar has been critical of SCR and stands alone in its pursuit of an in-cylinder solution that doesn't require exhaust aftertreatment.

Also on the panel were: Byron Bunker of the EPA; Bill Mulligan of Pilot Travel Centers; Tom O'Brien, TA TravelCenters of America/Petro Stopping Centers; and Barry Lonsdale of diesel exhaust fluid (DEF) producer, Terra Environmental Technologies.

They brushed aside concerns about the availability of DEF – the urea-based essential ingredient required by SCR systems – by promising to have the fluid widely available before Jan. 1, 2010. Mulligan said Pilot will be taking delivery of DEF dispensing equipment beginning in the second quarter and will also sell pre-packaged quantities at each of its truck stops by December. O'Brien added his

truck stop chain will have DEF available at-the-pump and in pre-packaged containers with emergency fills available through the company's fleet of more than 400 roadside service trucks.

For his part, Terra's Lonsdale dispelled rumours about the toxic nature of DEF, pointing out it is not considered a hazardous material by the Occupational Safety and Health Administration (OSHA).

It was the engine CEOs, however, that had the strongest words about SCR and the alternative in-cylinder solution being developed by Navistar.

"It strikes me as I sit here that even though we represent a very significant percentage of the world's heavy-duty engine and truck production, we must not be very good leaders," chided Volvo's Carlsson. "And the thousands of engineers working for us around the globe must not be very bright, because we've selected SCR for EPA2010. And according to the sole adopter of massive EGR, we've all made the wrong choice."

He urged a packed room to ignore the anti-SCR claims of a "regional manufacturer" that's "making its first entry into the heavy-duty engine business."

Mack's Slagle pointed out all the engine manufacturers represented on the panel have their own EGR experiences.

"We use EGR today. We know it puts additional stress on an engine," he said. "We know it generates a lot of heat, even at today's levels. We know it presents challenges when it comes to engine performance and fuel economy. We're managing all of this extraordinarily well today, but we've reached the limit of what can be accomplished with EGR."

Continued on page 36

WOWTRUCKS - Canada 2008

An Image Tribute to the 2008 Show 'n' Shine Season

By David Benjatschek

This book, created in conjunction with Pro-Trucker Magazine and Truck News, is an image tribute to 525 trucks met at several major Show 'n' Shine competitions across Canada in 2008.

Trucks covered are from the following shows:

- The Pro-Trucker Alberta Big Rig Weekend
- The Pro-Trucker BC Big Rig Weekend
- The Fergus Truck Show
- Rodeo du Camion

Also including: the Vancouver Island Truck Show and the Northern BC Show 'n' Shine.

www.blurb.com/bookstore/detail/626313



Kingpin specialists

www.kingpinspecialists.com



ON-SITE KINGPIN REMANUFACTURING

- Superior Equipment
- Exceeds SAE and DOT specifications/regulations
- Only Company to test SAE J133 & J400

- Patented in U.S.A. & Canada
- Guaranteed Workmanship
- Fully Insured

CWB CERTIFIED COMPANY • CWB CERTIFIED WELDERS

KINGPIN GAUGES

Top Quality aluminum Kingpin gauges. Won't stretch.



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



MOBILE SERVICE

Visit our Website at: www.kingpinspecialists.com
E-mail: rkingpin69@aol.com

Call us Toll Free @

1-888-221-7774

For the Dealer Nearest You

TOLL FREE NUMBERS FOR YOUR NEAREST DEALER

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

www.kingpinspecialists.com • rkingpin69@aol.com

MISSING



MITCHELL KYLE BUNN

4090-SR

D.O.B.: Dec. 18, 1985

Missing since: October 03, 2007

Missing from: Birdtail Sioux First Nation, Manitoba

Height: 5' 8"

Weight: 160 lbs.

Eye Colour: Brown

Hair Colour: Brown

Bunn has tattoos on his arm of a Salamander, his last name "BUNN" in old English font and rain drop circles on his arms.

<http://popeye.discash.com/childfind/db/child.cgi?alias=168>

Anyone with information please contact:

All Calls Confidential - No Name Required

CHILD FIND 1-800-387-7962

Gloves come off at MATS

Continued from page 35

Daimler Trucks North America's Patterson pointed out "This may be the only time you see the world's three largest producers of heavy-duty diesel engines in violent agreement about anything."

He suggested focusing on the benefits of SCR, including fuel economy improvements of about 5%. (Each of the engine OEMs represented cited similar fuel economy gains will be achieved with their versions of SCR).

Since Navistar was not invited to participate on the panel, *Truck News* tracked down Tim Shick, director of marketing with Navistar's engine group for a response.

He said Navistar is more confident than ever that it has made the right choice by carving its own path.

"The more we get into this, the more confident we are," he insisted.

Navistar will use emissions credits to slowly work its way down to the EPA2010 NOx limit of 0.2 g/bhp-hr, beginning at a level of 0.5 grams on Jan. 1, 2010.

When asked for an explanation on how Navistar will meet the 0.2 g NOx limit once its emissions cred-

its run out (expected to occur sometime in 2012), Shick said "If you put enough exhaust gas back into an engine, you can reach just about any level of NOx you want – that's not the challenge."

He continued: "The challenge at that level is to retain good performance, fuel economy and durability. And the way we ensure that is, every time we take the EGR rate up in the series of steps we're making to the final 0.2 g emissions engine, we also take the fuel pressure up. We recalibrate to make sure that all those ingredients in the mix are optimized, and so far we've seen in the lab and we have trucks on the road today that show it definitely can be done, we are doing it and we will bring it out...the key to it is that high pressure common rail fuel system, that's the magic ingredient."

Back at the SCR Summit, Slagle urged everyone to do their due diligence when selecting an engine technology for 2010.

"Our message to customers is 'do your homework'," he suggested. "Become educated about both SCR and massive EGR so that you can make an informed decision." □

Navistar assails "truly nutty" SCR

By Lou Smyrlis

LOUISVILLE, Ky. – Navistar has added yet a few more logs to the firestorm of controversy over what's the best approach to take to meet the 2010 engine emissions mandate. Speaking before customers, dealers and the media at an exclusive night event at the Mid-America Trucking Show, the Canadian market share leader in Class 8 truck sales not only defended its decision to be the only truck maker staying the course in meeting the 2010 emissions with EGR technology, it came out swinging.

Dee Kapur, president, Navistar Truck Group, has been a vocal critic of SCR and he didn't hold back, calling it "the truly nutty" alternative that asks truck buyers to deal with the "toxic agent" of urea.

Jack Allen, president of Navistar's North American Truck Group, outlined the reasoning behind International's approach, which it calls advanced EGR. Allen said advanced EGR makes it easier for customers. He said SCR technology adds weight and five new components to gain compliance with emissions standards. He added that Navistar's approach, which relies in part on credits gained earlier when International engine designs exceeded government standards, is the better way to go.

"When our competitors complain about those credits, it's really just sour grapes," he said.

Allen also questioned the environmental and operational impact of having to use urea with the SCR alternative. He said urea is going to prove expensive, using a figure of \$35 a gallon.

"Even in Europe (which has greater experience with urea) it's \$12 a gallon," he said. "Some of our competitors will tell you 'no way will urea cost that much'...ask them for the proof."

He also repeated claims that urea breaks down at temperature extremes and "turns into a toxic ammonia gas."

"It begs the question, do you really want to deal with this stuff?" he said.

He added that availability of urea may also be a problem, arguing that even if 500 locations initially offer urea across the US, that's a small portion of the 35,000 diesel locations across the country. Allen characterized International's decision to stick with EGR rather than switch to SCR technology as forward thinking.

"When we look to the future, we are pretty sure it won't be urea-based," he said. "What's going to happen, do you think, to the resale value of all the SCR-equipped trucks?" □

U.S. IMMIGRATION WAIVERS

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

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

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

SISKINDS | THE LAW FIRM

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

Volvo says 'so long' to active DPF re-gens

LOUISVILLE, Ky. – Volvo Trucks North America announced at the Mid-America Trucking Show that it will no longer require active diesel particulate filter (DPF) regenerations on its 2010 engines with selective catalytic reduction (SCR).

In extensive field testing, engineers have noted highway trucks with Volvo's 2010 engines and SCR have been able to regenerate passively 100% of the time. That's significant, because active regenerations require a dose of diesel fuel. Ed Saxman, drivetrain product manager with Volvo Trucks North America, said the ability to regenerate the DPF passively each and every time is another compelling reason to embrace SCR in 2010.

In vocational applications, Volvo is touting "near zero" active re-gens. It will continue collecting data be-

fore declaring it has completely eliminated active regenerations on vocational trucks.

Volvo is the first truck maker to lay claim to completely eliminating active DPF regenerations. It felt confident in doing so after collecting millions of miles of real-world testing data without a single active regeneration.

Saxman explained that NOx plays a vital role in facilitating passive DPF regenerations. Since Volvo is eliminating NOx downstream in the SCR catalyst, it can allow the optimum amount of NOx to leave the engine cylinder, improving DPF regeneration efficiency. Passive regenerations occur at about 500 F, according to Saxman, while active regenerations occur at significantly higher temperatures and require a burst of fuel. □



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

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

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

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

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



HALLMARK

HALLMARK INSURANCE

The Transit Authority

www.hallmarkins.com/HDTR

Cummins unveils 2010 engine line

LOUISVILLE, Ky. – Improved fuel economy, performance and reliability over today’s engines were all promised by Cummins when it unveiled its 2010 engine line-up in advance of the Mid-America Trucking Show.

The 2010 engines – including a new ISX15 and ISX11.9 – will all use selective catalytic reduction (SCR) in 2010. They’ll also use Cummins XPI fuel system, an enhanced cooled EGR system and a single variable geometry turbocharger, in addition to the SCR system. Cummins will use a copper zeolite material within the SCR catalyst, which it says offers a greater NOx efficiency rate than the more commonly-used iron zeolite alternative.

Cummins officials said the ISX15 will be up to 5% more fuel efficient than today’s engines and up to 9% better than the in-cylinder solution the company was initially pursuing. It reversed paths last August upon discovering that further fuel efficiency gains could be achieved using the recently-discovered copper zeolite, the company explained.

The ISX15 will be available with 400-600 hp and torque output of 1,450-2,050 lb.-ft. When Cummins made the switch to SCR, it scrapped plans to develop a 16-litre ISX because it found it could achieve the same performance with a lower displacement engine, Steve Charlton, vice-president of heavy-duty engineering, explained.

The ISX11.9 will share many common parts with its bigger brother, such as the EGR system, variable geometry turbo and XPI fuel system. Cummins said it’s a lightweight medium-bore engine ideal for vocational trucks, day



CUMMINS ISX15

cabs and emergency vehicles. It will come with 310-425 hp and 1,150-1,650 lb.-ft. of torque.

“Customers can count on our engines to be even better in 2010 in every regard,” vowed Charlton. “Our heavy-duty engines for 2010 have a large ‘sweet spot’ due to the low-temperature NOx conversion capability of the copper zeolite catalyst, which means that these engines are extraordinarily driver-friendly. Fuel economy gains can be realized with even the most inexperienced driver and, at the same time, the engines deliver performance that the driver will love.”

Cummins also unveiled its 2010 mid-range engine line, which doesn’t vary much from current designs except for the addition of the SCR system. Mid-range offerings include: The ISB6.7 with 200-325 hp and 520-750 lb.-ft. of torque; the ISC8.3 with 260-350 hp and 660-1,000 lb.-ft. of torque; and the ISL9 with 345-380 hp and 1,150-1,300 lb.-ft. of torque.

“With the use of SCR, we’re able to tune the combustion recipe in the engine to dramatically reduce diesel particulate filter regeneration,” explained Jim Cramer, 2010 ISB technical program leader. “That means less fuel and greater simplicity in operations for our customers.” □

Detroit Diesel takes wraps off DD16

LOUISVILLE, Ky. – Detroit Diesel introduced what it’s dubbing its most powerful and robust engine at the Mid-America Trucking Show.

The DD16 will be available in 2010 with Daimler’s BlueTec emissions technology utilizing selective catalytic reduction (SCR), the company announced.

The new offering displaces 15.6 litres and will be marketed to owner/operators and companies involved in heavy-haul applications, as well as small fleets.

Like the DD15, the new engine will feature turbo compounding, which captures previously wasted exhaust gas energy and converts it to useful power, according to the company. The DD16 will be offered with between 475 and 600 hp with torque ratings ranging from 1,750 to 2,050 lb.-ft.

“The DD16 is ideal for small fleets and owner/operators who demand more from their engines than ever available before from Detroit Diesel,” said David Siler, director of marketing for Detroit Diesel. “We’re confident that the DD16 will exceed expectations in even the most extreme applications.”

Detroit Diesel says its newest engine will boast a long, flat torque

curve peaking at 1,100 RPM to provide excellent pulling power on steep grades.

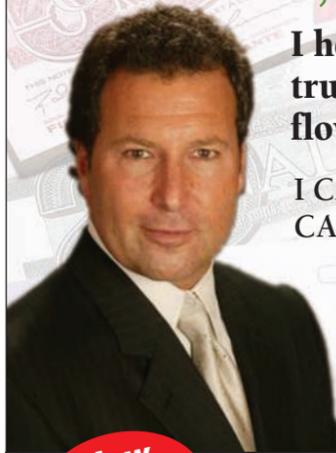
“Extreme environments such as mountains and coal mines can take a major toll on engines,” said Admir Kreso, director, HDEP Engineering for Detroit Diesel. “The DD16 not only excels in these conditions, but in long-haul applications it boasts durability already proven by the DD15 engine.”

Because of its ability to handle rigorous applications, the engine will be a good fit for Western Star trucks, according to the company. It will offer it in the 4900 Series in March, 2010 and the 6900 in July, 2010.

“The powerful DD16 will provide Western Star customers with yet another engine choice to tackle the most challenging jobs in the most extreme environments,” said Richard Shearing, senior manager of product strategy for Western Star. “Not only does the DD16 feature superior durability that will result in less engine wear-and-tear, it’s backed by Detroit Diesel’s proven engine technology.”

Freightliner trucks will be available with the DD16 beginning in March, 2010. □

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



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

I CAN TURN YOUR INVOICES INTO CASH – INSTANTLY!



For excellent service and reasonable rates, contact Lenny Black at Liquid Capital Investments Corp.

Ph: 416-543-0241 • Fax: 905-508-7704
lennyb@rogers.com

New Lower Rates

ATLANTIS RADIATOR TRUCK AUTO SERVICE INC.



Specialists in Truck & Industrial Radiators

YOUR COMPLETE COOLING SYSTEM SERVICE

- Rad • Air Charge Cooler • Turbo
- AC Condenser • Water Pump
- All Models Of Tanks In Stock!

Britannia Rd.	
5900	Dixie Road
Shawson	N
Hwy 401	

4 HOUR DRIVE-THRU SERVICE (MOST TRUCKS)

- WE SHIP ACROSS CANADA
- FREE INSPECTION & ESTIMATE
- CERTIFIED TECHNICIANS
- ALL WORK WARRANTIED

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

2009

STIRLING TRUCK SHOW

Father's Day Weekend - June 19, 20, & 21st
Stirling Fair Grounds - Stirling, ON CAN

www.stirlingtruckshow.com

613-395-0055

Where Friends Are Made!

INCREASE RETURNS ON YOUR TRUCK INVESTMENT



VISIT US AT
FERGUS TRUCK SHOW
2009
BOOTH #139

AUTOMATIC LUBE SYSTEMS

- ✓ Reduce Unplanned Downtime
- ✓ Increase Life of Components
- ✓ Lower Operating Costs
- ✓ Systems Installed at Your Location
- ✓ Use Your Standard In-Shop Grease



Tel 1.800.668.5458 Fax 905.671.2358
sales@flocomponents.com
www.flocomponents.com

For Total Lube Solutions,
GO WITH THE FLO!

MATS - Engines

Navistar unveils new big bore power

LOUISVILLE, Ky. - Trucking industry journalists and dealers were given the first taste of a working version of Navistar's MaxxForce 15-litre engine, the first fruit from the truck maker's partnership with Caterpillar.

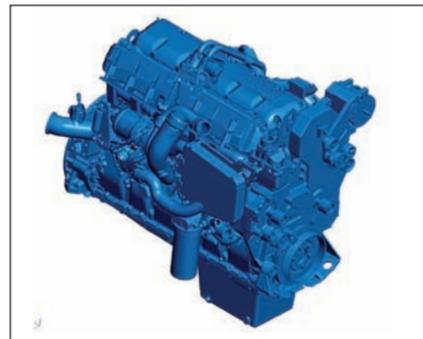
The engine will provide Navistar truck buyers with more power than is currently available with the MaxxForce 13 engine. It will be offered with a 435-550 hp range.

The engine will have a 15.2 litre displacement, a twin turbocharger with intercooling and after-cooling and will sport a direct injection fuel system based on Navistar's MaxxForce technology. There will be plenty of torque for the heavy jobs, ranging from 1,550-1,850 lb.-ft.

"Our competitors said it would take years. Well, here it is," Navistar's Jim Hebe said as the 15-litre diesel was shown in a shiny new ProStar and the ignition was turned on at the company's splashy press conference in Louisville. "We are now the most vertically-integrated truck manufacturer in North America."

The engine will be available for purchase in 2010.

Well-known engine maker Caterpillar shocked the industry last year when it announced it would not develop a heavy-duty truck engine that would meet the 2010 emissions standards and that



SNEAK PEAK: Navistar offered a preview of what its 15-litre MaxxForce will look like.

it was exiting the truck market. However, Caterpillar did not completely exit the market. It further shocked the industry when it struck a deal with Navistar to work on producing a severe-service truck under the Caterpillar brand as well as collaborating on other "unspecified projects."

The 15-litre engine just unveiled is the first of those "unspecified projects."

The 15-litre MaxxForce engine is a combination of Caterpillar's C15 engine block and architecture with Navistar's own fuel and emissions systems. And like Navistar's other diesel-power offerings, the new 15-litre engine will rely only on EGR (exhaust gas recirculation) to meet the 2010 emission standards, rather than SCR (selective catalytic reduction) which all other engine manufacturers are turning to. □

TRUCK NEWS On-line Recruitment Centre

POWERED BY driverlink

Enter your resume directly at www.trucknews.com

This information is entered on an online database which is viewed by companies looking for drivers. Finding the best carrier to work for isn't easy but maybe we can help.

First Name _____ Last Name _____

Address _____ City _____ Prov/State _____

Postal/Zip _____ E-Mail _____

Home Tel _____ Cell _____

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

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

Local Lease Purchase Driver Trainer Moving Other _____

Owner Operator? Manufacturer _____ Year/Model _____ Engine/Size _____

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

Tanker Straight Truck Super B Reefer Van Other _____

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

Tanker Straight Truck Super B Reefer Van Other _____

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

License # _____ Exp. Date _____ Prov/State Issued _____ Type _____

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

Last Employer _____

Name _____ Company City _____ Prov/State _____

Tel _____ Start/End Date _____

Job Description _____ Reason for Leaving _____

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

Name of School _____ Name of Course Completed _____

City _____ Prov/State _____ Start/End Date _____

Can you lift 50lbs? Yes No

Cross Border Travel: I am able to cross the Canada/U.S. border to haul International loads Yes No

I am willing to cross the border Yes I am FAST approved Yes No

Would you like to be contacted by driver agencies? Yes No

By filling out and signing this application, I agree to abide by Driverlinks's terms and conditions and consent to the use of personal information according to the Driverlink privacy policy.

Signature _____ Date _____

Driverlink is proud to protect the privacy of your personal information as required under federal privacy laws. If you would like to see a copy of our privacy policy, please go to www.driverlink.com/privacy. If you would like a printed copy of our privacy policy, please call us at 1-800-263-6149 and we will be happy to mail one to you.

**LARGEST DATABASE
OF DRIVER JOBS
IN CANADA**

FREE

**TO POST YOUR
RESUME & SEARCH**

FOR JOBS

APPLY TODAY!

www.driverlink.com

1.800.263.6149

TRUCK NEWS Careers On-Line www.trucknews.com

By Mail: 6660 Kennedy Road, Suite 205,
Mississauga, ON L5T 2M9

By Phone:
800-263-6149

By Fax:
866-837-4837

Mack declares readiness for 2010

LOUISVILLE, Ky. – Mack Trucks announced at the Mid-America Trucking Show that it has conducted extensive field testing of its EPA2010-compliant engines and is ready for roll-out.

Mack's engines will use selective catalytic reduction (SCR) in 2010, which is performing well with test fleets, according to the company. Mack officials showed videos of customer testimonials during a press luncheon at the show.

"Mack is ready for 2010 and we have complete confidence in our SCR technology and its ability to deliver increased fuel economy and lower operational costs for our customers, especially when compared with other approaches to 2010," said Denny Slagle, Mack president and CEO. "Ultimately, the performance and efficiency debate on technology will be decided on the road. This is where Mack will shine."

Slagle added "We're well ahead of where we were in 2007."

David McKenna, director of powertrain sales and marketing with Mack, said real-world field testing has shown Mack's 2010 engines virtually eliminate the need for active regenerations of the diesel particulate filter (DPF).

"Since we use SCR to remove NOx from the exhaust downstream from the DPF, we are able to tune the engine to produce better performance and fuel economy, while using the NOx in the exhaust to passively regenerate the DPF," he explained. "We're making simple chemistry work in our favour."

McKenna insisted SCR will deliver a lower cost of ownership when compared to an in-cylinder solution he terms "massive EGR."

He showed spreadsheets that indicated a Class 8 truck with SCR will typically cost nearly US\$1,100 less to operate versus a comparable truck using only EGR.

That's based on diesel prices of \$2.33/gallon and DEF priced at \$1.75/gallon, running 100,000 miles and averaging 6 mpg. When bumping diesel prices to \$3/gallon and DEF prices to \$2.25, the savings totals more than US\$1,300 per 100,000 miles, according to McKenna.

While Mack Trucks didn't provide a purchase price for 2010 trucks and engines, Slagle did say it will likely be "in the same ballpark" as Volvo's recently-announced emissions surcharge of US\$9,600. □

Want more MATS?

Then visit the **MATS 2009** module in the Knowledge Centres section of Trucknews.com

And check out the June issue of *Truck News* to see what was introduced in the way of trucks, lighting, reefers, APUs and more. □



20 YEARS

MEMBER OF
TARA
The Truck Frame and Axle Repair Association
Founded in May 1966

Truck & Heavy Equipment Repair Specialists

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

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



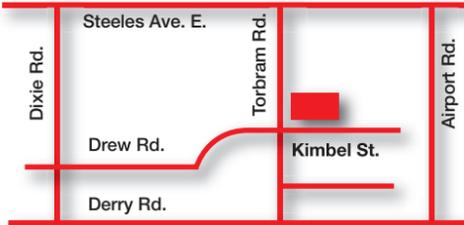
Full Frame & Axle Straightening

SERVICES:

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

www.coupautobody.ca

Call Kuldip or Eric



email: coupautorepair@on.aibn.com

INNOVATIVE INSURANCE AGENCIES

OWNER OPERATORS

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

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

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

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

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

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



★★★★★

indel B

12 Volt Air Conditioners

MANWIN has your
ANTI-IDLING SOLUTIONS!
Stay cool without idling your engine.

Clean cooling with engine off.
Zero emissions.
Low maintenance.
Driver well being,
comfort & efficiency.

Financing options available.
2 year warranty.

We service what we sell

MANWIN ENTERPRISES INC. 

Since 1983

Conveniently located near the 401 in Ayr:
15-A Wanless Court, Ayr, ON N0B 1E0 | manwin@bellnet.ca
t: 519.624.4003 | 1-888-823-7611 | f: 519.624.5501

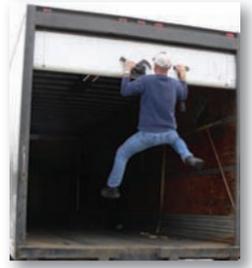
PRODUCTS FOR PROFIT

SHOWCASE GUIDE

Peterson Manufacturing's 2009 Catalog Supplement adds 25 pages of new vehicle safety lighting products to the company's ever-expanding line. It is designed for use in conjunction with Peterson's 216-page Master Catalog released in 2007. Featured in the supplement are part numbers for more than 250 brand new lighting and accessory products including: more than 60 LED part numbers in both premium Piranha LEDs and economy PM LEDs; LED and HID work lights; 3/4" single-diode LED marker lights; oval smart lamps; and single-diode back-up lights. For questions regarding the new Catalog Supplement materials or to order additional quantities, contact Peterson's Customer Service Department directly by calling 1-816-765-2000, or contacting pmsales@pmlights.com.



WHITING Door Manufacturing brings exciting innovation to the way drivers open and close the roll-up doors on their trucks and trailers. WHITING introduces CommandLIFT™, an automatic, remote controlled roll-up door opener. Having a perk like CommandLIFT™ will help fleets retain the best drivers. Why would drivers look for employment with companies where they will have to manually open and close roll-up doors all day? CommandLIFT™ ensures drivers and fleet owners that their roll-up doors are closed properly and that their cargo is secure while on route to its destination. Watch the video at www.commandlift.ca



CorroGuard: Corrosion Protection Exclusively from Great Dane

Protect your investment from corrosion with Great Dane's exclusive CorroGuard with Technology by GatorHyde. This extremely durable undercoating creates an impact-resistant barrier that helps melt away the snowball effect of equipment deterioration and increased maintenance costs caused by untreated chips to paint on a trailer's undercarriage. By withstanding even today's more powerful de-icing chemicals, road debris, climate fluctuations, and ice and snow, CorroGuard equals the most comprehensive corrosion-fighting solution available. CorroGuard is a key component of Great Dane's Total Protection Package. www.greatdanetrailers.com



NAL Insurance provides the best in Disability, Downtime and Buydown benefits for Fleets and individual Owner Operators. NAL is proud to be a part of an industry that supports our ongoing efforts to give back to our clients and their communities. Our initiatives to give back to the industry and our customers include Trucking For Wishes, providing wishes for children with life-threatening illnesses. We have raised over \$75,000 in the past two years. www.nalinsurance.com



Hankook has thousands of dealers across Canada offering truck and bus tires that can help you earn more value for your purchase. From the ports of Vancouver to the lumber mills in the Maritimes, the dealers are proud to sell Hankook products and they are widely available. In addition, the new large distribution centre in Ontario can service Ontario fleets directly and help you to reduce costs, which will help your fleet in the current economic downturn. For further information, please contact Hankook Tire Canada Corp., at 1-800-843-7709. hankooktire.ca

Tankmart International was founded over twenty years ago by Bob Kavanagh and Ron Laberge, two men with extensive experience in the use of tanks for the bulk transportation industry. There are four Tankmart outlets and the group has become the undisputed leader of the Canadian tank industry. When you buy or lease a new or used Tankmart unit, you can count on as wide a range of services as there are in the market today; technical assistance, parts, maintenance, and repair. So when you need a tank unit to haul or store your products or you need yours repaired or tuned up, just call Tankmart International 1-800-363-2262. www.tankmart.com



Castrol Hypuron redefines the standard for super-high-performance diesel engine oils in both on- and off-road applications. Hypuron offers maximum engine protection and the associated cost efficiencies of safely extending OEM drain intervals. It is capable of delivering these results by utilizing the Castrol highly engineered proprietary additive package. Hypuron has undergone over 8 million miles of over-the-road, LTL and vocational testing, all with low-sulphur diesel fuel. These tests confirm that it provides maximum protection while safely extending drains up to 2x OEM recommendations. Hypuron far exceeds the demands of current diesel engine oil spec' API CJ-4 and CI-4+ as well as those of Caterpillar, Cummins, Detroit Diesel, Mack, MBE, Volvo and others. 1-888-CASTROL www.castrol.com/hypuron



Espar fuel-operated heaters are designed for mobile applications such as trucks and buses. The systems utilize 12- or 24-volt battery systems and gasoline or diesel as an on-board fuel. They operate as diesel or gasoline furnaces with sealed combustion chambers. Espar Air heater's use forced air as a heating medium while the Espar Coolant heaters circulate coolant. www.espar.com



TransCore's Slap & Track Trailer Tracking provides accurate Global Positioning System (GPS) positioning of your trailer anywhere in North America. It comes with a six-year battery with stop/start reporting capabilities, allowing you to know when your trailer has arrived or departed. Its inconspicuous low-profile terminals increase security and provide automatic alerts if they are moved. TransCore's Slap & Track Trailer Tracking is a small investment with a big return. For details, visit our Web site at www.3sixty.ca.



The Delo family of products were designed to help you maximize mileage, extend service intervals and increase the life of your equipment. Some of the largest, most advanced fleets have saved millions of dollars using Delo. Even if you have a fleet of one, using Delo products formulated with Isosyn Technology can save you money. Isosyn Technology delivers synthetic-like performance and outstanding value. From our premium lubricants formulated with Isosyn to our industry-leading extended-life coolants and synthetics, Delo helps maximize uptime and gives you the confidence to succeed. Chevron stands behind its complete line of Delo products with the Delo Warranty Plus. To learn more about the Delo Performance Advantage, visit us at www.deloperformance.com.



Avaal Technology Solutions'

border crossing services help get fleets across the border quicker and easier. Avaal can obtain C-TPAT certification for you in as little as 30 days so you can enjoy expedited clearance times and reduced inspections as a C-TPAT certified carrier. Avaal's ACE e-Manifest software streamlines the manifest submission process and provides 24x7 live support for not only e-Manifest, but also customs clearance and entry# to drivers. Register today at www.avaal.com for a one-month free trial. Avaal also provides transportation business management training and consulting for authorities, permits, plate renewals and quarterly tax filings. Contact Dara Nagra @1-877-9985 ext. 1313 or dnagra@avaal.com.



Created with Yokohama's breakthrough Zenvironment technology, the new 103ZR premium regional steer tire is SmartWay certified. It features a more resilient rubber compound that resists cuts and chips, and dramatically reduces rolling resistance for improved fuel efficiency - so you get a minimum 15% improvement in CPK versus the competition. The new casing improves retreadability and is backed by a 7-year warranty. Talk to your Yokohama dealer about Yokohama's Zenvironment line of truck tires. www.yokohamatire.ca





Volvo is now offering Volvo Enhanced Cruise (VEC) as an option to complement its VEST stability system. The radar-based system identifies objects beside and ahead of the truck and warns a driver when there's a risk of a collision.



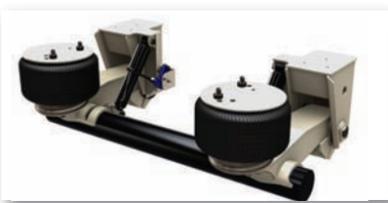
If a rear-end collision is imminent, VEC can intervene by detrotting the engine and applying the engine brake as well as the service brakes. The system is fully integrated into Volvo's cruise control system and in-dash display.

Three versions are available: front only; side only; and front and side.

www.volvotruckscanada.com

The Monopivot 240 is Ridewell's

series of severe-service, air-ride suspensions. Underslung, overslung, and yoke mount versions are available in 25,000 and 30,000 lb. capacities. The low-maintenance Monopivot 240 series is designed to maintain horizontal geometry, eliminating longitudinal jerks on the trailer. This reduces over-extension of shock absorbers and air springs to maximize their service life, improving the efficiency of both the driver and the vehicle. The Monopivot 240's single bushing acts as a pivot for extreme axle articulation as well as an additional load-cushioning element. Monopivot 240 air-rides will accommodate virtually every kind of on- or off- highway trailer with many specialized configurations. www.ridewellcorp.com



Mobil Delvac 1300 Super 15W-40 is an extra-high-performance diesel engine oil that helps extend engine life and drain intervals in the most severe on- and off-highway applications. The advanced chemistry of this product delivers exceptional performance in both modern high-output, low-emission engines including those with Exhaust Gas Recirculation (EGR) as well as older engines operating on low- or higher-sulphur fuel. As a result, this product meets or exceeds the new API CJ-4 service category and JASO industry specifications.

www.essolubes.ca



For 25 years, Glasvan Great Dane has been an Ontario dealer for: Great Dane vans, reefers and flatbeds; Chaparral aluminum flatbeds; Landoll specialty trailers; Capacity shunt trucks; and all makes and models of used equipment. We offer competitive, flexible and customized financing and leasing packages, as well as full-service maintenance programs. Our southern Ontario locations include Mississauga, Whitby, Alliston and Putnam.

1-888-GLASVAN info@glasvangreatdane.com

www.glasvangreatdane.com



Run SmartSM

Freightliner's RunSmart Predictive Cruise, developed with NAVTEQ, will improve fuel mileage in areas with rolling hills. The system uses GPS technology as well as 3D digital mapping to interpret the geography that lays up to one mile ahead of the truck. It then adjusts the actual speed of the truck for maximum fuel economy, as dictated by the terrain. All the while, the system will remain within 6% of the set cruise speed, RunSmart Predictive Cruise is now available on the 72-inch, raised-roof Freightliner Cascadia with Detroit Diesel DD15 engine. www.freightlinertrucks.com

A weekend full of chrome, horsepower, music, camping and family fun



The Leading Family Entertainment & Trucking Event in North America



Terri Clark *
George Canyon
Doc Walker
Tara Oram
Settlers Creek
Dry County
The Back Roads Band
Shelly Rastin Band
Dan Badger & Tailgate



Loverboy
Stampede
Trooper
Adam Gregory
New Cumberland
Ally Howatt
Moonshine
Steelecounty
Pauly and theGoodfellas



Thursday July 23, 2009
Terri Clark concert in Diamond Entertainment Area
Local truck pulls - gas and diesel
Trade show
Robertson Amusements / Family Fun Zone

Friday July 24, 2009
Loverboy - Trooper concert
Live music in Diamond Entertainment Area
Empire State Pullers and GLTPA
Trade Show
Truck News "Driver of the Year" award
Robertson Amusements / Family Fun Zone

Saturday July 25, 2009
Garden tractor pulls
Highway Tractor pulls
Great lakes Truck and Tractor Pullers
Empire State Pullers
Live music in Diamond Entertainment area
Doc Walker concert
Trade show
Robertson Amusements / Family Fun Zone
Beef BBQ

Saturday Night Light Show

Sunday July 26, 2009
Truckers Breakfast in the Complex hall
Transport For Christ Church Service
Live music in the Diamond Entertainment Area
Show and Shine Awards
George Canyon concert
Robertson Amusements / Family Fun Zone
Thrill Shows Productions Demolition Derby

Show & Shine - over 400 trucks
Truck & Tractor Pulls
Trade Show
Demolition Derby
Camping
Family Fun Zone
Robertson Amusements
(Free Midway**)
Live Music

Gate Admission	
Adults: Thursday	\$10.00
Friday or Saturday	\$25.00
Sunday	\$20.00
Weekend Pass	\$60.00
Students (15-19) & Seniors (over 60)	
Thursday	\$5.00
Friday, Saturday or Sunday	\$15.00
Weekend Pass	\$40.00
Kids (5-14)	
Thursday, Friday, Saturday or Sunday	\$5.00
Weekend Pass	\$15.00
Kids under 5 free	

GATES OPEN
(for the general Public)
Thursday 6:00pm
Friday 12:00pm
Saturday 9:00am
Sunday 8:00am

* Terri Clark concert is \$15.00 plus regular gate admission

** Free midway is included with regular gate admission

Show & Shine, Camping & Tickets available online www.fergustruckshow.com

For more information:
FERGUS TRUCK SHOW
1-275 Gordon St. Fergus, Ontario, Canada N1M 2W3
Phone: 519-843-3412 Fax 519-787-0692
Toll Free 1-866-526-7379
email: info@fergustruckshow.com
Website: fergustruckshow.com



Confirmed Diamond Sponsors as of 03/15/09

Robica builds customized trailer for Hydro One

ST. MARYS, Ont. – Robica Forman Tank has developed a clever solution for a customer that will save them about \$300,000 per year.

Hydro One has taken delivery of the first of six Mammoth TOT (Transformer Oil Treatment) trailers. The trailer, custom-built by Robica, can replace anywhere from three to six conventional trailers at a job site.

Traditionally, Hydro One required two to three tankers at a site to hold oil and an additional one or two trailers to house the filtration and heating systems, according to Bob Nothof, vice-president and general manager of Robica.

The new design can accommodate 90,000 litres of transformer oil as well as all the heating and filtering components. Its square design also adds capacity, providing a quick payback for the provincial utility.

Robica engineers have been working on the design of the new trailer for more than a year.



CUSTOM FIT: Bob Nothof, vice-president and general manager of Robica (left) presents Don Comeau of Hydro One with the first of six Mammoth TOT trailers.

Despite the sluggish economy and its impact on the trucking industry, Robica Forman Tank is in the

process of adding capacity at its plant and is planning on hiring more workers. □

New Michelin tire retreader opens up near Quebec City

ST-AUGUSTIN-DE-DESMARES, Que. – Pneus Belisle has invested \$3.9 million into a new tire retreading plant near Quebec City, which will offer Michelin Retread Technologies (MRT).

The new plant, inaugurated March 30, is the company's sec-

ond facility and the eighth in Canada to offer MRT.

"We have complete confidence in the MRT technology, as we already have one retreading plant using this technology in Saint-Jerome in the Laurentians," said Daniel Belisle, president of

Rechape Belisle and vice-president of Groupe Pneus Belisle.

"In addition to investing \$3.9 million in the construction of the plant, equipment and staff training, we are also very proud to be contributing to the creation of specialized jobs in the Quebec City area." □

Harper Group opens Orillia service centre

ORILLIA, Ont. – The Harper Group officially opened its new regional service centre in Orillia March 12.

The new facility, located just off Highway 12 at 108 Norweld Drive in Orillia, boasts the ability to repair any truck transmission, officials say.

"The regional service centre business model has been a great success for us as we strive to meet our three key service principles of: service excellence, service proximity and service solutions. We have already opened six regional service centres over the past few years and we will continue to evaluate the demand in underserved areas and will look to put ourselves in these markets to offer our customers the superior service they are accustomed to," said John Cosgrove, president of Harper Power Products.

With the opening of the Orillia facility the Harper network now consists of 17 locations in Ontario.

"In order to serve our customers we need to be accessible and adding Orillia to our existing network of Harper Regional Service Centres in North Bay, Cornwall, Kingston, Pembroke and Niagara Falls provides our customers with coverage that is unrivalled in Ontario," Cosgrove said. The Orillia location will be managed by Harpers' Toronto general service manager, George Czata. □

Orillia dealer to sell ITS Distributing anti-idle systems

ORILLIA, Ont. – Orillia Premier Truck and Trailer has announced it is now a distributor for the ITS Distributing idle-free cab comfort system.

"Anti-idling laws are becoming more common in municipalities across Canada. Contaminants from vehicle exhaust are major contributors to deteriorating air quality. We need to pay more attention to what we are putting into our atmosphere," the company said in a release.

The ITS Distributing system combines a Webasto air heater to keep the cab warm with an Indel B Sleeping Well Plus air-conditioning unit for cooling.

It's a 12-volt, all-season cab comfort system that the company says can heat the cab with as little as 0.02-0.05 gallons of diesel per hour.

The Sleeping Well air-conditioning system doesn't use any fuel at all, but is instead powered by batteries that are separate from the truck's running batteries, the company explained.

The system can save a typical truck operator about \$4,500 per year in fuel, the company said, citing a study by the US Department of Energy's Argonne National Laboratory.

Orillia Premier Truck and Trailer can be reached at 705-327-9998. □

Action Auto Glass joins Southwood Group

MISSISSAUGA, Ont. – Action Auto Glass has been purchased by Jeff and Sonia Stairs, owners of Southwood Graphics and SG1.

Action Auto Glass has been serving the transportation industry in the GTA since 1989. Officials say former owner Bill Mills will be remaining with the company to assist with future growth and expansion.

"We are very excited about the addition of Action Auto Glass to the Southwood family. It was a natural fit that just made sense and was consistent with our plan to diversify and create greater

value for our business partners in an industry that we love," said Jeff Stairs, president of Southwood Group.

Action Auto Glass specializes in glass repair/replacement and upholstery for large commercial vehicles.

They currently have five mobile service trucks and a 7,500 sq.-ft. facility for drive-in customers and an upholstery shop.

"What excites us the most are the possibilities for future expansion into other markets and strategic locations across Ontario and Canada," said Stairs. □

**Highway Brokers
based out of
Ajax and Sudbury
REQUIRED
IMMEDIATELY**

**Young
TRANSPORTATION
System**

Minimum 3 years
experience

No Cross Border

Clean ABS & CVOR Required

Fax to 905-677-5940 or
E-mail recruiting@tbmgroup.ca

THE ALL NEW! PRESENTS

EARL HARDY TRUCKING BIG RIG NATIONALS

presented by **TRUCK NEWS**

The official publication of the **BIG RIG NATIONALS**

Canada's #1 Race Place!

New 2 Days of Excitement!

July 10-11, 2009

Racing Fun Runs Camping Music

(519)238-7223

www.grandbendmotorplex.com

TEAM TRUCK CENTRES SHOW AND SHINE MIDWAY

People

Ralph Boles of Bison Transport placed third in the Truckload Carriers Association (TCA) Equipment Driver of the Year contest. Boles has been a driver with Bison Transport since 1974 and has logged more than 4.5 million accident-free miles during his career, according to TCA.

He has accumulated seven safe driving awards and two Driver of the Month awards from the Manitoba Trucking Association.

The Bison driver also sits on Bison's Driver Advisory Board and its Accident Appeal Board. In this role, Boles is in a position to advise, review and discuss: policies that need to be changed; accidents and how they should be handled; and the concerns of Bison's drivers and/or the general public.

Recently, he has undertaken a new challenge – serving as an in-cab instructor. This opportunity allows Boles to share his extensive experience in mountain driving, helping Bison's new drivers who are participating in the new driver training program, according to Bison.

For his third place prize package, Boles receives \$1,200 in truck stop gift cards, \$750 cash, and a \$250 Best Buy gift card.

Daimler AG announced several high-ranking personnel changes for its trucks division recently, including the retirement of **Chris Patterson** as head of Daimler Trucks North America (DTNA).

Beginning June 1, he will be replaced by **Marin Daum**, the company announced in a release. Patterson is retiring after 32 years in the North American commercial vehicle industry, 11 of which were with DTNA.

His replacement, Daum is currently head of operations at the Mercedes-Benz plant in Woerth, Germany.

Also on June 1, **Dr. Albert Kirchmann** will take over as head of Daimler Trucks Asia. He will also serve as president and CEO of Mitsubishi Fuso Truck and Bus Corp. He replaces **Harald Boelstler** who is also set to retire.

The Ontario Trucking Association's (OTA's) senior policy advisor, **Barrie Montague**, retired on March 31.

He will continue to serve the industry as Commercial Vehicle Operators' Registration (CVOR) facility audit consultant, the OTA has announced.

Montague joined the OTA in 1994, but first he served as the CEO of a major Ontario-based tank truck company and a member of the OTA board of directors rising to the level of vice chairman. He was also the chairman of the Washington, D.C.-based Tank Truck Carriers Association.

The OTA said that Montague established himself as a technical and strategic expert in the regulatory compliance field, particularly as it relates to the CVOR system, facility audits, safety ratings and the transportation of dangerous goods.

In addition to providing consulting services to the members on a fee-for-service basis,

Montague will continue as OTA's and CTA's technical expert on dangerous goods and tank truck matters, for the time being.

He will also provide transportation of dangerous goods training on behalf of OTA, the association says.

The Alberta Motor Transport Association (AMTA) has announced the passing of a prominent member and health and safety advocate, due to cancer on March 25.

John Tessier had worked with the Alberta trucking industry for many years as a driver and safety officer for carriers, and then with the Alberta Trucking Industry Safety Association and the AMTA. He retired in 2007 to follow this passion of worker health and safety as an industry consultant, according to the AMTA.

The AMTA is creating a safety award named after Tessier, to be presented at the annual Provincial Truck Driving Championship, another of his passions. □

THERE IS A BETTER WAY TO BUY INSURANCE



Truck Insurance can be a complicated business

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

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

Dan Lawrie Insurance Brokers Ltd.

THE NAME YOU CAN TRUST FOR INSURANCE

Call Trucking Specialist, **Kathy Clarke** Today

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

kclarke@danlawrie.com

**URGENTLY NEEDED
FAST Eligible AZ Teams**

- Discounted Fuel • Fuel Cards • Paid Tolls
- Full-Load Freight • Safe Company • Benefit Plan
- Satellite Dispatches • Direct Deposit • Paid Border Crossings

Highland



**20,000+
Miles per Month**

**Openings also for
Single Owner Operators**

“Get on the road with us”

www.drive4highland.com

CHARMAINE - Markham

1-877-444-4303

MARIO - Quebec

1-866-922-8638

PETER - Ontario

1-866-262-4931

MARCELLE - Maritimes

1-800-561-7760

PAUL - Western Ontario

1-800-668-9691 ext 214

MILAN - Western Canada

1-800-663-9779

Tax talk

Should you take early CPP benefits?

The concept of a retirement age may seem to be just that these days – a concept. People are already saving less or dipping into their bank accounts or credit lines to pay for everyday expenses and plan to work longer to make up for it.

If you're 60 or older, there's a potential source of income you may not have considered: a Canada Pension Plan (CPP) retirement pension.

CPP provides monthly, inflation-protected income when you retire or if you become disabled. It's designed to replace about 25% of the earnings on which your CPP contributions were based over your working life, up to a current monthly maximum of \$908.75. For most Canadians, it's the only pension they have.

You don't have to wait until you reach what the government considers "full-retirement age" to qualify for CPP. If you're willing to accept

Tax Talk

Scott Taylor



some trade-offs, you can apply for a CPP pension starting at age 60.

How to qualify

One way to qualify for early CPP benefits is to stop working by the end of the month before the CPP retirement pension begins and during the month in which it begins. For example, if you want your pension to begin in June, you have to stop working by the end of May and you can't work during the month of June.

Another way to qualify is to earn less than the current monthly maximum CPP retirement pension payment (\$908.75 in 2009) in the

month before your pension begins and in the month it begins.

For example, if you want your pension to begin in June 2009, you need to earn less than \$908.75 in both May and June.

Age and payment amounts

Your pension normally starts the month after you turn 65.

The CPP adjusts the amount you receive by 0.5% for each month before or after your 65th birthday from the time you begin to take your pension.

That's 6% a year. If you start collecting CPP the moment you turn 60, the benefits will be 30% less than you'd get by waiting until you reach 65, but you'll have money in hand you otherwise would not have.

Conversely, if you can wait until you're 70, your payments will be 30% higher than the person who began taking benefits at 65.

Can you afford to wait?

While your monthly payments may be larger financially if you wait, in certain circumstances you should at least consider taking CPP early:

1. You need the money. Taking your CPP benefits early can supplement or replace income you need to pay the bills. It may also enable you to pursue a creative passion – art, travel, education. The personal benefits may outweigh the financial costs.

2. You're in poor health. It's almost impossible to know how to maximize your CPP benefits because no-one can say how long they will live. If you don't expect to live long, you'll want to start collecting your pension as soon as possible despite the reduced amount of the benefits. A caveat: Your dependents can qualify for survivor benefits. You and your spouse should calculate how these benefits would be affected by an early payout.

3. You want to eliminate a major business cost. Once you start receiving your CPP pension, you can work as much as you want without affecting your pension amount. However, you can't contribute to the CPP on any future earnings from employment.

So let's say you're an owner/operator and 60 years old. You earn \$30,000 net income from your business. Assuming you live in Ontario, you'll owe \$2,667 in federal tax, \$1,431 in provincial tax, and \$2,624 in CPP contributions – a total of \$6,721. Because business is slow, you stop working for two months and qualify for early CPP benefits of \$4,800 a year.

With a taxable income of \$34,800, you'll owe \$3,870 in federal tax and \$1,880 in provincial tax, but no CPP. The total: \$5,660. You're up the \$4,800 pension plus the difference in the tax payable of \$1,061. By taking CPP early, you have \$5,861 more cash in your pocket.

Check your statement

If you've been working in Canada and even one CPP contribution has been made for you (by you or your employer) at some point in your career, you're probably entitled to a CPP retirement pension. Don't assume you won't qualify because of your income or the types of jobs you've held.

Take time to find out the details. Visit servicecanada.gc.ca to view or print a copy of your CPP statement. It will show the total amount of your CPP contributions by year and your pensionable earnings on which they are based. It will also estimate what your pension or benefit would be if you were eligible to receive it now.

With that in hand, sit down with your accountant or financial advisor about how big a role CPP can or should play in your overall retirement plan. There's no one-size-fits-all answer. □

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

LAIDLAW

CARRIERS VAN GP INC

- Paid waiting time after 2hrs - \$14.00
- Operating mainly within a 1200 mile radius of the Toronto area
- Home weekly
- Personalized dispatch - "No Satellites"
- Dedicated 386 Peterbilts & 9200 Internationals
- Trucks allowed home

If you have a professional attitude and desire to succeed call **KEN ELLACOTT** or **CHARLIE CAMPAGNARO**

1.800.263.8267

E-mail: kellacott@laidlaw.ca or ccampagnaro@laidlaw.ca Fax: 519-766-0437

www.laidlaw.ca

Laidlaw is an equal opportunity employer and qualified women are welcome to apply

OWNER OPERATORS

SELLING OR BUYING EQUIPMENT?

Check us out online at www.trucknews.com

BUYING?

Browse by make, model and year. With the click of a button you'll have access to some of the best deals in the country.

SELLING?

For just \$99 (plus GST) we'll list your truck or trailer including a full description and picture.

*Post your ad for only \$99! Click [here](#) for details.

For more information contact Rob Wilkins 416-510-5123

Monitor your profile's perception and reality

It's easy to understand why fleets are so interested in their carrier profiles. This record of driver and equipment violations ultimately has an impact on everything from a company's insurance premiums to government fines.

It can even determine whether an operating authority is retained or revoked.

That explains why safety-conscious managers are so disturbed when hearing that they've crossed a related threshold on their way to a sanction.

Government officials establish the thresholds for a carrier profile in one of two ways.

While some jurisdictions use actuarial statistics – a process that uses the number of power units or kilometres travelled to determine the number of allowable violations – provinces such as B.C. compare carriers of a similar size. But regardless of the way the thresholds are set and compared, there can be a distinct difference between a fleet manager's perception of safety and the documents that they receive.

The only way to address the gap between perception and reality is to ensure that carrier profiles are properly managed and maintained in the first place.

The first step to eliminating these surprises is to ensure that the profiles are reviewed at least once a month.

Fleets can simply submit a standing request for copies of the related documents to ensure that the latest statistics are always in hand.

Then it is a matter of addressing any discrepancies that exist.

The differences between a fleet's perceived safety record and the government's carrier profile can emerge for a number of reasons. A simple clerical error while entering the number for an operating authority could assign a fleet's violations to a different company's profile.

Or a new driver might be reluctant to report violations such as a speeding ticket, with the mistaken assumption that the news will be lost in the shuffle.

Luckily, a simple scan of the profile could identify many of these issues.

The bigger challenge is that fleets are not always recognized for all of the clean inspections that occur, and that can play a significant role in the calculation that determines whether the company is sitting above or below an allowable threshold.

After all, a driver may be happy to receive a verbal 'okay' from an inspection officer, but the lack of paperwork will offer little support to a carrier profile.

This is why drivers and owner/operators should be encouraged to make a polite request for a copy of every inspection report.

If the document isn't forthcoming, they should simply record the date and time of the inspection and provide that information to safety managers.

Some fleets even award safety

Ask the Expert

Rick Geller



bonuses for every positive report, offering drivers an added incentive to gather the information.

Granted, a thorough analysis of a carrier profile may require a slight change to filing systems. While many carriers include inspection reports within their equipment files, the documents should also be filed by jurisdiction, making it easier to track how many inspections have been conducted, how many have been passed, and the reasons for any violations. Another approach is to track the details on a simple spreadsheet.

It's also important to remember that this process is about far more

than measuring a carrier's experience against a government threshold. Indeed, these profiles represent a valuable tool for identifying high-risk drivers and training needs.

Look no further than the number of speeding violations for a great example. An analysis of the information on a carrier profile can help to determine if the violations are linked to a particular driver, route or customer.

An excessive number of violations relating to hours-of-service can help to identify training needs for drivers or dispatchers alike. And a spike in a particular category of equipment violations such as out-of-adjustment brakes can be used to refine maintenance practices.

By matching this information to industry benchmarks that are available through your insurer's safety advisors, managers will even be able to identify the details

that can manage driver behaviour.

Fundamentally, most drivers want to do the best job they can. A violation may simply be a wake-up call for an issue that needs to be addressed.

And who wouldn't respond to a statistic that identifies exactly how much more likely they are to be involved in a crash over the next 12 months, complete with details about the likelihood that they will not survive?

An accurate carrier profile will provide a fleet with the statistics that help to make this point, and point the business toward a safer reality. □

– This month's expert is Rick Geller. Rick is the National Manager of Safety and Training Services for Markel Insurance Company of Canada and has more than 25 years experience providing loss control and risk management services to the trucking industry. Send your questions, feedback and comments about this column to info@markel.ca.

STABILITY

Financially Stable Solid Customer Base Focused on Growth

Celadon Canada
is currently welcoming Professional Drivers
and Owner Operators to join our team!

Proud to be nominated as one of the

BEST Fleets TO DRIVE FOR





Come Join Our Success!

1-800-499-4997

www.celadoncanada.com

280 Shoemaker Street Kitchener, ON N2E 3E1



Radiators Inc.

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

Open 6 Days A Week!

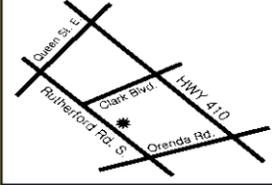


WE SHIP ACROSS ONTARIO

4 Hr. DRIVE-IN SERVICE FOR MOST TRUCKS!

905-487-1209 • 1-877-950-0099
 MON.-FRI.: 8 AM-7 PM • SAT.: 8 AM-3 PM
 After hours call: 905-487-1209

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



Opinion

Blurring fact with fiction for profit

A few days ago while I was doing what I do best, changing channels, I came across a commercial for a law firm based out of Buffalo.

Unfortunately, it came as no surprise that they were promoting their services to accident victims involved in big rig truck collisions. I've seen them before, as I'm sure many of you have. It was pure fear-mongering at its finest and it's been going on for years. What bothers me is that Joe Public rarely hears about the trucker who avoids a horrific accident by anticipating the bonehead move a passenger car driver is about to make. It happens all the time.

Instead, we're blasted with headlines that almost always assume that accidents involving trucks are the trucker's fault.

I went online and checked out a number of lawyers' sites who specialize in trucking-related accidents. I should mention that all of the fol-

Publisher's Comment

Rob Wilkins



lowing quotes are taken from US-based Web sites. Regardless, here's how they sell their services to potential clients.

"When a truck accident occurs, trucking companies will often send out representatives including lawyers and insurance agents to confront and intimidate the victim at their most vulnerable." How's that for a warm fuzzy feeling? It's a 'David vs. Goliath' scare tactic.

Most sites made a point of banging off fatality and injury statistics creating a perception that every rig is a rolling death trap.

To be fair, I did come across one site that took the time to explain that many trucking accidents involving cars are in fact the car driver's fault. It goes on to explain the number of idiots out there who don't realize the stopping limitations of a truck. Refreshing indeed.

Here's another quote that left me scratching my head: "For many commercial truck drivers, drug and alcohol use are simply a part of daily operation." What are they saying? Drive a truck and you could become an addict? Unbelievable.

Finally, how about: "Alcohol use by a truck driver can cause serious impairment including poor decision-making, blurry vision, distractions and slowing reaction times." I suppose this only happens to truckers? What a bunch of crap. It's too bad lawyers south of the border resign themselves to using scare tactics. I suppose it's because competition is fierce but in the end they aren't doing our industry (on either side of the border) any favours. □

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



NAL serves the Trucking Industry

And is Proud to Sponsor



www.truckingforwishes.com

helping dreams come true for children with life threatening illnesses



www.greentrucker.com

saving our environment, one mile at a time



www.drivingforprofit.com

our next seminar is on May 5, 2009 in Mississauga, Ontario featuring Ray Haight and Allison Graham only \$65

Disability • Downtime • Buydown

Call Today! 1-800-265-1657

NAL Downtime Lounges
 HWY 401: Woodstock, TA Truck Stop, Exit 230
 Cornwall, Fifth Wheel Truck Stop, Exit 792
 HWY 401: Belleville, 10 Acre Truck Stop, Exit 538

\$60.00

Driver Medical Exams

ONTARIO DRIVERS WALK-IN MEDICAL CLINIC

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

8:30 a.m. – 11:00 p.m.
7 Days a Week

No appointment necessary

(905) 897-9228

Mail

It's time to pay us by the hour

Dear Editor:

We drivers as a group just took a 9% pay hit. You see, by limiting my truck to 105 km/h, my average speed just fell. Nowhere in Bill 41 did I see it

stated that companies have to increase the per mile rate. I didn't see any of the members who passed this Bill saying they would take a 9% pay decrease. Every time someone comes up with some idea to make

our roads safer, it is always at the expense of the truck driver.

How about a little better enforcement of the law? I have been at this profession for 20 years. In those 20 years I have made an okay living, but every year it gets harder to justify why I do it. How about you pay

all truck drivers by the hour? Think about it: everyone relaxed, no hurry to get there, getting paid to sleep, to deliver, to fuel up – sounds great to me, sign me up. □

Brian Lee
Via e-mail



DEPENDABLE Truck & Tank LIMITED BRAMPTON, ONTARIO

ALL UNITS SAFETIED & CERTIFIED!

ALL UNITS ON OUR LOT NOW!



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



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



1996 FORD c/w 20,000 litre 4 compartment aluminum tank, Midcom, Dual Pumping, Bottom Load, Vapor Recovery, DOT, CSA-B620. **Stock #516**



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



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



1996 GMC c/w 11,500 litre 1 compartment aluminum tank, set up for mobile wash, DOT certified. **Stock #535**



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



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



1988 WESTANK 20,000 litre 2 cpt aluminum pup trailer. Bottom Load, Vapor Recovery, DOT, CSA-B620, completely overhauled. **Stock #566**



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



1996 INTERNATIONAL c/w 20,000 litre 4 compartment aluminum tank, Dual Pumping, DOT, CSA-B620. **Stock #574**



1976 WESTANK 23,000 litre 2 cpt aluminum pup trailer. Bottom Load, Vapor Recovery, DOT, CSA-B620, completely overhauled. **Stock #587**



2002 STERLING c/w 20,000 litre 4 compartment aluminum tank, Dual Pumping, DOT, CSA-B620, B/L rough In. **Stock #593**



1999 STERLING c/w 19,000 litre 4 compartment aluminum tank, Dual Pumping, DOT, CSA-B620, B/L rough In. **Stock #595**



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

WE RENT TANKERS! MANUFACTURERS OF ALUMINUM AND STEEL TANKS

Call our Watts Line from
anywhere in Canada

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

Ask for
Mike Trotter

Mail

It's time to stop whining about speed limiters

Dear Editor:

Don't blame the speed limiters when it's a driver attitude problem! First, I must say that I don't agree with Ontario's new speed limiter law. My speed limiter has always been my right foot so I will continue to run between 95-100 km/h. But all this constant whining about the doom and gloom this law is going to have is starting to get pretty old and tired.

There is no law saying that you have to drive the maximum posted speed limit, the law says not to exceed the posted limit. I have been driving at or around 100 km/h for over 35 years now, by choice, and have never had a problem in the 70-75 mph states. All this hype about slower trucks getting rear-ended is just hogwash, stay in the right lane and if you can't pass someone

quickly and safely then don't even bother to get out in the left lane.

All this blah, blah, blah about taking a pay cut because of the slower speed is just BS. Most loads are now picked up and delivered by appointment, so getting there an hour early because you could run faster only to sit and wait (also unpaid) doesn't make sense to me. Most loads are not scheduled that tight that you would miss out on a load just because you could only run 105 km/h.

As for all of the concern about these "rolling roadblocks," I just don't see it happening, if you run the posted limit of 100 km/h, stay in the right lane and don't tailgate. You will still have extra speed to get around someone if you have to.

The biggest problem I can see is with the drivers' attitudes. Too many guys will run right up against the governed speed all the time instead

of backing off to the posted limit. All this will do is cause hatred and discontent because they don't have enough common sense to know that a 105 km/h truck should not be out trying to pass a 104 km/h truck for 10 miles. That is a driver attitude problem, not a speed limiter problem!

I've also heard all the complaints about how the truck used to get 7 mpg and now only gets 5 mpg since it was cut back. No doubt this comes from company drivers because any smart owner/operator knows that by slowing down, a properly spec'd truck will not only save you money on fuel but greatly reduce many other costs as well.

Most large fleets have always had governed trucks so I don't know what all the fuss is about. □

Paul Bauman
Via e-mail

Speaking English is a requirement

Dear Editor:

The Indian Trucking Association (ITA) will be asking for Punjabi-speaking officers? (April *Truck News*, pg. 19). Are they for real? Is the ITA going to support this financially? Why do they want Punjabi-speaking officers? Is it because they can't speak the language? If they can't speak the language, how did they get their licence? A translator?

Who translates road signs, emergency traffic billboards, EMS, MTO, police, border, civilian and customer dialogue? How about the regular maintenance on the trucks? How do they perform circle checks, read warning labels especially on WHMIS-controlled products, read instructions at petroleum fill stations and the list goes on and on?

Being not able to speak, read and write English in Canada is not acceptable in 2009, especially when you are in the workplace. □

Darren Bartels
Via e-mail

Turned 65, threw A/Z in the garbage

Dear Editor:

I have had a safe driving record since I was 18 years of age, in long distance tractor-trailers. I turned 65 last February and found I had to go write so many tests, borrow/rent a truck and trailer then prove that I can drive a big rig! All of a sudden because I'm now 65, all my experience, knowledge and safe driving is disregarded.

Last February my A/Z licence went right into the garbage pile. This is total discrimination! □

R. Radyk
Via e-mail

How about an A/Z restriction that includes automatics?

Dear Editor:

We really enjoyed the article about testing requirements for senior drivers. (March *Truck News*, cover). We are impacted by this issue and would like to see the rules changed. In the meantime, how about allowing the senior to use an automated transmission for the test and adding a restriction to his/her licence that would allow driving automated trucks only?

This would solve the problem for owner/operators that have automated transmissions. They would not have to go to the expense and trouble to rent a different vehicle and could re-test on a standard later if the need arose.

This would mean that the MTO does not have to "lower" their criteria. Win/win, I'd say! □

Barb Phillips
Via e-mail

TRUCK NEWS

Canada's National Trucking Newspaper and Equipment Buyer's Guide

SUBSCRIBE NOW!

READING SOMEONE ELSE'S COPY?
Have your own!

MOVING? REQUALIFY!
Send us your new address in writing on this form.

Company _____ Title _____
 Name _____
 Address _____
 City _____
 Province _____ Postal Code _____
 Telephone: () _____ Fax: () _____
 E-Mail _____

CHANGE OF ADDRESS ONLY

1	1	4									
---	---	---	--	--	--	--	--	--	--	--	--

Serial # from code line on mailing label

	Canada	USA	Foreign		
	\$	\$	\$	<input type="checkbox"/> Charge Card	<input type="checkbox"/> Cheque Enclosed
1 Year	<input type="checkbox"/> 42.35 <small>(39.95 + 2.40 GST)</small>	<input type="checkbox"/> 99.95	<input type="checkbox"/> 101.95	Visa No _____ Mastercard No _____ Amex No _____ Expiry Date _____ Signature _____ Date _____	
2 Years	<input type="checkbox"/> 66.73 <small>(62.95 + 3.78 GST)</small>				

NB, NS & NF Add 14% HST To Price / Quebec Residents Add QST (7.5%) To Total

DO YOU WISH TO RECEIVE OR (CONTINUE TO RECEIVE)

TRUCK NEWS

YES NO

Signature _____

Date _____

PLEASE ANSWER THE FOLLOWING QUESTIONS

2) How many vehicles are based at or controlled from this location? Please indicate quantities by type:

— No. of Straight Trucks _____ No. of Trailers _____
 — No. of Truck-Tractors _____ No. of Buses _____
 — No. of Off-Road Vehicles _____

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

14,969 kg. & over (33,001 lbs. & over)...	<input type="checkbox"/> YES <input type="checkbox"/> NO
11,794-14,968 kg. (26,001-33,000 lbs.)...	<input type="checkbox"/> YES <input type="checkbox"/> NO
8,846-11,793 kg. (19,501-26,000 lbs.)...	<input type="checkbox"/> YES <input type="checkbox"/> NO
4,536-8,845 kg. (10,000-19,500 lbs.)...	<input type="checkbox"/> YES <input type="checkbox"/> NO
Under 4,536 kg. (10,000 lbs.).....	<input type="checkbox"/> YES <input type="checkbox"/> NO

4) This location operates, controls or administers:

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

5) Do you operate maintenance facilities at this location? YES NO
 IF YES, do you employ mechanics?..... YES NO

6) Indicate your PRIMARY type of business by checking ONLY ONE of the following:

a) <input type="checkbox"/> For Hire/Contract Trucking (hauling for others)
b) <input type="checkbox"/> Lease/Rental
c) <input type="checkbox"/> Food Production / Distribution / Beverages
d) <input type="checkbox"/> Farming
e) <input type="checkbox"/> Government (Fed., Prov., Local)
f) <input type="checkbox"/> Public Utility (electric, gas, telephone)
g) <input type="checkbox"/> Construction / Mining / Sand & Gravel
h) <input type="checkbox"/> Petroleum / Dry Bulk / Chemicals / Tank
i) <input type="checkbox"/> Manufacturing / Processing
j) <input type="checkbox"/> Retail
ji) <input type="checkbox"/> Wholesale
k) <input type="checkbox"/> Logging / Lumber
l) <input type="checkbox"/> Bus Transportation
m) <input type="checkbox"/> Other (Please specify) _____

7) Are you involved in the purchase of equipment or replacement parts? YES NO

8) Are you responsible either directly or indirectly for equipment maintenance? YES NO

CLIP and MAIL

With Payment to

TRUCK NEWS

12 Concorde Place,
Suite 800,
Toronto, Ontario
M3C 4J2

TODAY!

Private Motor Truck
Council of Canada

Association Canadienne du
Camionnage d'Entreprise

2009 PMTC CONFERENCE

JUNE 18 & 19
QUEEN'S LANDING
NIAGARA-ON-THE-LAKE
ONTARIO

Registration
Questions?
(905)
827-0587

HOTEL INFORMATION

Queen's Landing

155 Byron Street,
Niagara-on-the-Lake, Ontario

Tel: 1-888-669-5566

PMTC has a special room rate
of \$260.00 per night plus taxes.

Reservations can be made by calling
the hotel directly.

Queen's Landing has a
14-day cancellation policy.



Thursday, June 18

9:00 am Registration and Coffee

9:30 am **Seminar I: Hybrid Technology Explained – Is It For My Fleet?**

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 we'll hear from a large user of hybrid vehicles on the actual results (pros and cons) from using hybrid vehicles.

11:45 am Conference Lunch

1:15 pm **Seminar II: Empowering For Productivity**

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 by making better use of your human resources. Roy will be describing how you can get your drivers to contribute more to improving productivity, and how to turn them into valuable resources for your fleet.

3:00 pm **Seminar III: Strategies For Recessionary Times Part 1: Fuel Economy Counts**

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

6:30 pm **Chairman's Reception and Dinner**

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 standup comedy at its best.

Friday, June 19

8:00 am Registration and Buffet Breakfast

9:15 am **Seminar IV: The Legal Update**

During our Friday morning breakfast we will hear from two respected lawyers whose work involves the trucking sector. They will provide updates and commentary on Labour and Transportation Law.

10:30 am **Seminar V: Strategies For Recessionary Times Part 2: What Successful Fleet Managers Are Doing**

In Recessionary Strategies Part II, our assembled panel of fleet managers will describe cost control initiatives that have worked for them. This is one of your best opportunities to learn from other fleet managers about what actually works for them.

12:15 pm **PMTC Awards Luncheon Reception**

12:45 pm **Annual PMTC Awards Luncheon**

Join us as we celebrate some of the very best in trucking with our annual awards ceremonies:

- Canada's safest private fleets will receive the PMTC - Zurich Private Fleet Safety Award in recognition of superior safety performance.
- The PMTC - Huron Services Group Hall of Fame for Professional Drivers will welcome new inductees with many years of safe driving - truly the cream of the crop.
- The PMTC - 3M Canada Company Vehicle Graphics Design Awards, always a highlight of the conference, will salute creativity and imagination in vehicle graphics design.

2:30 pm Conference Adjourns

REGISTRATION INFORMATION

Fax completed form to 905-827-8212

Name: _____

Company: _____ Title: _____

Address: _____ City: _____ Prov: _____ PC: _____

Phone: _____ Fax: _____ Email: _____

Names of additional registrants and/or spouses

1. _____

2. _____

3. _____

Indicate HOW MANY will attend each
of the following events

Thursday, June 18

____ Hybrid Technology Explained

____ Empowering For Productivity

____ Strategies For Recessionary Times,

Part 1: Fuel Economy

____ Chairman's Reception and Dinner

Friday, June 19

____ The Legal Update

____ Strategies For Recessionary Times,

Part 2: What Works

____ PMTC Awards Luncheon

Conference Fees

PMTC Member

Full Registration¹ \$445 + gst = \$467.25

Spousal Plan¹ \$225 + gst = \$236.25

One Day only² (Thurs or Fri) \$245 + gst = \$257.25

Chairman's Dinner only \$150 + gst = \$157.50

Awards Luncheon only \$150 + gst = \$157.50

Non-PMTC Member

Full Registration¹ \$495 + gst = \$519.75

¹Fee includes all events and meals for both days

²Fee includes all events and meals for one day

Payment Instructions

Visa Mastercard

Card #: _____

Expiry: _____

Or please make cheque payable to:

Private Motor Truck Council of Canada

Mail with copy of registration form to:

PMTC Conference Registrations

Private Motor Truck Council of Canada

1155 North Service Road W., Suite 11

Oakville, ON L6M 3E3

Note: Those cancelling prior to June 9, 2009 will be entitled to a refund less a \$50.00 processing fee. No refunds will be offered after June 9, 2009.

TRUCK EXHAUST INSTALLATION & SUPPLY

TEXIS

We have been supplying Parts, Service and Technical Support to Truck Shops, Dealers and Fleets since the early '80's.

CUSTOM EXHAUST SYSTEMS DESIGN
ARE YOU HAVING PROBLEMS

installing bodies on new chassis because of the exhaust system configuration?

WE SOLVE THOSE PROBLEMS!

Modifications done for new catalytic or EGR engines with no EPA Standard loss.

INCLUDING 2008 ENGINES!

CATALYTIC MUFFLER

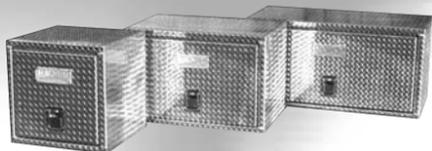


ALUMINUM ACCESSORIES

SIDE FRAME SADDLE BOXES

HEADACHE RACKS
CAB GUARDS

UTILITY BOXES



**WIDE SELECTION
PROFESSIONAL INSTALLATION**

RAD COOLANT PIPES

Available in Aluminized or Stainless Steel

BUILT TO OUTLAST OEM PIPES

Pipes also available for Freightliner, Peterbilt and Western Star

1850 GAGE CRT. MISSISSAUGA

OPEN SATURDAYS & WEEKNIGHTS

8 AM - 8 PM FRI
8:30 AM - 3 PM SAT

8 AM - MIDNIGHT
MON - THURS

Fleet News

Two Canadian fleets take TCA safety awards

ORLANDO, Fla. – The Truckload Carriers Association (TCA) has announced that two Canadian transport companies are winners in its 33rd Annual National Fleet Safety Awards.

Based on accident frequency per million miles: MacKinnon Transport of Guelph, Ont. won the *Division IV – 25-49.99 Million Miles* safety award and Bison Transport of Winnipeg, Man. won the *Division VI – 100+ Million Miles* award. TCA presented the awards at a banquet and awards dinner on March 10. □

Calyx acquires trio of companies

TORONTO, Ont. – Calyx Transportation Group, a provider of transportation and logistics services, has acquired Totalline Transport, Kreative Carriers Transportation and Logistics Services and Bransam Logistics Services. The three companies will become separate operating subsidiaries of the Calyx Group. Financial details of the acquisitions were not disclosed.

“These acquisitions represent a tremendous opportunity for both the Calyx Group and our customers as it increases the scale of our operations and enhances the service offerings we currently provide,” said Robert J. Donaghey, CEO of Calyx Transportation Group. “The trio of companies we are acquiring have an impressive track record of growth, consistent with other companies within the Calyx Group.”

Uwe Petroschke will continue in his role as president of the Totalline organization, and Rodi Saarloos will maintain overall responsibility for Kreative and Bransam as president of both companies. □

classifieds CLASSIFIEDS classifieds classifieds
fields CLASSIFIEDS filed classifieds CLASS

Classifieds

A-Z TECHNICAL BLDG. SYSTEMS INC.
TOLL FREE 1-877-743-5888
www.a-ztech.on.ca

299 Mill Rd., Unit 1510 Etobicoke, ON M9C 4V9
Wally Loucks (416) 626-1794 Fax: (416) 626-5512

Lease To Own
Commercial, Industrial and Residential,
Garages, Workshops, Equipment Storage,
Warehouses, Offices, Quonsets.

BEFORE YOU BUILD CALL OR WRITE
25 Years in the Building Business
299 Mill Rd., Unit # 1510, Etobicoke, ON M9C 4V9
Phone (416) 626-1794

E-mail:
kpenner@trucknews.com

\$99.00 Copy only
\$129.00 w/Picture

Ad runs one month

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

905-795-2838 **1-800-267-4740**
Fax (905) 678-3030 Canada & U.S. Hotline

www.texisexhaust.com





ADVERTISERS' PRODUCT/SERVICE INDEX

AIR CONDITIONING
Manwin Enterprises39

ANNOUNCEMENTS
WOW Truck Book35

BORDER CROSSING SERVICES
Avaal Technologies27
Just Pardons24

BUSINESS CONSULTANTS
Avaal Technologies27
C.U.T.C.28
Drivers Overload12
Liquid Capital Investments37
Stateside Consulting18
TransCore27
Transport Financial Services8

CAREER OPPORTUNITIES
Careers42,43,44,45
Drivers Overload12
TN Classified44
Truck News Recruitment/Driver Link .38

CHILD FIND35

CLASSIFIED50

CLIMATE CONTROL
Manwin Enterprises39

COLLISION REPAIRS
Co-Up Auto Body Repairs39
Paling Industries11

CONFERENCES
Canadian Fleet Maintenance Seminar33
Private Motor Truck Council49

CROSSWORD PUZZLE
May 09 Crossword Puzzle8
May 09 Crossword Solution51

DOORS
Whiting Group of Canada15

DRIVER EDUCATION/TRAINING
Avaal Technologies27
Stateside Consulting18

EXHAUST
A&A Exhaust30
Taxis Truck Exhaust50
The Truck Exhaust Place7

HEATERS
Espar22
Manwin Enterprises39

INSURANCE
Burrowes Insurance Brokers10
Dan Lawrie Insurance48
Hallmark Trucking Insurance .8,36
Hargraft Schofield LP51
Innovative Insurance Agencies .39
Nal-Path Insurance46
Stateside Consulting18

LIGHTING
Peterson Manufacturing25

OIL AND LUBRICANTS
Castrol/Wakefield Canada29
Chevron Global Lubricants .4,23
Imperial Oil16
Quick Truck Lube25
Truck Boys Quick Lube34

MEDICAL SERVICES
Ontario Drivers Medical46

OWNER OPERATOR AWARD53

RADIATORS
Atlantis Radiator Truck Auto Service27
Canadian Industrial & Truck Radiators8,51
King Radiator24
XL Radiators46

SATELLITE TRACKING
TransCore27

SUSPENSIONS
Ridewell Corp.24

TANKER SALES (NEW & USED)
Dependable Tank47
Robica Tank28
Tankmart International14

TARPS
Trison Tarps20
Verduyn Tarps13

TIRES & TIRE SERVICE
Hankook Tire19
Michelin21
Yokohama Tire26

TRAILER LEASING & RENTAL
Action Trailer Sales9

TRAILER PARTS & SERVICE
Action Trailer Sales9
Glasvan Great Dane5
Kingpin Specialists35

TRAILER SALES (NEW)
Action Trailers Sales9
Glasvan Great Dane5
Great Dane Trailers55

TRAILER SALES (USED)
Action Trailers Sales9
Glasvan Great Dane5
Private Sale33

TRAINING
Avaal Technologies27

TRUCK BODIES
Dependable Tank47
Robica Tank28

TRUCK LEASING
Expressway Trucks10
Sheehan's Truck Centre31

TRUCK NEWS SUBSCRIPTION .48

TRUCK PARTS & ACCESSORIES
A&A Exhaust30
Canadian Industrial & Truck Radiators8,51
Expressway Trucks10
FLO Components38
Groen Metal28
Manwin Enterprises39
Morgan's Diesel Truck Parts .54
Navistar Canada17
PAI Canada11
Sheehan's Truck Centre31
XL Radiators46

TRUCK SALES (NEW)
Expressway Trucks10
Freightliner Trucks2,3
Sheehan's Truck Centre31
VolvoOBC

TRUCK SALES (USED)
Expressway Trucks10
Morgan's Diesel Truck Parts .54
Paling Industries11
Private Sale33
Sheehan's Truck Centre31

TRUCK SERVICE & REPAIRS
A&A Exhaust30
B & C Truck Center12
Canadian Industrial & Truck Radiators8,51
Co-Up Auto Body Repairs39
Expressway Trucks10
Paling Industries11
Quick Truck Lube25
Sheehan's Truck Centre31
Truck Boys Quick Lube34

TRUCK SHOWS
Big Rig Nationals42
Fergus Truck Show41
Road Today32
Stirling Truck Show37

U.S. IMMIGRATION WAIVERS
Siskinds The Law Firm36

ALPHABETICAL LIST OF ADVERTISERS

A&A Exhaust30
A-Z Technical Bldg.50
Action Trailer Sales9
Atlantis Radiator Truck Auto Service .37
Avaal Technologies27
B&C Truck Centre12
Big Rig Nationals42
Burrowes Insurance Brokers10
Canadian Fleet Maintenance Seminar33
Canadian Industrial & Truck Radiators .8,51
Career Opportunities .12,42,43,44,45
Castrol/Wakefield Canada29
Celadon Canada45
Chevron Global Lubricants4,23
Child Find35
Classified50
Co-Up Auto Body Repairs39
Crossword Puzzle8,51
C.U.T.C.28
Dan Lawrie Insurance48
Denomme Transport33
Dependable Tank47
Drivers Overload12
Espar22
Expressway Trucks10
Fergus Truck Show41
Flo Components38
Freightliner Trucks2,3
Glasvan Great Dane5
Great Dane Trailers55
Groen Metal28
Hallmark Insurance Group8,36
Hankook Tire19
Hargraft Schofield LP51
Highland Transport43
Imperial Oil16
Innovative Insurance39
Just Pardons24
King Radiator24
Kingpin Specialists35
Laidlaw Carriers44
Liquid Capital37
Manwin Enterprises39
Michelin21
Morgan's Diesel Truck Parts54
NalPath Insurance46
Navistar Canada17
Ontario Drivers Medical46
Owner Operator Award53
PAI Canada11
Paling Industries11
Peterson Manufacturing25
Private Motor Truck Council49
Quick Truck Lube25
Ridewell Corp.24
Road Today32
Robica Tank28
Sheehan's Truck Centres31
Siskinds LLP36
Stateside Consulting18
Stirling Truck Show37
Tankmart International14
Taxis Truck Exhaust50
The Truck Exhaust Place7
TransCore27
Transport Financial Services8
Trison Tarps20
TruckBoys Quick Lube34
Truck News Subscription48
Truck News Recruitment/DriverLink .38
Verduyn Tarps13
VolvoOBC
Whiting Group Of Canada15
WOW Trucks35
XL Radiators46
Yokohama Tire26
Young Transportation42

1	R	E	S	T	S	T	O	P	5	V	A	N	7	S		
A	H	T	P	8	C	X	P									
9	D	R	I	V	E	10	T	R	A	I	L	E	R			
I	F	E	I	B	E	I										
11	O	N	T	A	R	I	O	12	B	I	S	O	N			
E	N	I	G													
13	T	A	R	I	14	F	F	15	D	E	U	C	E	S		
I	O	17	L	A												
18	L	O	19	C	A	L	20	I	M	21	P	O	R	T	22	S
T	O	S	T	Y	W	P										
23	C	U	B	E	O	U	T	24	L	E	A	S	E			
A	R	M	E	O	S	C										
25	B	E	A	R	26	W	R	E	N	C	H	E	S			

CROSSWORD SOLUTION



Canadian Industrial & Truck Radiators Inc.
Call Travis
1-866-817-0053
416-679-0053

TRY IT ONLINE AT WWW.TRUCKNEWS.COM

Reach us by
INTERNET E-MAIL SALES:
kpenner@trucknews.com
EDITORIAL:
jmenzies@trucknews.com

HARGRAFT
www.hargraft.com

Hargraft Schofield LP
Accountability. Innovation. Excellence.

Hargraft Schofield LP
Customizing your insurance policy to fit your unique operations.

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

Monica White, Trucking Specialist – Owner/Operators & Small Fleets
Direct: (905) 318-9142 • monica@hargraft.com

Hargraft Schofield LP - Transportation Solutions
200 University Ave., 5th Fl., Toronto, ON M5H 3C6
Tel. (416) 489-9600 • TF. 1 (800) 387-0529 • Fax. (416) 489-9610
Web: www.hargraft.com • email: transportation@hargraft.com

THOU SHUNT NOT KILL!

Mark Dalton: Owner Operator

FICTION

Part 1

By Edo van Belkom

Mark was a few hours out of the Rocky Mountains and just a few minutes from his destination, a large truck yard on the Pacific Coast of British Columbia that serviced the ports in and around Vancouver. With his load about to be delivered and no prospects for another, Mark grabbed his cell phone and gave his dispatcher, Bud a call.

"Hello?"

"Hey Bud."

"Who's this?"

Mark let out a sigh and said, "Mark."

"Oh, hey Dalton. How's it going?"

Mark was stunned. "What do you mean, 'Hey Dalton, how's it going?' What happened to 'Mark who?' and that whole routine?"

"I got nothin'," Bud said.

"You ran out of smart-ass comments and rude things to say? I'm calling Mr. Ripley because I don't believe it."

Bud chuckled, but only a little. "No, I mean I've got nothing. No loads. No work."

"Nothing at all?"

"Have you read the papers, Dalton? There's a recession going on, you know."

"But you always have loads, Bud. Sure there's been a few times I've had to wait a day or two for something good, but you've never let me down before."

"Well, the economy affects the best of us, what can I say?"

Mark sighed. "What do you suggest I do?"

"Geez, Dalton, you could take it easy for a while. Aren't you due for a vacation, or something?"

"Or something," Mark said.

"You must have some money socked away somewhere. Go to Vegas, or some place warm."

"I dunno," Mark said, recalling his last real vacation. He went on a trip to Mexico where he got wound up helping a local trucker fight some highway robbers and nearly got himself killed for his trouble. "The last time I tried that, it wasn't much of a vacation."

A pause. "You need to go some place where there are no trucks. How about a cruise?"

"You think that would keep me out of trouble?"

"Probably not," Bud said. "But it's a start."

"I'll think about it," answered Mark. "Either way, I'll call you in a couple of days."

"You know my number," Bud said, hanging up.

Mark put away his phone and signaled for the turn he'd be making into

the truck yard. But as he looked down the road, he could see the flashing lights of a half-dozen police cruisers and emergency vehicles. His first thought was there'd been an accident at the entrance to the yard, but as he neared he saw that the vehicles were not only at the entrance, but inside the yard as well.

He slowed as he approached the gate and an RCMP officer walked up to meet him.

Mark rolled down his window. "What's going on?"

The police woman climbed up the side of the cab. "It's a crime scene."

"Something stolen?"

She shook her head. "Homicide."

Mark felt a chill ice its way down his spine. "I've got to deliver this load."

"Pull in," she said. "The yard manager's about 100 yards in. He'll tell you where to park your trailer."

"Thanks," Mark said. He put Mother Load into gear and drove into the truck yard. It was one of the biggest yards he'd ever seen with hundreds, maybe even a thousand trailers all crammed into a space that was obviously over-capacity.

A short distance away, a man wearing a bright orange vest was waving a flashlight, flagging him down.

Mark slowed to a stop.

The man with the vest remained on the ground and called up to Mark. "Picking up or dropping off?"

"Dropping off."

"Great."

Mark waited for him to say something else, but he just stood there rubbing his hand across his forehead. "Well," he said at last. "Where do you want me to put it?"

"Uh, anywhere you like..."

"Anywhere," Mark said, seeing that the yard was pretty crammed.

"Wherever you can find a spot, then see me on your way out."

"Will do," Mark said. He pulled forward slowly and began searching for an empty spot to drop his trailer. But by the time he was more than halfway around the yard it was obvious to Mark that it wasn't going to be easy to find an opening. Then, at the very furthest corner of the yard, he found a spot. However, it was just barely wide enough for a trailer. If he had to measure the opening, Mark guessed there was less than inches to spare on either side of his trailer.

He looked around. "Doesn't this yard have a shunt driver?" he said aloud. Mark had been to several yards where he could have just dropped the trailer off and the shunt driver would park it in the right spot. They had the right rigs for it

ter all, with small maneuverable trucks, a 360-degree view and an intimate knowledge of a yard that otherwise looked like a war zone to any long-haul trucker.

But with all the emergency vehicles in the yard and the police investigating a homicide there wasn't going to be anyone coming to his aid anytime soon. He'd have to park the trailer on his own and the sooner the better. And so Mark took a wide left-hand turn to line up the end of the trailer with the narrow opening. It took three tries before he had it all lined up but once he was in place the trailer slid into the open space as if its sides had been greased with motor oil.

"Like a glove!" Mark said aloud as he backed the trailer the last few inches.

"Nice!" said a voice from outside the cab.

before I got here and he says he's got nothing for me for a few days."

"You're kidding?"

"Nope. No loads for a while."

"Isn't that something?"

"Why?"

"You want to work here?"

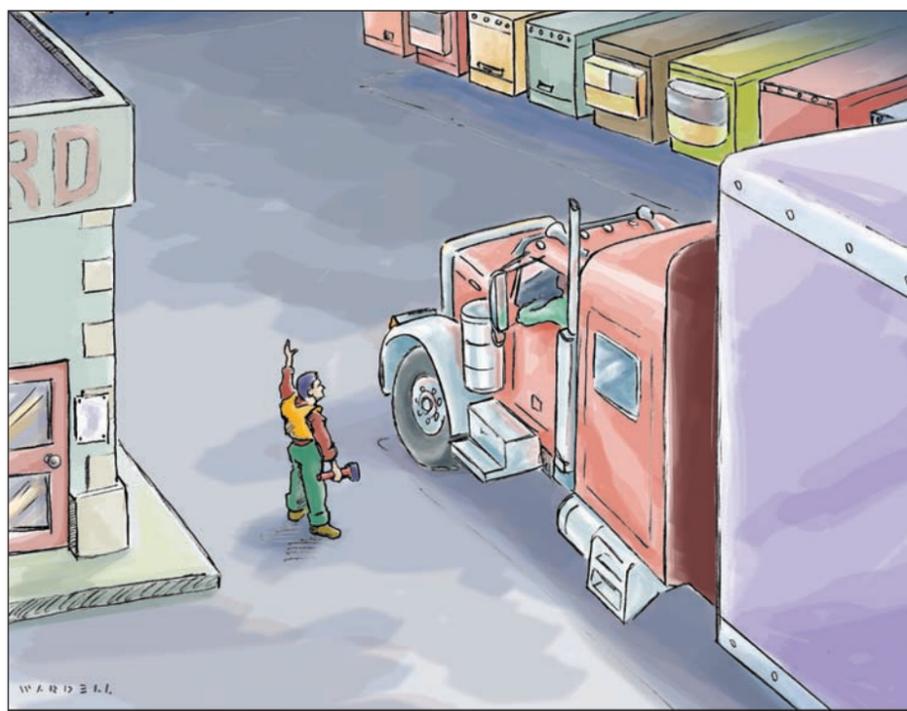
"Doing what?"

"Well, the homicide the police are investigating was my shunt driver."

"Who killed him?"

"That's what they're trying to figure out. In the meantime, I've got a yard to run and no shunt driver to keep everything organized. You want the job, it's yours. If not, I've gotta call a shunt company and have them send over a driver."

Mark took a moment to think about it. Bud had nothing, this man was offering work, and there was a murder that



Mark looked over and saw the yard manager standing a few feet away. He smiled, set Mother Load's parking brake and jumped down from the cab.

"Well," he said with a hint of pride in his voice. "I have parked a few trailers in my time."

"I can see that," the yard manager said, nodding. Mark set about lowering the landing gear, disconnecting the glad hands, then released the fifth wheel.

He had it all done in just a couple of minutes and when he was done, he collected up his paperwork and presented it all to the yard manager.

"How you doin' these days?"

"What do you mean, like for work?"

"Yeah, you got a load waiting for you?"

Mark smiled. "Funny you should say that," he said. "I just called my dispatcher

needed to be solved. It sounded like the perfect job for Mark Dalton. "Yeah, I can shunt for a while. When do you want me to start?"

"How 'bout right now?"

Mark hesitated, then realized that even though he had no on-duty time left in his logbook, he could drive a shunt truck all he wanted and it never had to be recorded in his log.

"Sure," Mark said.

"Here's the key to the yard mule. We've got six more loads coming in tonight, four going out. Make sure there's room for them all."

"Will do," Mark said taking the keys. He was looking forward to being a shunt driver. After all, how hard could it be? □

- Mark Dalton returns next month in Part 2 of 'Thou shunt not kill.'

The continuing adventures of *Mark Dalton: Owner/Operator*
brought to you by
MICHELIN NORTH AMERICA (CANADA) INC.



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

SEARCH FOR *Excellence* HAS BEGUN.



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

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



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

Nominations must be received by June 1, 2009

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

Name: _____

Address: _____

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

Home phone: _____ Bus. phone: _____

Email: _____

Number of years in trucking/commodity hauled: _____

Primary truck and engine: _____

Number of vehicles: _____

Contracted to (if applicable): _____

How do you maximize fuel efficiency?: _____

My choice is based on:

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

Explain: _____

(Include additional information on separate paper if insufficient space)

Nominated by: _____ Phone: _____

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

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

Co-founding sponsors of this award...



BOWMANVILLE, Ont. – It’s been more than three months since the much-debated Bill 41 – that requires heavy trucks to be governed at no more than 105 km/h – kicked off in Ontario and Quebec. But the question is: can anyone really tell a difference?

The government is allowing for a six-month grace period until July 1, so how many truckers are getting used to having their speed limited and how many are taking advantage of these last few weeks of enforcement-free driving? *Truck News* stopped by the Fifth Wheel Truck Stop in Bowmanville, Ont. to see if drivers have noticed a slow-down on the highways since speed limiters became law.

Michael Jarrett, a driver with Horizon Transport in Indiana, says that when he comes up to Ontario, many truckers are driving faster than 105 km/h.

“Everyone is still passing me,” Jarrett says, adding “I think it’s



Truck Stop Question

Adam Ledlow
Managing Editor

Have you noticed a difference since speed limiters became mandatory?

wrong to try to limit every truck to just what this province wants. It should be up to the individual driver to control their own foot.”

Rob Whitmore, a driver with Mark Kennedy Trucking in Ilderton, Ont., says he’s seen a few truck drivers that seem to be slowing down to 105 km/h, but added that truckers usually work hard to ensure safe driving – with or without speed limiters.

“The public may not seem to think so, the government may not seem to think so, (but) most drivers out there are very conscious of safe-



Rob Whitmore

ty,” he says. “Personally, I don’t agree with (105 km/h). It’s too slow. I’ve never really seen or had issues

with the so-called ‘renegade truckers.’ The public sees one and they think everybody does it.”



Norman Laviolette

Norman Laviolette, a driver with Will-Bill Express in Lac Brome, Que., says not much has changed since speed limiters became law and suspects most drivers are waiting until the last minute to change. If anything, Laviolette says the drivers that have decided to turn on their limiters are causing confusion on the roads.

“Sometimes it gets a little more confusing, if anything, because the cars are still going (faster),” he says. “Some trucks might be doing 104 km/h and you’re doing 105 km/h so...it takes longer to get by them and there’s a line-up of traffic. That’s just more cause for an accident. We need to go and get out of the way. Why didn’t they just enforce the law that they already had? I’m thinking you’re going to see a higher amount of accidents than anything.”



Tom Eldridge

Tom Eldridge, also a driver with Will-Bill, agrees with Laviolette, saying that speed limiters seem to be causing more confusion among both car and truck drivers and are actually making things less safe.

“Everyone used to drive their own speed. I don’t believe it’s any safer,” he says. “We’re professionals. We’ve got a pretty good idea of what we’re doing most of the time. The speed limiters suck and in my 20 years’ experience I’ve never been in a locked truck until now. And it may be my last one.”

Donald Smith, a driver with TD Smith Transport in Mount Forest, Ont., fully admits to not having turned on his speed governor yet – but not because he likes to speed.

“I only run about 60-62 mph anyway, but you need the extra speed once in a while to get out of a situation,” says the 40-year veteran. “I run legal. I pay for my licence myself and that is supposed to allow me to run in every state in the US and every province in Canada at the speed limits these provinces and states have got. But Ontario thinks they’ve got the right to cut me back so I can’t do any of that in any of those states and I don’t think that’s right for Ontario to be doing that. They shouldn’t have that kind of power.” □

MORGAN'S

DIESEL TRUCK PARTS INC.

(613) 546-0431

Fax: (613) 546-4206

E-Mail: james@morgan-diesel.com

www.morgan-diesel.com

1248 McAdoo's Lane

R.R. 1 Glenburnie (Kingston) ON KOH 1S0

WE BUY TRUCKS

Ask for JAMES or RON

MONDAY TO FRIDAY 8 A.M.-5 P.M.

CLOSED SATURDAY & SUNDAY

CASH OR BANK DRAFT
CREDIT CARD PURCHASES ARE SUBJECT TO A 3% PRICE INCREASE

going green IS BLACK AND WHITE



Choosing to equip trailers with aerodynamic and lightweight options to achieve greater fuel efficiency is clear. It's better for your bottom line and better for the environment. But the benefits go beyond the numbers. A Great Dane trailer engineered by years of expertise and backed by service after the sale adds up to the smart choice for driving your business forward.



Great Dane

For more information about how going green can save you green, visit us online at www.greatdanetrailers.com

NOVA ENTERPRISES LTD.
Truro, NS
(902) 895-6381

LIONS GATE GREAT DANE
Coquitlam, BC
(604) 552-0155

PIERQUIP, INC.
Mirabel, PQ
(450) 438-6400
St. Nicolas, PQ
(418) 836-6022

MAXIM TRAILERS
Calgary, AB
(403) 571-1275
Edmonton, AB
(780) 448-3830

Brandon, MB
(204) 725-4580
Winnipeg, MB
(204) 790-6500

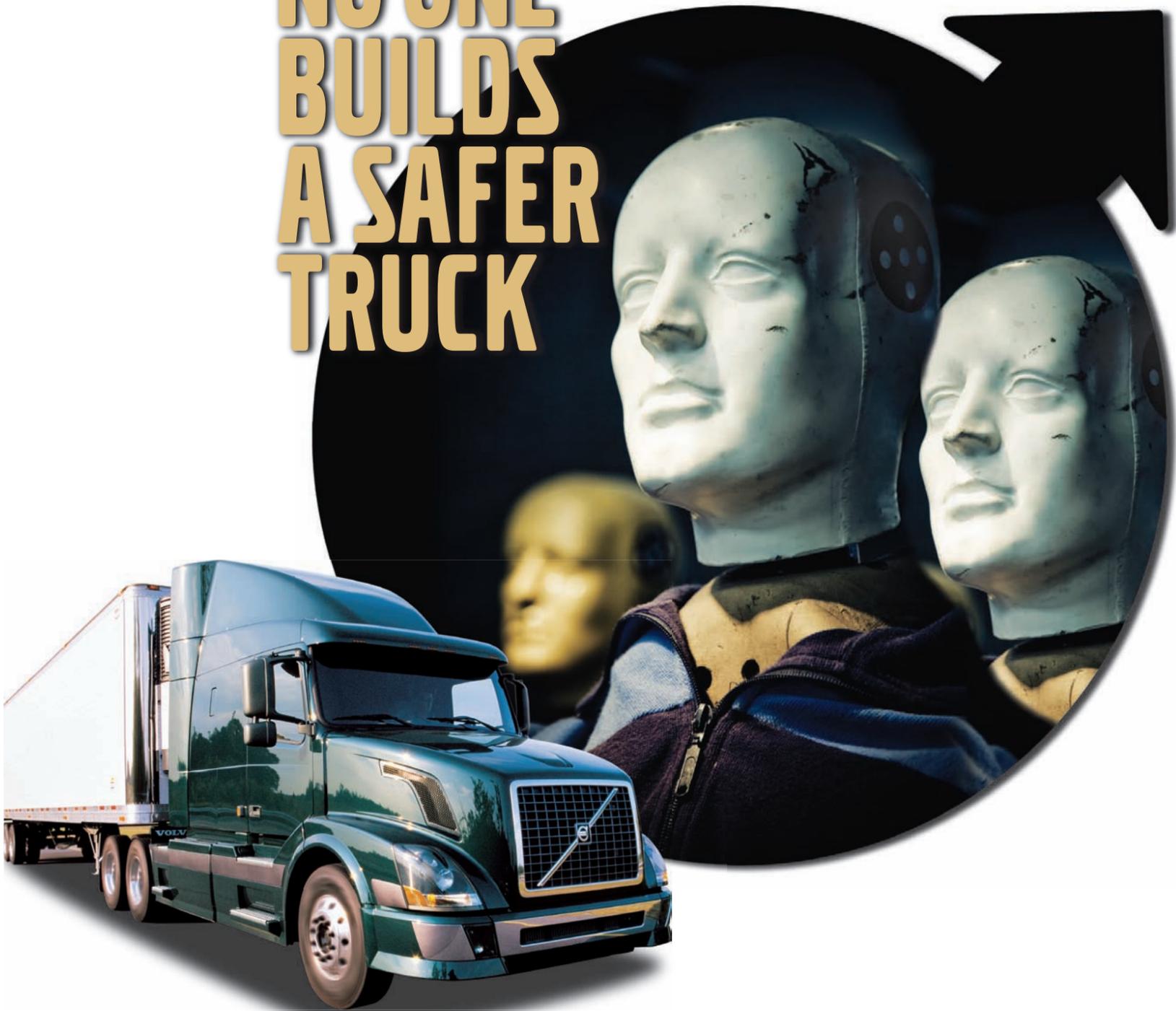
Regina, SK
(306) 721-9700
Saskatoon, SK
(306) 657-5600

South Prince
Albert, SK
(306) 922-1900

GLASVAN GREAT DANE
Alliston, ON
(905) 625-8441
Mississauga, ON
(905) 625-8441

Putnam, ON
(905) 625-8448
Whitby, ON
(905) 625-8441

**NO ONE
BUILDS
A SAFER
TRUCK**



**TESTED WITH DUMMIES
PROVEN BY DRIVERS
TO BE THE SAFEST TRUCK ON THE ROAD**

SOLUTIONS - POWERED BY VOLVO

Volvo Trucks. Driving Success.®

