

TRUCK NEWS

October 2009 Volume 29, Issue 10

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

Laying it all on the line

Widow hopes one trucker's tragedy will serve as a warning to others

By Jim Bray

WOODSTOCK, Ont. – On Hwy. 21 in southern Ontario, there's a cross that burns with a bright white light – a lighthouse-like symbol that guides drivers safely through darkness, snowstorms and fog. The cross stands not only as a beacon, however, but as a memorial to a driver who practically gave his life to get his load – and himself – home to his beloved wife.

The story of Ron Foulis' final months on the job could serve as a cautionary tale for any driver who ranges far from home. It's a tale of frustration and heartbreak, peer pressure and economic pressure, and it illustrates the importance of knowing your health and your insurance coverage, knowing your own body and the signals it sends you, and knowing your rights and responsibilities.

Foulis had been driving for more than 30 years, but the last few hadn't been kind. He'd been involved in a fatal accident in Alberta, in which his truck had backed over a man and though, according to his wife, no fault had been found with his actions, it affected him greatly and caused him to be off work for an extended period.

"Ron had been seeing a trauma
Continued on page 8

Mega-merger



Meet
Canadian trucking's
new power-duo

HIGH FIVES ALL AROUND: Industry analysts applauded the summer's major trucking acquisition, with MacKinnon Transport acquiring Walker Group. Pictured, Julie Tanguay of Walker Group and Evan MacKinnon of MacKinnon Transport celebrate the new deal which creates the newest Canadian truckload powerhouse.

By Lou Smyrlis

GUELPH, Ont. – This summer's most sizzling acquisition announcement – the purchase of the St. Thomas, Ont.-based Walker Group of companies by MacKinnon Transport – is getting two thumbs up from industry analysts who believe it to be the start of further consolidation in Canada's beleaguered truckload sector.

The deal, announced at the end of August, creates a combined entity that will operate out of MacKinnon's head office in Guelph where the company will now manage over 1,300 pieces of equipment and employ a workforce of 420 people.

The Walker Group consisted of LE Walker Transport and Mid America Freight Systems, both major players in the dry van and flatbed marketplaces in North America.

The Walker Group was led by the highly visible Julie Tanguay, current chair of the Ontario Trucking Association. Tanguay will now have joint ownership in the combined entity and will take on the newly-created role of executive vice-president sales, heading up sales efforts for the combined fleet.

"I think this is a very interesting play for MacKinnon and Walker. I think it's the right move and I expect more consolidation in the TL sector," said Elian Terner, a director of investment banking with Scotia Capital.

This also represents a different type of deal than what the industry has seen in the recent past. A lot of the mergers and acquisitions the market had seen prior to the

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One quiet shhh-unt truck



See page 34

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- **Fuel focus:** As diesel prices begin to creep back upwards, we look at some cost reduction strategies employed by some of Canada's best-run private fleets. Page 30
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Are you ready for the recovery?

There's no doubt, the last couple of years have presented some of the most trying times ever faced by the trucking industry. And while nobody's popping the champagne just yet, there's reason to believe the economy is slowly beginning to find its legs. Some bold prognosticators have already declared the recession over in Canada and in parts of Europe. But I've yet to hear any fleet managers or owner/operators voicing such optimism.

At any rate, a return to better times is inevitable, which raises a few questions: Have you taken advantage of the opportunity to improve your business or was it merely a matter of survival? Are you a stronger company coming out of this recession or will you emerge battered, bruised and still vulnerable?

Here at *Truck News*, we've faced many of the same challenges those of you operating trucks have faced. There's been a significant decline in advertising (our version of 'freight') and in some months we've had less space to work with within our traditional printed products. But the editors here didn't go on an extended vacation. Instead, I'm proud to say we've found new ways of disseminating information.

Editorial Comment

James Menzies



We launched and grew our weekly WebTV show, *Transportation Matters*, which has no equal anywhere in the North American trucking industry and we've developed our own YouTube channel. We've expanded our blog line-up and provided a great forum for two-way conversations between our readers and editors as well as other bloggers from within the industry. And we've become active on social media sites such as Twitter to further enhance our communication capabilities.

We've also developed a new subscription-based online information video series at www.TheDriversSeat.ca and published our first comprehensive collection of industry stats and trends, *Inside the Numbers*.

Now I'm not trying to boast about all this (okay, maybe just a little), and I know our world is different than yours. But before you accuse me of comparing apples to oranges, take a

look around and see what the fleets around you are doing. And ask yourself a few questions.

During the slowdown, have you taken advantage of a stable workforce to implement meaningful, lasting driver training? It doesn't have to be costly, but when drivers aren't jumping ship every few months due to an abundance of job opportunities, some well-run fleets have stepped up training initiatives.

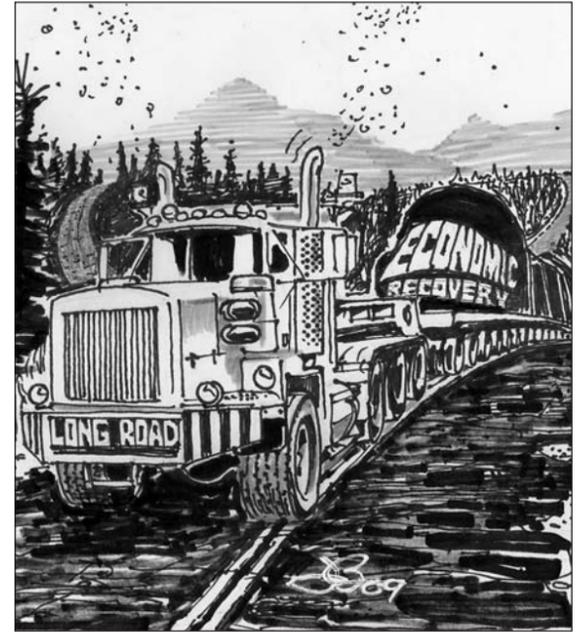
Have you elevated hiring criteria? When you do hire drivers, you can now be more selective about who you put behind the wheels of your vehicles. Are you taking advantage of that and revisiting hiring tactics that may have been compromised when there were always more loads to move than drivers to move them?

Have you sought out partnerships or developed new business opportunities as other carriers have closed their doors and left customers high and dry? One successful Ontario fleet has seized an opportunity to work with US carriers that don't want to restrict their trucks to 105 km/h to run into Ontario. It's picking up 25 loads per week at the border and delivering them

into Toronto. This isn't about speed limiters – it's about identifying and taking advantage of emerging opportunities.

As the trucking industry prepares for recovery, ask yourself: Are we stronger/leaner/more competitive coming out of this than when we went in? If not, you may have missed a major opportunity. □

– James Menzies can be reached by phone at (416) 510-6896 or by e-mail at jmenzies@trucknews.com. You can also follow him on Twitter at Twitter.com/JamesMenzies.



How's your patience?

For the third straight month, I must admit to doing a double take when going through the monthly Class 8 truck sales stats. There must be a mistake, I thought once again; they can't possibly be that low.

The unfortunate reality though is that there was no mistake; the blood bath continues. The first quarter of the year was strong foreshadowing of things to come in this dark year.

Just three months into the year and sales were more than 2,000 off last year's year-to-date pace, (hardly a banner year in itself); about 3,000 off the five-year YTD average and about 5,000 off the banner year of 2006. Seven months into the year (the latest point for which sales results are available) and Canadian Class 8 truck sales are at their lowest YTD mark over the past decade and almost 10,000 units off the five-

Viewpoint

Lou Smyrlis
Editorial Director



year average.

For Class 8 truck manufacturers this will definitely be a lost year and very indicative of the predicament our industry finds itself in, two years into a freight recession. Trucking company executives and owner/operators feel like they've had the wind knocked out of them and for good reason. Basically in our industry when it rains, it pours.

Researchers studying the relationship between transportation data and measures of the economy over a 23-year sample period found a distinct relationship between

changes in the transportation services sector and economic recessions. The transportation sector typically reaches a peak six months ahead of the economy, while lagging by two months at the trough, which means truckers have to live in recession eight months longer than the rest of the economy.

I have my doubts about the second finding. I believe how quickly truckers come out of recession has a lot to do with inventory levels as the economy starts to recover.

But this time around I don't think that distinction will make much difference. That's because the V-shaped recovery that is typical of many past recessions is not likely to materialize, as Peter G. Hall, chief economist with Export Development Canada pointed out in his latest weekly column. True the US economy is expected to outperform the other major world economies, expanding by 2.3% next year, and Canada's outlook is simi-

lar. While that growth is welcomed news, it is well short of a typical rebound and what's needed to bring prosperity back to our industry. We need growth of at least 3% to fully engage the trucking industry. Unfortunately, the kind of growth trajectory currently envisioned means both the US and Canadian economies would take twice as long to climb back to the pre-collapse level of output than they took to fall, as Hall points out.

The kind of inventory depleting growth necessary to resuscitate our industry will be some time in coming. We may need to hang on till the latter half of 2010 to experience the rebound and until 2011 to return to prosperity.

How's your patience? □

– Lou Smyrlis can be reached by phone at (416) 510-6881 or by e-mail at lou@TransportationMedia.ca. You can also follow him on Twitter at Twitter.com/LouSmyrlis.

Did you know?

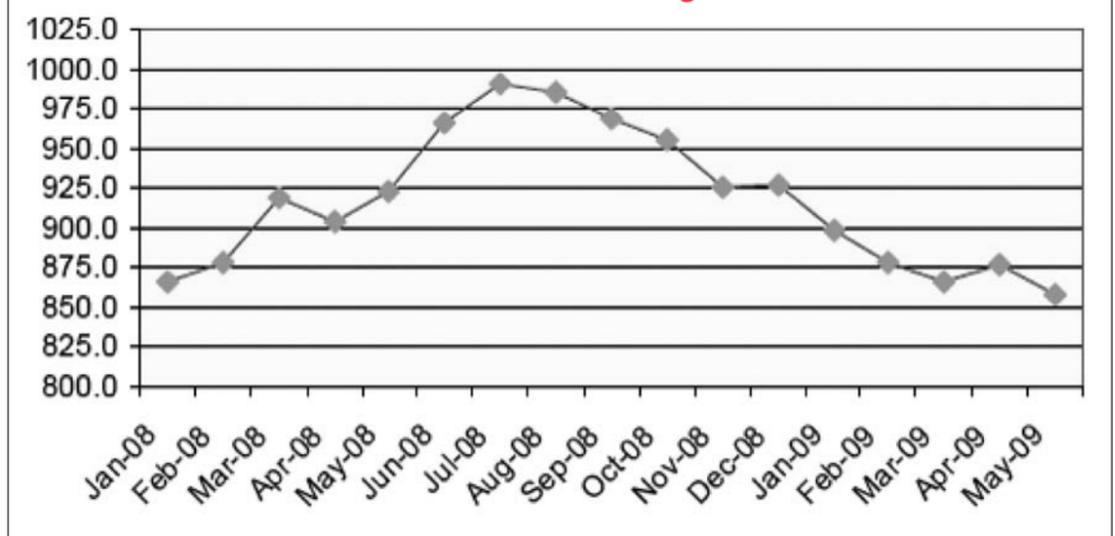
The real impact of the recession on freight rates

A new general freight index specific to the Canadian marketplace published by Nulogx shows a fascinating story about how freight costs fared while the economy was working its way into recession. Dr. Alan Saïpe, president of Supply Chain Surveys, is reviewing the index monthly for validity. He explains that in the first seven months of 2008 general freight costs for shippers rose 14.4%, driven up by increases in both freight rates and fuel surcharges. From January to July rates increased 7.3% while average

fuel surcharges rose by nearly 44%. Then the realities of the slowing economy in both Canada and the US began to take over. In August average fuel surcharges started to fall, tracing the decline in the cost of crude oil. At the same time freight rates leveled off as the economy weakened, and then notched up for the start of 2009. The combined result brought total freight costs steadily down from their peak in mid-2008. The index has fallen 13.4% since July 08. In fact, in May 09 ground transportation cost less than it did in January 08.

The Canadian General Freight

Canadian General Freight Index



Index focuses on TL and LTL shipments, both domestic and cross-border. It comes from analysing Nulogx's database of more than \$750 million of freight transactions

each year. More information is available at www.cqfi.ca. □

CLASS 8 TRUCK SALES TRENDS

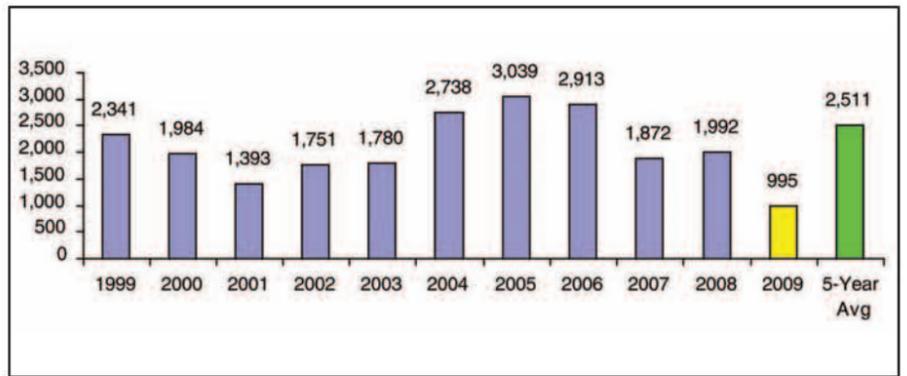
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The blood bath, unfortunately, continues unabated on the Class 8 sales front. There were just 995 Class 8 trucks sold in Canada in July, which was by far the lowest July sales tally for the decade. It was also about 1,500 units off the five-year average. (It should be noted that five-year average includes the industry's peak years of 2004 to 2006.) The industry's excess capacity situation combined with an economy that, although may have hit bottom, is looking to grow slowly until year end is resulting in a significant drop in sales even from last year's lackluster performance and the first seven months of 2009 have proven to be even worse than expected.

Monthly Class 8 Sales - July 09

| OEM | This Month | Last Year |
|---------------|------------|-------------|
| Freightliner | 107 | 332 |
| International | 290 | 496 |
| Kenworth | 186 | 285 |
| Mack | 80 | 150 |
| Peterbilt | 113 | 219 |
| Sterling | 88 | 192 |
| Volvo | 91 | 193 |
| Western Star | 40 | 125 |
| TOTALS | 995 | 1992 |

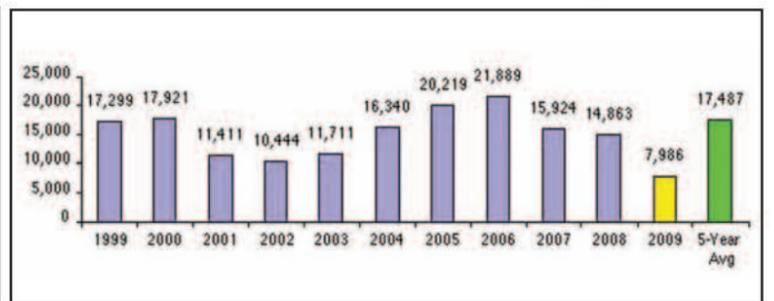
Historical Comparison - July 09 Sales



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

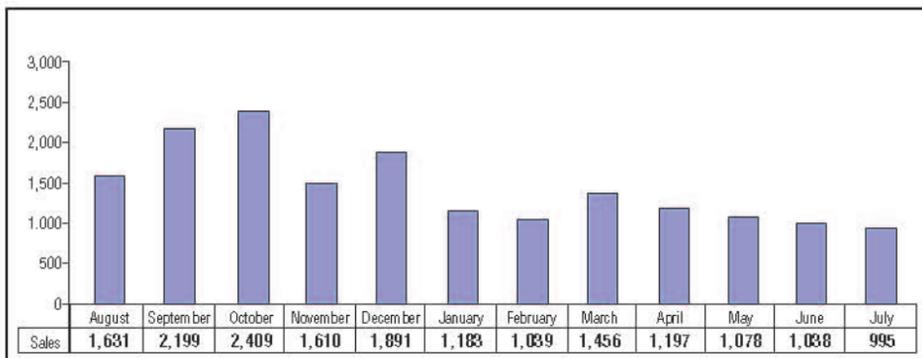
| OEM | BC | ALTA | SASK | MAN | ONT | QUE | NB | NS | PEI | NF | CDA |
|---------------|------------|--------------|------------|------------|--------------|--------------|------------|------------|-----------|-----------|--------------|
| Freightliner | 83 | 194 | 80 | 96 | 625 | 343 | 110 | 80 | 0 | 5 | 1,616 |
| Kenworth | 119 | 216 | 54 | 64 | 180 | 245 | 32 | 12 | 0 | 0 | 922 |
| Mack | 29 | 54 | 73 | 43 | 327 | 79 | 23 | 15 | 0 | 0 | 643 |
| International | 74 | 309 | 42 | 115 | 1,007 | 561 | 90 | 48 | 23 | 44 | 2,313 |
| Peterbilt | 69 | 113 | 56 | 45 | 93 | 73 | 25 | 15 | 0 | 0 | 489 |
| Sterling | 84 | 88 | 18 | 8 | 193 | 206 | 17 | 5 | 3 | 3 | 625 |
| Volvo | 44 | 79 | 58 | 121 | 317 | 114 | 40 | 41 | 0 | 6 | 820 |
| Western Star | 63 | 170 | 28 | 21 | 92 | 82 | 41 | 60 | 0 | 1 | 558 |
| TOTALS | 565 | 1,223 | 409 | 513 | 2,834 | 1,703 | 378 | 276 | 26 | 59 | 7,986 |

Historical Comparison - YTD July

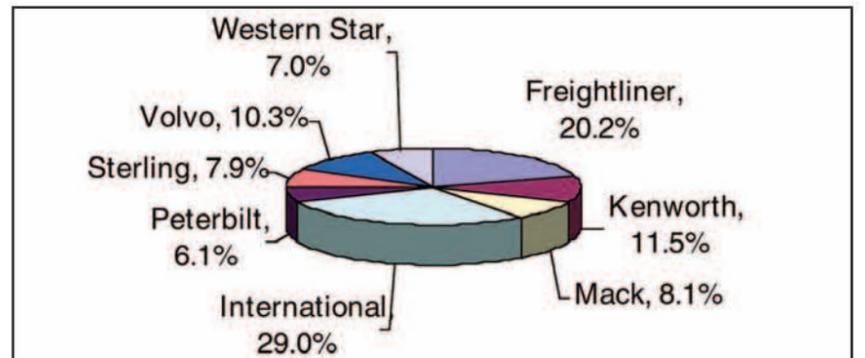


The second quarter showed little improvement over the poor sales results of the first quarter with April, May and June all posting very anemic numbers. The first quarter of the year was strong foreshadowing of things to come in this dark year. It proved to be the quietest first quarter in terms of sales of the past decade, coming in about 100 units below the 2002 total. Just three months into the year, sales were more than 2,000 off last year's YTD pace (hardly a banner year in itself), about 3,000 off the five-year YTD average and about 5,000 off the banner year of 2006. Seven months into the year now Canadian Class 8 truck sales are at their lowest point YTD over the past decade and almost 10,000 units off the five-year average. This will definitely be a year worth forgetting.

12 - Month Sales Trends



Market Share Class 8 - July YTD



Looking back over the past 12-month period and also looking ahead to the start of the third quarter in terms of Class 8 truck sales, it is difficult to feel any confidence for an immediate surge. This will be a lost year for Class 8 truck sales in Canada. Sales for the first quarter were anemic and the second quarter was even worse. Sales have not hit the 2,000 unit mark since October of last year, despite the fact this was supposed to be a pre-buy year. Last year was far from a banner year but April, May and June did show Class 8 truck sales above the 2,000 mark for each of the three months as did September and October.

International retains its lead in this downward market, controlling 29% of Class 8 sales in the Canadian market YTD. But Freightliner, a former front runner for many years, has fallen to 20% of total sales. Traditionally strong performers Kenworth and Peterbilt continue to fall back considerably so far this year compared to previous years. In fact, Peterbilt is down to just over 6% of the market and Kenworth's share is just over 11%. Volvo is the only truck manufacturer, other than Freightliner, International and Kenworth, with more than a 10% share of the market.

Source: Canadian Motor Vehicle Manufacturers Association

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- Across**
- Border crossing south of Montreal
 - Windshield adjunct
 - Dash dial
 - Home of "Heart of Dixie" plates
 - Compression-ignition engine
 - Uses the horn
 - Direction indicators, often
 - Country-road coating, commonly
 - Cartage company's delivery range
 - Diesel counterpart of gasoline octane
 - A pneumatic suspension (3,4)
 - Unwanted tire-tread items
 - Trip pauses
 - Truck-stop offerings, often
- Down**
- Load on sawmill-bound rig
 - UPS or FedEx driver
 - Lenders' claims on trucks
 - BlackBerry messages from home
 - Driver's concern, especially in winter
 - Unmarked police car, a.k.a. _____ wrapper
 - Truck-eating substance (4,4)
 - Commercial-carrier consignments
 - Certain sleepers (4,3)
 - Trucking-company type (3,4)
 - Certain fasteners
 - Peterbilt payload
 - Radio code for T
 - Used-truck ad's worrisome words (2,2)

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Cover Story

Summer shocker

Industry analysts say there's a lot to like about MacKinnon/Walker deal, which creates a stronger truckload player

Continued from page 1

recession involved moves into new market segments for the carriers involved. Over the past year, with access to credit tightening significantly, the activity had focused instead on small opportunistic "tuck-in" type deals.

"This one is really more of a consolidation play in a weaker segment of the industry. The TL sector has taken a big beating and I've got to think TL owners are thinking that to be ready for another business cycle they're going to have to pair up with someone. But in terms of attractiveness of TL, it's not really attractive to any other type of carrier. If a guy is asset light, he's not interested in TL; if he's specialized, he's not interested in TL," Terner said. "The TL guys are going to have to solve it on their own and I think MacKinnon and Walker are doing the right thing in being a first mover here."

Well-known industry consultant Dan Goodwill, a former trucking company executive himself, also praised the deal as a good move with a real chance for success.

"Everything that I read and hear is that the economic rebound is going to take three to four years to get back to where things were. It's supposed to be a long and bumpy road and slow building up one's business," Goodwill said. "If MacKinnon and Walker can retain the revenue, right size the business, drive some synergies, and the financials of the deal are solid, this would be a good move."

Tanguay and Evan MacKinnon, who continues as president and CEO of MacKinnon Transport, believe the acquisition provides the new entity with several advantages as it continues to deal with the current downturn and the eventual economic recovery as well as new benefits for shippers.

Both carriers are involved in transborder hauls. But Walker's strength was greater in southbound freight hauls to the US while MacK-

innon was stronger in their northbound runs into Canada.

"We are both irregular route TL carriers. We get in places where we are not there every day. And so we rely on freight brokers quite often to reposition our trucks. When we start mixing their customers with ours there will be less reliance on freight broker freight going forward and we will be able to close up some empty miles. Even 1% fewer empty miles is three quarters of a million dollars to us," MacKinnon told *Truck News*.

Walker's St. Thomas terminal will continue to operate in the short-

term but eventually (likely by year end) will be merged into MacKinnon's Guelph operation. All drivers and owner/operators have been retained but there will

be some savings realized in combining support staff.

Both companies deal with some large shipper accounts. The Walker Group has some large food products accounts while MacKinnon deals with some large building materials accounts. Both companies haul liquor but for different accounts. Adding Walker's more than 500 pieces of equipment to MacKinnon's 800, creates a significant amount of capacity, better geographical coverage and new capabilities.

Tanguay says bringing together MacKinnon and Walker strategically positions the beefed up new entity in a way that will help it respond rapidly to changing markets and customer requirements. And she adds the customer bases of the two companies were quite diversified with very little duplication of accounts (5% or less).

Terner concurs: "The TL guys service the big box guys and the big

box guys are elephants and they like to dance with elephants. The more scale and concentration you can present the better positioned you will be for the upswing," Terner commented.

MacKinnon sees plenty of opportunity for growth within existing Walker and MacKinnon accounts, which are operating at about 60% of normal freight volumes today after two years of freight declines. In addition to better geographic coverage and more capacity, Walker clients will also benefit from access to MacKinnon's warehousing offerings.

But MacKinnon believes the greatest benefit to customers stemming from the transaction will be the ability to grow in a financially sound manner.

"There are more and more customers concerned these days if a company has a financial problem: where is their freight going to be when that happens? As far as a customer looking to develop a relationship for the long-term, this is

going to make us very financially strong," MacKinnon said.

"When the opportunity for growth comes, now that we've combined the two companies and with the lev-

el of profitability we're going to achieve, it means we will not be eating up equity to sustain the business, which is what most trucking companies are doing these days."

Tanguay and MacKinnon have known each other for over a decade, working together on the OTA and as partners in the Fleet Resolutions insurance captive both of their fleets belonged to. The relationship forged during those years allowed for the deal to happen quickly once interest on both sides was confirmed. MacKinnon added that although the freight recession has left many trucking companies available for sale, Walker was not actually one of them.

"They weren't for sale. We started talking to them about opportunities. What probably initiated it was the mutual respect Julie and I had for each other and it evolved into something more than an acquisition because Julie now also has ownership in MacKinnon Transport," he said.

"There are lots of opportunities out there but there are not always owners and CEOs who can work together in a partnership. That really helped when the two of us were putting this together. Both of us shared common values and ethics and that's another thing that was really key to us. It's going to make a huge difference when we start merging everything under one facility, the fact that we have similar cultures in our two businesses because trying to change cultures is very difficult."

Both companies are also family-run businesses, which MacKinnon believes also paves the way for compatibility.

MacKinnon credits his company's long-standing relationship with Bank of Montreal (BMO) for helping to make the acquisition possible. He adds that his company's focus over the past year to improve its profitability was key to being able to negotiate the deal with BMO.

"We came out of special loans, where pretty near every trucker is, a few months ago based on our results. We proved to them that we do what we say we are going to do. And we turned over just about every rock we could to put this together on an ongoing basis, figuring out where we want to be six months from now, a year from now, 18 months from now," MacKinnon explained. "This whole thing was put together in about 10 weeks, which to do that in today's banking environment is pretty amazing."

Is the fact that BMO was willing to participate in the MacKinnon-Walker deal indicative of a financial market finally loosening up?

"In terms of the banks we have seen them now be fairly open vis-a-vis refinancings. In terms of new financings it certainly was tight end of last year and start of this year but we are starting to see discussions around acquisition financing," Terner says. But although he expects to see more merger and acquisition activity in the months to come, he cautions that such activity is not only driven by credit financing but also by confidence.

"You need to have CEOs and business owners confident about what they see over the next 12 months. To the extent they are confident they will be interested in looking at transactions and that confidence will also flow to their bankers. The two go hand in hand," Terner said. □

'This whole thing was put together in about 10 weeks.'

Evan MacKinnon

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Feature

Trucker falls through the cracks after suffering health problems on the road

Continued from page 1

counsellor over the accident," Wendy Foulis says, "paid for by our insurance company and the union, and he'd been complaining about tingling in his fingers and feet and a numbness in his arms."

Wendy says their family doctor ordered a stress test after some prodding from Ron's trauma counsellor, but it had to be put off because they were seriously behind with their rent and other expenses. "Ron always believed he had to support his family," Wendy recounts, "so he decided to go out west and earn some money."

As it turned out, that was a fatal decision.

Wendy says Ron's boss told him he'd get him work in Saskatchewan. "He told Ron to just keep driving until he told him to stop, so he really had no idea where he was going." She says it

didn't feel right. "There was an ominous feeling," Wendy recounts. "We were both crying, but we knew it had to be done, especially knowing he was only going out there with \$60 in his pocket."

Foulis picked up his trailer in Woodstock and headed west, waiting for the call that came finally when he reached Estevan, Sask. "But the western office didn't even know he was coming," his widow says, "and he didn't get a very good reception."

They did try to find him work, though, and she says he ended up doing "some real boondock kind of things, out in the bush." The tingling and numbness he was still experiencing meant he had difficulty handling the truck's hydraulics, Wendy says, but he pressed on.

Ron thought the sensations stemmed from an accident years



FOND MEMORIES: Wendy Foulis and her husband Ron share a moment in better times, before his health deteriorated while far from home.

earlier in which a high-pressure water hose had let go and ripped open his chest, took out part of his lung and torn across his arms. He'd had pains and strange feelings ever since, so he tended to ignore them.

Another unfortunate decision.

"Ron was run hard in Saskatchewan," Wendy remembers, saying that at one point he had to drive from Saskatchewan to Calgary for a two-day Red Cross course on his days off, after working 11 days straight. Ironically, one of the things he learned was how to defibrillate.

Then, in early June of 2008, his health bubble burst.

"When I talked to him on the phone he was whispering so I couldn't hardly hear him," Wendy says. "I told him to speak up and he said 'Baby, this is as loud as I can talk.' He was coughing and couldn't catch his breath. I told him to get to the hospital right away."

The way Wendy tells it, Ron showed up at the emergency room of the Weyburn General Hospital, but was turned away "because he was from Ontario. But he was in such bad shape he had to go back." She says the emergency room doctor diagnosed Ron as having a chest infection, gave him a steroid inhaler and prescriptions for antibiotics and Sudafed, then released him. It turned out that his real health problem was very different and much more serious.

His health situation didn't help him at work, either. "The people thought that because Ron was sick he wasn't giving his all to the job," Wendy says, "but he was the kind of man who goes further than he has to. He had a great reputation."

Reputation or not, however, sick is sick. "He called me, crying," Wendy remembers, "and said 'I can't even get this right. They're sending me home because I'm sick.'" Wendy says Foulis was told if he was too sick to drive safely on Saskatchewan roads that "he should go back to Ontario and get checked out by his physician."

Wendy says the company eventually told Ron they had a load for him to take back to Woodstock, but he'd have to wait for it to come in from Calgary. "It was unbelievable," Wendy remembers. "The man was sick, was on antibiotics."

The trip home took four-and-a-half days. "I was out waiting for him," Wendy says, and "when he finally backed into the driveway, he literally fell out of the truck and into my arms. He said 'My baby, we will never be apart again.' I started crying because I took one look at him and I knew he was so sick."

They spent the night at home, after which Wendy took Ron to the Petrolia hospital, where tests showed he'd suffered a heart attack.

"The doctors told him he wasn't leaving the hospital," Wendy says.

The good news was that he was at least close to home. "Everyone at church who knew where he was came down to see him – his room was filled with people," Wendy says, reminiscing about Ron laughing and talking to the visitors. "The nurses couldn't get over what a bubbly person he was – he lit up the room. He was like a little boy, so excited to be back."

Unfortunately, the bad news kept coming. Foulis was sent to London for an angioplasty and Wendy says that, when she asked one of the doctors for the result "he said 'Have you got a bullet?' And he laughed, like we should put him out of his misery." Wendy says she was "off in La-La land" by that point, not knowing what was going on and "nearly falling apart."

Surgery was called for and "they had to take five veins out of his legs and use them," Wendy says. "And when he came out of it they told me to brace myself and not to let Ron know how I felt about how he looked." He was in dire straits, his head tied down with an elastic band and one wrist and both legs restrained. "I thought 'My God I didn't know it was this bad!'" she remembers.

Ron came to the next day, but was still "out of it" because of the pain. "He'd motion with his feet because he couldn't talk," Wendy says. "Motioning for me to move to his side. He was able to raise his arm up and he grabbed my hand and said 'I love you' and then waved goodbye to me and fell asleep again."

It was the last thing Ron ever said to Wendy.

"He was resting peacefully, so I eventually decided to go home and come back in the morning," Wendy says, adding that the hospital called at 5:30 the next morning and advised her to get back there immediately. "His heart stopped 13 times," she says, "and every time they'd come in with this equipment and put these paddles on his chest – I had to cover my eyes."

Then came one of the worst questions imaginable. "They came into the room where I was sitting and (the doctor) asked me if I wanted to keep him on life support. I said 'My God, no. Let him go. Let him go.' I'd had no idea it was that bad."

Ron Foulis, from whom Wendy had been virtually inseparable since they met in 1992, died the day before their 16th wedding

Continued on page 10

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(4) 2007 WABASH 53' REEFERS

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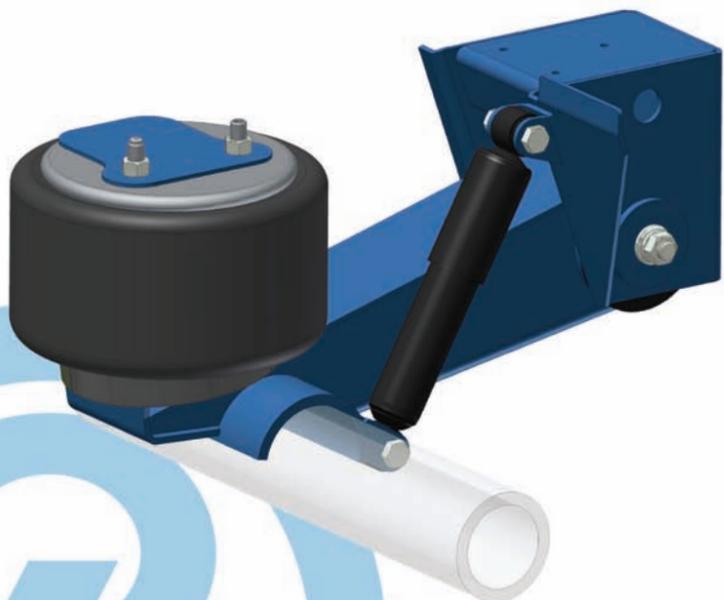
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Feature

The blame game

Continued from page 8
anniversary.

More than a year later, Wendy Foulis says she's still angry with the hospital in Weyburn, and with the company he was working for.

"They sent him home in that condition with a load of trains," she says of the latter, "and through northern Ontario, with all those hills. I can only say that God was at the wheel

on that trip because there's no way Ron could've driven that truck. He couldn't even pick up his overnight bag when he got home."

Wendy says doctors determined that Ron

had a 90% blockage of his left ventricle and 100% of his right. "His family doctor didn't even do anything about it," she says, "and wouldn't you know this doctor moved away a couple of months later."

Foulis says her efforts to get legal recourse in Saskatchewan have been frustrated. "If you have a malpractice suit against a doctor," she says, "you have to have a lot of money and it's going to go on for years."

She says the lawyers wanted a retainer of \$10,000 to \$15,000 as well as a heart specialist's report, which she says can also cost thousands. "I would dearly love to sue the pants off this man who determined that Ron had a chest infection, but I don't have the money."

All she was left with, she says, was her husband's life insurance policy.

"I turn 60 this year and can get old age pension – but if Ron knew how I've been left to fend for myself after the way he put me on a pedestal..." her voice trails off.

"We'd always say to each other 'Forever and ever'," she says finally. "Every night he'd put his arm around me when we went to bed and I'd hold his thumb to go to sleep. Now my buddy isn't with me."

Wendy hopes her and Ron's story will serve as an example for other drivers who may find themselves far from home when a medical emergency strikes –

and maybe as a wake-up call for bureaucrats, unions and companies.

"I want people to know that this wonderful man had all the cards stacked against him," she says bitterly. "No matter what way he

turned it wasn't going to turn out good and for all the people he helped in his life there was no-one to help him when he needed it."

She also has some advice for dispatchers. "They need to be a little more compassionate," she says. "The dispatcher (out west) was so ignorant to Ron, and it shouldn't be that way because the drivers are making them money, they are paying them. It's a rough world right now and they need to give their drivers the respect they deserve."

That respect for drivers of which she speaks is one of the reasons why the illuminated cross Ron Foulis built still shines brightly on Hwy. 21. "After he passed away," Wendy says, "I found a plant there with a card saying 'Thank you so much for that cross because it has given me hope every time I've felt down or felt lost. It has helped me get through'."

And so the bright white beacon remains, a safety marker for drivers and a luminous monument to Wendy Foulis' best friend. □

'God was at the wheel on that trip because there's no way Ron could've driven that truck.'

Wendy Foulis

Carrier, insurance experts respond

By Jim Bray
WOODSTOCK, Ont. – While Wendy Foulis is understandably upset and bitter about the circumstances of her husband's last trip to Saskatchewan, her experiences don't appear typical. They do raise important issues, however, about knowing your responsibilities and your rights when it comes to contracts, insurance and even professional conduct.

We told her story to some people in and close to the industry, as well as the company, hospital and union involved in the Foulis case.

The company he worked for, understandably, was reluctant to address the individual issue, citing employee privacy issues. A company spokesman said he is familiar with the case, however.

"It's a tough story," he says, noting that after the earlier, fatal accident in Alberta that had Foulis off work for an extended period, "CLAC and the WCB were basically managing the situation," he

says. "(We were) only involved peripherally."

So far as Foulis' time in Saskatchewan is concerned, however, he points out that his company has a collective agreement with the Christian Labour Association of Canada and so Foulis would have been working under its provisions. "We've got our own insurance," he adds, "So he would have been covered, absolutely."

He also mentioned the realities of federal legislation, and the fact that every driver is required to keep a logbook with their hours, as evidence that Foulis should not have been driving excessively or while ill. "I don't know what the deal would be on that," he says, "but it's not something that (we) or any significant trucking company would fool around with. We're very focused on safety. That's your reputation, really."

The company spokesman also

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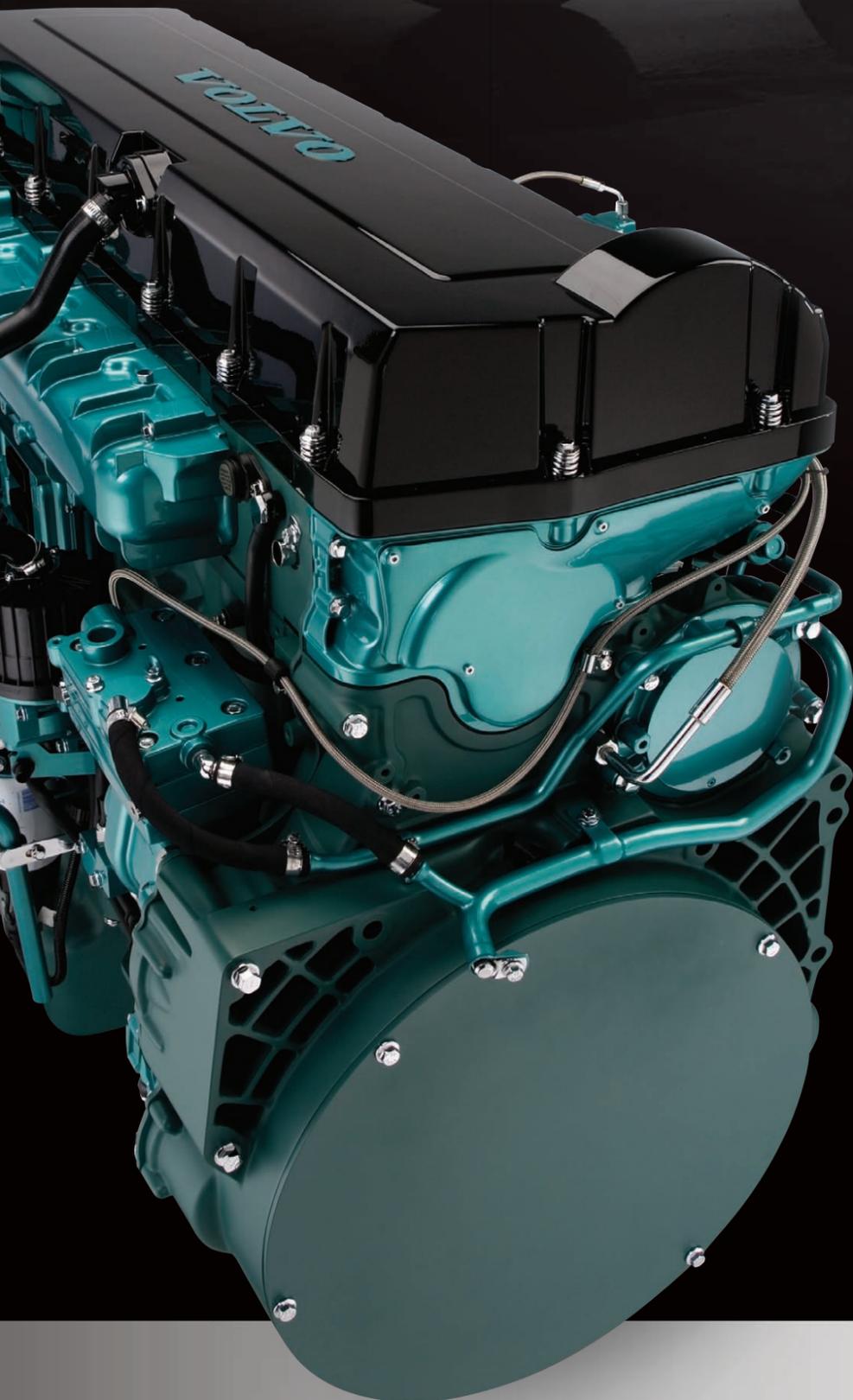
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Feature

Foulis should not have been turned away: Insurance reps

Continued from page 10

points out that drivers aren't forced to work overtime. "We have a supply of drivers and we keep within their hours," he says.

"I feel sorry for Mrs. Foulis," he adds. "It's a horrible situation. But (we) treat all our employees, whether drivers or staff, really well. It's just a great company."

"It's surprising he would have been turned away (from the hospital) suggesting it was because he didn't have coverage," says Glenn Caldwell of insurance provider National Truck League. "I really didn't think they could decline to provide medical treatment to anyone in need, especially if it was as serious as this." He cites as an example his mother-in-law from the US. "She had an issue when visiting us in London a few years ago. They took her in no questions asked and just sent a bill to her

"We treat whoever comes in. We certainly try to get the money from the correct source when we can and, if it's an emergency, it's after the fact,"

— Dianne Green, Sun Country Health Region

US address."

Chris Henry, general manager of NAL Insurance agrees, noting that the worst that should have happened was that Foulis could have been charged the difference between what's covered under his Ontario health insurance and Saskatchewan's.

"Every province has an agreement with each other," he says. "The only exception that we know of is certain prescriptions, ambulance, etc. that may need to be absorbed."

As for the Weyburn, Sask. hospital, the quality of care coordina-

tor for the Sun Country Health Region was unaware of the situation when first contacted and, like Foulis' employer and CLAC, was constrained by privacy issues. Dianne Green did express surprise at the claim that Ron Foulis was turned away initially, however.

"It would not happen," she said.

"We treat whoever comes in. We certainly try to get the money from the correct source when we can and, if it's an emergency, it's after the fact." She said that if it's Wendy Foulis' perception that her husband was turned away, "We'd

really like to correct it."

According to Wendy Foulis, Green got in contact with her after being apprised of the situation and has promised to look into it.

The Christian Labour Association of Canada was familiar with the case, though also constrained from talking about it very much, due to privacy issues. But Alex Pannu, director of public affairs, says that the appropriate actions have been taken. "It's a tragic situation," he says, "but from what I've been able to understand it looks like the family had been in some financial difficulty before the death."

He says CLAC made a voluntary payment out of its "hardship fund" before Foulis' death and that the widow "received an insurance payment and a bereavement fund." Pannu says CLAC provided everything Foulis was permitted under the collective agreement.

"We felt badly," he says, "and feel we did everything we could for him and his family. Hopefully she can resolve whatever issues she has." Pannu says he isn't aware whether she's made any additional representations to the union.

George Fraser, director of safety for Sharp Transportation Systems and an expert on the trucking industry, isn't familiar with this particular case, but says if there were problems with the hospital, the trucking company, or the system in general, Mrs. Foulis should have plenty of avenues open for redress.

"It sounds to me like this poor lady is the only one speaking on behalf of her husband and when she makes the phone calls the first weak-kneed individual just gets rid of her," he says. "I'm surprised she isn't going after the company. I would be going to a lawyer if I were her. There's always a lawyer who'll take a case like this pro bono."

"She has some rights here," Fraser says. "She just needs someone to be her champion." Fraser says if it were him, he'd get a local (Ontario) lawyer involved, who'd then have to start dealing with a counterpart in Saskatchewan.

Regardless of who is right and who is wrong – if anyone – in this particular case, Fraser says "In today's world, you should be able to go to a trucking company, get hired on and everything's going to be paid for, you have insurance covering you for medical, dental, and out-of-province."

That isn't always the case, however, though he isn't specific about companies who may not provide such benefits.

"With some companies you almost have to pay out of your pocket to get hired and it can be a lot of money," he says. "It's very unfair and sometimes not legal. I hate to see that."

Fraser also advises drivers to have a well-organized, financially smart spouse or other trusted person to keep them on the business straight and narrow to help avoid the kind of financial situation the Foulis' found themselves in. □

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FTR freight conference provides subdued outlook

INDIANAPOLIS, Ind. – Despite reports that the Canadian economy is bouncing back quicker than expected, it may be a long road back to prosperity for the US trucking industry, according to speakers at FTR Associates’ annual Freight

Transportation Conference.

The two-day conference, held Aug. 25-27, featured speakers from the Federal Reserve, Wall Street, freight carriers, shippers, suppliers and consultants as well as FTR itself. Highlights included: the US recov-

ery will be slowed by subdued consumer spending, leading to continued high unemployment and slow growth for freight volumes; the US is currently at the bottom of its steepest freight decline since 1980-1982, with freight down 15% from the previous peak; it’ll be a buyer’s market for freight transportation services in

the near-term, as depressed volumes and excess capacity continue to rule, putting continued pressure on carrier margins; high levels of excess capacity will continue, as US banks are still reluctant to foreclose on heavily-discounted assets from near-bankrupt carriers; and carriers may not reach “equilibrium” until 2011. □



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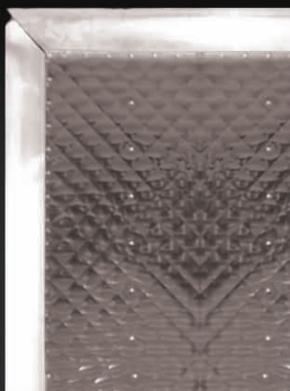
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East

Calming stormy waters

Marine Atlantic says it has a plan to improve service

By Carroll McCormick
SYDNEY, N.S. – “Horrendous summer,’ ‘inexcusable,’ ‘unacceptable.’ The language carriers are using to describe Marine Atlantic’s service between Nova Scotia and Newfoundland would warm Captain Hook’s heart. But if the corporate restructuring Wayne Follet has wrought since coming aboard as the ferry operator’s new CEO last October works as he intends, the gale-force discontent of his commercial customers might downgrade to a mere stiff breeze.

Marine Atlantic has four operating ferries this year, thanks to the addition of the *Atlantic Vision*, a six-year-old passenger ferry operating under a five-year charter.

Anticipation of its joining the fleet created a frenzy of expectation that was rubbed raw as last fall’s ferry problems turned into a stormy winter. Then Marine Atlantic pulled *MV Caribou* out

of the water in mid-February for an eight-week crankshaft replacement and engine rebuild.

Vision entered service Apr. 1, the day *MV Leif Ericson* was hauled into dry dock for a 42-day refit. This summer all four ferries (*MV Joseph and Clara Smallwood* is the fourth) have been in service, except for three days in July following a fire in *Vision*’s thermal oil-heating unit, while the fleet was operating at 100% capacity.

“Including the three days of down time, it took nine days to get back on schedule. During this time, Marine Atlantic booked 32,000 passengers and 6,000 cars, and 1,900 commercial vehicles,” Follet says; he feels the company did a respectable job of clearing the backlog.

Then Marine Atlantic briefly shut down while Hurricane Bill blew by in late August ... the company just couldn’t seem to catch a break. But carriers, while not

wishing to swamp its host with criticism, and nodding to the uncontrollable weather, and noting that equipment can break unexpectedly – the requisite apologies before firing their cannons – are fed up.

“The ferry delays have cost a lot of money. Drivers, customers and dispatch have all been frustrated most of the past year. Drivers, trucks and trailers have been waiting around North Sydney and Port aux Basques for days. At times there was no plan to deal with parking or the loading order of backlog,” e-mails Paul Eason, general manager of Easons Transport in Berwick, N.S.

“I’ve been in this racket going on 25 years and I’ve never seen problems like I’ve seen in the last six to seven months,” says Eddie Hillman, the owner of Hillman’s Transfer in Sydney, N.S. “If (the ferries) were running on schedule, there should be no issue with capacity.”

Gordon Peddle, president of D.D. Transport in Mount Pearl, Nfld. and chair of the Atlantic Provinces Trucking Association (APTA), sums up the blinding fog of discontent: “The people that use the service are getting sick of Wayne Follet saying, ‘We are doing the best we can. It is not easy to run this service.’ But Jesus guys, you’ve been running this for 100 years!”

Follet responds: “We have commenced a renewal program at Marine Atlantic. We fully reorganized the company, introduced a new manager, added a couple of new divisions, including Customer Experience and three new vice-presidents.”

His new v.p. of operations is a former v.p. of a major container company and former v.p. of a

major trucking company.

The Customer Experience office is responsible for ticketing, reservations, food service, on-board hotel, marketing, etc.

“We did this because we felt we needed a dedicated champion for this,” Follet says.

Now that the v.p. operations is relieved of these duties, Follet adds, “he can focus solely on the operation of the fleet and terminal assets, as well as the maintenance and replacement of the assets.”

The position of v.p. strategy and corporate affairs is also new. Paul Griffen, former president of St. John’s-based Rutter Technologies and former board member of the Newfoundland and Labrador division of the Canadian Manufacturers and Exporters, took on the job this July.

His mandate includes internal and external communication and stakeholder relationships, particularly with the federal government.

The v.p. customer experience’s mandate includes repairing what is described as utterly dismal communications. Peddle refers to scheduling updates coming to the APTA office for distribution to its members, an imperfect but important gesture.

Follet speaks to stakeholder group discussions in the past months, personal consultations with trucking industry members and the possibility of adopting radio, text messaging and Web site services to disseminate information.

New maintenance practices and supplier reviews, the completion of a detailed analysis of its future fleet needs, the probable launch of a commercial reservation system this fall...time will tell whether or not Follet has found the cure.

“We want to re-engineer the business, raise the level of service to all customers and the industry side. I am confident that when the changes take hold, we will see some improvements,” he says. □

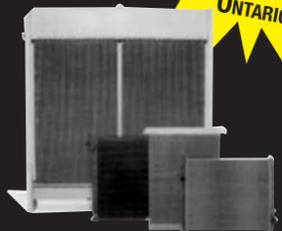
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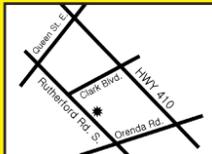
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Peter Nelson departs APTA

DIEPPE, N.B. – As first reported by *Truck News* editor James Menzies via Twitter on Aug. 26, Peter Nelson has parted ways with the Atlantic Provinces Trucking Association (APTA), the organization he headed as executive director since March 2006.

The APTA confirmed his departure to *Truck News* the morning he left his post.

Gord Peddle, chairman of the APTA said the executive had been speaking to Nelson about his desire to pursue other interests over the course of the last couple months.

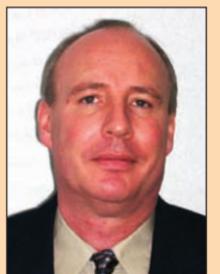
“He’s gone off to bigger and better things,” Peddle told *Truck News*. Peddle said he’ll be assuming the role of interim executive director as he wraps up his stint as chair of the association. He also said the association is “going to work today, as we speak” to get the ball rolling on finding a permanent replacement.

Peddle also noted the association remains in good hands with a “good competent staff here in Moncton.”

The APTA has its annual general meeting and elections slated for Oct. 5-6 in P.E.I.

Nelson, a native of Saint John, N.B. and graduate of UNB Fredericton, was senior vice-president with William Alexander and Associates for seven years before moving to independent consulting and later to the APTA. He is also a former vice-chair of the board of trustees of the Atlantic Health Sciences Corporation.

Nelson was said to be returning to his independent consulting roots. □



Nelson

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Quebec

Maine's healthy weight gain

Carroll McCormick

BANGOR, Me. – Like a poor man guarding his only pair of good shoes, much of Maine's Interstate is off limits to trucks with a GVW over 80,000 lbs unless they buy special permits; only the Maine Turnpike, the portion of the I-95 running from Kittery on the New Hampshire state line, north to Augusta, allows 100,000 lbs as a matter of course.

Truckers running up to 100,000 lbs are, however, welcome to pound the state's secondary roads to their heart's content. Were the Interstate limit raised to 100,000 lbs, the trucking industry would enjoy fuel efficiency improvements of 14-21% and emission reductions of 6-11%, according to a recently-completed report by the American Transportation Research Institute: *Estimating Truck Fuel Consumption and Emissions in Maine*. Safety and quality of life for rural residents would also be greatly improved.

"There would be a big difference in traffic patterns," says Rob Elder, director of the Office of Freight and Business Services, Maine Department of Transportation. "If this proposal passes it will remove 7.5 million loaded truck miles from primary and secondary arterials to the Interstate system."

This year, Senator Susan Collins wrote a pilot project provision for the 2010 Senate Transportation Appropriations Bill, which the Senate will vote on this fall. If this provision survives the vote, the

Interstate limit will be raised to 100,000 lbs for one year.

"After the pilot project is over, the DoT will have to demonstrate that the traffic patterns have shifted, and pledge to maintain the (Interstate) at its current levels, which we do," Elder explains.

The 80,000-lb cap causes plenty of grief for carriers coming from neighbouring states and Canada, where higher weight limits rule.

For example, Gosselin Express in Thetford Mines, Quebec, trundles around freight such as huge blocks of granite in Maine, mostly on its secondary highways, sometimes on

the Interstate under special permit. According to Sylvain Poirier, Gosselin's director of operations, the negative attributes of the secondary highways include, "curving roads, villages, two-lane highways, and we can't travel at the speed limits."

Quebec has two direct border crossings into Maine: Armstrong and Woburn.

A call to the Canadian Border Services Agency yielded the following facts: From Jan. 1, 2009 to Aug. 31, 2009 2,676 southbound trucks taking Quebec's highway 73/173 crossed at Armstrong onto Maine's Route 201. At Woburn, the other Quebec-Maine crossing, 1,813 trucks taking highway 212 entered Maine onto Route 27 during the

same period. Curious for hard facts about how the pilot might help Quebec carriers, I contacted Mark Bowie, president of ProMiles Canada. He kindly agreed to use one of ProMiles' routing and mileage applications to analyze some trips in which carriers may prefer the Interstate over secondary roads.

I created eight trips: Three southbound trips from Quebec City to Bangor, Augusta and Houlton via Armstrong; three northbound trips from Portsmouth, on the New Hampshire state line to Bangor, Houlton and Quebec City.

The last two trips I created for southbound traffic via the 55, crossing at Stanstead onto Vermont's 91, then swinging east at St. Johnsbury, VT toward Maine: They run from St. Johnsbury to Bangor and St. Johnsbury to Houlton.

A programmer built the trips on ProMiles XF Kingpin Version 14, which has address-to-address routing at street level. First, he ran each trip with the appropriate parts of the Interstate capped at 80,000 pounds GVW. Then he ran the trips with the GVW increased to 100,000 lbs.

The only trip that yielded no improvement between 80,000 lbs and 100,000 lbs in miles driven or gallons burned was Quebec City-Houlton: the 95 was 40 miles longer and used seven gallons more.

A look at the table for trips, roads and time results reveals that seven of the eight trips yield improved times. Truckers already know that using the Interstate more would reduce wear and tear on rigs and nerves. □

ProMiles XF Kingpin Version 14 trip simulation times at 80,000- and 100,000-lb Interstate limit scenarios. (The Maine Turnpike was set at the current legal maximum of 100,000 lbs. for both scenarios). Green figures indicate time savings:

| Trip (weight limit) | Route | Time |
|-------------------------------|-------------------|------|
| Quebec City-Bangor (80K) | 173/201/2 | 5:01 |
| Quebec City-Bangor (100K) | 173/201/2/95 | 4:54 |
| Quebec City-Augusta (80K) | 173/201 | 4:45 |
| Quebec City-Augusta (100K) | 173/201/95 | 4:39 |
| Quebec City-Houlton (80K) | 173/201/16/2/2ALT | 6:12 |
| Quebec City-Houlton (100K) | 173/201/95 | 6:44 |
| St. Johnsbury-Bangor (80K) | 2 | 5:00 |
| St. Johnsbury-Bangor (100K) | 2/95 | 4:53 |
| St. Johnsbury-Houlton (80K) | 2/2ALT | 7:13 |
| St. Johnsbury-Houlton (100K) | 2/95 | 6:43 |
| Portsmouth-Bangor (80K) | 95/202 | 3:04 |
| Portsmouth-Bangor (100K) | 95 | 2:50 |
| Portsmouth-Houlton (80K) | 95/202/2/2ALT | 5:05 |
| Portsmouth-Houlton (100K) | 95 | 4:40 |
| Portsmouth-Quebec City (80K) | 95/201/173 | 6:32 |
| Portsmouth-Quebec City (100K) | 95/201/173 | 6:16 |

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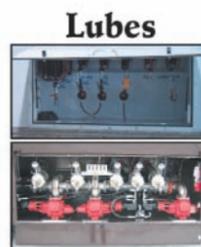


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Ontario

DriveTest goes on strike; layoffs possible

CALEDONIA, Ont. – KRTS Transportation Specialists could lay off 50-60% of its truck training division staff if the DriveTest strike is not resolved in two to three weeks, company president, Kim Richardson said as *Truck News* went to press.

KRTS is one of Canada's largest training facilities.

"We have heard the dissatisfaction of the DriveTest examiners first-hand since (UK-based business services firm) Serco took over the road testing in the

province," said Richardson.

Richardson noted that despite the economy's attempts at a rebound, lack of driver training will impact trucking companies looking to hire entry-level drivers to move freight.

He also noted that students attending a Private Career College working towards an A/Z or D/Z licence "will remain on unemployment affecting every taxpayer in the country."

"At the end of the day we have a very close working relationship with many of the DriveTest centres and their staff across the province. These are good people who need to be treated properly," added Richardson.

The province of Ontario has postponed the expiration of existing A/Z licences while the strike is ongoing. □



HAPPY 60TH: J&F Trucking celebrated its 60th anniversary with a BBQ Sept. 11. The event was held at the company's Ajax location, coinciding with the completion of National Trucking Week. The family-owned and operated company was started by John Campitelli (right) in 1949 with just one truck, carrying loads for Colonial Homes. Campitelli's brother Fred (middle) joined the company in '51, then known as J&F Truck Rentals. In '59, the company changed its name to J&F Trucking Company and moved from its original site in Scarborough to the original Colonial Homes site in Pickering. The youngest brother on the J&F team, Bruno (left), came on-board in 1964, and the trio of brothers are still actively involved, with John serving as president, Fred working as the secretary-treasurer and Bruno working as vice-president and service manager. By the '70s, the company had outgrown its Pickering site and moved to its present Ajax, Ont. location. In '86, it became J&F Trucking Corp. □

CFMS to have new look in 2010

MARKHAM, Ont. – The Canadian Fleet Maintenance Seminars (CFMS) will have a new date, look and location next year.

Organizers are giving the long-time Canadian institution a shot in the arm by making some changes in response to feedback from participants.

Next year's CFMS will take place May 10-12 at the Hilton Suites Toronto/Markham at 8500 Warden Ave.

The CFMS' goal remains to "promote knowledge, skills and continuous improvement on matters related to vehicles and equipment of the trucking industry, with a specific focus on maintenance and safety."

As always, an outside truck and equipment display will be featured as well as a complete line-up of knowledgeable guest speakers addressing key industry issues. CFMS will once again present its annual Canadian Fleet Maintenance Manager of the Year award at the event. For more info, visit www.cfmsonline.com. □



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Truck World adds vocational truck and equipment expo

TORONTO, Ont. – Truck World is adding a vocational truck and equipment expo to its event this year.

Organizers say a section of the show, held at the International Centre in Toronto Apr. 15-17, will be dedicated to vocational truck and equipment displays, which are expected to attract at least 50 major exhibitors. The new element is being endorsed by the Canadian Transportation Equipment Association (CTEA).

"Adding the Vocational Truck & Equipment Expo at the same time as Truck World is perfect for the industries," said Joe Glionna, director of Newcom Shows. "There is so much exhibitor and visitor cross-over that everyone will agree this marriage makes perfect sense. No one wants a second, separate show, but it's obvious that Canada was missing a vocational truck and equipment exposition."

For more details on the show, visit www.truckworld.ca. □

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Tax Talk

How to ring up a \$20,000 tax bill

Doing it yourself only works if you actually do it yourself

It's not often that I get frustrated with a client. I've been working with owner/operators for more than 20 years and have yet to meet one who got into the business for the satisfaction of filling out forms and paying taxes.

So it's no surprise when a client says, "Can you explain this in plain English?" or "Why are they sending me this?" or "When is this due?" I'm happy to take those calls because I know how tough it is to manage a business from the seat of a truck. And nothing feels better than to help an owner/operator take control of his finances and earn a better living.

But every now and then I get a call like this one, from a former client.

This owner/operator had us do

Tax Talk

Scott Taylor



his quarterly accounting for a few years until he decided he could do it himself. We were supposed to hear from the guy each year to help him file his annual tax return, but after three years passed I assumed he had taken his books to someone else.

In fact, he didn't have time to do his own accounting so he just didn't do it at all. In the three years since he left us, he had filed an income tax return just once, and had only recently managed to

file his outstanding GST returns.

It wasn't long before Canada Revenue Agency called him. They wanted to audit one of his 2006 GST returns. He wasn't sure how to handle CRA, and of course wanted to avoid the whole issue about his unfiled income tax returns, so he didn't respond to CRA's phone calls and letters.

Ultimately, CRA denied his GST refunds as non-supported and denied the related expenses on his tax return. Now the guy owes about \$20,000 and he's in collections.

That's when he called me for advice.

At this point, I'm thinking he still can halt the collections process by having the audit re-examined. When CRA issues a

Notice of Assessment or Re-Assessment, you have 90 days to file a Notice of Objection. When a Notice of Objection is filed, collection actions are stopped immediately while a higher-level CRA employee reviews the case. It's a great way to help ensure that the audit was fair.

Unfortunately, the owner/operator was about 115 days past the Notice of Re-Assessment date.

Now he's in real trouble. Because he ignored CRA's calls and letters, it's going to be hard for the owner/operator to persuade them that he simply made a mistake in his effort to meet his tax obligations.

This isn't the first time I've seen someone let CRA notices pile up unopened or miss filing deadlines. In fact, we have clients who came to us in desperate straits and, after some hard work, now are in complete control of their business. How do they get there? They all take two important steps:

1. Ask for help. Long story short, the owner/operator underestimated how much time it would take to handle his own books. He couldn't get caught up, let his filing deadlines pass, and then ignored the notices from CRA. Any money he thought he'd save in accounting fees is going to be blown in interest and penalties. In this case the guy's options may be limited, but at least now he's getting good advice.

Tax codes are confusing and they change from year to year. If you need help, ask an expert. There's no such thing as a stupid question.

2. Hold quarterly reviews. Ask your accountant to provide financial statements each quarter. With a three-month snapshot, you're in a better position to take advantage of deductions and other tax-saving strategies before the year is over and it's too late.

This won't guarantee a low tax bill, but it will guarantee you the right tax bill.

I can't tell you how many times a client has found a receipt for a major repair months after a review of the last three months financial statements clearly showed that a big expense item was missing. This probably would have been overlooked with only an annual review.

Right now, we're reviewing our clients' first nine months of operation and preparing tax estimates so they can take advantage of any further tax deductions and make sure their cash flow is ready at filing time.

No one wants the surprise of a big tax bill.

Instead of counting down the days to a deadline, insist on quarterly tax-planning sessions with your accountant so you can plan, budget, and make adjustments throughout the year. □

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

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Opinion

Depressed and drowsy

Is it the driver's fault, or is the job to blame?

What's next, smelly feet? Bad breath? There appears to be an assault underway on our persons under the guise of human factors in truck accident causation that may leave no stone – or ingrown hair – unturned. Last fall, FMCSA got American tongues wagging when word got out that the agency is considering screening overweight drivers for obstructive sleep apnea (OSA). Truckers with the disorder are at greater risk of daytime sleepiness, the agency says, and are therefore at greater risk of having a crash. A panel of sleep experts recommended mandatory sleep apnea screening during DoT medical check-ups for drivers meeting a certain physical profile.

Overweight drivers who have a

Voice of the O/O

Joanne Ritchie



body mass index of 30 or higher (this could change to 33, we've heard) and/or a neck size of 17 inches or larger would be the prime targets. That profile captures about one-third of the US commercial driver population – and about the same here in Canada.

And then just the other day, I read that the Australian Trucking Association wants drivers down under screened for depression during their "DoT" medicals. The associa-

tion claims to have research showing that drivers suffering from severe depression are up to six times more likely to have accidents.

Stuart St. Clair, chief executive of the Australian Trucking Association, has asked the National Transport Commission (the Australian version of Transport Canada or FMCSA) to include "psychological distress" testing as part of routine driver medical check-ups. The Australian Transport Workers Union, among others, is outraged by the proposal. Union leader Tony Sheldon says rather than banning drivers with health problems and preventing them from earning a living, the Australian Trucking Association should be looking at why truck drivers suffer from depression.

An author of the Australian study into truck drivers' mental health, professor Harvey Whiteford of the University of Queensland, says that pressure to meet deadlines is a considerable factor in on-the-job stress;

heavy vehicle operators drive for long hours and often must try to be at a certain point within a certain timeframe. "It seems to be an occupation which carries a significant amount of inherent psychological stress in it," concludes Whiteford.

Exactly. Driving is a stressful occupation with limited opportunity for even temporary relief. When you're cooped up in a truck sleeper for days on end, even a 36-hour reset doesn't provide adequate relief from the environment. In much the same way that professor Whiteford suggests depression can be linked to job stresses, I'd argue that the frequency of OSA in truck drivers is no coincidence either. Many drivers don't eat well, they get little meaningful physical activity, and they often don't get proper rest.

Simply screening drivers for sleep apnea and depression isn't enough. If these disorders can be linked to a higher propensity for crashes among sufferers, then trucking has to come to the table and address the root causes of the problem.

Take carpal tunnel syndrome for example. It's common in workers who perform repetitive tasks such as typing or grasping. While there is still some debate linking that disorder with specific work-related causes, in many jurisdictions, workers diagnosed with carpal tunnel syndrome are entitled to time off and some compensation. Those workers aren't simply screened out of a job; they're given paid time off to recover, and workplaces are often modified to accommodate workers' needs. That's something this industry would no doubt strongly resist, but I don't think North American truck drivers should settle for anything less.

I don't want to downplay the significance of carpal tunnel syndrome. It's uncomfortable and inconvenient to be sure, but it's not life-threatening. If there is in fact a link between OSA, depression (and who knows how many other disorders), and crash propensity, then their prevalence in this industry has to be examined not only in light of limiting liability and reducing the risk of crashes, but in the worker health and safety context too.

If the work, the work environment, or the cumulative effects of the difficult lifestyle can be linked to elevated crash risk, then they become occupational health and safety issues. Period.

If industry and regulators are considering screening as a means of limiting liability, then there had better be programs in place to support disabled workers, or those sidelined while undergoing treatment. I've seen too many drivers pushed out the door with back and leg problems, and left to fight endlessly with various workers' comp agencies for something more than a subsistence allowance to live on. Truckers deserve better.

Presently, only OSA is on the radar screen in the US (and undoubtedly in Canada before long), but if depression screening catches on in Australia, it won't take long to migrate here. And what might be next after that? □

– Joanne Ritchie is executive director of OBAC. Sick and tired? E-mail her at jritchie@obac.ca or call toll free 888-794-9990.



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Industry

Deja vu all over again at CBP with new Customs requirements for container residues

It seems like we have been through all this before. The US Customs and Border Protection Agency (CBP) comes out with proposed new rules or programs, doesn't consult meaningfully with industry, forges ahead regardless, rushes implementation, gets industry in a lather and then at the very last minute pulls back for long overdue sober-second thought.

Anybody remember the rush to get FAST cards, ACE implementation, or DTOPS?

On July 17 2009, CBP published a ruling modification requiring all empty tanker trucks, ISO 20-foot tanks, rail tanks and large bulk carriers to provide a manifest and file a Customs entry for all cargo residue entering the US starting Sept. 16.

Prior to this change, cargo residue was treated as part of the Instrument of International Traffic, exempting it from manifest and entry requirements. Now, the little bit of residue left in a tank truck after

unloading will have to be measured, valued and treated like a good for CBP purposes.

The original notice proposing the rule change was issued in August 2008.

At the time, CTA and other groups objected strenuously.

However, CBP categorically rejected everyone's concerns, once again leaving cross-border carriers and shippers to struggle to implement costly operational and policy changes in response to new CBP rules that many feel are over-the-top and unrealistic and which have not been subject to a meaningful consultative process.

CBP claims the rule is needed to protect the health and safety of CBP officers, arguing that officers have a right to know if they are in close proximity to a partially empty container that may contain substances that may pose a risk. That's fair enough.

Industry Issues

David Bradley



CTA does not dispute the importance of that objective. However, the ruling extends beyond chemicals and hazardous materials to include all bulk commodities, such as wood chips or milk, which pose little or no health and safety risk.

Moreover, under current practice, a manifest indicates the presence of residue.

An alternative but more effective approach could be to require a description of the residue on the manifest. This would allow CBP officers to reasonably assess product safety while acknowledging that the product is in residual quantities.

This is a more realistic and operationally feasible solution than having to somehow measure all residues and classifying them for Customs entry.

The challenge of measuring a quantity of cargo residue can be enormous and costly.

Many companies simply don't have the capability. In the case of liquids, viscosity is a factor in accurate measure.

Adjustments to quantities will be required in nearly every instance, negating the purpose of providing a quantity to CBP in the first place.

If the quantity is residual, it is minimal by definition. Does CBP expect drivers, shippers or receivers to stick their heads into a tank to try and measure residual quantity? What about their health and safety? How will CBP check if the quantity is accurate?

Furthermore, in the absence of a formal transaction, it is unclear who the owner of the residue is. How will CBP determine ownership? Who will they sanction in the case of errors? If an entry is required, there will be Customs broker charges associated with the preparation, submission and post-import adjustment of an entry.

And, what about border crossing times? Since residue is currently treated as part of the Instrument of International Traffic, carriers are not required to wait for a Customs entry.

Under the new requirements carriers will be subject to additional delays where currently there are none as they wait for the Customs broker to file the entry.

CBP contends the ruling will not adversely impact FAST shipments.

Currently if a carrier is a member of C-TPAT/FAST, the carrier hauling residue is able to take advantage of FAST lane privileges regardless of the importer's status in the low-risk programs since there is no current requirement for a Customs entry. Once the ruling takes effect and an entry is required for the residue, the importer will have to be C-TPAT certified for the carrier to be able to use the FAST lane.

These otherwise empty trailers will be forced into regular traffic lanes. One mid-size CTA carrier with 35 cross-border residue trips a week estimates the cost of manifesting and subsequently waiting for a Customs broker to file an entry will exceed \$150,000 per year. Washing each tanker prior to entering the US is not viable.

There is significant additional overhead associated with the cost of cleaning agents, administration, and the purchase and/or rental of additional trailers that will be needed to ensure customer service needs are met. All of this is also likely to require extra miles and will impinge upon drivers' hours-of-service.

Then on Aug. 25 – about three weeks from the Sept. 16 launch date – CBP announced that while not withdrawing the new requirements, a decision had been made to postpone enforcement of the new rule for a minimum of 60 days to provide an opportunity for CBP and industry to assess the impact to trade and address the many questions that remain.

Better late than never, I suppose. And, we are certainly pleased that CBP appears to now be listening. But it follows a disturbing pattern and unnecessarily puts the industry through periods of panic when meaningful consultation from the get-go could have perhaps avoided all the disruption. We have between now and November to try and get things on the right track. □

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

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Health

Dog tired? You may have anemia

Do you feel tired and weak even after a good night's sleep? Do you run out of energy very easily? If you said yes to either of these questions then you may have anemia. In simple terms, anemia is a condition in which your red blood cells do not carry sufficient amounts of oxygen to the tissues of your body. There are several causes of anemia, however some are more common than others.

In order to understand anemia we must first discuss red blood cells. The main purpose of these cells is to transport oxygen from your lungs to your brain, organs and tissues, through your blood stream. In order for your body to function normally, it needs a constant supply of oxygenated blood. Red blood cells contain proteins called hemoglobins which are mainly made up of iron. This is what gives your blood its red colour. Oxygen from your lungs is carried in the hemoglobin proteins through your bloodstream.

The most common cause of anemia is an iron deficiency. In fact, this type of anemia affects about 1-2% of adults in North America.

Due to the lack of iron, your body is unable to produce enough hemoglobin for healthy red blood cells.

Another cause of anemia is vitamin deficiencies. In addition to iron, your body requires folate and Vitamin B-12 to produce healthy red blood cells. A diet which is lacking in these nutrients may lead to decreased red blood cell production.

Other chronic conditions such as cancer, HIV/AIDS, Crohn's disease and kidney failure may also cause anemia. The signs and symptoms of anemia can vary from person to person depending on its cause however, many people experience fatigue, shortness of breath, chest pain, headaches, dizziness and irregular heartbeat. In most cases, the symptoms start very mild and then progress as the anemia worsens.

It is important to consult your doctor if you are experiencing fatigue and cannot explain it, as untreated anemia can cause severe complications and even death. The most common complications of untreated anemia affect the heart and nerves. So, how is anemia diagnosed? Doctors diagnose anemia after completing a medical history, physical exam and a series of blood tests. These blood tests measure the levels of your red blood cells as well as your hemoglobin.

In some cases, your doctor will examine your red blood cells under a microscope looking for abnormalities in size, shape and colour. This will help your doctor pinpoint the exact cause of your anemia. If your doctor suspects that there is an underlying condition which is causing your anemia he or she may order additional specialized tests.

As you may have guessed, the treatment of anemia mainly depends on its cause. For example, if there is a nutritional deficiency your doctor will recommend taking supplements for several months or longer. However, in the case of an underlying condition causing anemia, once the condition is identified and treated, the anemia will often disappear on its own. Although many types of anemia

Back behind the wheel

Dr. Chris Singh



are not preventable, you can help avoid iron and vitamin deficiency anemias by eating a balanced diet. Good sources of iron include beef and other meats as well as beans, lentils and dark green leafy vegetables. Folate can be found in citrus juices and fruits, bananas and pastas. Vitamin B-12 is found in meat and dairy products. The good news about anemia is that in most cases, anemia is a very mild and treatable condition. The key is early detection. □

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

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Safety

Thorough driver qualification files offer accurate picture of any driver

Every business is only as good as its employees, and the trucking industry proves just how true that is. Any fleet will only be as good as the drivers who turn the wheels.

While there is no single measure of a driver's ability to do a professional job, the documents in a thorough driver qualification file can offer an accurate picture of a driver's level of skill, highlight specific training needs, and even help to determine the likelihood of a future collision.

The simple photocopy of the driver's licence that is stapled to the file folder confirms some key information on its own.

The licence class will confirm whether the driver is legally entitled to drive a specific type of equipment, and the document will provide proof of the birth date that will determine whether the driver meets the minimum age of 21 to operate in the US.

But the array of other records that are required to operate a US-bound vehicle with a Gross Vehicle Weight Rating of 10,001 lbs or more can offer details that are important to every fleet – even those that haul domestic freight.

Just consider everything that can be learned in a candidate's application for employment. Fleets that hire US-bound drivers need to verify the previous three years of work history and collect the details for an entire decade.

The three years of work experience is a vital measure of whether the driver has the experience to gear and steer the same type of transmissions and engines used in a new job.

The number of employers will tell a story as well. A new driver can be expected to change jobs one or two times in the early days of a career, but someone who has accumulated five or 10 employers in just three years will likely be bringing other baggage to the workplace.

The same driver who is unable to build a working relationship with dispatchers may also be gruff when dealing with customers, and this aggressive nature often translates into poor driving habits behind the wheel.

Meanwhile, the driver's abstract offers the telling signs of on-road infractions that can have a direct impact on a fleet's own operating record. We all know there is a definite link between the number of violations and the possibility of a collision occurring in the next year.

Serious violations such as dangerous or careless driving are definite indicators of a driver's poor mindset, as are more than a pair of convictions for violations such as improper passing, driving an unsafe vehicle or failing to yield the right of way. In contrast, a recruiter may be justified in accepting violations such as not wearing a seatbelt or a vehicle weight infraction, as long as there is a commitment to address the issue through the appropriate training.

These violations do not need to be limited to a truck, either. The drivers who have five or six

Ask the Expert

Dennis DuBois



speeding tickets on a motorcycle will likely extend the heavy use of an accelerator to every vehicle they drive.

The related criminal background check can unveil a number of other potential restrictions. Job candidates who have any Criminal Code convictions such as driving while intoxicated or driving with a suspended licence may not be able to cross the border and may even be denied insurance coverage.

The medical documents in the file also help to determine any other restrictions to the routes

that a driver can travel. The US DoT will accept Ontario's three-year cycle for medical examinations, for example, but drivers in other jurisdictions may require a medical check-up every two years. And certain medical waivers are not recognized by the US Department of Transportation.

Even if the driver has the skills to drive a truck, a copy of the data sheet outlining the hours-of-service records for the previous seven days will determine when they can actually begin to turn the wheels. This information will need to be provided by occasional employees before every work cycle.

The driver qualification file is a living, breathing file.

A driver's abstract that was generated within 30 days of the hiring of the driver needs to be supplemented by annual updates of the driving record and proof of

any violations that occur.

This is the type of information that will identify emerging habits before they become a problem.

The collection of these documents goes a long way to proving the due diligence of a fleet that is committed to hiring the right drivers for the job. □

– This month's contributing expert is Dennis DuBois, senior advisor in Markel's Safety and Training Services Department. Prior to joining Markel in 1995, he had served as a district safety manager for a large truck rental firm, and as an independent safety consultant. Send your questions, feedback and comments about this column to info@markel.ca. Markel is the country's largest trucking insurer providing more than 50 years of continuous service to the transportation industry.



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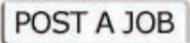
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Fleet News

TransForce buys retail ops of ATS Andlauer

MONTREAL, Que. – TransForce has announced it has picked up the Retail Solutions division of ATS Andlauer Transportation Services, which generates revenues of about \$120 million per

year using 165 owner/operators. ATS's healthcare division is not part of the deal. "This transaction demonstrates TransForce's strategy of growth through selectively acquiring

leading companies with strong leadership," said Alain Bedard, chairman, president and CEO of TransForce. "ATS Retail Solutions is an excellent strategic fit with our existing Canpar and ICS Courier businesses. Consistent with our approach to acquisitions,

it will operate as an autonomous business and ATS president and CEO Michael Andlauer will continue to play a leadership role as chair of a group specifically focused on courier solutions. We look forward to working with Michael and his team." □



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Writer wants to bring gentleman trucker's story to the big screen

Do you think it's time for another trucking movie? Writer Greg Martin thinks so and he's got a story that he thinks is a winner.

Dispatch Me Home is a narrative of the North American truck driver, embodied in the figure of Sam (the Man) Morris, an independent truck driver making his way across the US one last time. Not surprisingly, his truck Chloe (a 1986 Freightliner XL) is his closest companion. According to the author, "Sam the Man is a gentleman trucker who's walked the walk for 40 years."

He's feeling his age, and so is his truck. In one chapter Sam even turns down a heavy load over some mountains because he doesn't want to embarrass Chloe.

We all know drivers like Sam, what Martin calls the last of a dying breed.

He's from the old school and believes strongly in hard work and fair play.

He wouldn't hesitate to assist a broken down motorist or help change a flat tire – courtesies that have been lost in the modern world of just-in-time freight and computer-controlled dispatches.

"This is a man who embodies all the best qualities of this great profession," says Martin. "The times call for a feel-good story about someone we can all relate to, someone who's made a decision in life and done it his way. He set the bar for other drivers whether he knows it or not."

Sam runs into adventures on his way across the States: encountering old friends and drivers, reminiscing about old times, and even gives advice to a young driver still wet behind the ears.

Sam has decided to hang up his keys and put Chloe up on blocks at his sister's place in Washington State. It's time, he figures, "to leave the good dispatches for younger drivers."

Author Martin is no stranger to the world of trucking.

The writer began his career as a swamper for Mayflower Lines in Indio, Cal.

Later, he became a motor transport officer in the US Marine Corps, and spent some time working with a fleet of trucks in waste management.

To sell the project to Hollywood, Martin has enlisted voice-over artist Troy Duran and has posted a very sophisticated audio storyboard on the Internet (www.dispatchmehome.com) where you can sample a few chapters.

As expected, the narrative is spiced with lots of trucking music from Dave Dudley to Alabama to Bob Seeger.

It's also fun to speculate about who would play the lead role. Martin consulted various Web site forums including Women in Trucking and came up with a short list that includes Kevin Costner, Harrison Ford, Sam Elliot, Tom Sellick, Ed Harris, Bruce Willis, and Sam Shepard. What he's looking for is someone in his early sixties who could best fit into Sam the Man's cowboy boots.



On-road Editor

Harry Rudolfs

"What about Clint Eastwood?" I ask Martin on the phone from his home in the San Francisco Bay area. "I think he might be a little too old," he says. Even the name Billy Bob Thornton comes up, who Martin admits might be perfect for the part.

A couple of recent documentaries like *Drive and Deliver* (a film made by International to showcase its LoneStar tractor), and *Big Rig*, have missed the mark, Martin thinks.

"What's important," he says, "is to spotlight the industry in a good

light and present a positive stereotype. There are a lot of career opportunities in trucking for hard-working men and women, it's an opportunity to become your own person."

Martin knows he has something good here that could go in many directions. It could spawn a truck radio serial, a book, or even a compilation CD of the great music he wants to include.

But most importantly, he believes a feature film is just waiting to be made.

So here comes the pitch: Martin needs about \$35,000 to finish the script and secure the music rights. When that's accomplished he'll tuck the screenplay under his arm and take it to the major studios.

"My hope is that some gentleman or lady who's been in the trucking industry will read about

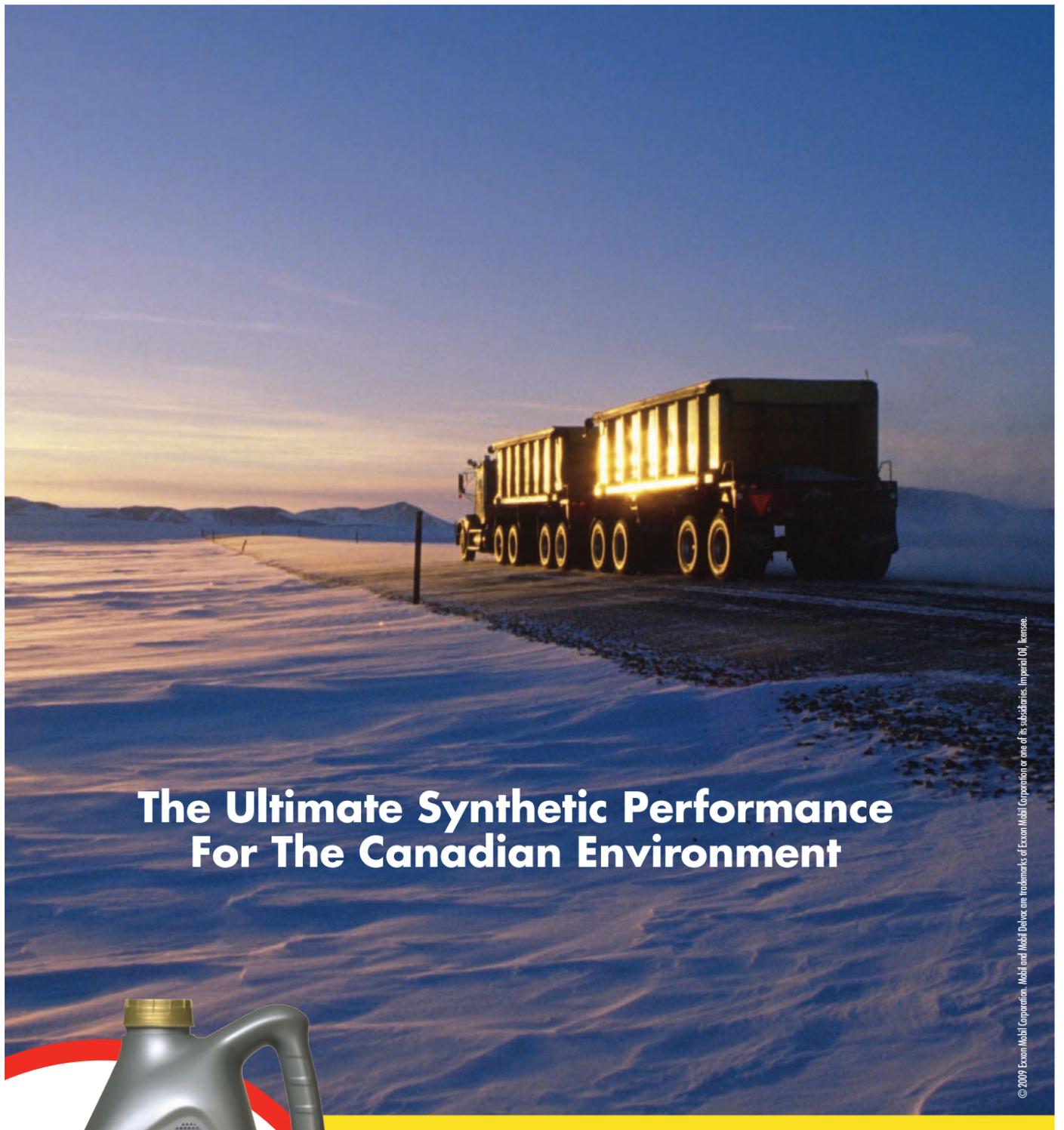


The story of an American Trucker

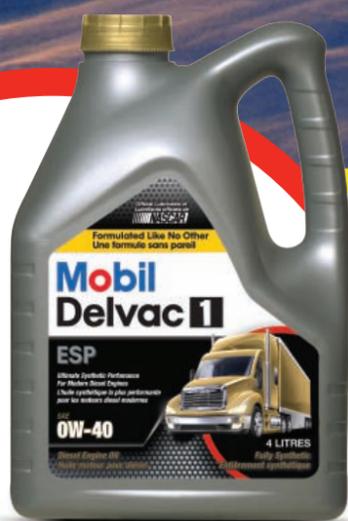
SAM THE MAN: The creator of *Dispatch Me Home* is hoping the tale of a gentlemanly trucker will eventually hit the big screen.

this and will want to get involved," he says. □

– For more on this topic as well as Harry's thoughts on 'Trucker as an anti-hero' check out his blog on Trucknews.com.



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Feature

Reality TV?

Heading north for the ice road season is an annual ritual for some. But for others lured by the History Television reality show, it may not be what they expect.

By Jim Bray

YELLOWKNIFE, N.W.T. – A cable TV show focusing on the trucking industry brings viewers the cold, hard facts about the challenges of driving in the north. Or does it?

History Television's *Ice Road Truckers* follows a group of drivers hauling supplies over ice roads built on frozen northern lakes. According to the channel's Web site: "Sometimes the ice cannot support the heavy rig, and driver and cargo plunge through the ice and sink to the bottom." The blurb ends with the invitation to "Hitch a risky ride along with the *Ice Road Truckers* as they drive headlong into bone-chilling danger," as if life on the ice is reminiscent of the old-time bush pilots who helped open the arctic decades ago.

But is *Ice Road Truckers* really an inside look or is it merely some Hollywoodized entertainment show?

"It came across as a bunch of cow-

boys up there," says Glenn Bauer, president and general manager of Ventures West Transportation, which hauls fuel to the diamond mines featured in the show's first season. "But in reality it's very, very controlled."

Bauer also says that, unlike the image of drivers being lone wolves prowling the wilderness, "trucks go out in convoys of two or four and in the height of the season you have four trucks going out every 20 minutes, with experienced convoy leaders to ensure speed limits are adhered to and that there's proper spacing. You're never allowed to travel alone."

Bauer's company hasn't participated in the show, though some of its equipment was seen in the background.

"We had mixed feelings," he says, "because of how they sensationalized and portrayed the ice roads."

He claims the show wasn't allowed back to the original venue for

the second season because the mines didn't like the portrayal, either; season two was set in Canada's high arctic while season three moved to Alaska.

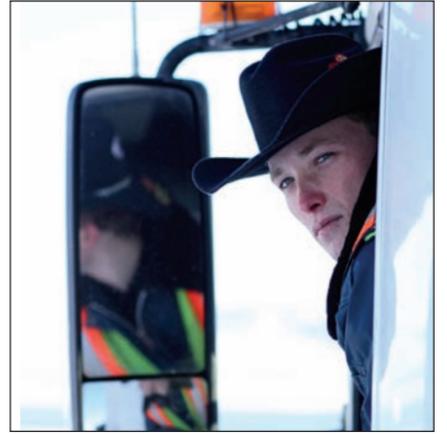
As for a much-repeated segment showing a tanker disappearing through the ice, Bauer just doesn't buy it. "The only incident of a breakthrough I know of was with the equipment building the road and getting it to the proper thickness," he says. "I know of no-one transporting on that road who has gone through."

Bauer says the tanker incident portrayed actually happened at Mackenzie Crossing, on the highway south toward Alberta. "There was a fully loaded truck," he remembers, "and the road was apparently open to light loads only; whether he missed the sign or whatever, I don't know."

According to a *Toronto Star* article on the show by Wheels editor Mark Richardson, the TV truck was actually a one-sixth scale model "being pulled through a snowy scene that's made from sugar and shaved ice." Richardson's piece credits the series' DVD with spilling the beans that the scene was actually filmed in California by "some of Hollywood's greatest special effects masters. After all, transport trucks don't crash through the ice anymore."

To Bauer, the ice is perfectly safe – as long as you follow the rules.

"There's lots of security there," he says, pointing out that the critical issues are speed and following distance (follow too closely and you can stress the ice), and "as long as



TJ TILCOX

you follow the rules the risks of going through are nil."

Quite different from the TV version. "I understand TV and all that," Bauer says, "but the ice road is done very, very seriously – the engineering, how they measure ice thickness, security and the rules of the road. There's never been a concern of anybody going through."

Another issue Bauer has with the show was how it portrayed truck maintenance.

"You can't afford to go up there and have a truck break down," Bauer says. "There's nowhere to fix it up there so if you break down on the road you have to be hauled out of there." Bauer says his company is particular about the trucks because "the cold brings out the worst in anything and you can't afford to have issues up there."

Driver TJ Tilcox, on the other hand, thought the show did a reasonable job. One of the stars of the first season, Tilcox was a compara-

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tive newcomer when he went to the ice roads from his stomping grounds in southern Ontario.

"I'd only been driving for about a year and it was still hard to get work," he says. "So I thought I'd go out west and haul Super-Bs of grain, and (the owner) said he was going to send me up to the ice roads. I didn't know what it was at the time."

It was a steep learning curve.

"The first trip scared the snot out of me – getting going in the middle of the night and not being able to see well, with snow blowing around and hearing the ice cracking – I thought for sure I was going to be swimming."

With a little experience under his belt, however, he had a good time.

His adventures included "nearly freezing to death in the first truck," and having to be evacuated from the area by plane. "I got hurt doing up a load binder, ended up slipping on the ice and got slammed into the rub rail of the deck. I got bruised ribs, torn muscle – it hurt something else." Tilcox says they shut down the road, landed a rescue airplane on the lake and took him to Yellowknife.

Tilcox made 24 trips, 23 of which were filmed, and remembers the last one in particular, when water on the lakes came up to the bottom step of the truck. "It was melting in early April and I was coming down from the North," he says. "There were a few lakes that had water on top of the ice and I said I wasn't going up there again without a life jacket or a rubber dingy. That was sure nerve-wracking."

He says his experience working with the TV folk was pretty good – he even ended up marrying one of the producers – and he thinks the show did a decent job of portraying the ice roads.

"I think some stuff was a little different than what happened," he says, "but for the most part I believe what you saw was what really happens. Now some stuff, like the dollar figures they put on loads, were best case scenarios, not necessarily reality," he admits. "And some things that happened were a bit exaggerated – like the accident I had with a new truck." Tilcox says the show made it look as if he were doing 50 km/h at the time whereas "I was almost stopped. But for the most part I think they did alright."

For better or worse, the *Ice Road Truckers* show has had an effect on the industry. "There was a bit of a rash of interest from people who wanted to come up for the experience, for the sense of adventure," says Ventures West's Bauer. "We were getting calls from various places in the US, places where they probably haven't seen snow, let alone ice."

Bauer never hired any, though. "They don't have the experience with Super-Bs and they don't have the winter knowledge either." Besides, he says, "we have a waiting list because drivers can make a premium dollar over their regular work."

The ice roads are open for about two months, from about the last week of January until perhaps the first week of April. Bauer says it's a good seasonal job for the right drivers.

"It's the type of thing where drivers do other stuff during the year but

with the ice roads they can make good money in a short period of time."

How has fame affected the drivers featured? It appears to be a double-edged sword. "From what I've been told," Bauer says, "those drivers are not allowed back on the winter road to the diamond mines." Tilcox, however, looks on it as a positive experience, one that has paid dividends.

Besides "meeting lots of new people," Tilcox has also become an ambassador for Volvo Trucks North America, going to truck shows and getting to see how his preferred truck is made at the factory. And of course there's the adoring public. "People recognize me and come up and say 'you're the guy' or 'we really respect what you do up there.' I'm famous!"

He also thinks truckers' portrayal in the show helps the public see them in a better eye. "It explained things about the routine, coupling, the industry; it helps drivers look better."

Would he travel the ice roads again? "They asked me to go to Alaska for the third season," he says, "but I couldn't. Maybe another year." In the meantime, Tilcox wants to become an owner/operator. "My family owned trucks and it's in me to drive," he says. "I tell a lot of people that I'd go back, but as an owner/operator."

"But if you want to go for the experience," he advises, "go as a company guy first and figure it out."

Assuming you can get to the top of the waiting list. □

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Fuel Economy

Every drop counts

Fuel prices are on the rise again. Here's a look at some fuel-saving strategies that worked for private fleets...

By James Menzies
NIAGARA-ON-THE-LAKE, Ont. – Fuel represents about a third of the cost of running a truck from Point A to Point B, so it's only natural to take a close look at fuel economy when looking for ways to drive down operating costs.

Private fleets attending this year's Private Motor Truck

Council of Canada (PMTC) convention were more than happy to share some tips on how they've tackled fuel costs in their own operations.

Danny Vettoretti of Frito-Lay Canada said for his fleet of 84 Class 8 tractors, it begins with slowing down. The Frito-Lay fleet is limited to 90 km/h in Quebec,

100 km/h in Ontario and 105 km/h in Alberta. The fleet consists of aerodynamic International ProStar tractors with Cummins ISX engines and fuel economy is tracked using Qualcomm's Fleet Advisor.

Vettoretti said drivers are given a quarterly fuel mileage scorecard and driver rankings are posted weekly to ignite some healthy competition. Auxiliary power units (APUs) have helped the fleet lower its idle-time to less than 5% in the winter and under 1% in the summer, Vettoretti claimed. The company also uses long combination vehicles (LCVs) where possible. About a third of Frito-Lay's shipments in Alberta and Quebec are done via LCV, which use 30% more fuel per trip but doubles cargo capacity for lightweight items such as potato chips.

"That's a pretty compelling argument on why we need to use LCVs wherever we can," he said.

According to Wayne Scott of Loblaw Companies, there are four controllable factors that affect fuel costs: maintenance; spec's; aftermarket fuel-saving devices; and driver behaviour.

Maintenance

Don't wait around for your drivers to inform you a vehicle needs maintenance, Scott pointed out.

"Ninety-nine per cent of the drivers out there will not tell you," he said. Instead, fleets should have processes in place to ensure vehicles are properly maintained at all times.

Drivers do have a role to play, however, most notably via the pre-trip inspection.

"If you turn around at a fleet and watch guys doing their pre-trip, they walk around, check the lights, thump one or two tires, hook up and leave. That's reality," Scott said.

Loblaw's has come up with a clever way to ensure drivers are doing a thorough pre-trip before their tractors leave the yard. Between two and five brass tags are attached to key items (maybe on a valve stem cap or perhaps near the oil dipstick) and the guard at the gatehouse is provided with a list of tractor-trailer numbers and the number of brass tags attached to that particular unit.

If the driver doesn't turn in the corresponding number of tags, he's turned around and told to report to safety.

Tire maintenance is especially important, explained John Overing, heavy truck tire segment manager with Michelin. He said there are six factors that can cause tires to negatively impact fuel mileage: low air pressure; high air pressure; missing valve caps; dual mismatch air pressure; dual mismatch height; and irregular wear. A set of duals with a 6/32nds height mismatch (the height of three stacked pennies) will result in one tire wanting to rotate more than the other. Over the course of 100,000 km, the shorter tire will have tried to travel 800 km more than the other, which can be a real drag on fuel economy, Overing pointed out.

Spec's

Engines should be geared for optimum performance at the speed at which they'll be running, Scott pointed out.

He recalled taking over responsibility for a fleet only to find drivers had discovered a way to change the engine parameters.

"If you give somebody an opportunity to screw the system over, they will do it," he said. Trucks in Quebec, for instance, were geared to be running 90 km/h yet they were running 110, so they were cruising at 1,750-1,800 RPM.

"Our fuel economy was not good," he said. "These are legacy issues we as fleet managers sometimes inherit."

Scott said other spec'ing decisions to consider should include: aerodynamic fairings; APUs and bunk heaters; overdrive vs direct drive transmissions; engine horsepower; and truck and trailer models.

Michelin's Overing added low rolling resistant tires are "the least expensive technology available to reduce fuel consumption."

Every 3% reduction in rolling resistance translates to a 1% fuel economy improvement, he pointed out.

Fuel-saving devices

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PROVEN: Trailer side skirts and wide-base single tires (pictured) are the two proven fuel-saving technologies, according to Loblaw's Wayne Scott.

fleet money, according to Scott: trailer side skirts and wide-base single tires. He cited Energotest 07 test results which were conducted to SAE/TMC standards.

"These two (technologies) have made it mainstream," he said of Michelin's X One wide-base tire and trailer skirts which are available from several manufacturers. "These are the ones out there that have been certified, have actually had government testing and actually went out there and made their mark."

Now, when a vendor calls Scott and claims he has just the device to save the company fuel, he tells them to call back when they've had an SAE/TMC Type II fuel test completed and certified by an engineer. If you do decide to test a fuel-saving device on your own, Scott warned fleet managers not to get too excited over the results. He recalled buying into the hype surrounding the hydrogen units that hit the market with much fanfare a few years ago.

He installed a unit on a truck, told the driver about it and then watched the truck's fuel economy improve. Weeks later, the system ran out of the distilled water that was necessary to its operation. But rather than top it up, Scott decided to wait and see what happened.

Fuel mileage remained unchanged for several weeks, leading him to conclude that the hydrogen unit itself didn't improve fuel mileage at all – rather the driver improved his driving habits because he knew his fuel economy was being tracked.

When looking at an aftermarket device, Scott suggested asking whether the benefits match the application. Aerodynamic devices, for instance, will reap little reward for a fleet that averages 30-35 mph in and out of downtown Toronto. Loblaw's has selectively spec'd trailer skirts and wide-base tires on tractor-trailers that are running line-haul at higher speeds.

Scott is a big believer in wide-base singles and especially trailer skirts, and expressed amazement that they haven't caught on with more long-haul fleets.

"You see (trailer skirts) out of the US, you see them out of Quebec, you see them now and again but if everyone wants to reduce their fuel costs, why aren't they on more trucks?" he implored.

Scott speculated it may be because it's hard to get CFOs to see the long-term value in such investments rather than the up-front costs.

"How can I justify going into my board of directors and say 'I can put recaps on for \$200 or I can buy brand new X Ones for \$1,000, plus new rims and drop a lot of money'?"

Fleet managers must also weigh the costs of fuel-saving technologies over the life-cycle of the vehicle. As a case in point, Scott spoke of his company's experience with tractor side fairings.

"We found even with the 1-2% they might save you, the life-cycle costs of the driver smashing them and damaging them represented about \$500-\$800 per unit per year," he recalled. "We opted out of putting them on our trucks in the future."

Driver behaviour

The biggest factor influencing tractor-trailer fuel efficiency is the driver, who has the ability to swing fuel economy 30% for better or for worse.

Even veteran drivers need training, Scott pointed out, since they often learned how to shift and drive on older engines and have received little training as technology evolved.

"We brought out our best guys and asked them 'What's progressive shifting?' and they had no clue. They were taught so many years ago, they've developed their own habits. They're good drivers but that engine they started driving 20 years ago isn't the same as the engine we have today, but nobody ever told them this is different and why. They just give them the truck and say 'Go drive'."

Scott says drivers should be taught to eliminate unnecessary shifting.

"Every time you shift, it costs you fuel," he said.

Driver training is a subject close to Any Roberts' heart. He's president of Castlegar, B.C.-based Mountain Transport Institute.

"There are still a lot of people out there who ignore the driver, and the driver has the single biggest impact on fuel economy," Roberts said. "They can destroy (the results of) just about every

technology out there, including automated transmissions."

Roberts said driver training should consist of three phases: train; measure; and reward.

Even small rewards will be well-received, like acknowledging top performers in a newsletter or giving the driver with the best fuel economy a special parking spot at the terminal.

Feedback must be timely and relevant, Roberts said. For instance, drivers hauling B-Trains through the Rockies should not have their fuel mileage compared to others who are hauling donut holes across the prairies, he pointed out.

MTI and Natural Resources Canada are currently offering free fuel economy training to drivers working for fleets that have collected historical fuel economy performance data via satellite. For more info, visit www.drivemti.com or call 877-965-3748. □

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New Products

Tires & Wheels

Double Coin has expanded its commercial truck tire line. New to Double Coin are the FR605, FD405 and FT105 fuel-efficient tires in steer, drive and trailer positions respectively. The company also unveiled a new RR202 tire for mixed service applications, which it describes as an ultra-premium five rib highway service tire. Double Coin also introduced its RR680 and low-profile RT600 to round out its regional all-position steer tire line-up. And for off-the-road applications it has come out with the 3700R57 tire for mining and other severe-service applications. Double Coin also introduced a North America-wide Government Fleet Net Pricing program, which offers special pricing for federal, state and local government entities and municipalities. For details, talk

to a Double Coin dealer.

Promising the appearance of **upgraded aluminum wheels** at standard aluminum wheel prices, Accuride Corp. has made an enhanced finish standard. The new finishing process produces a semi-polished appearance on unpolished wheels, according to the company. It's now standard across the company's entire line of aluminum wheels, except for small diameter trailer wheels.

Alcoa has announced its LvL ONE line of **lightweight aluminum wheels** is now able to accommodate load range H tires. The 24.5-inch LvL ONE is being dubbed the strongest wheel in the 24.5"x8.23" standard wheel category, with a load rating of 7,580 lbs, some 450 lbs more than steel alternatives, while weighing about 30 lbs less, according to the company. Alcoa says the new rating allows fleets and owner/operators to trim



540 lbs from the weight of an 18-wheeler. It's intended for vocational trucks and over-the-road trailers. Meanwhile, Alcoa has added an online tool called CalcuLighter to its Web site at www.alcoawheels.com, which allows fleets and owner/operators to measure a payback when converting from steel to aluminum wheels.

Trailers



Haultec Trailers was at the Fergus Truck Show to showcase its new **Chalmers 1300 series air-ride suspension kit**, which has been approved by the MTO to comply with 2011 SPIF requirements for older trailers. The suspension kit was displayed on a 1995 trailer at the show. The company says owners of older trailers now can avoid mandatory weight reductions by retrofitting their existing trailers to comply with SPIF requirements. The conversion can be done at a fraction of the cost of purchasing a new trailer and about half the cost of replacing the frame, Haultec reports. Chalmers says it will be ready for full production by the fourth quarter and Haultec will handle the retrofitting. The Chalmers 1300 series is a walking beam, rubber spring, two air bag suspension. For more info, call Craig Cadenhead or John Martin at Haultec at 905-673-3200 or Steve Clarke or Livio Luchini at Chalmers at 905-362-6400.

Great Dane showcased its newest trailer – the **Classic Truckload reefer** – recently at the Great American Trucking Show. The company says the CTL reefer is designed to meet the needs of today's truckload carriers offering protection against everyday abuse combined with low-maintenance features for greater peace of mind. The trailer features Great Dane's ThermoGuard interior lining which it says extends the useful life of the trailer while reducing the run-time required by the refrigeration unit as well as CorroGuard, a spray-in-place thermoplastic elastomer that protects against deterioration and corrosion.

Accessories

Gilbarco Veeder-Root has announced it has shipped its first **Encore diesel exhaust fluid (DEF)**



dispensers in North America. DEF will be required by 2010 engines using selective catalytic reduction (SCR) exhaust aftertreatment systems. Pilot Travel Centers has installed the dispensers at 100 locations. Gilbarco says its DEF dispensers are designed to prevent the fluid from freezing and have stainless steel hydraulics to avoid corrosion.

Kenworth has updated its **Web site** to include a section for its new T470 medium-duty truck. The T470, aimed at vocational and municipal markets, entered production recently. It's well-suited for snowplow, dump, mixer, winch, refuse and other heavy front axle vocational and municipal applications, according to Kenworth. Visitors to Kenworth's Web site (www.kenworth.com) can now view and download the T470's online brochure as well as browse available spec's.

Rislone says its **Liquid Copper Block Seal Intake and Radiator Stop Leak** seal radiator and gasket leaks without requiring a full system flush. Customers simply pour it into the radiator, idle the engine for five minutes, let it cool down, top it off with coolant and then go on their way, according to the company. Flushing the entire system can take six to 10 hours and requires a complete coolant refill as well, the company points out. Liquid Copper uses an advanced antifreeze-compatible sodium silicate liquid glass formula so no draining of the cooling system is required. It works with all types and brands of antifreeze, including conventional green or blue (silicate-based) and extended life red/orange or yellow (OAT/HOAT) coolant, according to the company. It stops leaks by forming a seal using organic and synthetic fibers, copper and an ionic-modified mineral. For more info, visit www.rislone.ca.

Components

Thermo King is now offering **closed loop cooling** as an option on its TriPac hybrid APU. Benefits include: reduced installation complexity; emergency tractor alternator back-up; and the ability to run the APU independently of the tractor's cooling system. Thermo King said it made closed loop cooling available in response to customer demand. It's well-suited for drivers who operate in warm climates or



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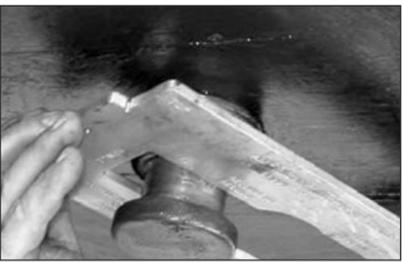

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simply prefer their APU system not to tap into the tractor's coolant. The closed loop cooling option is available on any new TriPac and also as an aftermarket option through Thermo King dealers.

Detroit Diesel has introduced a new two-year, 150,000-mile warranty on its **PowerPacks replacement fuel injectors**. The company says fuel injectors tend to wear out at the same rate, so replacing the entire pack at one time rather than individually can reduce downtime and save money. The remanufactured PowerPack replacement fuel injectors qualify for the warranty when installed by authorized service outlets, the company says. The qualifying replacement fuel injectors are compatible with Detroit Diesel Series 60 and MBE 4000 engines. For more info, visit www.detroitdieselstepup.com.



Freightliner has made its first foray into the **natural gas-powered truck** market with a new Business Class M2 112 NG. The truck's best suited for port operations, natural gas utilities and municipalities, the truck maker announced. It's powered by the Cummins Westport ISL G liquefied natural gas engine. Freightliner estimates the truck can reduce yearly fuel costs by about US\$6,000. The 8.9-litre ISL G engine is available with up to 320 hp and is already EPA2010-compliant with no need for exhaust aftertreatment. Later this year, Freightliner said it will come out with a compressed natural gas (CNG) version of the same truck, followed by a CNG-powered single axle tractor, 4x2 and 6x2 truck and vocational configurations.

Mack Trucks has introduced a **natural gas-powered version of its TerraPro Low Entry model truck** targeted towards refuse applications. The engine is supplied by Cummins Westport and a cabover version of the truck will be introduced later, Mack announced at the WasteExpo trade show. The 9-litre Cummins Westport ISL G engine is rated at 320 hp and can use either compressed natural gas (CNG) or liquefied natural gas (LNG). It is equipped with a three-way catalytic converter to comply with EPA2010 emissions standards, Mack says.

Navistar is now offering **Qualcomm's Mobile Computing Platform 100 Series in its International Trucks**. Customers will now be able to combine the dealer support available through International with the customer support network offered by Qualcomm, the companies announced. The system can also be financed as part of the International truck purchase. The MCP100 features a colour touch screen and remote control with in-cab, text-to-speech capability, allowing drivers to listen to and replay messages without pulling over to read text messages. Other available services include: fuel tax reporting; speed and idle-time reports; automated arrival and departure reports, etc. □

Eaton unveils new generation UltraShift automated transmission

KALAMAZOO, Mich. – Eaton has introduced a new generation of its UltraShift automated transmission.

The UltraShift PLUS family of transmissions features new automated clutch technology and intelligent shift selection software that employs grade sensing, weight computation and driver throttle commands to make more intelligent shift decisions, according to the company.

The new series has been several years in the making, with Eaton developing it in cooperation with North American truck makers so each model is specifically engineered to be integrated into its intended powertrain configuration.

"The many different models reflect our commitment to now offer the trucking industry the best possible automated transmission solution for a variety of applications," said Staci Kroon, senior vice-president and general manager of

Eaton's transmission business. "We have taken into account customer feedback, industry demands and field testing data, and designed these transmissions to offer our customers the perfect solution for use in virtually any vocation."

There are hundreds of individual configurations available, so customers can choose the transmission that's best suited for their application and powertrain, Eaton says.

The new UltraShift PLUS family includes six platforms: Linehaul Active Shifting (LAS) available in overdrive and direct drive; Multipurpose High Performance (MHP); Multipurpose Extreme Performance (MXP); Vocational Construction Series (VCS); Vocational Multipurpose Series (VMS); and Vocational Extreme Performance (VXP).

A new self-adjusting electronic clutch actuator (ECA) allows for fast, smooth clutch engagements,

according to the company. Each model also employs a new Hill Start Aid, which prevents rollbacks on grades. A sight glass allows operators to easily check fluid levels and a new creep feature allows for better maneuverability with continuous low-speed control, Eaton claims.

Eaton says the new series has been in development for seven years, with test fleets collectively logging 2,500 months of testing across North America.

The UltraShift PLUS transmissions will soon be available through limited quantity release with full production slated to begin in 2010. The new generation UltraShift was unveiled as this issue of *Truck News* went to press, however the November issue will feature a first-hand review of the new transmissions, tested at Eaton's proving grounds over grades of up to 20%. □



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Hybrids

One quiet shhh-unt truck

Glasvan Great Dane showcases first hybrid Capacity terminal tractor

By James Menzies

MISSISSAUGA, Ont. – A hard-run terminal tractor burns fuel pretty much around the clock, so it was only a matter of time before fuel-saving hybrid technology was applied to the shunt truck industry. Capacity of Texas showcased its new PHETT (Pluggable Hybrid Electric Terminal Tractor) recently during an open house at Ontario dealer Glasvan Great Dane.

Billed as the industry's first hybrid terminal truck, the PHETT impressed customers and media as it glided around the yard nearly soundlessly. Gone is the noisy diesel engine that normally powers such trucks and in its place is a 220-horse-

power AC traction motor. A 20-kW on-board gen-set recharges the batteries when power dips below 50% of their charge, however it does not propel the vehicle itself, according to Capacity's Kevin Hebert. He said the PHETT can typically run for one to three hours between charges and is still operational while the gen-set kicks in to recharge the batteries.

"The only thing you do have (while charging) is a little increase in the decibel level," he said.

The truck is loaded up with two battery packs containing 52 absorbed glass mat (AGM) batteries, which have a life expectancy of at least five years, according to Hebert. The frame has been beefed up to



STAR ATTRACTION: The new Pluggable Hybrid Electric Terminal Tractor (PHETT) from Capacity attracted much attention during its Canadian debut at Glasvan Great Dane.

Photo by James Menzies

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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



accommodate the extra weight, some of which is recovered from the absence of a heavy diesel engine.

The PHETT operates much the same as a traditional shunt truck, but drivers will appreciate the extra torque and responsiveness you'll get only from an electric motor.

"This unit has a lot more torque than our diesel product," explained Hebert. Specifically, the PHETT delivers 1,376 lb.-ft. of torque at the rear wheels whereas a typical diesel-powered Capacity shunt truck delivers only 700-800 lb.-ft., he said.

Inside the cab, the dash layout is no different than what you'll find inside conventional Capacity terminal tractors. However, a new 'Fast Fifth Feature' has been added. It's a small red button on the top of the shifter that allows the driver to energize the hydraulic motor RPM to raise or lower the fifth wheel at various speeds while the truck is at idle.

Also new is an optional fold-down seat that a trainer can use to tutor new drivers. This nice touch was made possible by the absence of the bulky diesel engine under the cab, Hebert explained.

In addition to the main electric motor, the PHETT features two smaller electric motors. An accessory drive motor powers the hydraulics and steering and another small motor runs a coolant fan.

The 40-horsepower, 20 kW

Cummins gen-set will include an optional plug-in outlet so customers can power small equipment and devices in the event of a power loss.

The PHETT comes with a charging station that requires a 220-volt, 50-amp receptacle for charging while not in use. The PHETT is EPA2010-compliant without costly exhaust aftertreatment. However, like anything hybrid, it will be more costly than your conventional shunt truck. Hebert said the PHETT will cost roughly \$180,000 – or about 80% more than a traditional terminal tractor today. But even so, the fuel savings of 50-60% will result in a 3.5-year payback even without any government funding, Hebert said.

"Most of that is because of the reduction in fuel usage and then the maintenance costs you have without the standard diesel engine," he explained. And for environmentally-conscious fleets and shippers, the environmental benefits are also worth considering. According to third-party testing in the US, Hebert says the PHETT provides a 77% reduction in hydrocarbons and NOx and an 85% reduction in particulate matter (PM) compared to today's typical shunt trucks. That's to say nothing of the reduction in noise pollution.

To see video of the PHETT, check out the Sept. 10 episode of our WebTV show *Transportation Matters* on Trucknews.com. □

Navistar's hybrids exceed five million mile mark

WARRENVILLE, Ill. – Navistar says it is the first OEM to exceed five million real-world miles with its hybrid-powered trucks and buses.

"With a wide range of hybrid trucks and buses, we continue to be a leader in providing energy-saving, environmentally friendly transportation solutions," said Jack Allen, president, Navistar's North American Truck Group. "By developing clean vehicle technologies that reduce fuel consumption and greenhouse gas emissions, we're able to deliver significant savings to the customer's bottom line and, at the same time, help them reduce their overall carbon footprint."

Navistar entered the hybrid market in earnest in November 2007 with the release of the Class 6 medium-duty DuraStar hybrid. In 2008, it added the Class 7 DuraStar hybrid tractor and has since introduced a Class 7 severe-service WorkStar hybrid 4x4. The company says its hybrids have proven to deliver fuel savings of up to 40%.

Navistar is now working on an all-electric delivery vehicle, after receiving a US\$39 million federal grant to develop the technology. It expects to build 400 all-electric delivery vehicles in 2010 and ramp up to several thousand of these trucks annually within a couple of years. □

OEM/Dealer News

Cat, Navistar alliance takes shape

First N.A. truck under joint venture slated for 2011

WARRENVILLE, Ill. – More details are emerging about the joint venture transaction between Navistar International and Caterpillar, which will now operate under the name NC2 Global LLC. The joint venture was first announced in June 2008 and will operate out of the Chicago area.

Al Saltiel, former vice-president of marketing with Navistar has been named president of the new entity.

“Together, Navistar and Caterpillar have moved this project from concept to reality in little more than one year,” says Saltiel. “We now have a dedicated and experienced leadership team that will hit the ground running.”

Other newly-named executives include: Bob Iacullo, chief financial officer of NC2, formerly from Caterpillar and Motorola before that.

There have also been appointments for business units such as product development, sales and marketing, dealer operations, production, supply chain and parts and service, the company has announced.

“NC2 will produce and market a full line of commercial on-highway trucks for markets outside of North America,” says Saltiel. “Customers will benefit from the unparalleled depth and scope of

support provided by Navistar and Caterpillar’s global dealers.”

Both Navistar and Caterpillar have contributed three people to NC2’s board of directors, which will be chaired by Cat president Doug Oberhelman. Navistar Truck Group president Dee Kapur will serve as lead director from Navistar.

“The formation of this joint venture represents a long-term strategic decision,” Oberhelman says. “Despite the current challenges facing the global economy, both Caterpillar and Navistar are dedicating the right people and investing significant resources to ensure NC2’s long-term success in the global on-highway truck market.”

NC2 will manufacture and distribute commercial trucks globally, initially focusing on Australia, Brazil, China, Russia, South Africa and Turkey. Both cabover and conventional trucks will be sold under the Cat and International brands.

Here in North America, Navistar and Caterpillar will continue to develop a purpose-built heavy-duty Cat vocational truck which will be sold and serviced through Cat’s North American dealer network.

The company says the North American trucks will be slated for full production by mid-2011. □

Detroit Diesel’s 2010 engines surpass testing milestone

DALLAS, Texas – Detroit Diesel’s 2010 engines with BlueTec selective catalytic reduction (SCR) technology have exceeded 25 million miles of testing, according to the company.

The 25-million mile mark was reached by pre-production test trucks and revenue-generating customer demonstration units ahead of schedule, Detroit Diesel announced. By the time EPA2010 Detroit Diesel engines are rolled out on Jan. 1, they will have surpassed 28 million miles of testing.

“We are pleased to have taken full advantage of our early choice of SCR as the best technology for our customers for 2010. The 2010 BlueTec technology will be one of most extensively tested emissions technology systems in our company’s history, and having this decade of experience has allowed Detroit Diesel and Daimler Trucks North America to not only have an extended period of time for system design and performance refinement but also to gain significant testing and validation experience,” said David Siler, director of marketing, Detroit Diesel. □

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Freightliner’s Slice of Life program extended

PORTLAND, Ore. – Freightliner has announced it’s expanding its popular ‘Slice of Life’ program, which allows people to follow three professional drivers online as they traverse the US with Detroit Diesel DD15-equipped Freightliner Cascadia’s.

However, as the program moves forward, the three drivers – Dick McCorkle, Henry Albert and Kurt Grote – will be behind the wheels of Freightliner trucks with EPA2010-compliant engines using selective catalytic reduction (SCR).

“Given the positive response we’ve received so far, we decided to extend the program and introduce the drivers to BlueTec emissions technology by giving them three new Cascadia trucks to test drive with DD15’s with BlueTec technology,” said Jamie Heck, owner/operator product marketing manager for Freightliner Trucks.

“As Kurt, Henry and Dick continue to cross North America, we will be eager to read their blogs and hear their reports detailing their experiences and the performance of these new products.”

The three drivers that take part in the program blog about their travels on the program’s Web site: www.SliceofTruckerLife.com and also share better business practices. They drivers also attend popular truck shows, including the Mid-America Trucking Show (March 25-27 in Louisville). □

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OEM/Dealer News

Trailcon offers annual scholarship

MISSISSAUGA, Ont. – Trailcon Leasing will be sponsoring a new annual scholarship of up to \$1,000 for a deserving student.

The scholarship, presented in conjunction with the Ontario Trucking Association Education Foundation, will be awarded to one student annually who is enrolled in the Truck-Trailer Service Technician program at Conestoga College Institute of Technology and Advanced Learning at its Guelph, Ont. campus.

The scholarship recipient will be selected by Conestoga College based on a combination of academic performance and financial need.

“This scholarship is a reflection of exactly what we were trying to accomplish at Trailcon,” says Al

Boughton, president of Trailcon Leasing in Mississauga. “We wanted our scholarship to go to a deserving student each year who takes his or her education seriously. The scholarship eligibility criteria require that the student demonstrate a commitment to his or her education. At the same time, we want to make sure that, in this environment of escalating education fees, the student is also in need of some financial assistance.”

The Trailcon Leasing Trailer Service Technician Scholarship will be awarded annually and is funded by an endowed fund administered by the OTA Education Foundation. For more info or to donate, visit <http://ontruck.org/education.foundation.php>. □

Hino gears up for launch of 2010 engines

NOVI, Mich. – Hino Trucks is taking a number of steps to prepare both customers and dealers for the launch of its Selective Catalytic Reduction (SCR) engine technology to meet the upcoming 2010 emissions regulations.

For starters, Hino has created a new microsite (www.hinoscr.com) explaining the manufacturer’s development of the new technology and what it means for Hino owners. Included will be a page with frequently asked questions about SCR and Diesel Exhaust Fluid. In addition, Hino has scheduled a series of 2011 model year launch events for its dealers beginning the first week in December. During these events, dealers will have the opportunity to test drive and learn about Hino’s new 2011 products.

“Hino Trucks will be fully compliant in meeting the 2010 emissions regulations by using the proven technology of SCR,” said Glenn Ellis, vice-president of marketing and dealer operations. “The ability to reduce emissions to near-zero levels while improving fuel economy distinguishes SCR as the only proven emissions control technology that is as good for business, as it is for the environment.”

George Daniels, vice-president of service operations for Hino, says the technology “allows the engine to operate at max performance level without the additional engine stress needed to control NOx with EGR alone,” adding that the company is seeing excellent results in its customer field tests. Hino will implement an emissions surcharge of \$6,700 per vehicle. □



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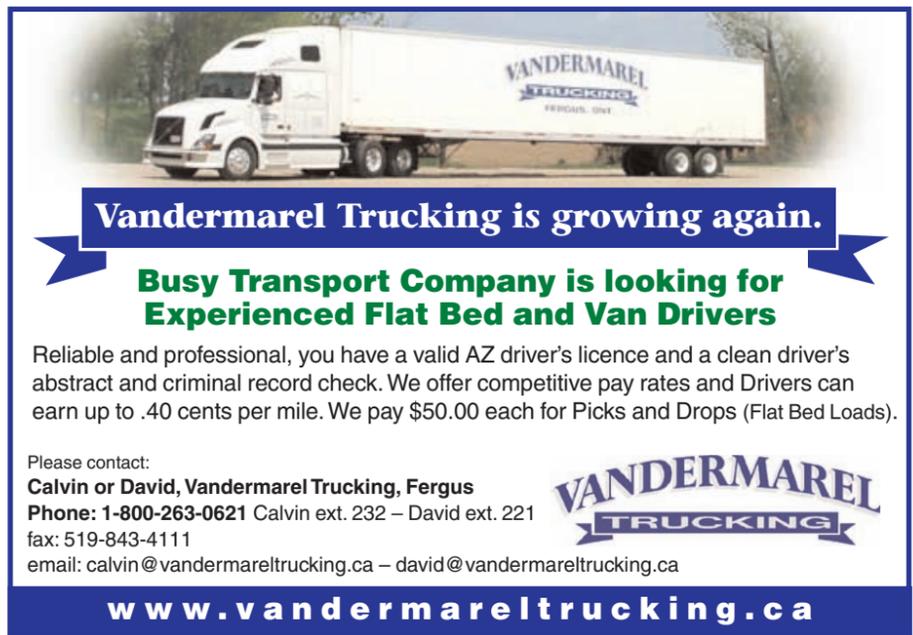
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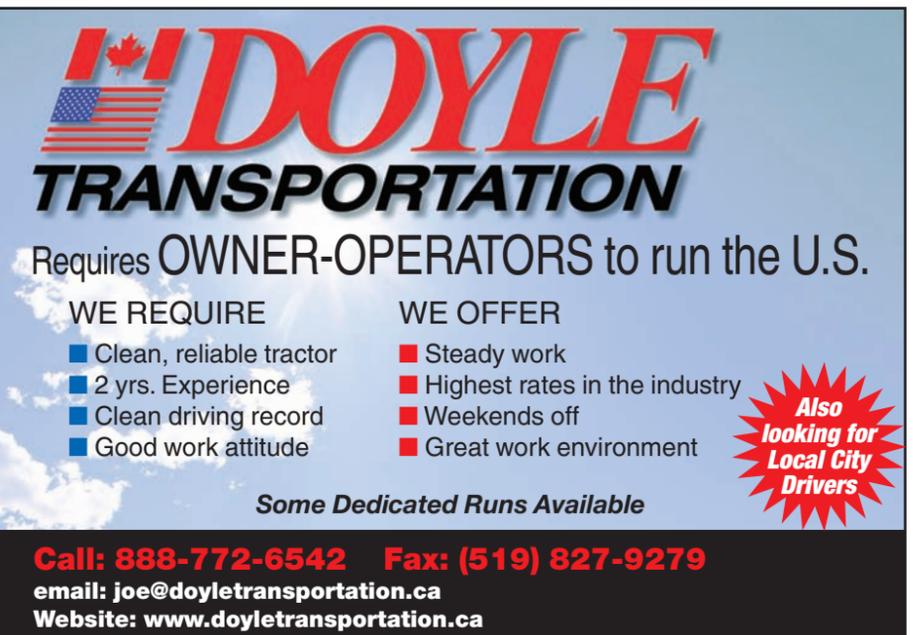
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N.A. Class 8 truck, trailer orders improve

NASHVILLE, Ind. – North American Class 8 truck orders reached their highest point since November, 2008 in August, according to preliminary figures from industry forecaster FTR Associates.

Class 8 net orders totaled 10,758 units in August, according to the company, including the US, Canada, Mexico and exports. August order activity was 19.9% better than the previous month and reflects an annualized rate of 129,096 units.

“FTR is cautiously optimistic about the increased August preliminary Class 8 net orders; however we believe some of the orders being placed are in response to 2010 EPA emissions requirements,” said Eric Starks, president of FTR. “We still expect any recovery in the transportation industry to be slow and bumpy through next year.”

UAP buys up 18 Palmer Truck Parts stores

MONTREAL, Que. – Parts distributor UAP has acquired 18 Palmer Truck Parts stores from Uni-Select.

Employees and the stores will gradually be integrated into the Traction stores network and three TW Distribution Centres of UAP’s Heavy Vehicle Parts Division, according to officials.

“These new stores will allow UAP to better serve our current and future clients thanks to a stronger presence in several regional markets, notably Quebec, Ontario and the Atlantic provinces,” said Robert Hattem, president and COO of UAP.

“We have put the customers of these stores and their satisfaction at the heart of all our decision-making in order to provide them with the best service of our industry and ensure a smooth transition and integration of the new stores.” □

Meanwhile there was also some good news for trailer manufacturers and retailers. ACT Research said net orders for commercial trailers increased 4% in July and were up 16% from July 2008. The findings were published in ACT’s *State of the Industry US Trailers* report. The year-over-year gain was the first recorded so far this year. Year to date through July, net orders for commercial trailers are still off 39% over the same period in 2008.

“Demand for commercial trailers continues to be soft as there remains excess capacity and weak profits in the freight transportation industry,” said Kenny Vieth, partner and senior analyst with ACT Research. “The current order levels are less than half of the normalized industry replacement rate, but with seven of nine trailer types tracked posting increases in new orders from June to July, it appears demand is beginning to move in the right direction, if incrementally.” □

Fire can’t burn spirit at Delta Spring and Chassis

BRESLAU, Ont. – Delta Spring and Chassis hosted a customer appreciation day recently, despite suffering a fire a week earlier that temporarily shut down its repair bays. The fire was contained and nobody was hurt, but the seven-bay facility suffered extensive smoke damage, the company said.

It remains open, however, and customers are still being served as repairs are made.

The company planned to be back at full capacity by the beginning of September.

Despite the setback, the customer appreciation day went ahead as scheduled and this year it focused on breast cancer awareness.

Two pink trucks were displayed, courtesy of CBM and Tri City Materials, as well as several other antique trucks.

“In past years, we’ve appreciated our customers and this year we wanted to pay special tribute to customers who have given back to



PRETTY IN PINK: A plant fire did not dampen Delta Spring and Chassis’ plans to celebrate its customers. A customer appreciation day went ahead as planned, benefiting a local breast cancer centre.

their community. When the fire occurred, we just couldn’t close the doors on such an important event,” said Herb Preikschas, account manager at Delta.

Donations collected during the event were presented to the Waterloo-Wellington Breast Cancer Centre of Grand River Hospital. □

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Taming free-radicals

Over the past 20 years the words free-radicals, anti-oxidants and phyto-chemicals have become common terms used by health promoters. The basic understanding is that when your body has more free-radicals your health declines; when you have more anti-oxidants and phyto-chemicals your health improves. Why?

The body uses oxygen for metabolic reactions. When oxygen reacts with other body compounds in these reactions, it often creates free-radicals as a byproduct – a highly unstable molecule. In addition, other stressors can produce free-radicals, like exposure to cigarette smoke, radiation, a high fat diet and pollution.

Why be concerned about free-radicals? What makes them bad?

Because a free-radical molecule has at least one unpaired electron, it travels through the body looking

Preventive Maintenance

Karen Bowen



for an electron to steal from another molecule in order to balance its own electrical field. This instability makes a free-radical highly reactive.

This isn't always bad. Our immune system uses the high-reactivity of free-radicals to create a burst of energy to destroy disease-causing bacteria and viruses.

Outside of that, the reactivity of free radicals can wreak havoc with our health.

When a free radical steals an electron from a stable molecule, that molecule becomes unstable and begins travelling around the

body looking for another electron to steal from another molecule in order to balance itself electrically. Then, the molecule that is now missing an electron begins searching for another electron to steal, causing a chain reaction. This chain reaction changes the composition of healthy molecules throughout the body, leading to disease.

This is where anti-oxidants help out. The great thing about anti-oxidants is that when they donate one of their electrons to balance a free-radical, they, themselves, do not become free-radicals. They are stable with or without an unpaired electron. For example, when ascorbic acid (Vitamin C) gives up two hydrogen (and their electrons) to balance a free-radical, ascorbic acid simply becomes dehydroascorbic acid, which is also a stable molecule. So, the chain reaction ends.

This is important because free-radicals can cause extensive damage. They attack and damage the fatty acids in fatty proteins, and in cell-membranes. As a result, sub-

stances can't travel freely in and out of our cells, so our body has difficulty getting nutrients in and getting waste out of our cells. Free-radicals also damage cell proteins, so cells stop functioning as they should. Free-radicals also cause DNA to mutate, so when cells reproduce to create new cells the new cells are flawed and don't work like the original cell.

Fortunately, our body has some built-in defenses for controlling free-radicals. Enzymes disarm the most harmful ones. To keep the enzymes effective the following minerals are essential: selenium, copper, manganese and zinc.

However, as we get older, these defense and repair systems become less effective. So, the damaged cells accumulate over time, leading particularly to cancer, arthritis, cataracts and heart disease.

Luckily, our body also creates some of its own anti-oxidants. However, most of our anti-oxidants come through the food we eat. Our body uses the Vitamin E and beta-carotene in our diet to protect its fats. Vitamin C protects the body's fluids. Vitamin C is especially good at neutralizing free-radicals caused by air pollution and cigarette smoke. It also can make Vitamin E active again after it's been oxidized.

Because cancers are often caused by damaged DNA, anti-oxidants may be the best prevention. Studies have certainly shown that people who eat lots of fresh vegetables and fruits rich in anti-oxidants have significantly lower rates of cancer.

Foods high in beta-carotene are particularly effective against lung, mouth cervical and breast cancers. Vitamin C seems to protect against mouth, larynx, and esophageal cancers. Vitamins E and C protect against heart disease.

Another tool to prevent disease is phytochemicals. These are not actually considered nutrients, but are compounds found in food. They create the colours and flavours in the foods we enjoy and are closely tied to the health benefits of those foods. It seems that the unique combination of anti-oxidants, fibre and phytochemicals of foods is what creates the health benefit package of that specific food. A diet rich in a variety of fruits, vegetables and whole grains gives your body the best benefit because it contains a combination of all the different ingredients of many food options.

When deciding which fruits or vegetables to choose, generally speaking, the brighter/richer the colour of the fruit or vegetable, the greater the benefit for your health.

As the fall season approaches, it is certainly a great time to take advantage of all the excellent fresh fruit and vegetable choices available. Consider your lifestyle and then provide your body with everything it needs to keep your cells in tip-top shape.

The bright fruits and vegetables you pack in your brown-bag lunch today may help you avoid the doctor's black bag in the future. □

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

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Opinion

Things are beginning to look a little bit better

It seems you can't read a newspaper or watch the TV these days without hearing some expert or another weigh in with their two cents on the economy.

But unfortunately, it seems nobody's on quite the same page.

'Things are looking up, expect a rapid recovery,' says one. Only to be contradicted by another who says 'We're not out of the woods yet, brace yourselves for more job losses.'

What gives? Are these economists not studying the same numbers?

I guess all we can do is take it all with a grain of salt and rely on our own observations to find out what's truly in store. I, for one, am pitching my tent in the optimists' camp.

Don't get me wrong, trucking companies aren't throwing any parties to celebrate the end of the recession just yet.

In fact, one of the industry's best parties – the OTA convention and banquet – has been scaled back to just one day (Nov. 19) this year.

However, the people I've been talking to over the past eight weeks or so seem more optimistic than they have been at any time over the previous 18 months.

Publisher's Comment



Rob Wilkins

Maybe 'cautiously' optimistic is the better term.

Here at *Truck News*, we're seeing signs of a recovery.

For one, this issue has more driver ads than any other recent issue. Instead of parking trucks against the fence, it looks like some carriers are seeing a spike in demand.

Also, recent reports from industry forecasters have shown Class 8 build rates are beginning to climb from their low points in the second quarter. That's more great news, especially for dealers and OEMs.

One thing's for sure, whether your glass is half full or half empty, it's not going to change how things play out.

Which is why I'm pitching my tent in the optimists' camp – it's much sunnier over here. □

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

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Mail

The ongoing debate on speed limiters

Dear Editor:

This is in response to Lou Smyrlis' blog dated July 15 on Trucknews.com and his remarks about Joanne Ritchie's speed limiter comments.

First of all let me thank all of you for all the effort you expend on our behalf, but you're missing the point on the speed limiter issue.

I've split my 27 years about down the middle between owner/op and company driver and I hate the speed limiter, not because it has slowed me down because it hasn't.

I drove the speed limit before and I drive the speed limit now. The problem with speed limiters is now it's a lot harder to maintain my comfort zone on the highway and it has had a negative effect on my fuel mileage.

Everybody is arguing about rights and nobody is getting it right. As for your opinion about Joanne's comments, you both have a point but it's all getting so muddled that to the unknowing public we must surely be such a bunch of hillbillies that need to be controlled.

This legislation is nothing more than the OTA bullying its way for its members who have been speed-limited for years and finding a very willing co-conspirator in an MPP who if I'm not mistaken tried to get trucks restricted to the right lane only on 400-series highways a few years back.

More than anything I'm frustrated with the new law because I've always paid great attention to fuel mileage and safety and have got absolutely nothing but my pride to show for it. □

Paul Matchett
Via e-mail

It doesn't add up

Dear Editor:

As the owner of a tractor with a wheelbase longer than 244 inches I have always been told by the MTO that the reason I can't legally pull a 53-ft. trailer in Ontario is because the ramps were not designed to handle the extra "off-tracking" caused by the longer wheelbase.

Well go figure! Now it appears that by some magic, these ramps can handle a tractor pulling two 53-ft. trailers.

I guess I will be left scratching my head every time I get to follow one of these LCVs out of the yard and onto the 401 knowing that my truck with one 53-ft. trailer is illegal, but the guy ahead of me pulling two is perfectly legal. Funny, how these ramps leading from a large trucking company in Cambridge to the 401 seem to be able to handle all that extra "off-tracking" now. □

Paul Bauman
Innerkip, Ont.



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People

Emergency Road Services (ERS) of Canada has hired **Cheryl Damm** as its new sales and marketing manager. The company says Damm brings 20 years of sales and marketing experience to ERS.



Damm

She'll be charged with growing the company's customer portfolio in Canada and the US and ensuring customers receive the best service possible, ERS says. Damm can be contacted at 905-277-2377 or toll-free at 877-377-2262 or by e-mail at

cheryldamm@ersofcanada.com. ERS is a 24-hour coast-to-coast emergency roadside assistance company dedicated to the trucking industry.

ATBS Canada has announced **Alexandra Gow** has joined the company as its office manager.

Gow, who has 20 years experience in management positions, will operate ATBS Canada's office at 495 Richmond St., Suite 950 in London, the company announced.

"We are very excited at being able to add another quality person to our growing staff of professionals at ATBS Canada," said Ray Haight, CEO of ATBS Canada.

"Being able to attract people of Alexandra's caliber to our company reinforces our commitment to first class services to our customers."

ATBS Canada provides business services for owner/operators. It can be reached at 877-878-5829.

An Ontario commercial vehicle inspector took top honours at the recent Commercial Vehicle Safety Alliance North American Inspectors Championship (NAIC).

Alex Bugeya, a CVSA-certified North American Standard Level 1 inspector from Ontario, was presented with the Jimmy K. Ammons Grand Champion Award for his performance, which include seven competition elements including Level 1 and HazMat inspections.

The competition included 44 inspectors from jurisdictions throughout North America, including five from Canada.

"I am so very proud of the men and women who put on a uniform and badge every day and dedicate their lives to commercial motor vehicle safety," said Stephen F. Campbell, CVSA's executive director. "They are the ones making highways safer for everyone who drives alongside commercial motor vehicles and this championship recognizes them for their contribution to highway safety."

Bugeya also took home top honours in the High Points Canada division, while finishing first in the North American Standard Level 1 Inspection category and the North American Standard HazMat/Transportation of Dangerous Goods and Cargo Tank/Bulk

Packaging category. Bugeya was also a member of the winning team in the Team Award.

Other Canadians receiving a nod were **Rick Smith** from Alberta, who finished second in the North American Standard Level 1 inspection category as well as the North American Standard Level V Passenger Vehicle (motor coach) category and **Pierre Grimard** of Quebec who finished third in the HazMat/dangerous goods category.

On July 29, 2009, the trucking industry lost another great man. **Jean Guy Morin** known as 'Guy' to many of his friends lost his brave battle with cancer at the age of 60. Anyone who knew Guy knew he was a hard worker, always ready to help, and had a heart of gold. For many years, with his wife Judy by his side, he trucked freight from east to west, north to south, working with such companies as Cherry Express, Hy-Line, Elke Bros., and J&R Hall. All his knowledge of trucking will be greatly missed, as well as his smile, crazy humour and jokes. Some of you probably had a cup or two with him at one of the many Tim Horton's along the way or a chat on the CB to pass the time of day. He loved trucking so much. May you rest in peace now Jean Guy, until we meet again, love you man, 10-4. □



Morin

— Obituary submitted by Ken Manzer and Margaret Sailes

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40TH GRAD CLASS



41ST GRAD CLASS

Avaal turns out two more grad classes

BRAMPTON, Ont. – AVAAL Technology has reached a milestone with its logistics training programs, having just held its 40th and 41st graduation ceremonies for students in its Dispatch Specialist Course.

The graduation ceremonies were held at Avaal's Brampton campus in late August, and included one of the largest classes in the program's history, according to the company. The ceremonies included graduates from the Dispatch Specialist Course and the Fast Track Freight Forwarding Course.

Graduates from the 40th Dispatch session included: Masood Khan, Parvinder Khattra, Ramandeep Raikhi, Sumon Chowdhury, Randeep Sandhu, Surinder Sandhu, Shiv Mondair, Cassandrah Tran, Gurpreet Thind, Raja Waheed, Bev Turkington, Janak Sanghadia, and Nirothsan Thanapalan.

Graduates from Avaal's 41st Dispatch Specialist and Fast Track Freight Forwarding courses included: Ramandeep Brar, Manpreet Singh, Hayden Andrews, Sandeep Singh, Manvirinder Kaur Sandhu, Michael Yu, Tina Verlysdonk, Neil Wang, Parvinder Khattra, Manjinder Bajwa and Rajinder Khehra.

More than 600 students have graduated from the Dispatch Course, a 40-hour program combining both classroom and hands-on job training. The course modules introduce techniques designed to effectively launch and operate small to large scale trucking companies with an emphasis on strategic business management.

Avaal's Fast Track Freight Forwarding Course, meanwhile, is designed to address the concerns of freight forwarding professionals about skills shortages in the supply chain and logistics industry. □

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Hands On Trucking

By Edo van Belkom

The Story So Far...

Before making a delivery of hardwood flooring to a big warehouse, Mark jumps from his cab and injures his knee. Working through the pain, Mark is told by the shipper that all the warehouse workers are gone, so if Mark wants his truck unloaded he'll have to do it himself. Mark wants another load so he unloads it himself. His knee aches.

That night Mark bought two bags of ice and found a quiet parking lot where he could sit in a lawn chair and ice his knee. Over the course of the day the knee had swollen to the point where it looked as if it had been encased in a big red melon. And there was pain, too. Not so much to walk on it, but to bend and twist it. While he sat there with the ice on his knee and the cold water dripping down his leg, he couldn't put the leg in a comfortable position or one without pain. Any slight twist or pressure from any angle other than straight up and down created a dull aching throb.

'How in the world could I hurt my knee so badly just jumping down from the truck?' he wondered.

But he knew it happened all the time.

He knew plenty of truckers who had blown out their backs lowering the landing gear or opening the barn doors on their trailers. And how many had sprained an ankle or even broken a leg jumping down from the rear of a trailer or off a loading dock? And what about winter ice? Sure, roads got slippery in the winter, but so did the ground beneath your feet.

And it didn't just happen to truckers.

Even professional athletes got injured in the silliest ways.

A year or so ago, didn't that kicker for the Arizona Cardinals, Bill Gramatica, celebrate a field goal with a jump only to land awkwardly on his feet and wind up out for the rest of the season with torn cartilage and ligaments? And you're always hearing stories of guys who threw their backs doing odd jobs around the house or playing at home with the kids.

The difference was that those guys had big fat contracts that were still paid out in the event of an injury. Even most company drivers had some kind of plan that would help them make ends meet while they were off work. But Mark was an owner/operator, meaning that he was the employee, the boss and the company all rolled into one. If he didn't work the company suffered, and if the company suffered, then he might start missing paydays.

It all came down to him...and his knee. He shifted the ice bag and felt a

fresh stream of cold water run down his leg and into his boot. The running water aside, the ice felt good on the joint and was doing a good job of keeping down the swelling. It was even helping to ease the pain to the point where he could almost walk on it normally. That was all well and good for now. It was getting up tomorrow morning that he was worried about because it wasn't a question of whether he would be working tomorrow or not – of course he would be working. The real question was, would he be able to stand the pain long enough to get himself through the day?

Mark opened his eyes. He was comfortable in bed and had enjoyed a good night's sleep. He turned his head and looked at the clock he'd set up in the sleeper. It was just after seven. Enough time to get up, find some breakfast and be on the road by nine.

He lay in bed a few moments staring at the ceiling, stretching his arms and getting the blood flowing. So far, so good, he thought. Then he tried a leg, no problem. Then the other – Aahh!

A needle of pain shot through his knee, feeling as if someone had put a nail gun up against the back of his leg and pulled the trigger.

Gasping for breath, Mark tried moving the knee again. Slowly, this time, inch by inch. There was pain and stiffness and at first he thought he'd never make it out of bed, but slowly...very slowly, he was able to straighten his leg.

'How the hell am I going to work today?' he wondered. But the answer was simple. He would just do it. He'd work through the pain and if he had time at the end of it all, maybe he could see a doctor about it. But even then, the doctor's advice would be to take some time off work to let the knee heal. But they always said that, as if there were no consequences to not working.

Mark worked the leg back and forth and the more it moved the better it felt. Eventually, it was working normally with just a hint of soreness. He could manage the pain, but this was a long-term thing that would be dogging him for weeks.

Mark rolled out of bed and got ready for his day.

By nine he had another load of hardwood from Bud that needed to be delivered to the same warehouse he'd delivered to the day before.

Hopefully, this time, there'd be shippers there to unload his trailer so he could get a couple of loads in. If he could manage three or four deliveries today, maybe he'd be able to take the next morning off to see a doctor.



But when he arrived at the warehouse, the place was as deserted as it had been the afternoon before. That had been close to quitting time, but this was the first thing in the morning.

'Where is everybody?' Mark said aloud.

'Oh, I thought I heard someone here,' said the shipper from the day before. He was wearing different clothes today, but they were as clean and as freshly pressed as the outfit he'd had on yesterday.

'Another load of hardwood,' Mark said. 'Twelve skids.'

'Right,' said the shipper. 'They go over there.' He pointed to a spot in the middle of the warehouse that had been cleared to accommodate 12 or so skids.

Mark waited, saying nothing.

Finally, he had to ask. 'Where are your workers?'

The shipper shook his head. 'One of them called in sick and the other one's on lunch.'

'What about you?'

He jabbed a thumb over his shoulder. 'Office.'

'When does your man come off lunch?'

'He started at six this morning and he just left. Said something about taking his kid to the dentist, so...'

Mark could see where this was going. 'Never mind, I'll do it myself.'

'Fine with me,' the shipper said, spinning on his heels and heading back to his office.

Mark stood there, shaking his head. How could this happen two days in a row? Part of him wanted to just wait and see if anyone ever came back from lunch, but the owner/operator in him

wanted to get the load off his truck and get back on the road.

With a sigh and slight limp to his gait, he found the lift truck he'd used the day before...and got to work.

Because he was used to the way the pump truck operated, and was familiar with the layout of the warehouse, the unloading went a lot quicker than it did the day before.

But as fast as the work was done, his knee didn't feel any better for it. The pain was back and he had trouble bending and extending it fully.

When he was done he gave a hard pull on the pump truck and sent it rolling along the warehouse floor, not caring all that much where it ended up or what it crashed into.

He found the shipper a little while later in his office snacking on a sandwich and sipping a hot cup of Tim's.

'All done?' he asked as Mark appeared in the doorway.

'Yeah,' Mark said. 'I unloaded the truck for you.'

'Great. I'm sorry about my guys not being here. It doesn't happen that often. You know, once in a while things come up and they need the time off.'

'This is two days in a row.'

'Is it?'

'Yeah, it is.'

'Isn't that curious?'

'Yeah,' Mark said. 'Curious.'

He handed the man papers to sign. The shipper signed them and said, 'See you later.'

Mark took a step, winced as a stab of pain shot through his knee, and said, 'Not if I can help it.' □

– Mark Dalton returns next month in Part 3

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BOWMANVILLE, Ont. – The economic downturn has dominated headlines for the better part of a year, leaving numerous trucking companies and their drivers in its wake.

Many of the surviving companies have had to scale back operations and streamline processes to adapt to the new economic realities. Many drivers have seen a decrease in miles – meaning a drop in pay – causing many to rethink their expenditures in their home lives as well.

Others have lost their jobs altogether, which seemed unthinkable just a couple short years ago when the trucking industry was struggling to find qualified drivers.

Since the Canadian economy appears to be turning a corner, *Truck News* decided to mark the occasion by speaking with drivers at the Fifth Wheel Truck Stop in Bowmanville, Ont. to see how the recession has affected them both professionally and personally



Truck Stop Question

Adam Ledlow
Managing Editor

How has the recession affected your job?

over the past year.

William MacCulloch, a driver with Starship Equipment in Alexandria, Ont., was forced out of his truck this past winter when loads became scarce.

“I went back into construction, actually, for five months,” he told *Truck News*.

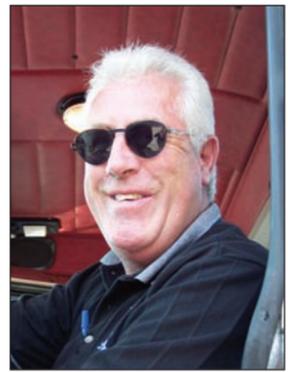
On the home front, MacCulloch has changed his spending habits to adapt to the new economic realities as well.

“Just a little bit more of the leisure stuff we don’t do, that’s



William MacCulloch

all,” he said, adding that he’ll likely continue his frugal ways into the future.



Steve Smith

Steve Smith, a company driver based in Belleville, Ont., says he’s been fortunate to be basically unaffected at work during the recession.

“It’s mostly steel and we do a lot of cement too. It’s been pretty steady,” he said.

However, like MacCulloch, Smith says he’s done his share of belt-tightening at home.



Steven Abraham

Steven Abraham, a driver with Kriska Transport in Prescott, Ont., has been trucking for just 11 months but says he has seen the effect of the recession to a degree.

“Freight isn’t moving as it normally moves, so (the recession) has indeed affected (us),” Abraham said, adding that business seems to be picking up now compared to six months ago.

Abraham says he is sure not to overspend since his income is not as fluid as it once was and plans to continue this habit until the upturn is in full swing.



Lawrence Owen

Lawrence Owen, an owner/operator who hauls ingredients for animal feed at a Leamington, Ont.-based farm, says business has been steady because “people still need to eat.”

But just to be safe, Owen has scaled back the amount he eats at truck stops while on the road.

“It’s a good habit to get into. It’s a lot of extra money to spend out here when you could spend way less than that at a grocery store and get a cooler and have a little microwave in the truck. I’m really getting ready to start as a more permanent thing,” he added. □

– Adam Ledlow is now on Twitter! Join today and follow his tweets at twitter.com/adamledlow.

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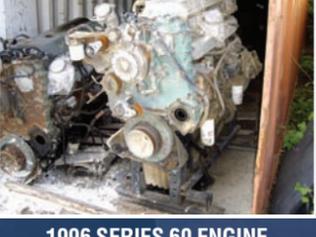
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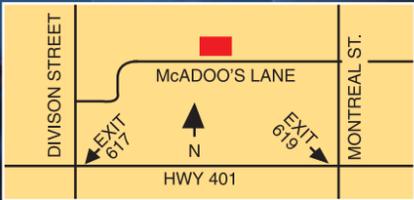
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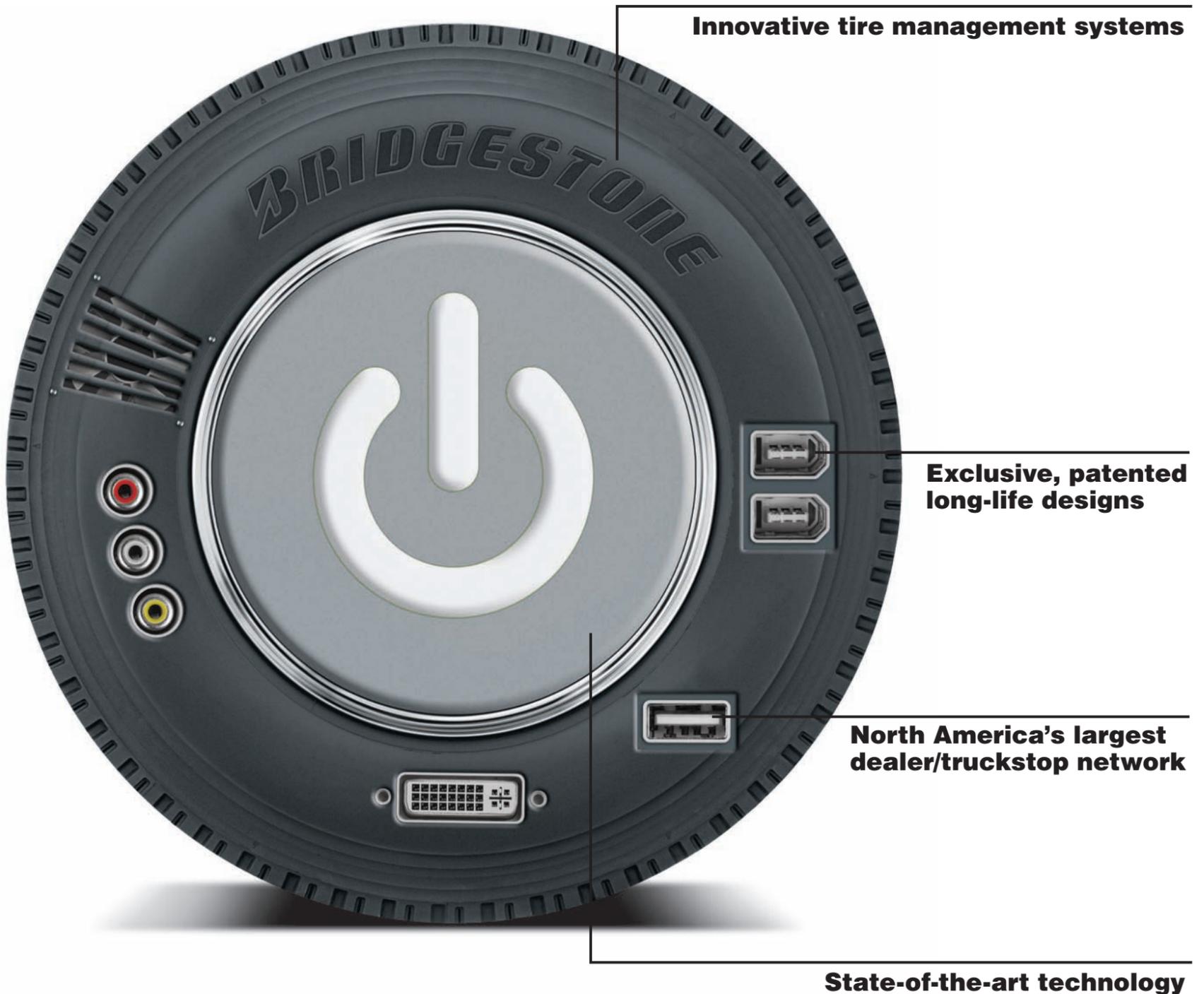


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